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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.



REFLECTION OF LIGHT THROUGH TREE OF LIGHT ART GLASS

**STAFF** [As of January 1, 2020]

Mary Roberts, Executive Director Jolé Boldt, Executive Assistant

#### CURATORIAL

Susana Tejada, Curator Jessica Hollister, Collections Cataloger

#### DEVELOPMENT

Dawn Warsaw, Director of Development Alexandra Passarell, Development Assistant

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Angela Laviano Hamister, Director of Programs
Taylor Jeromos, Programs Coordinator
Gina Miano, Director of Education
Maureen Rogers, Special Events Manager

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#### LANDSCAPE

Nellie Gardner, Horticulturist

#### MARKETING

Suzanne Badgley, Director of Marketing

#### MUSEUM STORE

Amy Reville, Director of Retail Operations Marielena Camacho, Museum Store Associate Maggie Cammaratta, Museum Store Associate Barbara Mangione, Museum Store Associate Lisa Yonkosky, Museum Store Associate





# LETTER FROM BOARD PRESIDENT AND EXECUTIVE DIRECTOR

Dear Friends.

During 2020, we confronted unprecedented challenges of the pandemic along with all of you. And, although we still face uncertainties, we have never been more proud to deliver on our mission and vision. Our mission is the foundation for all our activities and aspirations. With a spirit of strength and determination, we got to work to ensure that the important business of our organization continues to move forward: to preserve, interpret, promote and sustain Frank Lloyd Wright's Martin House.

With restoration complete, the year began with growing visitation and the launch of our first-ever major public art exhibition, featuring the impressive sculptures of ceramist Jun Kaneko set amidst the Martin House landscape and buildings. Despite the disruption of the site being closed for nearly half the year, we persevered and quickly adapted in creative and valuable ways. We provided programming that was both innovative and responsive to the needs of our audiences and the times, mostly by turning to virtual experiences and increased digital opportunities.

The strength of our community has been essential to our ongoing work during the pandemic. Frank Lloyd Wright's Martin House continues to be financially stable, due to our ability to temporarily reduce expenditures and secure alternative sources of revenues. Thank you for your loyal and generous support when so many of our usual revenue sources of funding were not available to us.

We also thank Kevin Malchoff for serving as board president for the past two years. His leadership and the dedication of the entire Martin House board, staff and volunteers has been truly inspirational, especially during recent times.

As we look forward to a year of renewal, we are pleased by all that has been accomplished. We are grateful that the Martin House is once again open to the public, offering safe ways to discover Wright's architecture and design. Thank you once again to our community of friends for your unwavering commitment and loyal support.

Donna L. DeCarolis PRESIDENT

Mary F. Roberts EXECUTIVE DIRECTOR

"It was a wonderful and inspiring tour and at a time when something uplifting was needed." VISITOR FROM TORONTO, ON



MARTIN HOUSE PERGOLA AND CONSERVATORY

# **VOLUNTEERS**

For the ninth year, the Martin House remains the number one tourist attraction on TripAdvisor.com in Buffalo. It takes a dedicated and passionate team to achieve this award year after year. And it would not be possible without our volunteers who are the lifeblood of the Martin House.

There are 375 Martin House volunteers who help run the site. They lead tours for visitors from all over the world and are among the first to welcome our guests when they arrive at our visitor center. They support educational programming, summer camp, community events and fundraisers. They care for our collections and maintain the gardens. They work alongside staff in the office and help guests pick out the perfect memento in our Museum Store. Volunteers provided nearly 6,000 hours of service to the Martin House this year.

Our volunteers shine in so many ways. In addition to sharing their time and talent, they also share the gift of art. For the fifth time, they supported the acquisition of art glass for the Martin House conservatory through donations made to the Volunteer Window Fund.



INTERIOR BEAUTIFICATION VOLUNTEER CLEANS ART GLASS WINDOW



LANDSCAPE VOLUNTEER TEAM LEADERS SUSAN PERLOW AND ROSANNE STOLZENBURG

In addition, our nine-member volunteer leadership team began a new endeavor with the publication of the *Volunteer Verandah*. This quarterly newsletter is a place for volunteers to stay connected and come together to share news, ideas and fun.

Twenty-nine volunteers reached milestone anniversaries this year – four celebrated 20 years of service, six celebrated 15 years of service, six celebrated 10 years of service, and 13 celebrated five years of service.

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



INTERIOR BEAUTIFICATION VOLUNTEER CLEANS MARTIN HOUSE BEDROOM

# **COLLECTIONS + EXHIBITIONS**

The Martin House was pleased to present the opening of the exhibition, The Space Between: Frank Lloyd Wright | Jun Kaneko (June 26, 2020 - October 3, 2021) in collaboration with the Albright-Knox Art Gallery's Public Art Initiative. The installation features seven monumental ceramic sculptures by artist Jun Kaneko located on the grounds of the restored Martin House landscape, as well as a series of smaller works on view inside the visitor center.

In July, the Martin House received a \$500,000 grant from the Stockman Family Foundation for a three-year project to support the conservation of art glass from Wright's Barton House. In total, forty-one individual pieces of art glass—in the form of windows and doors—will receive treatment. The work is being conducted by Oakbrook Esser Studios of Oconomowoc, Wisconsin – the only studio authorized by the Frank Lloyd Wright Foundation to reproduce the architect's full-scale art glass designs.

The Martin House began work on a special project to reproduce seven Tree of Life windows for the reception room with an anticipated installation date of December 2021. Acquisition of these windows was made possible through the generous support of the New York State Buffalo Billion initiative and is under production at Oakbrook Esser Studios.

In May, we installed another important piece of art glass acquired through the Martin House Volunteer Window Fund. The window is a "single-stem" design—one of fifty-seven glass works that originally graced the openings of the conservatory. We are truly grateful to our volunteers for their ongoing generosity and commitment to the Martin House collections.

In addition, the Martin House received a \$10,000 grant from Parks and Trails New York for collections care and management. With the assistance of a curatorial intern, a project is underway to document objects by creating a consistent, accurate, fully illustrated and searchable



INSTALLATION OF JUN KANEKO EXHIBITION

database. This collections management system will serve as an online portal providing improved access to these important cultural assets. Highlights include an extensive collection of Wright-designed art glass and furniture, as well as fine groupings of Japanese woodcut prints, decorative art objects and personal items once owned by the Martin family.

In October, curators from the Martin House and Dana-Thomas House participated in a live side-by-side tour exploring the rich art glass collections from these two contemporaneous Wright historic buildings. The program was part of a collaborative series, known as Wright Virtual Visits, organized by each of the participating sites and jointly led by the Frank Lloyd Wright Building Conservancy and the Frank Lloyd Wright Foundation.

In a collaborative project with the New York State Bureau of Historic Sites, the Martin House completed construction drawings for Wright's design of his version of a Morris chair for the Martin residence. Extensive research, as well as the consultation of other Wright-designed chairs of this type in other museum collections, will now allow the Martin House to raise funds to fabricate at least two examples in accordance with the Martin House Historic Furnishings Plan.



JUN KANEKO EXHIBITION, MARTIN HOUSE EAST LAWN

# **EDUCATION AND PROGRAMS**

With the cancellation of tours and school field trips, the Martin House pivoted to virtual offerings for students of all ages. Amherst Central School, Holland Middle School, the Jewish Community Center in Chicago and St. Joseph's School in Batavia were among the first to experience a virtual tour of the Martin House. In partnership with the Office of Alumni Engagement at the University at Buffalo, a virtual presentation was provided to 291 participants, breaking previous engagement records.

The Martin House participated in a virtual art therapy session with a group from the Western New York Alzheimer's Association in partnership with the Albright-Knox Art Gallery. Art supplies were mailed in advance of the creative session where participants drew Wright's famous Tree of Life window.

Throughout the pandemic, cultural organizations across Western New York partnered to share resources and highlight activities using the hashtag #WNYCulturalConnections. As part of this program, the Martin House participated in a virtual story time project hosted by Explore & More – The Ralph C. Wilson, Jr. Children's Museum. Buffalo Common Council Member Joel Feroleto read Iggy Peck, Architect in the Martin House library.



BUFFALO COMMON COUNCIL MEMBER JOEL FEROLETO







SUNY BUFFALO STATE COLLEGE STUDENT IN MARTIN HOUSE LIVING ROOM

The Girl Scouts of Western New York participated in Architecture in Nature and Discover the Beauty of Art Glass programs at the Martin House. They designed their own bee house suitable for mason bees, made from a can filled with sustainable, hollow lily flower reeds.

After a tour focusing on the designs of art glass throughout the estate, they created their own window cling to take home. Inspiring future designers and architects? We hope so!



STUDENTS INTERVIEW MARTIN HOUSE CURATOR IN LIVING ROOM

Students from SUNY Buffalo State College spent time at the Martin House interviewing staff as part of an exciting project. Students from a journalism class were paired with students from a media production class to create a production exploring a topic of their choice. This group selected Frank Lloyd Wright in Buffalo, and we were pleased to be a part of their story. The production aired on My TV Buffalo WNYO.



GIRL SCOUT DESIGNS WINDOW CLING

The Martin House partnered with friends at Explore Buffalo to welcome Boy Scout troops to the grounds. The scouts spoke with a local architect, examined multiple styles of architecture, toured the Parkside neighborhood and completed a scale/ratio project. There isn't a better place to earn an architecture badge than at the Martin House!



BOY SCOUTS MEASURE GARDEN FOUNTAIN

The Martin House welcomed students from the Society for the Advancement of Construction-Related Arts (SACRA) for their annual tour. SACRA prepares participants for careers in construction-related fields by providing hands-on instruction with industry professionals.

Enthusiasm and creativity filled the Martin House when boys and girls from Bennett Park Montessori participated in the Architecture + Education program led by the Buffalo Architecture Foundation. The pre-K and kindergarten students learned how Frank Lloyd Wright used shapes in his work and then designed special rooms of their own.



STUDENT FROM BENNETT PARK MONTESSORI



GUESTS IN MARTIN HOUSE LOWER LEVEL ENJOY CHAMPAGNE BEFORE VALENTINE'S DAY TOUR

In celebration of Valentine's Day, the Martin House hosted a Victorian love-themed tour. The evening included wine and cheese, a special discount in the Museum Store and chocolates. Special thanks to our sponsors Premier Group and Parkside Candy. In addition, the Martin House hosted a community event, where families created special cards for residents of Beechwood Continuing Care to help spread some cheer on Valentine's Day.

The Martin House partnered with the Hispanic Heritage Council of Western New York and offered free self-guided tours in celebration of Hispanic Heritage Month. The Albright-Knox Art Truck was on site for participants to design handcrafted buttons, and La Flor Restaurant and Bakery provided delicious Puerto Rican cuisine. Bilingual docents were on hand.



HANDMADE VALENTINES



YOGA ON THE EAST LAWN

For those who were looking for some outdoor fitness surrounded by beautiful gardens, our friends at Yoga Parkside offered Sunday morning classes on the grounds of the Martin House which ran throughout the summer season.

# **EVENTS**

The Martin House landscape was filled with the beautiful sounds from a brass trio of musicians on a fall Sunday afternoon as part of the Music in Bloom fundraiser. Fifty guests enjoyed the Buffalo Philharmonic Orchestra's first concert of the season on the grounds of the Martin House.

The event also included self-guided tours and a boxed dinner. Special thanks to sponsors Dan and Chris Zimmer who enjoyed the concert with friends from the Barton House yerandah.



MUSIC IN BLOOM CONCERT ON EAST LAWN



The Martin House summer fundraisers transitioned to Sunday Suppers – delicious meals enjoyed in the comfort of one's home with curbside pick-up and delivery. These special dinners were offered in June, August and October and featured a delicious seasonal dinner package for two. The package included a four-course meal paired with carefully selected wines. More than 200 friends supported this fundraiser. A special thanks to our hospitality partners – Tempo, Hutch's Restaurant, Premier Group and Aces Limousine Service.

TRIO FROM THE BUFFALO PHILHARMONIC ORCHESTRA PERFORM AT MUSIC IN BLOOM

# **TOURS AND VISITORS**

Even with the pandemic and travel restrictions in place for most of the year, the Martin House still enjoyed visitors from:

Alabama Michigan Alaska Minnesota Arizona Montana California Nevada

Colorado New Hampshire
Connecticut New Jersey
Florida New Mexico
Georgia North Carolina

Idaho Ohio

Illinois Pennsylvania
Indiana South Carolina
Iowa Tennessee
Kentucky Texas
Maine Virginia
Massachusetts West Virginia
Maryland Wisconsin

International guests traveled from Australia, Canada, Ecuador, Iceland, Netherlands, Spain and Switzerland.





DIRECTOR OF EDUCATION GINA MIANO WITH PROGRAMS MANAGER TAYLOR JEROMOS BEHIND THE CAMERA

#### **TOUR OFFERINGS:**

- MARTIN HOUSE TOUR
- MARTIN HOUSE PLUS TOUR
- LANDSCAPE TOUR
- PHOTOGRAPHY TOUR
- PRIVATE TOUR
- TWILIGHT TOUR
- VIRTUAL TOUR
- WRIGHT NIGHT SELF-GUIDED TOUR

In recognition of their unwavering support during restoration, residents of Erie County enjoyed 50% off tours during the month of February.

After social distancing and stay-at-home orders swept the country, public Frank Lloyd Wright sites closed their doors just before the spring tourism season. In response to the closure, Wright sites joined forces to deliver weekly inspiring virtual tours as part of #WrightVirtualVisits. Wright Virtual Visits featured the Martin House extensively with tours led by Executive Director Mary Roberts and Curator Susana Tejada. To access recordings of these tours, visit: martinhouse.org/resources

"No self-respecting Frank Lloyd Wright fan should ever bypass this home." VISITOR FROM GARRISON, NY

# **NOTABLE VISITORS**



DARWIN AND MARGARET, CHILDREN OF JAMES AND DOROTHY MARTIN FOSTER AND GRANDCHILDREN OF DARWIN AND ISABELLE MARTIN



DARWIN MARTIN FOSTER ON SPECIAL VISIT IN HONOR OF HIS 90TH BIRTHDAY, WITH DAUGHTER DENISE AND GRANDSON TYLER



MARGARET FOSTER (1930-2021) CELEBRATES HER 90TH BIRTHDAY SURROUNDED BY FAMILY AND FRIENDS



MARGARET FOSTER WITH GRANDFATHER, DARWIN MARTIN

# **FACILITY RENTALS**

Frank Lloyd Wright's Martin House offers a variety of distinctive and memorable spaces to host celebrations, business meetings, receptions, showers and small weddings. The Eleanor and Wilson Greatbatch Pavilion is a spectacular venue for all types of large social and professional gatherings such as rehearsal dinners, receptions, client parties and business meetings. The Barton House and Gardener's Cottage offer idyllic settings for an intimate dinner, cozy cocktail party or a small bridal or baby shower. The Junior League/Buffalo News Education Center is perfect for an inspired

business meeting or after-hours cocktail reception. The conservatory provides a truly unique, intimate setting for a small wedding ceremony or a beautiful background for photographs.

The Martin House was pleased to welcome groups from the University at Buffalo School of Architecture and Planning, American Institute of Architects, Jericho Road, Eco-Logic Studio and DatesWeiser. The site was also host to a number of rehearsal dinners, birthday parties, small weddings, memorial services and photo shoots.



MARTIN HOUSE HOSTS WEDDING CELEBRATION



GREATBATCH PAVILION

"It was a night for the ages! The staff outstanding, the environment breathtaking and the meals and service phenomenal and over the top!"

- Host of private event



GREATBATCH PAVILION

# **MUSEUM STORE**

The Martin House Museum Store transitioned to a new e-commerce platform allowing a better online shopping experience during a time when online retail saw a dramatic increase. The new platform allowed more products to be featured, including one-of-a-kind items typically sold in-store only. This was especially important during the months when the Museum Store was

closed, and only curbside pick-up was available. The new system is integrated with inventory allowing the Martin House to better track inventory levels.

The Museum Store offers a carefully curated selection of Wright-inspired items. Among its new offerings are books relating to the Kaneko public art exhibition,

nature-inspired jewelry from artist Michael Michaed and Muzen radios.

With more time spent at home, sales for home décor items, particularly table runners, napkins, glassware and candles, increased dramatically.









MARTIN HOUSE MUSEUM STORE IN CARRIAGE HOUSE

# **SOCIAL MEDIA**

# **FACEBOOK:**



MORE THAN 11,500 FOLLOWERS

**62%** WOMEN **38%** MEN

FOLLOWERS COME FROM
MORE THAN **47 COUNTRIES**AROUND THE WORLD

# TWITTER:



JUST OVER **2,400 FOLLOWERS** 

# **INSTAGRAM:**



NEARLY 6,500 FOLLOWERS

**60%** WOMEN **40%** MEN

**60%** ARE **25-44** YEARS OLD

79% ARE 25-54 YEARS OLD



FOR THE NINTH YEAR, THE MARTIN HOUSE WAS NAMED THE NUMBER ONE TOURIST ATTRACTION ON TRIPADVISOR.COM IN BUFFALO AND WAS ALSO AWARDED A TRAVELER'S CHOICE AWARD FOR CONSISTENTLY EXCELLENT TRAVELER REVIEWS.

# **AWARDS**

# WRIGHT SPIRIT AWARDS: MARTIN HOUSE IN THE SPOTLIGHT

Introduced in 1991, the Wright Spirit Award recognizes efforts of extraordinary individuals and organizations that have preserved the legacy of Frank Lloyd Wright through tireless dedication and persistent efforts. The awards are presented annually at the Frank Lloyd Wright Building Conservancy Conference. The 2020 conference was slated to be in Buffalo, but like most events, the conference went virtual.

Eleven Sprit Awards were presented and seven recognized significant contributions to the restoration of Frank Lloyd Wright's Martin House. They are:

- University of Victoria Legacy Art Galleries, Special Honors Category
   For the return of seven art glass windows in their collection to their original location in Martin House
- Toshiko Mori Architect, Professional Category
  Toshiko Mori, FAIA, Principal | As architect of the Martin House Visitor Center
- Bayer Landscape Architecture, Professional Category

  Mark H. Bayer, ASLA, Principal | As landscape architect for the Martin House landscape restoration
- HHL Architects, Professional Category

  Matthew W. Meier, AIA, Partner | As architect for the Martin House restoration
- University at Buffalo, The State University of New York, Public Category For leadership and funding of the restoration of Martin House
- The Office of Parks, Recreation and Historic Preservation, State of New York, Public Category For leadership and funding of the restoration of Martin House
- The Office of the Governor, State of New York, Public Category For leadership and funding of the restoration of Martin House

The Martin House is truly grateful for the dedication of these committed partners.

The Martin House was also the recipient of a Brick by Brick Award which honors the best in class in real estate, construction and development in Western New York. The award was given for the rehabilitation of the Wright designed landscape in the Historic Preservation category.

# STATEMENT OF FINANCIAL POSITION

ASSETS		2020
CURRENT ASSETS:		
Cash and cash equivalents	\$	301,404
Current portion of contribution receivable	\$	301,300
Grants receivable	\$	8,660
Inventory	\$	111,601
Prepaid expenses and other current assets	\$	104,925
Total current assets	\$	827,890
INVESTMENTS	\$	1,440,991
CONTRIBUTIONS RECEIVABLE, net	\$	326,236
PROPERTY AND EQUIPMENT, net	\$44,464,140	
Total assets	\$	47,059,257
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Short-term borrowings	\$	288,215
Accounts payable	\$	165,491
Accrued expenses	\$	36,420
Deferred revenue	\$	40,425
Total current liabilities	\$	530,551
OTHER LIABILITIES:		
Economic Injury Disaster Loan	\$	150,000
Total other liabilities	\$	150,000
NET ASSETS:		
Without donor restrictions	\$	44,023,794
With donor restrictions	\$	2,354,912
Total net assets		46,378,706
Total liabilities and net assets	\$	47,059,257

# **STATEMENT OF ACTIVITIES** For the Fiscal Year Ending December 31, 2020

		Vithout Donor Restrictions	With Donor Restrictions		Total 2020	
REVENUE:						
Contributions	\$	55,914	\$	1,882,019	\$	1,937,933
Government & Foundation support	\$	941,887	\$		\$	941,887
Tour income, net	\$	123,542	\$		\$	123,542
Gift shop sales, net	\$	68,037	\$		\$	68,037
Memberships	\$	257,641	\$		\$	257,641
Special events, net	\$	55,315	\$		\$	55,315
Facility rentals	\$	14,550	\$		\$	14,550
Education, net	\$	8,190	\$		\$	8,190
Paycheck Protection Program grant	\$	196,200	\$		\$	196,200
Investment income (loss)	\$	82	\$	231,156	\$	231,156
Miscellaneous	\$	42,073	\$		\$	42,073
Net assets released from restriction	\$	113,060	\$	(113,060)	\$	
Total revenue	\$	1,876,491	\$	2,000,115	\$	3,876,606
EXPENSES:						
Tours and education	\$	1,103,296	\$		\$	1,103,296
Management and general	\$	769,048	\$		\$	769,048
Fundraising	\$	112,308	\$		\$	112,308
Total expenses	\$	1,984,652	\$		\$	1,984,652
CHANGE IN NET ASSETS	\$	(108,161)	\$	2,000,115	\$	1,891,954
NET ASSETS - beginning of year	\$	44,131,955	\$	354,797	\$4	14,486,752
<b>NET ASSETS</b> - end of year	\$44,023,794		\$ 2,354,912		\$46,378,706	

# **DONORS**

The Martin House Board of Directors extends deep gratitude to the generous donors who have supported our efforts, particularly through a challenging year. 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 less than \$100. We are truly grateful for each and every gift.

#### \$1,000,000+

Judith Lipsey

#### \$500.000 - \$999.999

Empire State Development Stockman Family Foundation\*

## \$250,000 - \$499,999

M&T Bank Charitable Foundation\*

## \$100,000 - \$249,999

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Margaret L. Wendt Foundation
Mr. and Mrs. Michael Montante\*
Small Business
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#### \$50.000 - \$99.999

East Hill Foundation
Bill and Mary Gisel\*
Rich Family Foundation\*

## \$25,000 - \$49,999

James H. Cummings Foundation\* New York State Council on the Arts

# \$15,000 - \$24,999

Lawley Service Insurance Group of Companies\* Jeffrey and Susan Wellington\*

## \$10,000 - \$14,999

City of Buffalo / Councilman Joel P. Feroleto Mulroy Family Foundation Parks & Trails New York Mr. and Mrs. Robert C. Wetter

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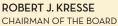
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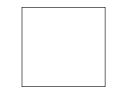






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# **HEADLINES IN 2020**

- How Frank Lloyd Wright Designed a Distraction-Free Home Office, Quartz at Work
- Japanese Sculpture Exhibition Breathes New Life into Frank Lloyd Wright's Martin House, *Galerie Magazine*
- Frank Gets His Landscape Back—and Then Some, Garden Rant
- Discover Our Region's Hidden Pockets of Green, Pennsylvania Horticultural Society Online
- This Frank Lloyd Wright Masterpiece is Back in Bloom after a 20-year Restoration. In a Perfect World, You'd be Able to Visit, *The Washington Post*
- Restoration by Microscope: Buffalo's Darwin Martin House, *The Globe and Mail*
- Landscaping the Wright Way, *The Buffalo News*
- This is the Frank Lloyd Wright Attraction You Didn't Know You Had to See, *Departure*