

MYSTIC SEAPORT

THE MUSEUM OF AMERICA AND THE SEA





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(ex-officio)

A MESSAGE FROM **STEPHEN C. WHITE** PRESIDENT AND CEO

Dear Friends:

It is our pleasure to provide you with the 2016 Annual Report of Mystic Seaport — *The Museum of America and the Sea*. The fiscal year that ended April 30, 2016, was a great success in its own right, but it also represented in many respects the completion of the Strategic Plan that the Board of Trustees adopted in 2010. At that time, the top priorities for the Museum were as follows; 1) complete the restoration of the *Charles W. Morgan* and take her back to sea, 2) plan for and build a state-of-the-art exhibition building providing an all-season, all-weather facility, 3) create new and engaging exhibitions utilizing the Museum’s collections, and 4) create contemporary delivery systems to engage new and more diverse audiences.

I am happy to say that by the end of 2016, these important goals for reinvigorating Mystic Seaport will have been accomplished to a large extent. As we look back at the year, the Museum opened six new exhibitions, and the Mystic Seaport for Educators website and digital programming reached new levels of engagement. While the *Morgan’s* 38th Voyage is a relatively distant memory, the construction of the Thompson Exhibition Building throughout 2016 reminded us that the Museum was moving forward with a critical building project. Such a structure was crucial to the plan to strengthen our business model by creating an engaging campus that would draw visitors throughout the off season and regardless of weather conditions.

The result of this work yielded the strongest attendance here in almost a decade. Our members and visitors were curious about the changes and the new exhibitions, highlighted by “Voyaging in the Wake of the Whalers” and reinforced by the visiting exhibition “Ships, Clocks & Stars: The Quest for Longitude”. Clearly, change was afoot at Mystic Seaport, and the community responded well. Philanthropy soared in 2016, and you will find the details of the Annual Fund and capital campaign successes highlighted in the report.

The construction of the Thompson Exhibition Building dominated the physical landscape throughout 2016, and the strong potential of the McGraw Gallery Quadrangle, which integrates all of the buildings and spaces in the exhibition area, was obvious. Dedicated to Donald C. McGraw, Jr., in recognition of his tremendous philanthropy, the Quadrangle will be the center of formal exhibition and special programming at the Museum for generations to come.

As we complete the priorities of one Strategic Plan, we begin the next phase in the planning process for its successor; one that we hope will be another effective blueprint, mapping out our priorities for the completion of this decade and beyond. The Museum benefits directly from the wise leadership of a dedicated Board of Trustees, who understand the challenges that the Museum faces and who also embrace their responsibility in helping chart the course for a vibrant future. With the opening of the Thompson Exhibition Building and its inaugural exhibition, *SeaChange*, during FY 2017, it is sure to be a memorable and successful year.

Sincerely,

Stephen C. White



A MESSAGE FROM **J. BARCLAY COLLINS, II** CHAIRMAN OF THE BOARD

Dear Fellow Philanthropists:

As chairman, I am pleased to affirm that Mystic Seaport – *The Museum of America and the Sea* is “leaning into the wind”, our sails filled with high energy, on a true new course to global excellence as we enter the Era of Exhibitions. Fiscal year 2016 was a time of extraordinary activity in this endeavor, as we, the board and staff, guided the unfolding of substantial changes, not only to our campus, but our operating model.

In the prior year, our Board of Trustees took the courageous step to rethink the design direction for the north end of our campus, and engaged the innovative firm of Centerbrook Architects and Planners to envision a structure that would reflect our ambition to forge a vibrant future for the Museum. On a freezing day in January 2015, we jubilantly broke ground on the project that would not only build the Thompson Exhibition Building, but also completely redesign the north campus to become the McGraw Gallery Quadrangle comprised of an outdoor gathering space and exhibit buildings, allowing for an all-seasons/all-weather visitor experience.

This building project was off to a great start as fiscal year 2016 began on May 1, 2015. It was a time of intense fundraising and constant oversight of a building project that we were determined to complete on time and on budget. During this period, the Museum benefited from unprecedented private philanthropy along with a \$2,000,000 grant by the State of Connecticut, through its Department of Economic and Community Development. This grant, extraordinary leadership gifts from the Thompson Family and from members of our board and major private donors, allowed us to announce in late September 2016 that we had successfully achieved the \$15.3 million necessary to compete the Museum in Motion Campaign.

We can all be supremely proud of this result!

During times of change, new directions, and transformation, board courage and leadership are essential ingredients. I am proud to lead a highly engaged, dedicated Board of Trustees who are superb stewards of Mystic Seaport, giving of their most valuable resource—their time, along with their treasure, and encouraging others to join in their philanthropy.

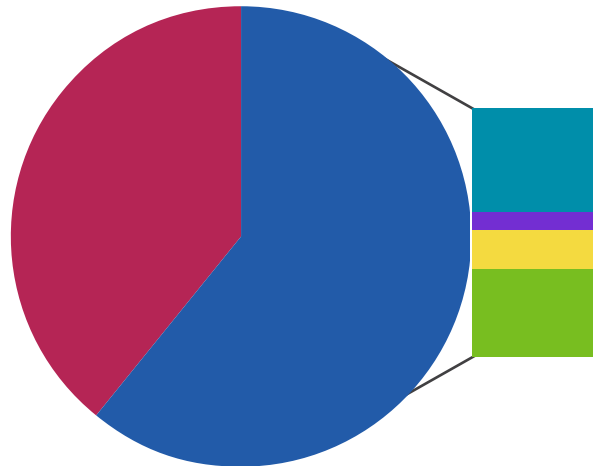
Our board continues to evolve and refresh with outstanding new trustees who bring fresh perspectives, energy, and supportive relationships to the Museum. The new strategic planning process in which the Museum’s board and staff are currently engaged benefits tremendously from this collective wisdom. I want to thank all our Trustees for their passion, energy, and commitment, with special thanks to our Committee Chairs who take their responsibilities seriously and devote countless hours to the work of Mystic Seaport.

In closing, and on behalf of all my fellow Trustees, thank you to every Museum member, volunteer, staff person, and current and planned gift donor. Our collective care for this grand institution, America’s foremost maritime museum, is saving, sustaining and sharing, with visitors today and in the future, the great lessons of our nation’s relationship to the sea: stories of spirit, courage, independence, entrepreneurship, diversity, and tolerance, a mission perhaps more important today than ever.

With my best wishes,

J. Barclay Collins, II

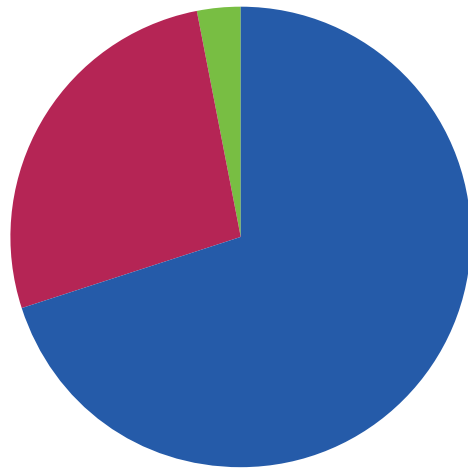
COMPREHENSIVE FUNDRAISING



CONTRIBUTED REVENUE BY SECTOR | \$11.1 MILLION

TRUSTEES	39%
ALL OTHERS	61%
INDIVIDUALS	31%
FOUNDATIONS	3%
CORPORATIONS	5%
GOVERNMENT	22%

\$11.1 million represents funds raised for unrestricted, temporarily restricted and permanently restricted purposes for Fiscal Year 2016 (May 1, 2015 to April 30, 2016).



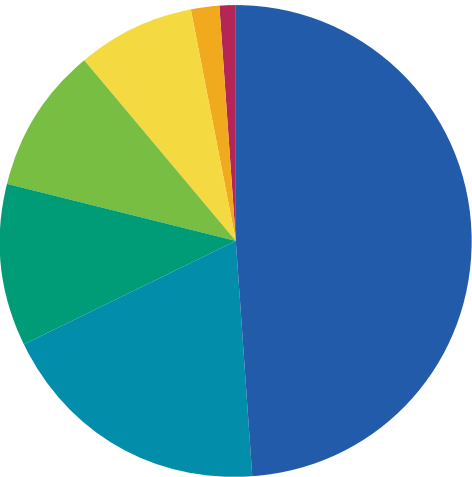
CONTRIBUTED REVENUE BY PURPOSE

UNRESTRICTED	27%
TEMPORARILY RESTRICTED	70%
PERMANENTLY RESTRICTED	3%

FINANCIALS

MUSEUM OPERATING INCOME | FISCAL YEAR 2015-2016

GIFTS, GRANTS AND BEQUESTS	49%
GATE ADMISSIONS	19%
MUSEUM STORE AND FOOD/STORE CONCESSION INCOME	11%
PROGRAM FEES	10%
MEMBERSHIP	8%
MISCELLANEOUS	2%
SALE OF PUBLISHED MATERIAL, FILM AND VIDEOS	1%



MUSEUM OPERATING EXPENSE | FISCAL YEAR 2015-2016

VISITOR EXPERIENCE	22%
WATERCRAFT	17%
EDUCATION	10%
CURATORIAL, LIBRARY AND PUBLICATIONS	10%
MUSEUM STORES	6%
COMMUNICATIONS	5%
GENERAL AND ADMINISTRATIVE	19%
FUNDRAISING	11%



MYSTIC SEAPORT AT A GLANCE

Visitors and Members

830,387 Website visits

263,324 Visitors through our gates

15,017 Member Households

Staff and Volunteers

45,145 Volunteer Hours

600 Volunteers

308 Staff

Education

40,000 Students on site and in classroom education programs

Exhibitions

Opened 5 New Exhibits in 2015-2016

Collections & Research

Over 1.5 million feet of film footage

Over 1.3 million photographs; one of the largest maritime photographic archives in North America

Over 1 million pieces in our manuscript collection, including 1,500 logbooks, journals, ledgers and diaries

Over 10,000 nautical charts and maps dating from 1650 to the present

5,800 paintings, drawings and prints

2,000 ship models

1,400 pieces of scrimshaw

1,100 nautical instruments

550 oral histories, 150 Munson Institute lectures and sound recordings from 1960 to the present

520 Watercraft dating from 1824 to present

75 figureheads dating from 1650 to the present



MUSEUM IN MOTION AND
ON COURSE TO THE FUTURE
CAMPAIGN DONORS

Mystic Seaport gratefully acknowledges the extraordinary generosity of the philanthropists who contributed to the Museum in Motion and On the Course to the Future Campaigns and the Wade Thompson Challenge. This is a cumulative list of donors throughout the campaigns as of 11/30/2016.

Gifts of \$5 million and above

The McGraw Family
The Thompson Family

Gifts of \$2 million to \$4,999,999

Mr. J. Barclay Collins, II and Family
The State of Connecticut

Gifts of \$1 million to \$1,999,999

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Mr. and Mrs. Grant L. Cambridge
Mr. and Mrs. Michael T. Masin

Gifts of \$500,000 to \$999,999

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Mr. and Mrs. Jason M. Pilalas and Family
Mr. Lance R. Wachenheim

Gifts of \$250,000 to \$499,999

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THE SEA SOCIETY
2015-2016 ANNUAL FUND**
*(Gifts received from May 1, 2015 -
April 30, 2016)*

*Gifts at the America and the Sea Society
level have a tremendous philanthropic
impact on every program museum-wide.
Support to this leadership gift society
reflects a deep commitment to the
vitality of Mystic Seaport and is an
affirmation of our mission to preserve
our maritime heritage for the benefit
of future generations.*

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(Gifts of \$50,000 to \$99,999)

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Mr. and Mrs. David W. Young

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*(Gifts received from May 1, 2015 -
April 30, 2016)*

*There are a variety of ways to support
Mystic Seaport. The donors listed below
have given generously to one of the
Museum’s many specific programs such as
our collections, endowments, exhibits, events,
and other significant enrichment
that helps keep Mystic Seaport the
Nation’s leading maritime museum.*

Gifts of \$100,000 or more

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Patricia A. Morgan, Trustee
U.S. Dept. of the Interior/National
Park Service, Maritime Heritage
Grant Program

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In 1938, Mystic Seaport (then the Marine Historical Association) received a generous bequest from the Estate of Dr. Charles K. Stillman, one of the Museum's three founders. As the first bequest to the Museum, this significant gesture helped to establish an endowment for the Museum's programs and future operations. It also began what has become a tradition of planned giving at Mystic Seaport. Since then, a great many individuals have made generous gifts to the Museum in their wills or estate plans. In order to recognize their generosity, Mystic Seaport has established the Stillman Society, named in honor of the Museum's early benefactor.

Mystic Seaport is pleased to recognize these special donors during their lifetimes, not only to acknowledge their generosity personally, but to celebrate the role the Stillman Society plays in the growth and development

of the Museum. If you believe that you qualify for membership and would like to add your name to our list, please contact the Advancement Department at 860.572.5365 or advancement@mysticseaport.org

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Mystic Seaport also has a universal endowment that generates income to support the building budget, which benefits all departments. Contributions to this fund are most welcome.

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