2016 Annual Report Information

2016 was a year in which the focus was the restoration and renovation of the 1730 Conant House. The project, which was undertaken by Cape Associates from Yarmouth, MA, began construction in December 2015 and finished in October 2016. A dry and hot summer affected weekly visitation, but the Museums held a number of programs and events that drew large crowds, including:

- Thirty-seven lectures were held, including appearances by Nathaniel Philbrick, Michael Holley, Ian Toll, Jerry Thornton, Nathalia Holt, Alice Dreger and Paul Brandus. The Philbrick lecture, held at the 1st Congregational Church, drew an audience of nearly 400 people.
- The 17th annual Heritage Award was held in April and had a maritime theme, honoring the Tietje family of Falmouth and retiring Admiral Thomas Bushey of Massachusetts Maritime Academy.
- Other events were reprised from previous years, including the ‘Around the Sound’ cruise, Cape Cod Hydrangea Festival, Katharine Lee Bates Poetry Fest, 47th annual Antique Sale, ‘A Visit with the Night Watchman’, and the Holiday Traditions Tour of the 1790 Dr. Francis Wicks House.
- For the third year in a row, the Museums on the Green was a participant in the Highland Street Foundation’s “Free Fun Friday” program, drawing large audiences to Falmouth as the grant paid for their admission.
- Children’s programs included the annual Teddy Bear Picnic and Animal World Adventures.
- School programs featured visits from all of the third grade classes from all five Falmouth elementary schools and visits to the 7th grade classrooms at the Lawrence School.
- Collaborative events included the annual “Inspired by Nature” educational program, teaming up with the Falmouth School Department, Cape Cod Symphony, Falmouth Art Center, Salt Pond Areas Bird Sanctuaries and the National Oceanographic and Atmospheric Association (NOAA); the Falmouth School Department on two ceramics projects; Arts Falmouth on the annual Jazz Stroll; the Falmouth Village Association on a Mother’s Day event and a Christmas event; the Falmouth Garden Club on the Holiday Traditions Tour; and the Falmouth Chamber of Commerce on a Business after Hours.
- Several nonprofits in Falmouth and the region used the Cultural Center for their own events, including the 300 Committee for a series of winter lectures; the Falmouth Village Association for business meetings; the women’s empowerment group WE CAN for their monthly meetings; and Memory Café for their monthly meetings. The local Girl Scouts also held events at our facility.
- Thirty-six very well-attended walking tours were conducted throughout the visitation season (Tuesday and Thursday mornings), while five historic trolley tours were held in September and October.
Generous Benefactors ( $1000 +)
Charlotte and Mary Harris
Richard A. Heald Fund
Willett Foundation of
    Cape Cod Foundation

Supporters ($500-$999)
Col. Kevin M. Doyle
Gene Marie Hassen
James and Caroline Lloyd
Dana and Eileen Miskell
Carolyn Partan
Tom and Phyllis Peterson
Wood Lumber Company

($101 - $499)
Diana and David Brassard
David B. Bullock
Patricia Dottore
Karin P. Edwards
Falmouth Toyota,
    Thomas Murphy
Doris and David Fausch
Judith Frank
Katharine Garfield
Dr. David and Janice Gouveia
Robert and Ursula Haslun
Charlie and Sally Hauck
William and Monica Hough
Virginia D. Johnson
Kevin Klauer
Elizabeth Listerman
Pete and Vicky Lowell
Jerry and Dianne Lynch
Rocco and Susan Maffei
Liam and Deborah Maguire
Ronald and Barbara Marcks Dr.
Richard McElvein
Michael and Lyn McNaught
Brian and Mary Nickerson
Mr. and Mrs. William O'Connell,
    Palmer House Inn
Benjamin Partan
William and Rebecca Sawyer
Thomas and Judith Stetson
Daniel W. Swift
Noah and Janet Totten
Jim and Alice Tow
William Traylor and
    Joseph Wisniewski
B. Grant Willis

Up to $100
Dr. Jomarie Alano and
    William Treat
Mary Alessi
John and Gabrielle Allen
Christopher Alves,
    Cape Coastal Computers
Jeanne Alves
Anonymous (5)
Luean Anthony
Dennis and Mary Belanger Mr.
    and Mrs. Glenn Bell
Mr. and Mrs. Arthur Berke
Kathleen Betts and Arthur Fritz
George H. Billings
Karen Bissonnette
Mr. and Mrs. George Botelho
Carl and Jean Bowin
Art and Booje Calfee
Bonnie B. Callis
James E. Cardoza
Toni Chute
Kate and Arthur Chute
Dick Chute
Mrs. James M. Clark
Molly N. Cornell
Claire DeMello
Francis and Carol DeYoung
Dimond Family Trust
Helen Dixon
Nate Dondis
William and Brenda Dugan
Ray and Sandra Dumont
Shirley R. Dunkle
Rita Dussault
Anne W. Dyer
Frank Egloff
Anne Emerson
Norma B. Engles
Ermine Lovell Real Estate
Sandra Faiman-Silva
Falmouth Garden Club
Nancy C. Fay
Tom and Toshie Ford
Wes and Margaret Forte
Friends of Falmouth Bikeways
Charlie and Barbara Gachot
David and Loretta Garrison
Tamsen George Martha
J. Gillis
Susan and Tom Gilman
John and Lyn Gould
Donald Grant
Ed and Alice Grayson
William and Margaret Greer
Mr. and Mrs. C. Wesley Gregory
Kevin and Marie Griffin
Mr. and Mrs. James Griglun
Margaret Lytle Griner
Marvin and Avis Grosslein
Nancy Ann Harris
Marjorie Hayes
Raymond and Elizabeth Hayes
Michael and Donna Herlihy
Frederic H. Hilton
Rod Hinkle and Kirstin Moritz
John and Olivann Hobbie
Jane Holtz
Marcia W. Hoyt
Carolyn M. Hummer
Audrey Iarocci
Alfred G. Irish
Todd and Natalie Jesdale
Virginia and Robert King

**Gifts up to $100, cont.**

William and Joyce Kirk
Paul Klein
Peg and Jim Ledwell
Leonard and June Lynch
Matching Gifts
Unum/Colonial Life
Eastern Bank Charitable Foundation

Gifts in Honor of
FHS Staff and Board by
   Mark and Doreen Schmidt
Thelma Goldstein by
   Carolyn Partan
Janice Gouveia by
   Kevin and Marie Griffin
Charlie Hauck by
   Rod Hinkle and Kirstin Moritz
Francesca Parkinson by
   Susan K. Ratzan
Carolyn Partan by
   Molly N. Cornell
   Barbara Thomson
   Noah and Janet Totten
   Maria Ward by Judith Stetson

Gifts in Memory of
Gerard R. Alves by
   Christopher Alves
Frances Kimball Bullock by
   David B. Bullock
Eliza Chute by Elizabeth Stommel
Leonard Cohen by Luean Anthony
Adele Corbett by Anne Tessier
Brian Dionne by
   William and Joyce Kirk
Vincent Duffany by
   Dennis and Mary Belanger
William Dunkle by Shirley Dunkle
Paul Dussault by Rita Dussault
Arnold W. Dyer by Anne W. Dyer
Nancy Ojerholm Egloff by
   Frank Egloff
Charles Fay by Nancy V. Fay
Captain Zenas Hamblin by
   Judith Frank
Joe Iarocci by Audrey Iarocci
Their Parents by
    Robert and Rita Ottaviano
William and Jane Wyman by
    Arthur and Booje Calfee
Eleanor Conant Yeager by
    Susan Y. Tow

We apologize for any errors or omissions. Please contact us with corrections: 508-548-4957; PO Box 174, Falmouth, MA 02541; info@museumsonthegreen.org.

## Operating Cash Flow 2016

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>67,646</td>
<td>61,391</td>
</tr>
<tr>
<td>Fundraising Grants</td>
<td>27,722</td>
<td>46,520</td>
</tr>
<tr>
<td>Membership/Programs</td>
<td>31,509</td>
<td>22,651</td>
</tr>
<tr>
<td>Rental Income</td>
<td>18,534</td>
<td>25,415</td>
</tr>
<tr>
<td>Other income</td>
<td>3,803</td>
<td>10,064</td>
</tr>
<tr>
<td><strong>Net from Operations</strong></td>
<td>149,214</td>
<td>166,040</td>
</tr>
<tr>
<td><strong>Support from Investments</strong></td>
<td>61,515</td>
<td>75,069</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payroll</td>
<td>124,287</td>
<td>149,800</td>
</tr>
</tbody>
</table>
### Admin & Technology
- **2016:** 20,369
- **2015:** 22,713

### Bldgs & Grounds
- **2016:** 11,147
- **2015:** 16,117

### Utilities
- **2016:** 15,771
- **2015:** 15,197

### Insurance
- **2016:** 11,147
- **2015:** 13,078

### Development
- **2016:** 9,694
- **2015:** 11,900

### Curatorial
- **2016:** 5,093
- **2015:** 6,884

### Equipment
- **2016:** 7,024
- **2015:** 6,143

### Net Income
- **2016:** 6,198
- **2015:** (721)

---

### CAPITAL ACCOUNTS CASH FLOW 2016

<table>
<thead>
<tr>
<th></th>
<th>Historical</th>
<th>Conant</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Society</td>
<td>Campaign</td>
<td>Total</td>
</tr>
<tr>
<td>Beg. Balance 12/31/2014</td>
<td>618282.22</td>
<td>219158.39</td>
<td>837440.64</td>
</tr>
</tbody>
</table>

#### Income

- **Gift Stock Received**
  - **2016:** 0
  - **2015:** 0
  - **Total:** 0.00

- **Conant House Donations**
  - **2016:** 732027.33
  - **2015:** 732027.33

- **Memorial Donations**
  - **2016:** 2832.29
  - **2015:** 2832.29

- **Grants/Other**
  - **2016:** 600.00
  - **2015:** 600.00

- **Line of Credit Draw**
  - **2016:** 200000.00
  - **2015:** 200000

- **Interest & Dividends**
  - **2016:** 12600.40
  - **2015:** 82.57
  - **Total:** 12682.97
<table>
<thead>
<tr>
<th>Category</th>
<th>12/31/2014</th>
<th>12/31/2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Realized Gain</td>
<td>9156.16</td>
<td>9156.16</td>
</tr>
<tr>
<td>Unrealized Gain(Loss)</td>
<td>32116.86</td>
<td>32116.86</td>
</tr>
<tr>
<td></td>
<td>57305.71</td>
<td>932109.9</td>
</tr>
<tr>
<td>Total Income</td>
<td>989415.61</td>
<td>989415.61</td>
</tr>
<tr>
<td><strong>Disbursements</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fees</td>
<td>5662.55</td>
<td>5662.55</td>
</tr>
<tr>
<td>Gift Stock to Annual Appeal</td>
<td>0.00</td>
<td>0</td>
</tr>
<tr>
<td>Shelving</td>
<td>15641.88</td>
<td>15641.88</td>
</tr>
<tr>
<td>Conant House Architects</td>
<td>38745.96</td>
<td>38745.96</td>
</tr>
<tr>
<td>Conant Construction</td>
<td>864367.2</td>
<td>864367.20</td>
</tr>
<tr>
<td>Repay Line of Credit</td>
<td>162858.2</td>
<td>162858.20</td>
</tr>
<tr>
<td>Conant Expenses</td>
<td>66547.21</td>
<td>66547.21</td>
</tr>
<tr>
<td>Transfer to Operating</td>
<td>61515.17</td>
<td>61515.17</td>
</tr>
<tr>
<td>Total Disbursements</td>
<td>82819.6</td>
<td>1132518.57</td>
</tr>
<tr>
<td>End Balance 12/31/2015</td>
<td>592768.33</td>
<td>18749.72</td>
</tr>
<tr>
<td></td>
<td>611518.08</td>
<td></td>
</tr>
<tr>
<td>Net Investment Gain</td>
<td>48210.87</td>
<td>82.57</td>
</tr>
<tr>
<td></td>
<td>48293.44</td>
<td></td>
</tr>
<tr>
<td>Rate of Return</td>
<td>8.53%</td>
<td>0.10%</td>
</tr>
</tbody>
</table>

Falmouth Historical Society
## Restore and Renew Conant House

Budget as of December 31, 2016

<table>
<thead>
<tr>
<th></th>
<th>Total Budget</th>
<th>Actual</th>
<th>Estimated</th>
<th>Remaining</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Construction Costs</strong></td>
<td>820,000</td>
<td>873,501</td>
<td>0</td>
<td>0</td>
<td>873501</td>
</tr>
<tr>
<td><strong>Architectural &amp; Engineering Services</strong></td>
<td>135,000</td>
<td>124,539</td>
<td>2,500</td>
<td>0</td>
<td>127039</td>
</tr>
<tr>
<td><strong>Moving &amp; storage</strong></td>
<td>18,000</td>
<td>13,770</td>
<td>300</td>
<td>0</td>
<td>14070</td>
</tr>
<tr>
<td><strong>Accounting</strong></td>
<td>0</td>
<td>5,850</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Archival Storage Shelving</strong></td>
<td>38,000</td>
<td>21,589</td>
<td>0</td>
<td>0</td>
<td>21589</td>
</tr>
<tr>
<td><strong>Financing Expenses</strong></td>
<td>0</td>
<td>2372.09</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Fundraising Expenses</strong></td>
<td>8,000</td>
<td>3,670</td>
<td>1,200</td>
<td>4870</td>
<td></td>
</tr>
<tr>
<td>Category</td>
<td>Total Budget</td>
<td>Actual To Date</td>
<td>Pledges recvbl</td>
<td>Need to Raise</td>
<td></td>
</tr>
<tr>
<td>-------------------</td>
<td>--------------</td>
<td>----------------</td>
<td>----------------</td>
<td>---------------</td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>11,000</td>
<td>10,562</td>
<td>0</td>
<td>10562</td>
<td></td>
</tr>
<tr>
<td>Phones &amp; Computers</td>
<td>5,000</td>
<td>11,453</td>
<td>0</td>
<td>11453</td>
<td></td>
</tr>
<tr>
<td>Furnishings</td>
<td>30,000</td>
<td>15,288</td>
<td>2,000</td>
<td>17288</td>
<td></td>
</tr>
<tr>
<td>Landscaping</td>
<td>35,000</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Exhibits</td>
<td>0</td>
<td>0</td>
<td>25,359</td>
<td>25359</td>
<td></td>
</tr>
<tr>
<td>Contingency/Reserve</td>
<td>200,000</td>
<td>0</td>
<td>200,000</td>
<td>200000</td>
<td></td>
</tr>
<tr>
<td>TOTAL BUDGET</td>
<td>$1,300,000</td>
<td>$1,082,594</td>
<td>$231,359</td>
<td>$1,305,731</td>
<td></td>
</tr>
</tbody>
</table>

**FUNDS RAISED TO DATE**

<table>
<thead>
<tr>
<th>Grants</th>
<th>Total Budget</th>
<th>Actual To Date</th>
<th>Pledges recvbl</th>
<th>Need to Raise</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPC</td>
<td>$200,000</td>
<td>110,105</td>
<td>89,895</td>
<td>0</td>
</tr>
<tr>
<td>Mass. Cultural Council Individuals</td>
<td>$250,000</td>
<td>250,000</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Board of Directors</td>
<td>$100,000</td>
<td>92,645</td>
<td></td>
<td>7,355</td>
</tr>
<tr>
<td>All Other Individuals</td>
<td>$400,000</td>
<td>297,627</td>
<td>36,501</td>
<td>65,872</td>
</tr>
<tr>
<td>Foundations</td>
<td>$350,000</td>
<td>318,000</td>
<td>12,500</td>
<td>19,500</td>
</tr>
<tr>
<td>TOTAL RAISED</td>
<td>$1,300,000</td>
<td>$1,068,377</td>
<td>$138,896</td>
<td>$92,727</td>
</tr>
</tbody>
</table>