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COVER IMAGE: MARTIN HOUSE VIEW INTO THE CONSERVATORY

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.

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LETTER FROM BOARD PRESIDENT AND EXECUTIVE DIRECTOR

Dear Friends,

With your support, we made great progress in 2019 toward fulfilling our mission to preserve, interpret, promote, and sustain Frank Lloyd Wright's Martin House, an integrated world-class composition of architecture, design and landscape. Our vision remains clear: to be a dynamic and celebrated masterpiece of innovative architecture, inspiring and attracting visitors with the power of design in harmony with nature.

In terms of programs and operations, as well as capital projects and organizational sustainability, 2019 marked a year of positive change and transformation, paving the way for continued growth as we move forward. We are proud to announce that we welcomed a record-high number of visitors from near and far to experience the fully restored estate through tour and educational programs, retail offerings and community events.

According to Wright's original vision, the Martin House gardens have been re-established, signaling the final phase of our historic twenty-five year restoration effort. The landscape epitomizes the intertwined design relationship between architecture and landscape, and represents an important contributing feature to the significance of the site.



Kevin R. Malchoff
PRESIDENT



Mary F. Roberts
EXECUTIVE DIRECTOR

The organic architecture in combination with the living elements provide a unique marketing opportunity for the Martin House as an architectural destination, which continues to garner national and international attention.

Frank Lloyd Wright once said, "I know the price of success: dedication, hard work, and an unrelenting devotion to the things you want to see happen." As we work toward our future goals, even with the unique challenges facing all of us thus far in 2020, we know the Martin House will continue to be a welcoming, informed and diverse community asset.

Thank you for joining us on a journey that has captured the hearts and imaginations of so many. We are grateful for your commitment and your investment, and we ask that you continue to support the Martin House as we preserve and sustain Wright's masterpiece for generations to come.



COURTYARD GARDENS



NORTHEAST SIDE OF ESTATE

VOLUNTEERS

Our volunteer program is 24 years young and 400+ volunteer colleagues strong. Every year we welcome new volunteers to the Martin House from all walks of life and of all ages. Volunteers are vital to supporting our mission, and we are grateful for their time, commitment and energy. In 2019 our volunteers provided more than 14,500 hours of service to all aspects of the organization.

Our dedicated housekeeping/collections maintenance and garden teams help prepare and maintain the site for daily visitors. Our tour team consists of guest services, docents, chaperones, and museum

store volunteers who welcome each visitor with gracious hospitality. In addition, we have office volunteers who assist with various projects; our collections committee whose efforts is to locate Martin House artifacts; our special events team who implement our fundraisers, set up and break down events and move things when needed. Our education team works with students who attend our summer camp, junior docent program and school groups.

In July, we participated in Garden Walk Buffalo's 25th Anniversary event. Volunteers were instrumental with welcoming visitors, providing direction, and showcasing our newly restored gardens. In two days, the site welcomed 3,000 visitors.

Our volunteers created a new continuing education program for their fellow volunteers called Pier to Pier. The mission of this group is to learn best museum practices from other cultural institutions. In addition, this group works to maintain and enhance the knowledge base of docents and volunteers so they can continue to provide excellent customer service and engaging experiences for our visitors.

Our volunteers shine in so many ways, and this year they funded the acquisition of a fourth volunteer window. It is a proud moment to see the window installed in the conservatory for all to enjoy. Martin House volunteers have quite a generous spirit, and collectively they are as amazing as each individual art glass window, comprised of many individual pieces to create one beautiful whole.



INTERIOR BEAUTIFICATION VOLUNTEER BILL HARDEN

This year we invigorated our volunteer leadership team. This group has a representative from each volunteer committee to allow for free flow of ideas between volunteers and staff. This allows us to maintain and enhance the visitor and volunteer experience, as well as move projects forward to sustain the organization.

Finally, in 2019, through the generous support of the East Hill Foundation, we moved our volunteer management to a new platform. This software assists with scheduling, communicating, and managing our corps while allowing us to work smarter. We are grateful for this support.



LANDSCAPE VOLUNTEERS SUSAN PERLOW AND ROSANNE STOLZENBURG



LANDSCAPE AND COLLECTIONS

LANDSCAPE

The Martin House is an extraordinary example of Wright's artistic vision of uniting architecture in harmony with nature. The plan to rehabilitate the Wright-designed landscape broke ground in May 2018. Completed in July 2019, the Martin House engaged Bayer Landscape Architecture to bring the historic landscape back to life marking the successful completion of the restoration project.

Interpretation of the landscape will be a source for tours, educational programs, special events, and community dialogues about the importance of nature and design in everyday life.

HIGHLIGHTS OF THE MARTIN HOUSE LANDSCAPE

- Redefinition of outdoor “rooms” and architectonic garden spaces
- Restoration of the visual and spatial relationships between architectural and landscape features

- Reintroduction of the floricycle—a distinctive half-circle garden, which as the name suggests, provides a sequential blooming of colorful seasonal plantings
- Replacement of trees at historic locations on the property, as well as the return of street trees along the borders of Jewett Parkway and Summit Avenue in conjunction with the City of Buffalo
- Replacement of vegetative screens; naturalistic shrub massings; selected ornamental flowering shrubs; vine trellises; urns and perennial gardens
- Reinstallation of the English border gardens that flank the pergola in contrast with the more naturalistic plantings that define the boundaries of the historic property
- Preservation of the mature European beech tree—one of only a few remaining plantings from the historic period
- Introduction of various physical improvements to the site, including a courtyard and café area; signage and wayfinding systems; and security and lighting



Study nature.
Love nature.
Stay close to nature.
It will never fail you.

--Frank Lloyd Wright

COLLECTIONS

In January, five Martin House barrel chairs were added to the collection and installed in the living room, reception room, bursar's office, and master bedroom. Historic photographs were used to help determine the strategic placement of these beautiful Wright-designed objects. Funding for the replication of the five barrel chairs was generously provided by the Hamister Family Foundation, Angela and Daniel Hamister, Cynthia and David Silverstein, The Siegel Family and Jacqueline Simon.

In February, the Martin House Collections + Facilities Workgroup welcomed the housekeeping team from Fallingwater for a day of enrichment, information sharing, and professional exchange.

The curatorial team began work on an important initiative to document Martin House objects using the collections management software solution, EmbARK. The goal of this comprehensive collections cataloging project is the systematic creation of uniform records that accurately describe each object, while also adhering to data standards and structured vocabularies developed by the art museum community. Currently, the main focus of the project is on cataloging the hundreds of art glass panels designed by Wright for the Martin House estate.

As a gift from the artist, the Martin House acquired from Adam Zyglis a pair of signed prints—both in color and black-and-white—of his cartoon, “Q: What’s the Signature Element of Frank Lloyd Wright’s Prairie Style? A: Long Horizontal Lines...” The cartoon was published in *The Buffalo News*, July 28, 2019, marking the completion of the restoration of the Martin House.

The Martin House invited Amanda Davis, project manager for the NYC LGBT Historic Sites Project, and Nicholas Adams, professor emeritus in the history of architecture at Vassar College, to come speak as part of the ever-popular curatorial lecture series Design Aloud. Marking the 50th anniversary of the historic Stonewall uprising, Davis provided an over-

view of the significance of place in connecting with and documenting a marginalized LGBTQ community.

On the occasion of the publication of his most recent work, Nicholas Adams, professor emeritus in the history of architecture at Vassar College, gave a lively talk on Buffalo-born architect Gordon Bunshaft which was then followed by a book signing.



MEMBERS OF THE MARTIN HOUSE COLLECTIONS + FACILITIES GROUP WITH HOUSEKEEPING TEAM FROM FALLINGWATER



TOURS AND VISITORS

VISITORS

26% WESTERN NEW
YORK VISITORS

57% US VISITORS
(OUTSIDE NYS)

14% CANADIAN
VISITORS

3% INTERNATIONAL
VISITORS



DOCENT JUDITH VAN NOSTRAND LEADS TOUR GROUP FROM GARDENER'S COTTAGE

“Worth making a special visit to Buffalo
(my first) from CA to see it.”

MAURA 7/26/2019



THE MARTIN HOUSE RECEIVED THE TRIPADVISOR HALL OF FAME DESIGNATION GIVEN TO THOSE WHO HAVE EARNED CERTIFICATES OF EXCELLENCE FOR THE PAST FIVE YEARS.

TOURS AND VISITORS



EDUCATION VOLUNTEERS JIM DAILEY AND CHRISTINA KLEIN

The Martin House offered 2,381 tours to visitors who traveled from all 50 states and from 44 other countries. This includes 127 tour groups, many of whom traveled from outside of New York State. In order to accommodate the influx of visitors, the site was open seven days a week from June through September for the second year. For the eighth year, the Martin House was named the number one tourist attraction in Buffalo on TripAdvisor.com.

TOUR OFFERINGS:

- **MARTIN HOUSE TOUR** [ONE HOUR]
- **MARTIN HOUSE PLUS** [TWO HOURS]
- **PHOTOGRAPHY TOUR**
- **ALL WRIGHT ALL DAY**
- **TWILIGHT TOUR**
- **PRIVATE TOUR**
- **GROUP TOURS**

The Martin House offered three new tours including a **LANDSCAPE TOUR** of the newly-restored gardens led by the Martin House horticulturist, a **HOME AND GARDEN TOUR**, which includes both the historic buildings and gardens, and **WRIGHT NIGHTS**, where visitors enjoy leisurely self-guided tours on select Monday evenings at a reduced price.

In recognition of the unwavering support during the 25-year restoration project, nearly 1,000 residents of Erie County enjoyed half-price tours throughout the month of March.

The Martin House participated for the first time in Garden Walk Buffalo, which celebrated its 25th anniversary. It was the busiest weekend ever, with 3,000 visitors touring the landscape, shopping in the Museum Store, touring the house, and dining in the newly-opened Statler Café.

The Martin House participated in National Travel and Tourism Week last spring with “Be a Tourist in your Own Hometown” which offered a buy one, get one free promotion at 15 of Erie County’s top attractions.

The Martin House also enjoyed a boost in visitation from visitors traveling to Buffalo for the NCAA Frozen Four men’s ice hockey championship in April.



GRAYCLIFF ESTATE



FONTANA BOATHOUSE



BLUE SKY MAUSOLEUM

ALL WRIGHT ALL DAY

This tour affords visitors the rare opportunity to experience a variety of Wright’s residential, functional, recreational, and monumental designs – both historic and newly-constructed. It includes transportation by motorcoach to the Martin House, the Filling Station inside the Pierce Arrow Museum, the Fontana Boathouse on the Black Rock Canal, the Graycliff Estate, the Martin House family summer home and historic Forest Lawn’s Blue Sky Mausoleum. A knowledgeable guide is on hand to point out architectural treasures along the way. These tours are popular, particularly with out-of-town visitors and were sold out.

WHAT VISITORS ARE SAYING

“Extraordinary, humbling, enlightening, romantic, moving, light and airy, wonderful. We’d like to move into the Gardener’s Cottage.”

CHARLES 11/8/2019

“... Mr. Wright is more of a Rock star than Elvis.”

- VISITOR WHO PREVIOUSLY VISITED GRACELAND



“... Your city and community have saved an American treasure”

KATHLEEN
10/10/19

“The best docent I have ever had - incredibly knowledgeable and so interesting...”

VISITOR FROM TORONTO

NOTABLE VISITORS



GUESTS FROM KANAZAWA, JAPAN

The Martin House welcomed special guests from Buffalo's sister city of Kanazawa, Japan. The group included Takashi Murayama, Vice Mayor of Kanazawa; Toshiyuki Tamada from the City Policy Planning Department of Kanazawa; Dr. Takako Michii, president of the Buffalo-Kanazawa Sister City Committee; Joseph Koessler, who has served for 16 years as Japan's Honorary Consul General in Buffalo, and his wife Kyoko Koessler; and Susy Martin from the Japan Culture Center of WNY. Martin House docent Atsuko Mishida-Mitchell led their tour.

Dr. Michii and Martin House Executive Director Mary Roberts, representing the Mayor and citizens of Buffalo, led a group of Buffalo representatives to Kanazawa in 2011 to celebrate the 50th anniversary of the sister city relationship.



ZHU PEI, DEAN OF THE SCHOOL OF ARCHITECTURE AT CENTRAL ACADEMY OF FINE ARTS IN BEIJING WITH VIRGINIA MELNYCK



WORLD-RENOWNED BRAZILIAN STREET ARTIST EDUARDO KOBRA AND HIS TEAM

NOTABLE VISITORS



ANTHONY E. ZUIKER, CREATOR OF TELEVISION'S CSI FRANCHISE, WITH BOARD MEMBER ROBERT SKERKER AND EXECUTIVE DIRECTOR MARY ROBERTS



GREG KINSMAN WITH HIS MOM, MARILYN, IN THE LIVING ROOM OF THE GARDENER'S COTTAGE, WHICH HE PREVIOUSLY OWNED



MARTIN FAMILY RELATIVES, BETSY AND RICK MUDRA

SOCIAL MEDIA

FACEBOOK:

MORE THAN **10,000**
FOLLOWERS

60% WOMEN **40%** MEN

FOLLOWERS COME FROM
MORE THAN **45 COUNTRIES**
AROUND THE WORLD



TWITTER:

JUST OVER **2,000**
FOLLOWERS



INSTAGRAM:

NEARLY **4,000**
FOLLOWERS

62% WOMEN **38%** MEN

MOST ARE **25-44** YEARS OLD



COLLEEN ON FACEBOOK:

"I love this home! It's so incredible inside and out. When you take the tour, you can imagine yourself living there in that era, and it's magic. So beautiful. I did the tour a couple years ago, and I still can't stop daydreaming about it!"

DARREN ON FACEBOOK:

"Last summer I drove up to see the house for the third time mainly because the glass mosaic over the fireplace was finally completed and the house was now completely restored. It's a seven-hour drive but I was so taken by the experience and how great Buffalo is as a destination that I've promised myself I will return every year as a tourist. It's just that wonderful."

ALAN ON FACEBOOK:

"We have been making yearly pilgrimages since 2004 - A truly stunning project."

JUAN ON INSTAGRAM:

"una obra de arte..!!
la Arquitectura hecha sinfonía...
Saludos desde Ecuador..!!"
"(a work of art .. !!
Architecture made a symphony ...
Greetings from Ecuador .. !!)"



ARCHITECT TOSHIKO MORI



MARK VINCENT KRUSE, AIANY'S PRESIDENT AND MARY ROBERTS,
MARTIN HOUSE EXECUTIVE DIRECTOR

AWARDS

The American Institute of Architects New York State has awarded **HHL ARCHITECTS** a 2019 Design Award for its 25-year, multi-phased restoration effort at the Martin House.

AIA New York State's Annual Design Awards celebrate local, national and international projects that achieve architectural excellence designed by architects throughout New York State.

HHL Architects received an Award of Merit for the Martin House project in the Historic Preservation / Adaptive Reuse category.

Architect **TOSHIKO MORI**, designer of the Eleanor and Wilson Greatbatch Pavilion, was recognized as a 2019 Architectural Record "Women in Architecture" award winner.



EDUCATION AND COMMUNITY PROGRAMS

EDUCATION

With a remarkable cultural asset, a unique learning center and a highly dedicated team of volunteers and staff, the Martin House provides a wide range of high-quality educational programs and events including outreach programs in school classrooms, multiple lesson plans, on-site programs and summer camp, as well as customized tours.

Nearly 6,000 students and families were welcomed to the Martin House primarily from public, private and charter schools. There were many first-time visitors, including students from Truman Elementary, Grand Island High School, Bennett High School, Alden Middle School and The Gow School, among others.

For the second year, the Martin House worked closely with New York State's Connect Kids to Parks program. This program offers reimbursement for transportation and admission fees to Title 1 public schools enabling them to visit New York State parks and historic sites. Thirty schools visited through this program.

The Martin House offers a 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 from the Amherst Middle School Studio in Art class, led by art teacher and Martin House volunteer, Christina Klein, were one of the schools that participated in the program. As part of the Junior Docent Program, eighth-grade students imprinted their own t-shirts in a screen-printing class with an original design created by a classmate using elements from the Martin House. The group wore their t-shirts during their tour at the Martin House for parents and invited guests.

Beyond programming for students, the Martin House also supports teachers and school leaders through a variety of professional development programs and opportunities. Teachers and administrators from the Orchard Park and Ken-Ton School Districts, as well as art teachers in the Catholic Diocese took part in these programs.

In addition to an increase in visitation from school groups, the Martin House youth and family programming grew. In collaboration with Explore Buffalo and the Greater Niagara Frontier Council, the Martin House hosted architectural merit badge workshops. The Girl Scouts of Western New York created three new architecture badge workshops, focusing on architecture, Japanese culture and art glass. More than 150 scouts participated in these workshops.



JUNIOR DOCENTS FROM HERITAGE HEIGHTS ELEMENTARY SCHOOL



JUNIOR DOCENTS FROM HERITAGE HEIGHTS ELEMENTARY



DESIGNING ART GLASS WINDOW AT SUMMER CAMP



JUNIOR DOCENTS FROM WILLOWRIDGE ELEMENTARY

EDUCATION

The Martin House formed a new collaboration with Buffalo Prep, whose mission is to provide access and preparation for talented underrepresented youth to achieve success in higher education. The three-day program held at the Martin House focused on career options in the fields of engineering, history and architecture.

Summer camp at the Martin House was held for two weeks in July for students entering grades 3-7. Students visited the Botanical Gardens, Larkinville and Canalside, and participated in activities including

building with recycled materials, designing with clay and creating a business modeled after Darwin Martin.

A third week of camp was held in collaboration with the CEPA gallery called Picturing Our City: Through the Eyes of Nature. While exploring nature in architecture, students toured the Martin House landscape, the Olmsted parks and embarked on a historic walking tour of the Buffalo waterfront where they explored themes such as nature in architecture, landscape design and Buffalo history. Students also learned Photoshop and created a design for the future of the Buffalo outer harbor.



HIGH SCHOOL GROUP TOUR

COMMUNITY PROGRAMS

The Martin House is committed to cultivating and broadening its efforts to reach underserved audiences and achieve greater diversity by offering free community programs.

As part of the Architecture Adventures Family Programs, families created traditional “koinobori” otherwise known as carp streamers, in celebration of International Children’s Day, a Japanese national holiday. Children learned about the Japanese influence of the Martin House while creating these colorful windsocks. Other activities included creating landscape-themed flipbooks, a guided forage in search of plants and other natural materials, and the design on fabric using dyes from the natural world.

Our annual Family Fun Day was held on June 8th and welcomed nearly 650 adults and children. It was a day of fun celebrating Frank Lloyd Wright’s 152nd birthday. The day included free tours, lawn games, children’s yoga, hands-on activities, food trucks, ice cream, live music by The Observers and a chance to participate in hands-on activities with eight of our community cultural partners.



NEW YORK STATE PARKS TABLE AT FAMILY FUN DAY



SUMMER CAMPER



GEAR FROM THE BUFFALO FIRE HISTORICAL SOCIETY
AT FAMILY FUN DAY



ALBRIGHT-KNOX ART GALLERY TABLE AT FAMILY FUN DAY

COMMUNITY PROGRAMS

The Martin House participated in the Juneteenth Festival and Hamburg Art Festival where volunteers staffed art tables to introduce ideas of architecture and the built environment to new audiences. Participants created inspiring Lego skylines.

In partnership with the Hispanic Heritage Council of WNY, the Martin House hosted a Hispanic Heritage Night with tours and an educational focus on Pedro Guerrero, Wright's long-time friend and personal photographer.

The Martin House continued its partnership with New York State Parks, collaborating on two community programs – Warblers to Wright and Snowshoe and Hot Cocoa.

In the spring, participants gathered at the Marcy Casino to take a “Crown Jewel” tour of Buffalo's natural architectural treasures from the Olmsted-designed Delaware Park to the nearby Darwin Martin House beginning with a morning nature hike during the spring bird migration peak.

In the winter, participants borrowed snowshoes provided by New York State Parks for a guided trip through Delaware Park and returned to the Martin House to enjoy a cup of cocoa. Both programs included optional tours of the Martin House.



KIDS YOGA WITH PARKSIDE YOGA AT FAMILY FUN DAY



MAKING KALEIDOSCOPIES AT THE BUFFALO ARCHITECTURE FOUNDATION TABLE AT FAMILY FUN DAY



SUMMER CAMP WITH HORTICULTURIST NELLIE GARDNER

COMMUNITY PROGRAMS

The third annual Tree of Light event was held on December 7th and welcomed nearly 700 guests, many first-time visitors. The event offered family-friendly activities including holiday crafts, caroling on the plaza with Buffalo Girl Choir, a snowshoe display organized by New York State Parks, a hot cocoa bar, and tours of the Martin House. The wreath-making classes held earlier in the

day were sold out with participants using all natural materials to make their own holiday wreaths. The evening culminated with the lighting of a 22' tree led by Erie County Executive Mark Poloncarz, Martin House Board President Kevin Malchoff, Executive Director Mary Roberts and Richard Hamister, Regional President of Northwest Bank, our major sponsor for the evening.



A FULL MOON OVER THE MARTIN HOUSE



ORNAMENT MAKING AT TREE OF LIGHT



FUN AND SWEET TREATS FOR THE FAMILY AT TREE OF LIGHT



EVENTS

TRAVEL AND RENTALS

EVENTS

The Martin House hosted a wine tasting fundraiser, *An Evening in Argentina*, featuring world-class wines from Viñas Cobos vineyards from the Mendoza region of Argentina. Matt Hobbs, a native of Newfane, New York, and the primary ambassador and educator at Paul Hobbs Winery, was the guest host. He shared stories and personal experiences about his work producing the remarkable wines served that evening. The spring event also featured creative Argentine cuisine prepared by Tempo and Hutch's restaurants with music by classical guitarist Ricardo Saeb. In addition to Tempo and Hutch's, the event was also sponsored by Paul Hobbs Winery and The Premier Group.



SANDY NICKLAS, BOB AND JUDY WETTER AND DICK AND JANET WETTER
AT THE ARGENTINA WINE DINNER



MATT HOBBS TOASTING GUESTS AT THE ARGENTINA WINE DINNER

Our 7th annual Bricks & Brews fundraiser was held in July on the Martin House plaza with another sold out crowd of 450 guests. Twenty-three breweries and cideries participated, along with food trucks and live music by the Hot Club of Buffalo. The event was sponsored by 34 generous individuals and businesses, with Hayes Construction Services providing the lead sponsorship.



SPONSOR TABLE AT BRICKS & BREWS



BRICKS & BREWS

EVENTS

In late summer, the first annual Garden Party celebrating the extraordinary restoration of the Martin House landscape was held. Guests strolled the gardens and toured the Martin House. This outdoor event featured food stations with seasonally-inspired cuisine by Hutch's, Remington Tavern, and Tempo along with contemporary cocktails by Premier Wine & Spirits. Nik Lite provided the evening's entertainment. Major sponsorship was provided by Buffalo Architectural Casting, M&T Bank, National Fuel, SR Instruments, and an anonymous donor. Generous support was also provided by The Battery Post and Golf Cart Center, Donna DeCarolis and Henrik Borgstrom, Kent and Laurie Frey, Independent Health, Kevin and Cindy Malchoff and Niagara University.



BOARD PRESIDENT KEVIN MALCHOFF WITH WIFE CINDY AND FRIENDS DOUG AND LINDA WARD AT THE GARDEN PARTY



THE GARDEN PARTY



GUESTS ARRIVE AT THE GARDEN PARTY



ARTHUR B. HEURTLEY HOUSE



WILLIAM E. MARTIN HOUSE

TRAVEL TRIPS

The Martin House offered two education travel trips as part of the Travel by Design series. In May visitors from all over the country traveled to Buffalo for a three-day travel experience exploring the design masterworks of Greater Buffalo. The excursion began with an overnight stay at The Roycroft Inn—a National Historic Landmark in the charming village of East Aurora. From there, visitors participated in a hands-on class and tour at the historic Roycroft Campus, followed by a tour and luncheon on the grounds of Graycliff. The journey continued with a two-night stay at The Hotel Henry on the Richardson Olmsted Campus, from where visitors discovered many of the city's architectural treasures including Eliel and Eero Saarinen's Kleinhans Music Hall; Louis Sullivan's Guaranty Building; an escorted tour of downtown Buffalo, the Larkin District, and Silo City; a private visit to Wright's Walter V. Davidson House; and an exceptional evening at the Martin House where guests enjoyed all-exclusive access to the buildings and gardens. It was a wonderful opportunity to showcase Buffalo's remarkable architectural heritage.

In October, a group traveled to Illinois to explore the architectural masterworks of Chicago by land and water. The excursion began in the heart of downtown Chicago with an architectural river cruise, followed by a walking tour of Art Deco skyscrapers. The group also explored the iconic Oak Park neighborhood and toured Wright's Home & Studio, and other privately-owned Wright designed residences including the William Martin House and Unity Temple. The trip culminated with a twilight tour of Wright's Robie House and private reception on the grounds.

RENTALS

The Martin House offers four distinctive and memorable spaces available to rent for celebrations, executive retreats and receptions: the Eleanor and Wilson Greatbatch Pavilion, Barton House, Gardener's Cottage and Junior League / Buffalo News Education Center in the lower level of the Martin House.

The Greatbatch Pavilion is the perfect venue for larger cocktail parties and sit-down dinners. The Barton House and Gardener's Cottage are idyllic for small gatherings or lively cocktail parties. And the education space is the perfect setting for an inspired business meeting or after-hours reception.

The Martin House hosted 67 facility rentals this year, including M&T Bank, 43 North and the Cullen Foundation. In addition, there were many family celebrations held at the site including baby and wedding showers, rehearsal dinners, birthday parties and our first ever wedding!



GREATBATCH PAVILION



GREATBATCH PAVILION



GARDENER'S COTTAGE



LOWER LEVEL OF THE MARTIN HOUSE



MUSEUM STORE AND STATLER CAFÉ



MUSEUM STORE

The Martin House Museum Store posted its highest year-end sales ever exceeding national averages for historic sites. Record-breaking sales over the weekend of Buffalo Garden Walk in July and strong visitation in the summer months contributed to the success. Holiday sales also exceeded expectations, with the hosting of private corporate shopping events.

The Museum Store remains open for all community programs and special events giving many first-time visitors an opportunity to purchase unique Wright-inspired items and gifts.

This year's top selling items included custom Wisteria Fireplace earrings, *The Martin House Complex* guidebook and Tree of Life socks. In addition, handmade jewelry and pottery by regional artisans were also popular. Among the new items in the Store this year are a Tree of Life colored door mat, Frank Lloyd Wright backgammon set, and the Darwin D. Martin Atom Brick set which highlights the Prairie Style design, T-shaped floor plan and extensive art glass windows.



MARTIN HOUSE MUSEUM STORE



TREE OF LIFE OLD FASHIONED GLASS



MARTIN HOUSE ORNAMENT

STATLER CAFÉ

Ellsworth Statler, Darwin D. Martin and Frank Lloyd Wright are three celebrated visionaries, who each in their own way revolutionized the way we live and work. The Statler Café, generously supported by the Statler Foundation, honors these individuals and the important relationship between the arts and industry, which has shaped our city in the past and continues to define our future.

The Statler Café was opened in late summer as an on-site dining option for visitors and neighbors. Once an historic (non-Wright-designed) carriage house, the building was renovated to create a café offering grab-and-go sandwiches, salads, hot and cold beverages and snacks. The café is open from spring to fall in coordination with the busy tour season with the ability to extend hours for special programs and events.



ELLSWORTH STATLER AND DARWIN D. MARTIN

- Statler funded the Hotel Department at Cornell through provisions in his will. Martin established the Martin Professorship in Mathematics at the University of Buffalo. Both men held a passionate belief in the power of education as a means of opening doors to succeeding generations.

- Statler and Martin were both business giants and self-made millionaires who acquired their wealth with very limited formal education.

- Statler and Martin's financial success was developed through their business acumen built upon an acute sense for improving operational efficiencies

for their respective companies —the Statler Hotels and the Larkin Soap Company.

- Both Statler and Martin played roles as businessmen, colleagues and investors in the development and execution of Buffalo's Pan-American Exposition of 1901. Statler built the Pan-American Hotel—the “largest hotel in Buffalo” at the time—expressly for the Exposition crowd. Martin worked for the Larkin Soap Company—the “largest company of its kind” in 1901.

- Martin regularly dined and attended functions at the Buffalo Statler Hotel as indicated by numerous entries in his personal diaries.



ELLSWORTH STATLER



DARWIN D. MARTIN

STATEMENT OF FINANCIAL POSITION

ASSETS	2019
CURRENT ASSETS:	
Cash and cash equivalents	\$ 109,623
Current portion of contribution receivable	\$ 226,530
Grants receivable	\$ 250,248
Inventory	\$ 116,562
Prepaid expenses and other current assets	\$ 103,780
Total current assets	\$ 806,743
INVESTMENTS	\$ 203,581
CONTRIBUTIONS RECEIVABLE, net	\$
PROPERTY AND EQUIPMENT, net	\$ 44,961,290
Total assets	\$ 45,971,614
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES:	
Short-term borrowings	\$ 1,360,215
Accounts payable	\$ 66,437
Accrued expenses	\$ 38,302
Deferred revenue	\$ 19,908
Total current liabilities	\$ 1,484,862
NET ASSETS:	
Without donor restrictions	\$ 44,131,955
With donor restrictions	\$ 354,797
Total net assets	\$ 44,486,752
Total liabilities and net assets	\$ 45,971,614

STATEMENT OF ACTIVITIES For the Fiscal Year Ending December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total 2019
REVENUE:			
Contributions	\$ 47,702	\$ 52,458	\$ 100,160
Government	\$ 1,825,498	\$	\$ 1,825,498
Foundation support	\$ 180,000	\$	\$ 180,000
Tour income, net	\$ 785,529	\$	\$ 785,529
Gift shop sales, net	\$ 224,501	\$	\$ 224,501
Memberships	\$ 213,510	\$	\$ 213,510
Special events, net	\$ 146,960	\$	\$ 146,960
Facility rentals	\$ 58,794	\$	\$ 58,794
Education, net	\$ 61,511	\$	\$ 61,511
Investment income (loss)	\$ 6	\$ 27,612	\$ 27,618
Miscellaneous	\$ 54,716	\$	\$ 54,716
Net assets released from restriction	\$ 227,323	\$ (227,323)	\$
Total revenue	\$ 3,826,050	\$ (147,253)	\$ 3,678,797
EXPENSES:			
Tours and education	\$ 1,412,102	\$	\$ 1,412,102
Management and general	\$ 907,201	\$	\$ 907,201
Fundraising	\$ 156,353	\$	\$ 156,353
Total expenses	\$ 2,475,656	\$	\$ 2,475,656
CHANGE IN NET ASSETS	\$ 1,350,394	\$ (147,253)	\$ 1,203,141
NET ASSETS - beginning of year	\$ 42,781,561	\$ 502,050	\$ 43,283,611
NET ASSETS - end of year	\$ 44,131,955	\$ 354,797	\$ 44,486,752

ENDOWMENT The Martin House Endowment Fund has been established to ensure valuable funding for ongoing preservation, maintenance and 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 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.

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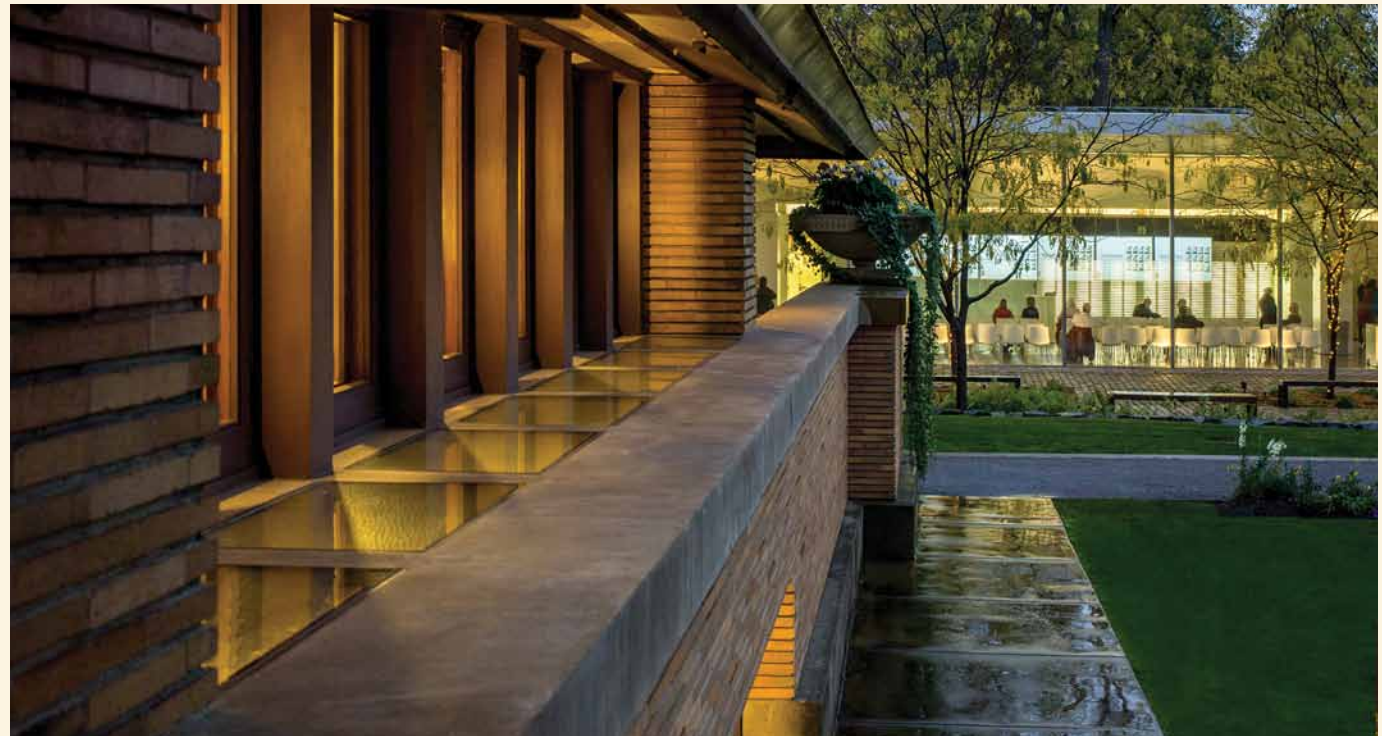
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