The **MISSION** of Frank Lloyd Wright’s Martin House is to preserve, interpret, promote and sustain an integrated composition of world-class architecture, design and landscape.

The **VISION** of Frank Lloyd Wright’s Martin House is to be a dynamic and celebrated masterpiece of innovative architecture inspiring and attracting visitors with the power of design in harmony with nature.
Dear Friends,

With this year’s annual report, we celebrate all of you – the friends and supporters of Frank Lloyd Wright’s Martin House – who have made such a positive impact on our work. You have helped us achieve our mission to preserve, interpret, promote and sustain this integrated composition of world-class architecture, design and landscape. We thank you.

With its extraordinary power to connect and inspire, the Martin House continues to be a model for preservation and economic development as we showcase Wright’s design genius among our city’s outstanding architectural legacy.

The restored and reopened Barton House is a pivotal component of Wright’s design for the Martins’ estate, enhancing visitors’ enjoyment and understanding of inspired architectural patronage and the distinctive buildings it produced.

The soon-to-be-completed rehabilitation of the Martin House landscape will return a breathtaking dimension to the already stunning rendition of the “domestic symphony” Wright created in the complex, enticing garden and architectural lovers alike.

Following the outstanding leadership of Keith Stolzenburg as Martin House president for the past five years, newly elected President Kevin Malchoff will guide our organization as we press forward with our ongoing efforts to showcase this architectural masterpiece to the world.

With record numbers of visitors on our public tours, family and school programs, special events, travel trips, and lectures, 2018 was a banner year with a record number of supporters and friends.

There is much to celebrate at the Martin House and many who deserve praise for all that has happened.

We are grateful to the many individuals, foundations, corporations, and government entities who have provided the support that enables us to raise awareness of and appreciation for Frank Lloyd Wright’s Martin House. Your support comes in many forms, including grants, sponsorships, memberships, volunteer hours and visitor donations. Thank you for your continuing involvement. We could not do it without you.

Most sincerely,

Mary F. Roberts
COLLECTIONS

Frank Lloyd Wright’s Martin House inspires the imagination of our city and the world as a work of innovative architecture and integrated design. This year, we celebrated our historic past and vibrant future as we marked two important milestones in the Martin House’s enduring story with the reopening of the Barton House and the remarkable return of the landscape.

In August, we unveiled a newly restored Barton House and formally welcomed the public to rediscover a masterfully conceived example of Wright’s Prairie-style ideal. An architectural gem of the early twentieth century, the Barton House is not only the first structure to be built on the Martins’ grand multi-residential estate, it is also a home that helped propel the career of the maverick Wright from Midwestern architect to a figure of national stature.

Concurrent to completion of the Barton House, the Martin House ceremoniously broke ground to restore Wright’s cohesive vision for the extensive landscaped grounds. Upon completion later this spring, the restored gardens will be a fresh source of interpretation for tours, educational programs, and community dialogues about the importance of design as a meaningful part of public life.

In addition to these important milestones, the interiors of the Martin House were beautified with the creation of five reproduction barrel chairs; the fabrication of the master bedroom built-in furniture suite with coordinated bedding; the replication of a conservatory art glass window and stair landing laylight panel; and in collaboration with the New York State Bureau of Historic Sites, the full restoration of the sound component of the Wright-designed tall case clock.
“Details like the jewel-like wall sconces, pendant lights, and built-in sideboards for the dining room make the Barton House shine like what it is: a gem.” – Architectural Digest

WHAT VISITORS ARE SAYING:

“This is a really unique experience for anyone who enjoys modern art and housing design. The artist’s use of cut glass that changes colors based on the season and angle of the sun is not only brilliant but truly imaginative. The House is just full of this kind of innovative and creative thinking. Never will forget the experience!”
The Martin House provides a variety of tours for visitors of all ages. Last year, nearly 3,000 public tours were led by our 143 certified docents. In order to accommodate the influx of visitors, the site was open seven days a week from June through August. For the seventh year in a row, the Martin House was named the number one tourist attraction in Buffalo on TripAdvisor.com.

TOUR OFFERINGS:

**Martin House Tour [one hour]** is the perfect introduction to Frank Lloyd Wright’s innovative design concepts.

**Martin House Plus Tour [two hours]** includes additional spaces in the Martin House, the Gardener’s Cottage and the Barton House.

**Photography Tour** provides visitors with an intimate experience of the Martin House and is the only tour in which interior photography is permitted.

**All Wright All Day** affords visitors the rare opportunity to experience a variety of Wright’s residential, functional, recreational and monumental designs in one day.

**Twilight Tour** provides a dramatic and breathtaking experience, showing off the cast of the Nike of Samothrace in a unique, ambient glow.

**Private Tour** offers a personalized, one-of-a-kind experience and is the perfect gift for the Frank Lloyd Wright aficionado.

**WHAT VISITORS ARE SAYING:**

“An amazing home and an amazing story. You must visit the Martin House if you are in Buffalo.”
GROUP TRAVEL + TOURISM

The Martin House welcomed 128 tour groups to the site, representing an 11% increase over the previous year. Group tour offerings include one and two-hour tours; combination tours with Graycliff; Wright, Wine & Cheese; Wright Launch Package with the Fontana Rowing Boathouse and Buffalo Yacht Club; All Wright All Day in collaboration with five other Wright sites; Landscape + House tours; and Restoration Tours.

Many of our groups travel to the Martin House from outside New York State, bringing new revenue into our community. These groups included:

- WGLN Public Media, Pennsylvania
- Frank Lloyd Wright’s Home & Studio, Illinois
- Academy Travel International Tours, Australia
- National Corvette Museum, Kentucky
- Carnegie Gallery, Dundas, ON
- Garden Club of Toronto, ON
- Always Branson Tours, Missouri
- Delaware Center for Horticulture, Delaware
- TRIPS Tours, California
- Bank of Cherokee Country, Oklahoma
- Portage Senior Center, Michigan
- City Council and Press, Germany

The Martin House also welcomed many visitors attending local conferences. The Heartland Travel Showcase brought tour operators from around the country to Buffalo for a 3-day conference, showcasing the Martin House as a travel destination.

Field sessions on the topics of restoration, renewable resources and art glass were presented at the Martin House for participants of the Association for Preservation Technology Conference.

Through Visit Buffalo Niagara’s FAM Marketplace Exchange, Buffalo welcomed international and domestic tour operators and meeting planners from across the United States. A sales program and special dinner was held in the Greatbatch Pavilion for the group.
We were pleased to welcome numerous special guests in 2018, many of whom are experts in the fields of architecture, design, and historic preservation. These guests included: textile designer Jack Lenor Larsen; Rahul Mehrotra, Professor of Urban Design and Planning at the Harvard Graduate School of Design; Steven A. Nash, President, Board of Directors, Richard Diebenkorn Foundation; Jorge Otero-Pailos, Professor and Director of Historic Preservation, Columbia University’s Graduate School of Architecture, Planning, and Preservation; Chase W. Rynd, executive director of the National Building Museum; and Yoshiharu Tsukamoto, Professor, Tokyo Institute of Technology and University at Buffalo Clarkson Chair.

Last year, the Martin House welcomed visitors from all 50 states and from 48 other countries.
The Martin House is proud of its 400 dedicated and enthusiastic volunteers. Last year, our volunteers donated 15,000 hours of their time (equivalent to seven full-time staff) leading tours, welcoming guests, staffing special events, cultivating the landscape, conducting outreach programs, and assisting in the Museum Store. Our volunteer team includes 143 certified docents who presented 10 types of tours to our nearly 40,000 visitors from all 50 states and 48 different countries.

Our Interior Beautification Committee was particularly busy cleaning 47 pieces of art glass in the Barton House, including 35 first and second floor windows, verandah doors, cabinet doors, sideboard doors, front door sidelights and two pendant lights.

Thirty-one volunteers were specially trained in the cleaning process and logged more than 200 hours meticulously cleaning these delicate windows. Special wood brackets were constructed by two of our skilled volunteers to hold the windows upright, allowing volunteers to work simultaneously on both sides.

These same volunteers constructed an attachment for our golf cart that enables us to move tables and chairs more easily around the site for special events, and built a beautiful display table for our Museum Store.

Two of our seasoned volunteers started a peer-to-peer program to provide additional educational opportunities to our volunteers. In addition, several volunteers call each and every one of our donors to thank them for their support.

Not only do our volunteers share their time and talents with us, they also support the project through membership and acquisition of replica windows through the Volunteer Window Fund.

Forty-three of our volunteers celebrated milestone anniversaries with special celebrations held in their honor – 18 celebrated five years of service, 14 celebrated 10 years of service, five celebrated fifteen years of service, and six celebrated 20 years of service!

We are grateful for and inspired by each and every one of our devoted volunteers.

Being a part of the Martin House family has truly enriched my life and added wonderful friends. – Barry M., Volunteer
Our 6th annual Bricks & Brews fundraiser was held in July on the Martin House plaza with a sold out crowd of 400 guests in attendance. Major sponsorship was provided by Napier and Sons, Inc. with 23 other generous sponsors. Craft brews from 22 local breweries and cideries were on hand along with food trucks and live music provided by PA Line.

This year’s brewfest will be held on Friday, July 12. For tickets, visit martinhouse.org.

In February we held our annual Valentine’s Day program. Guests embarked on a special tour exploring the themes of love, friendship and family. The evening ended with wine, cheese, chocolates and special offerings in the Museum Store.

SPECIAL EVENTS

In October, we held our Appetite for Wright gala at Rich’s Atrium with 360 guests in attendance. Our major presenting sponsors were Independent Health and Rich Products, and there were 21 generous gold, silver and bronze sponsors. Co-chairs of the gala were Donna DeCarolis and Henrik Borgstrom, Cindy and Kevin Malchoff, and Rosanne and Keith Stolzenburg. The Martin House mosaic fireplace inspired the design of a special limited-edition centerpiece created for the gala. Proceeds from the gala supported education and preservation programs at the Martin House.
Our annual **Tree of Light community program** was held on December 1. The site was bustling with nearly 350 guests who participated in family activities including story time, holiday crafts, and mini-tours of the Martin House. Guests experienced the house and grounds like never before as they were greeted by carolers singing outside and holiday music being played inside on the Martins’ custom-designed Steinway piano. On the plaza, New York State Parks organized a snowshoe display while Erie Way Flowers sold holiday wreaths and kissing balls. Wreath-making classes led by Martin House Horticulturist, Nellie Gardner, were held earlier in the day where guests created their own holiday wreaths using all natural materials including dried flowers and herbs, ornamental peppers, and greens from the site. The evening culminated with the lighting of a 20’ tree led by Erie County Legislator Peter Savage and Executive Director Mary Roberts.

The Martin House participated in **Smithsonian Day** on September 22 which permits free entry to more than 1,250 museums across the United States. The theme was “women making history,” and the Martin House offered a special tour interpreting the women who were integral to the Martin House and Buffalo at the turn of the century.
EDUCATION

Education and interpretation are at the heart of the Martin House mission. While we serve a wide-ranging audience, our educational focus has been directed primarily at developing quality learning opportunities for students in grades 5-12. We are most proud of our established collaborations with schools representing all three educational sectors – public, private and charter – including Dr. Pantoja Community School, Grabiarz School of Excellence, North Collins High School, St. Joseph’s Collegiate Institute, St. Mark School and West Buffalo Charter School, among others.

Nearly 6,000 students participated in programs at the Martin House last year, an increase of 15% over the previous year. Students from 80 schools participated in field trips, summer camps, scouts programs, and a variety of hands-on workshops focusing on architecture, design, and landscape.

Architectural Adventures, a series of summer workshops geared towards children ages 5 - 12 that explore concepts in architecture, nature and art, was also offered during the summer months.

The Martin House participated in the Saturday Academies Program through Say Yes which was created to help enrich the learning environment for students, parents and our community.

The Martin House introduced a new Homeschool Program to give home-schooled students the same learning opportunities provided to school groups. This program helped spark a five-part program for the Medina Summer Outreach program culminating with a tour of the Martin House.

Professional development days for teachers and administrators were held at the Martin House, including one for 32 social studies teachers from the Williamsville Central School District designed to teach educators how to utilize architecture in their classrooms.

The Martin House partnered with New York State’s “Connect Kids to Parks” program, which encourages teachers to bring students to state parks and historic sites in New York State.

The program reimburses transportation and admission fees, enabling many schools to visit the Martin House.

Contact us to learn more about this program.
Students from Willowridge School, Cayuga Heights Elementary, Heritage Heights and Christ the King, among others, participated in the Junior Docent Program, a three-part program where students learn about local history, gain public speaking skills and take a leadership role in interpreting the Martin House. Students worked alongside education docents to learn about the history of the Martin House, and the program culminated with students leading a tour for family and friends.

Our ever-popular summer camp was held for two weeks engaging students ages 5 -12 in programs focusing on architecture, design, art and history. Students participated in field trips including a downtown scavenger hunt where they searched for architectural elements on city landmarks, and a trip to the Albright-Knox Art Gallery to study the architecture of the building. Other camp activities included designing a graffiti board, crafting a clay signature tile, and creating paper pulp.

A photography camp was offered to students ages 13 – 18 in collaboration with CEPA, a contemporary photography and visual arts gallery. Students explored the architectural treasures in our community, and participated in a field trip to Silo City, a historic grain elevator complex that provides tours and doubles as a venue for special events.
COLLABORATIONS

The Martin House is proud to be a collaborative partner in the community building connections with educational institutions, cultural organizations, government agencies, local businesses and neighbors. Here are a few notable examples of our collaborative efforts.

- Hosted an artist’s talk and site-specific light installation project, titled Lloyd’s Mirror, by visual artist Olivier Pasquet at the Eleanor and Wilson Greatbatch Pavilion in collaboration with the University at Buffalo’s Creative Arts Initiative.
- Featured in filmmaker Rima Yamazaki’s documentary, Lessons from Buffalo, which premiered at the Buffalo International Film Festival.
- Featured in a documentary short, See It through Buffalo, produced by the School of Architecture and Planning, which made its debut at the Venice Architecture Biennale.
- Co-sponsored a film screening of the award-winning documentary, Tall: The American Skyscraper, in collaboration with the North Park Theatre.
- Organized a four-part Design Aloud lecture series featuring Alexandra Lange, Jack Quinan, Mark Lamster, and a joint presentation with Fred Prozzillo and Frank Kowsky in collaboration with the Buffalo Olmsted Park Conservancy’s 150th anniversary.
- Offered one-of-a-kind meditative and mindful encounter tours with Yoga Parkside, where visitors were guided through the Martin House in silence to enhance their meditative experience.
- Participated in Warblers and Wright, a bird-watching program held in Delaware Park in collaboration with New York State Parks that was followed by a special tour of the Martin House focusing on Wright’s integrated landscape.
- Held a meet-and-greet and tour of the site for Buffalo tourism industry partners in collaboration with Visit Buffalo Niagara, who now act as ambassadors for the Martin House.

WHAT VISITORS ARE SAYING:

“It’s a fine example of the architect’s revolutionary vision for shaping domestic space. Absolutely a must-see!”

CURATOR EMERITUS JACK QUINAN
Travel Trips

The Martin House organized three travel trips in 2018, bringing visitors from as far away as the West Coast to cities featuring buildings designed by Frank Lloyd Wright.

In March, we visited historic Charleston, South Carolina. The trip included a walking tour of downtown Charleston as well as guided tours of Middleton Place, Drayton Hall, the Aiken-Rhett House Museum, and of course Frank Lloyd Wright’s Auldbrass.

Our annual spring trip to the Laurel Highlands in Pennsylvania was sold out once again! Participants – many of whom joined us from Canada – enjoyed a three-day, two-night trip which included tours of Fallingwater, Kentuck Knob, and Polymath Park, as well as several private homes designed by Wright.

In October, we traveled to Wright sites in Oklahoma, Arkansas, and Kansas. We visited the Crystal Bridges Museum of American Art in Arkansas (home to Wright’s Bachman-Wilson House); the Soldani Mansion in Oklahoma; the Corbin Education Center at Wichita State University; and the Allen House in Kansas. This trip also featured an exclusive one-night stay at Wright’s iconic Price Tower in Oklahoma.
FACILITY RENTALS

The Martin House was host to 50 facility rentals which included private business meetings, corporate functions, community forums, and formal dinners. Here are just a few of the events that were held:

- Parkside Tour of Homes 20th annual homeowner reception
- Bureau of Jewish Education’s 90th annual meeting
- M&T Bank mentoring event
- International Economic Development Council’s board meeting
- First ever private Kentucky Derby Party
- Nichols Alumni Class of 1968 Reunion
- University at Buffalo Humanities Institute 50th year celebration dinner
- Donald Russ Sportswear annual sales meeting
- Architectural Resources holiday party
- American Society of Civil Engineers Buffalo Chapter awards banquet
- Rehearsal dinners, birthday parties and baby showers

The Martin House offers four distinctive spaces to rent: Greatbatch Pavilion, Barton House, Gardener’s Cottage and Junior League | Buffalo News Education Center located in the lower level of the Martin House.

Interested in hosting an event in the Greatbatch Pavilion? Visit martinhouse.org to view the event space via a 360-degree virtual tour generously donated by Siteview.

Call our events manager at 716.856.3858 ext. 207 to schedule a walk-through of the site.
The Martin House Museum Store posted its highest year-end sales ever, with sales exceeding national averages for historic sites. Under new leadership, the Museum Store focused on custom Martin House wisteria fireplace-related products and beautiful handmade jewelry and pottery by regional artisans. While continuing to grow its collection of Frank Lloyd Wright licensed products, including table linens, Tervis tumblers, recyclable bags, socks, pillows and throws. Among the new offerings was an updated edition of The Martin House Complex guidebook, a perfect introduction to the Martin House and a popular souvenir for visitors. The Museum Store was also host to several corporate shopping events where guests sipped wine while shopping for unique gifts.
The Martin House Endowment Fund has been established to ensure valuable funding for ongoing preservation, maintenance and daily operations of the Martin House, and to sustain the vision established by Frank Lloyd Wright and Darwin D. Martin when they built this American treasure. If you would like further information, or have made or are considering a planned gift to the Martin House, please contact Mary Roberts at 716.856.3858 or email development@martinhouse.org.

**STATEMENT OF FINANCIAL POSITION**

**CURRENT ASSETS:**
- Cash and cash equivalents $107,442
- Current portion of contribution receivable $117,415
- Grants receivable $1,254,019
- Inventory $110,927
- Prepaid expenses and other current assets $102,504

Total current assets $1,692,307

**INVESTMENTS** $148,893

**CONTRIBUTIONS RECEIVABLE, net** $67,108

**PROPERTY AND EQUIPMENT, net** $44,262,012

Total assets $46,170,320

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES:**
- Short-term borrowings $2,297,215
- Accounts payable $552,574
- Accrued expenses $26,354
- Deferred revenue $10,566

Total current liabilities $2,886,709

**NET ASSETS:**
- Without Donor Restrictions $42,781,561
- With Donor Restrictions $502,050

Total net assets $43,283,611

Total liabilities and net assets $46,170,320

**STATEMENT OF ACTIVITIES** For the Fiscal Year Ending December 31, 2018

**REVENUE:**
- Contributions $760,305 $72,284 $832,589
- Government and Foundation support $3,599,279 $3,599,279
- Tour income, net $733,780 $733,780
- Gift shop sales, net $181,551 $181,551
- Memberships $110,162 $110,162
- Special events, net $186,063 $186,063
- Facility rentals $40,675 $40,675
- Education, net $41,071 $41,071
- Investment income (loss) $32 $32
- Miscellaneous $41,486 $(10,187) $31,299

Net assets released from restriction $245,135

Total revenue $5,939,539 $(183,038) $5,756,501

**EXPENSES:**
- Tours and education $1,037,432 $1,037,432
- Restoration and preservation $274,852 $274,852
- Management and general $921,674 $921,674
- Fundraising $88,822 $88,822

Total expenses $2,322,780

**CHANGE IN NET ASSETS** $3,616,759 $(183,038) $3,433,721

**NET ASSETS - beginning of year** $39,164,802 $685,088 $39,849,890

**NET ASSETS - end of year** $42,781,561 $502,050 $43,283,611
DONORS

The Martin House Board of Directors extends deep gratitude to the generous donors who have supported our efforts. The following list is comprised of individuals, corporations, foundations and organizations that have donated $100 or more. We also wish to thank the many individuals who contributed gifts of less than $100. We are truly grateful for your support.

$750,000*
Empire State Development
Judith Lipsey*

$400,000+
County of Erie

$100,000+
New York Power Authority

$50,000 – $99,999
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Please alert us to any corrections by contacting our development office at 716.856.3858 or by emailing dwarsaw@martinhouse.org

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IN THE PRESS

Martin House Complex - Top Choice Architecture in Buffalo, *Lonely Planet*

Frank Lloyd Wright’s Barton House Completes $2 Million Restoration, *Curbed*

36 Hours in Buffalo, *New York Times*

A Piece of Frank Lloyd Wright’s “Buffalo Venture” Completes a $2 Million Restoration, *National Trust for Historic Preservation*

From Skeptics of Frank Lloyd Wright to Believers, *The Globe and Mail*

Frank Lloyd Wright’s Barton House Restoration Completed, *Buffalo News*

A First Look at the Building That Helped Define Frank Lloyd Wright’s Career, *Architectural Digest*

Frank Lloyd Wright’s Barton House Opens to the Public After a Full Restoration, *The Architect’s Newspaper*