It was an exciting and productive year for the Chesapeake Bay Maritime Museum. There were significant initiatives in the areas of exhibitions, education, and the Shipyard that supported and deepened the impact of CBMM’s mission. Some highlights:

- **Our new exhibition, Exploring the Chesapeake: Mapping the Bay** takes a comprehensive look at the different ways the Chesapeake Bay has been portrayed over time through mapping and charting. The exploration begins with European exploration in the 16th century and continues with the growth of settlement in the region in the 17th and 18th centuries. More than 40 maps and charts from CBMM’s permanent collections and several private collections are included. Guests can also walk the length and breadth of the Bay on a giant floor map, or monitor the movement of commercial shipping through modern mapping technologies.

- **Children’s educational programs** continue to be an important focus. CBMM is a major destination for K–12 field trips during which students learn about wooden boatbuilding, the economics of the crabbing industry, and the ecology and heritage of the Chesapeake Bay. Our Education Department has grown the number of student visits 44% to nearly 6,000 during the past school year. In addition, our after-school program for middle schoolers—Rising Tide—develops youths’ applied and social skills through the vehicle of boatbuilding.

- **CBMM’s Working Shipyard** continues the long tradition of preserving, through historical methods, our many wooden vessels and extensive historic small craft collection. Our shipwrights and apprentices are a tangible connection to the Chesapeake’s rich story of boatbuilding. A centerpiece of the Shipyard is the log-hull restoration of the Queen of our Fleet, the 1889 bugeye Edna E. Lockwood, taking place in full public view in the Shipyard. Follow her progress in person or online at ednalo.com.

**Vision and trajectory** are two words I use repeatedly when asked to describe the future of CBMM. More than 50 years ago, a small group founded CBMM with a broad vision of telling the stories of the entire Chesapeake Bay tidewater region and its water-dependent culture. Continuing the spirit and commitment of CBMM’s founders, we recently developed a campus-wide Master Plan. This plan, to support CBMM’s mission and world-class maritime museum status, will increase space for our core capabilities—exhibitions, education, and the Shipyard. The plan is also designed to greatly enhance the guest experience, including a new welcome and orientation building, expanded parking, and upgraded facilities and landscaping throughout campus.

This important initiative puts CBMM on an exciting trajectory. Our finances are strong, our programs are growing, and our reputation as a major cultural institution continues to expand.

**Finally, some thanks.** First, I would like to acknowledge Jim Harris, who served for two years as our Chair of the Board. Jim’s strategic focus, his commitment to CBMM, and his quest to move the organization forward resulted in programs and guidance that will benefit us for years to come. Thanks also for your support of the Chesapeake Bay Maritime Museum—whether you’re a member, guest, volunteer, sponsor, board member, or someone who shares our love and enthusiasm for the Bay and its people.

**P.S.** Fall is a great time to visit campus or attend one of our many events, including the Mid-Atlantic Small Craft Festival or OysterFest, both of which are in October.
We extend our deepest gratitude to our donors for gifts received between March 1, 2017, and February 28, 2018. It is through the generosity of our friends and supporters that CBMM can fulfill its mission and impact lives by igniting a spark of interest and passion for the Chesapeake Bay and its heritage. Gifts to The Annual Fund, for the Chesapeake Bay and its heritage, are restricted, are listed in the following Honor Roll.

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$25,000 to $49,999

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Thank you for your continued support of the Chesapeake Bay Maritime Museum, your local, state, and national waters.

AMIRAL OF THE MILES

AMIRAL OF THE CHEAPEAKE

AMIRAL OF THE SEA

AMIRAL OF THE MILES

AMIRAL OF THE FLEET

AMIRAL OF THE CHEAPEAKE

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Jillian Ferris & John Jallade

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We congratulate the honorees listed in bold and thank our donors for their thoughtful contributions.

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Mary Sue Trynell

Chest Church

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In Honor of

Joe Murray

David Douglas

In Honor of

Mary & Len Tripp

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In Honor of

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In Honor of

their Wedding Guests

Jillian Ferris & John Jallade

Mauritius & Kenneth Strassner

In Honor of

Elizabeth Mooser

Beverly & Lawrence Pratt

In Honor of

Capt. Dan Monfilsse, David Seabury, &

Mary Sue Trynell

Chest Church

St. Michael’s ONES

In Honor of

Joe Murray

David Douglas

In Honor of

Mary & Len Tripp

Suzanne & Shawn Odell

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Leigh Peak

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Katherine & Edward Reeves

In Honor of

Dob Ross & Jenna Smith

Beth & Scott Ross

In Honor of

their Wedding Guests

Jillian Ferris & John Jallade

Mauritius & Kenneth Strassner

MEMORIAL GIFTS

We express our deepest sympathy and extend appreciation for the gifts made in memory of the loved ones indicated in bold.

In Memory of Lloyd Ballys, Jr.

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ANNUAL REPORT 2017-18

8
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Joan & Clifton West
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Mary & Barry Gossett
Mary Collins & Ewing
Robert G. Eiseng
Mary & Barry Gossett
Jack & Karen Golightly
Mary McLaughlin & James
Barbara & Susan Gill
Andrew & Mary Gill
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CBMM’s impressive collection of more than 70,000 Bay-related artifacts and archival materials depends in large part on the generosity of individuals. This past year, we received more than 1,000 ship and sail plans, around 200 photographs, 18 manuscript collections, and 130 books. We are enormously grateful to the donors who contributed to CBMM’s collection. A few highlights are shown here.

**ARTIFACTS:**

- 31 plus more than 1,000 ship plans and sail plans (two large collections)
- 200 approximate count
- 18 of varying sizes
- 130 approximate count

**PHOTOGRAPHS:**

**MANUSCRIPT COLLECTIONS:**

**BOOKS:**

CBMM is grateful to the following friends who donated a variety of items in the past year, including artifacts, tools, photographs, books, paintings, sail plans and sail-making equipment, and other Chesapeake-Bay related items:

- Charles B. Adams, Jr.
- Rolfe Anselm
- Janet Berg
- Thomas Blaik
- Linda & Nathan Blythe
- C. Dudley Boycott
- Linda Brenninkmeyer
- Will Brown
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- Mariana & Pete Lesher
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- Janet & Jeffrey Messing
- Stuart Mosan
- Naval History & Heritage Command
- North Carolina Maritime Museum
- Ellen & Norman Plummer
- Dave & D. Wayne Porter
- Potapskut Sailing Association
- Reynolds Yacht Sales
- Patti & Gary R. Rockwell
- Edward A. Rosenthal
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- Barbara & Karl Schmid
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- William Thomas
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- Nancy & Bortie Twiford
- Robert M. Valliant
- Nancy Van Arkel
- Barbara Watkins & Scott Watkins
- Kathleen White
STATEMENT OF FINANCIAL POSITION YEAR ENDED FEBRUARY 28, 2018

ASSETS

<table>
<thead>
<tr>
<th>Asset Type</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$3,455,671</td>
</tr>
<tr>
<td>Accounts and Grants Receivable</td>
<td>$59,310</td>
</tr>
<tr>
<td>Split-Interest Receivable</td>
<td>$515,125</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>$2,177,344</td>
</tr>
<tr>
<td>Inventories at Lower of Cost or Fair Value</td>
<td>$295,635</td>
</tr>
<tr>
<td>Pre-Paid Expenses</td>
<td>$45,020</td>
</tr>
<tr>
<td>Planned Gifts Investments at Fair Value</td>
<td>$7,965</td>
</tr>
<tr>
<td>Land, Buildings, and Equipment (Net of Depreciation)</td>
<td>$12,297,399</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$28,379,218</strong></td>
</tr>
</tbody>
</table>

LIABILITIES

<table>
<thead>
<tr>
<th>Liability Type</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$432,151</td>
</tr>
<tr>
<td>Deferred Income and Deposits</td>
<td>141,339</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$573,290</strong></td>
</tr>
</tbody>
</table>

LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Net Assets Type</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted, Undesignated</td>
<td>$10,437,855</td>
</tr>
<tr>
<td>Unrestricted—Board Designated for Emergency Reserve</td>
<td>$252,000</td>
</tr>
<tr>
<td>Unrestricted—Board Designated for Endowment</td>
<td>$1,867,681</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$4,894,849</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>$10,353,543</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$27,805,928</strong></td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>Net Assets Type</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$28,379,218</strong></td>
</tr>
</tbody>
</table>

OPERATING INCOME

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>2018 Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$831,741</td>
</tr>
<tr>
<td>Membership</td>
<td>470,430</td>
</tr>
<tr>
<td>Grants</td>
<td>301,290</td>
</tr>
<tr>
<td>Special Events</td>
<td>277,897</td>
</tr>
<tr>
<td>Admissions</td>
<td>695,670</td>
</tr>
<tr>
<td>Grounds Rentals</td>
<td>171,784</td>
</tr>
<tr>
<td>Education Programs</td>
<td>114,627</td>
</tr>
<tr>
<td>Change in Value of Split-Interest Agreements</td>
<td>30,538</td>
</tr>
<tr>
<td>Investment Income</td>
<td>223,014</td>
</tr>
<tr>
<td>Realized Gain on Investments</td>
<td>5,393</td>
</tr>
<tr>
<td>Unrealized Gain on Investments</td>
<td>420,913</td>
</tr>
<tr>
<td>Museum Store Gross Profit</td>
<td>161,404</td>
</tr>
<tr>
<td>Rental and Other Income</td>
<td>23,218</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$6,375,645</strong></td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>2018 Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Expenses</td>
<td>$3,799,517</td>
</tr>
<tr>
<td>Administrative</td>
<td>800,953</td>
</tr>
<tr>
<td>Fundraising</td>
<td>337,362</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$4,937,832</strong></td>
</tr>
</tbody>
</table>

CHANGES IN NET ASSETS

<table>
<thead>
<tr>
<th>Net Assets Type</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted, Undesignated</td>
<td>$4,383,160</td>
</tr>
<tr>
<td>Unrestricted—Board Designated for Emergency Reserve</td>
<td>$4,894,849</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$9,278,021</strong></td>
</tr>
</tbody>
</table>

STATEMENT OF ACTIVITIES YEAR ENDED FEBRUARY 28, 2018

REVENUES

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$831,741</td>
<td>$1,903,070</td>
<td>$33,250</td>
<td>$2,768,061</td>
</tr>
<tr>
<td>Membership</td>
<td>470,430</td>
<td>–</td>
<td>470,430</td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>301,290</td>
<td>–</td>
<td>–</td>
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<td>–</td>
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<td>23,218</td>
<td>–</td>
<td>–</td>
<td>23,218</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$6,375,645</td>
<td>$511,689</td>
<td>$33,250</td>
<td>$6,920,584</td>
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EXPENSES

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</tr>
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<td>Fundraising</td>
<td>337,362</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
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FUNCTIONAL EXPENDITURES, All Funds

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<th>2018 Expenses</th>
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<tr>
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Our goals are to maximize the percentage of your investment toward programs for the community, to minimize borrowings to protect our future, and to maximize the endowment to provide world-class programming for generations to come.