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LEFT: Lecture about Colonial Clothing, presented by the Museum and Glover's Regiment. BELOW: The Jeremiah Lee Mansion pictorial book was delivered in December—the perfect gift! Orders can be placed through the MMHS office.



PRESIDENT'S LETTER

In the year 2010 the Marblehead Museum began its second century of stewardship of the Jeremiah Lee Mansion. After a successful Centennial Celebration, the Museum focused its efforts on restructuring the organization in order that we may remain economically viable during these difficult times and for the next century. In the beginning of the year our computer system was replaced and our office space reconfigured, thanks to a generous donor's contribution. We directed efforts toward restructuring our organization, with the goal of increasing our membership. In this way our annual fund donations and our endowment will also grow. We hired a Business Manager/Development Director, Joan Goloboy, a longtime volunteer and contributor, for the position. During her six-month tenure our membership initiatives were revamped, resulting in an increase in membership. At the end of the year Lynne Paschetag joined our organization as the Director of Business and Development. An experienced corporate financial officer with a Masters in Museum Studies, she brings a unique combination of talents to the position, which will help us achieve our economic goals.

Our mission to preserve, protect and promote the history of Marblehead remains constant, and the opportunity to be an integral part of our community increases with every new project. The year 2010 could aptly be described as the Year of Collaboration. The past year was outstanding for the number of community and regional organizations that partnered, supported and connected with the Marblehead Museum. In fact, we have added that as an Annual Report category, so please take the opportunity to see all the organizations and businesses listed.

Our first exhibit of 2010 was *The Masons in Colonial America*, an exhibit focusing on prominent Marblehead Masons in the 18th and 19th centuries. The exhibit was done in conjunction with the Marblehead Philanthropic Lodge of Free and Accepted Masons as part of their 250 year celebration. Mason Don Doliber coordinated loans from their archives, provided research and was instrumental in the success of the exhibit.

Our second exhibit *Lafayette in Marblehead* was a display at the Lee Mansion of Lafayette items from our collection. This display was prepared for the Grasse/Marblehead Sister City Partnership Visit of the Senator-Mayor of Grasse and his delegation.

Our third exhibit was entitled *Marblehead in Black & White*. Over sixty photographs of 19th and 20th century Marblehead from the collections of the Museum and the Marblehead Historical Commission were displayed at the Museum's exhibit gallery and Abbot Hall.

At our Annual Meeting, speaker Ivan Myjer spoke about *The Survey and Study of the Gravesites at Old Burial Hill*. During his talk Myjer issued a challenge to find the names of the 600 Marblehead revolutionaries memorialized on a sign at the foot of Burial Hill. As a result a Genealogy Committee was formed by Lynne Ambrose, as chair, to research Revolutionary War soldiers from Marblehead. Once this project is completed, the intent is to have a genealogy capacity available at the Museum to educate members of the community about how to trace their ancestors.

Additional lectures included Don Doliber's *The Masons in Marblehead*, a shared lecture with Glover's Regiment entitled *Clothing in Colonial Times*, Allen Hoffman speaking about *Lafayette in America*, Ted Russell on *Starling Burgess and Early Aviation*, and Walter Hickey of the National Archives speaking on *Researching Revolutionary War Soldiers*.

2010 was a great year for events under the direction of Events Chair Diane Barbour. Our first event, the *Black & White Bash*, was co-chaired by

continued

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Pam Peterson, *Museum Director*
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board members Sharon Pingree-Russell and Karyn Lang. Summer got off to a great start with the *Ice Cream Social* in partnership with the Marblehead Family Fund. The fun continued with the ever popular *Lee Mansion Garden Party*. In a variation on the large wine tastings that have been done in the past, a smaller Wine Tasting in the Lee Mansion, hosted by George Shube and chaired by Sharon and Mike Thibodeau and Kim Downing, was a beautiful and successful event.

As the season progressed, we offered what has become an instant Marblehead tradition, the *Pumpkin Illumination*, with the Marblehead Family Fund. The holiday season would not be complete without the *Gingerbread Festival* on Christmas Walk weekend. Over 2800 people came through the Mansion to see almost ninety gingerbread houses.

Our education commitment increased with sponsored programs for 3rd grades at Bell and Coffin Schools, Marblehead High School history classes, Marblehead Charter School, Cohen Hillel Academy, North Shore Technical High School, Beaver Academy, Salem State University, Essex LINC and participation in the first Grade 8 Race.

Again this year, under the successful supervision of Board Member Dana Denault, our GAR exhibit attracted over 600 visitors. In the coming year with 150th commemoration of the beginning of the Civil War, we expect this number to increase substantially.

The year ended with a Holiday Party at our home in December. This event is held to thank our 102 active volunteers without whose help we could not effectively accomplish our mission. At this function we honored Marcia Hunkins, long time Photo Cataloguer and Lee Mansion Guide, with the John Stucke Volunteer Award for her exceptional contributions over the years.

As we begin 2011 we are introducing a new series of programs promoting Marblehead's history. We have named this program **MARBLEHEAD 101** and it will unfold over a three year period. With this program and our reorganization, we hope to increase our membership and endowment in order that we may continue to be an integral part of the Marblehead community.



Dick Carlson, *President*

TOP TO BOTTOM:
 Glasses from the Museum collection. Board President Dick Carlson and 2nd Vice President Jack Attridge. Images from *Marblehead in Black and White*, exhibition held at the Marblehead Museum, and Abbot Hall, June-December, 2010.



TREASURER'S REPORT

Museums and related non-profit institutions face a variety of management and financial challenges and this was true in 2010 for the Marblehead Museum & Historical Society. The good news is that we are extremely fortunate to have a solid Board of Directors, an excellent Endowment Committee, and a very competent professional staff—all three of whom accommodate and react to changing business dynamics. The cold hard reality is that revenue from museum attendance and associated lectures, exhibits and events does not come close to offsetting basic operating costs. In fact, the revenues from these activities do not cover the Museum's personnel, insurance and utility costs which approximate 56% of total expenses. This reality is commonplace with-in most museums and related institutions.

Although we may look like many non-profit organizations, we are different in many respects. The primary difference is the quality and dedication of our internal and external family and our ability to change, react and move forward. Change does not occur overnight; we change in a planned and purposeful manner with an eye towards the future.

In 2010 we reorganized our professional staff in order to run the Museum "more like a business." This has resulted in more time and effort being given to events, education and general outreach programs. We are, and want to continue to be, a highly valued and proactive member of the Marblehead community. To that end, we have created **MARBLEHEAD 101**—a multi-year series of lectures, events and exhibits designed to bring Marblehead's unique history to life. We have also added an experienced Director of Business and Development with a mandate to expand and improve our membership and development activities as well as our financial management.

The Museum has recognized that there are many new opportunities worth exploring and that we can do a better job applying our many talents and resources. It starts and ends with the hard work, insights and creativity of our professional staff and our dedicated volunteers. We are focused on more and better events, exhibits and lectures that will showcase our heritage, attract more participation, and grow related revenues.

Going forward, we plan on being more focused and better organized regarding our fundraising activities. Key to meeting our financial goals is the need to sustain our new membership growth, significantly improve the results of our annual appeal, seek sponsors for specific capital projects and implement a solid planned giving initiative. We also recognize the need to better communicate our financial needs and results to our members. Our commitment to Marblehead 101 and the expansion of other events, all with associated revenue and profit goals, should add to our overall financial strength.

The Board is totally committed to the conservation and preservation of Marblehead's cherished past with a major focus on the Lee Mansion and our outstanding collection of historic artifacts. We want to make sure that the public can see, touch and learn about Marblehead's role in making this country great. We appreciate your ongoing support.



Fred Settlemeyer, *Treasurer*

Wine Tasting in the Lee Mansion
 Committee Chairs, Sharon and Mike Thibodeau
 and Kim Downing.

STATEMENT OF ACTIVITIES
Year Ended December 31, 2010

REVENUE AND SUPPORT

<i>Donations and Dues</i>	
Annual Appeal	\$79,533
Membership Dues	34,111
Grants	5,425
Other Donations	31,149
<i>Museum Activities</i>	
Admissions	4,518
Events	22,361
Exhibits and Programs	4,622
<i>Other Revenue</i>	
Gift Shop	6,500
Facility Rental	4,189
Miscellaneous	2,432
Interest and Dividends	31,330
Unrealized Gain on Investments	113,471
Total Revenue and Support	339,641

EXPENSES

Personnel	114,836
Museum Activities	25,982
Development	6,728
Facilities	44,835
Insurance	24,629
Professional Fees	5,672
General and Administrative	29,746
Depreciation	13,127
Miscellaneous	2,517
Total Expenses	268,072

Change in Net Assets	\$ 71,569
Net Assets, Beginning of Year	\$1,584,399
Net Assets, End of Year	\$1,655,968

STATEMENT OF FINANCIAL POSITION
December 31, 2010

ASSETS

<i>Current Assets</i>	
Cash	\$ 25,688
Investments	1,230,252
Total Current Assets	1,255,940
Property and Equipment, Net	400,028
Total Assets	\$1,655,968

LIABILITIES	\$ 0
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NET ASSETS

Unrestricted	\$1,515,188
Temporarily Restricted	140,780
Total Net Assets	\$1,655,968

Total Liabilities and Net Assets	\$1,655,968
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2010 was outstanding for the number of COMMUNITY AND REGIONAL COLLABORATIONS that partnered, supported and connected with the Museum.

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Glover's Regiment
Marblehead Historical Commission
Old Burial Hill Oversight Committee
Grasse/Marblehead Sister City Partnership
Marblehead Board of Selectmen
Marblehead Public Schools
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North Shore Technical High School
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Union College
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