



ANNUAL REPORT 2021

Frank Lloyd Wright's Martin House



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MISSION | to preserve, interpret, promote and sustain an integrated composition of world-class architecture, design and landscape.

VISION | to be a dynamic and celebrated masterpiece of innovative architecture inspiring and attracting visitors with the power of design in harmony with nature.

We strive to embody **IDEAS** | Inclusion, Diversity, Equity, Accessibility and Sustainability. We endeavor to infuse these ideals into the foundations of the Martin House, and we are committed to these principles so as to build a stronger museum for the benefit of all citizens of the city of Buffalo, the region and beyond.

STAFF [As of December 31, 2021]

Mary Roberts, Executive Director
Jolé Boldt, Executive Assistant

CURATORIAL

Susana Tejada, Curator
Melissa Ellis, Collections Cataloger

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Alexandra Passarell, Development Manager

EDUCATION

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Corey Lubniewski, Caretaker
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Margaret Cammarata, Retail Sales Associate
Barbara Mangione, Retail Sales Associate
Lisa Yonkosky, Retail Sales Associate

LETTER FROM BOARD PRESIDENT AND EXECUTIVE DIRECTOR

Dear Friends,

As we enter a new year and leave 2021 behind, we do so with optimism. The future looks bright, and the Martin House remains an inspiring destination where tens of thousands of guests continue to experience and be enriched by Frank Lloyd Wright's design genius, belying residual impacts of the pandemic.

The beautifully-landscaped estate of historic structures, enhanced by the Kaneko art sculptures, motivated robust traffic to our Parkside neighborhood. Visitation grew nearly three-fold from the prior year, as tourism began its rebound and guests returned with obvious delight.

Through perseverance and determination, our organization has become even stronger and more resourceful. During the past year, time and effort were invested in improving our systems and advancing our preservation and capital maintenance plans. The education, curatorial, and marketing teams reimagined programs, offering both virtual and in-person experiences to engage visitors from across the United States and beyond. After the site reopened April 1, the Martin House came alive with tourists, educational programs, and community events all conducted with proper safety protocols.



By carefully managing expenditures and accessing available extraordinary grants, we ended the year in a strong financial position. Our operations were sustained to a significant degree as well by the generosity of our members and annual fund contributors. The Martin House endowment fund continues to grow, providing a source of stable, predictable, and growing financial support for the future. This important resource will further our efforts to preserve, interpret, promote, and sustain this integrated composition of world-class architecture, design, and landscape for future generations.

And as we continue to fulfill our mission, vision, and strategic goals, we see many positive signs which inspire our efforts. Most notably, we know that our work is enabled and sustained by you: our donors, volunteers, and followers. As one year ends and another begins, the Martin House is prepared and ready for the future. We know that the Martin House succeeds due to your enthusiastic and generous support. Thank you for your ongoing interest and commitment.

Donna L. DeCarolis
PRESIDENT

Mary F. Roberts
EXECUTIVE DIRECTOR



MATTHEW DIGATI

The Volunteer Community

The efforts of Martin House volunteers continue to be at the center of our success. These dedicated, passionate individuals serve in countless roles—allowing us to open our doors to visitors of all ages.

Our team of more than 350 active volunteers is made up of individuals who lead tours for adults and students, nurture the landscape, maintain the collections, help select the perfect gift from the museum store, support staff in the office, assist at fundraisers and community events, and so much more. Collectively, our volunteers contributed an astonishing 10,002 hours of service in 2021.

Honoring the Milestones

Forty-nine devoted volunteers reached milestone anniversaries this year—nine celebrated 25 years of service, six celebrated 20 years of service, six celebrated 15 years of service, 13 celebrated 10 years of service and 15 celebrated five years of service.

Five-Star Reviews

Our guests consistently give the Martin House the highest ratings possible. Take a look at Tripadvisor or Google, and you will discover thousands of glowing reviews. Every visitor encounters numerous volunteers throughout the journey, and it's the welcoming and energetic spirit of our tour team that helps create memorable Martin House experiences for so many.

“I can say that every one of our volunteers feels honored to be entrusted with the care of the historic landscape and feels like a valued member of the Martin House community.”

– Susan Perlow, Volunteer



Making the House Shine

The Interior Beautification Committee works diligently alongside professional consultants and staff to keep the Martin House in pristine condition. Following meticulous guidelines, they carefully clean and maintain the collections, which include furniture, woodwork and art glass windows.

Caring for the Gardens

Growth and abundance were the themes in the gardens in 2021. The plantings continue to bloom and grow, and our committee of dedicated landscape volunteers doubled in size to 25 members, working under the guidance of The English Gardener and Bayer Landscape Architecture in all types of weather to further their knowledge to appropriately care for the plants.

People Inc.

Adding to the roster of volunteers, the Martin House began a wonderful partnership with People Inc.

The organization's clients have varying needs and abilities, and they arrive each week with enthusiasm to assist the Interior Beautification and Landscape committees. This special group contributed more than 300 hours of volunteer time in 2021.

Collections

The Martin House presented the exhibition *The Space Between: Frank Lloyd Wright | Jun Kaneko* in collaboration with the Albright-Knox Art Gallery's Public Art Initiative. The installation featured 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 Eleanor and Wilson Greatbatch Pavilion. The exhibition closed in late October and was experienced by thousands of guests.

In conjunction with this exhibition, the Martin House hosted a virtual talk with Garth Johnson, Curator of Ceramics at the Everson Museum of Art in Syracuse, New York. The program, titled *Jun Kaneko: Inside the Dango*, addressed the evolution of Kaneko's work and

introduced many of his technical and artistic achievements. The online program, which was held in March, was this year's main event in our ongoing *Design Aloud* series.

In April, the Martin House formalized a transfer agreement in partnership with the Kirkland Museum of Fine & Decorative Art in Denver, Colorado, for the return of two original art glass windows. They include a Martin House Pier Cluster window and a Martin House Tree of Life Single-Pot window. The pieces are scheduled to return home in spring 2022 after they are highlighted in the Kirkland's exhibition, "Returning Wright: Repatriating Two Martin House Windows" (March 3 – Mid April, 2022).



JUN KANEKO EXHIBITION, MARTIN HOUSE



REINSTALLED PIER CLUSTER WINDOW

Work continued on a three-year project to ensure the long-term conservation of art glass from Wright's Barton House. With support from the Stockman Family Foundation, 41 individual pieces of art glass will receive treatment at Oakbrook Esser Studios—the only studio authorized by the Frank Lloyd Wright Foundation to reproduce the architect's full-scale art glass designs.

We also received one other example of a Martin House Pier Cluster window as a gift from a generous donor in Ohio. Upon its arrival, the window was installed in the home's first-floor main living space, commonly referred to as the Martin House unit room.

Tours and Visitors

The pandemic continued to have a negative impact on tourism as we entered the new year, but after reopening the site for tours on April 1, we welcomed visitors from all 50 states by the end of summer. Vacations were reimagined, and many found Buffalo an enticing destination as a mid-sized city with much to offer.

A resurgence in the popularity of road trips provided the perfect opportunity to announce the Great Wright Road Trip, a travel experience created by our partners at Visit Buffalo Niagara. The journey takes you through nine Wright sites in Western New York and Western Pennsylvania, spanning 50 years of the architect's career.

TOUR STATISTICS:

24% Western New York Visitors

41% New York State Visitors

44% U.S. Visitors (Outside NYS)

Less than 1% Canadian Visitors

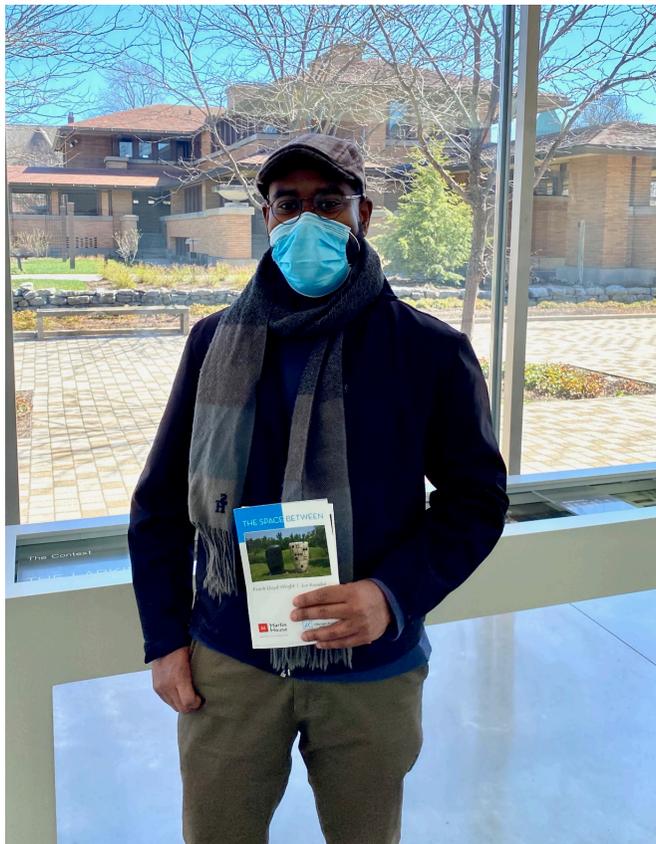
Tour Offerings:

- Martin House Tour
- Martin House Plus Tour
- Self-Guided Tour
- Landscape Tour
- Twilight Behind-the-Scenes Tour
- Candlelight Behind-the-Scenes Tour
- Architectural Photography Tour & Workshop
- Virtual Tour
- Private Tour

One of the most exciting changes to the tour program in 2021 was the addition of the primary bedrooms on the second floor to the Martin House Tour, creating a 75-minute experience that allows guests to enjoy a look at the Martins' private living quarters.



JOE CASCO



The Building Conservancy Conference

In October, Buffalo hosted hundreds of visitors who participated both in-person and online in the Frank Lloyd Wright Building Conservancy Annual Conference, co-chaired by Executive Director Mary Roberts. The conservancy's first ever hybrid conference explored how Wright is interpreted for public audiences, with a special emphasis on visitor centers and public education programs as integral aspects of historic preservation. Toshiko Mori, architect of the Greatbatch Pavilion Visitor Center, delivered the keynote address.

Martin House volunteers and staff warmly welcomed participants to the estate, in addition to providing a video tour of our site along with an interactive online Q&A session presented by the Martin House executive director and curator for online conference participants.

Programs

The Martin House delivered a mix of in-person and virtual programs in 2021, with safety protocols in place as we navigated another challenging year. The schedule included the return of Martin House favorites and a slate of engaging new programs and workshops, attracting guests of all ages to the site.

School Programs

Restrictions on field trips were still in place at local school districts during 2021, resulting in fewer education tours—especially in the beginning of the year. However, we were overjoyed to have the opportunity to work with educators at numerous K–12 schools and universities who felt strongly about finding a way to incorporate our education programs into their curriculum.

As a result, we did welcome students to the site for various in-person programs, including groups from Pine Valley High School, St. Mary School Swormville and Nichols. In August, we hosted a group of students from the University at Buffalo’s School of Architecture and Planning as part of an orientation program.

The development of virtual tours and programs was the solution for others, including students from Columbia University, Villa Maria College and Finger Lakes Community College.

A few of our longstanding partnerships were also reimagined, such as our Junior Docent program with Amherst Middle School. We met with students virtually multiple times throughout the school year, culminating in an on-line final presentation in the spring that was shared with parents and students.

Scout Programs

We continue to inspire future architects and designers through our popular scout programs. Troops from the Girl Scouts of Western New York participated in a variety of programs focused on art glass, architecture in nature and Japanese block printing. In partnership with Explore Buffalo, our architecture workshop for Boy Scouts continued to satisfy all of the requirements for the scouts to earn a merit badge.



Wright Nights

These free or low-cost evening programs included the option to add on a self-guided tour for a small fee.

- **Experiencing Kaneko:** The family-friendly event included a painting workshop, activities with the Albright-Knox Art Truck, and docent-led tours of the Kaneko sculptures
- **World of Design:** We welcomed community partners to offer henna designs, block print card making, and a macramé workshop. The Martin House curator also shared insights about Japanese influence on Wright's designs.
- **Trivia Night:** Participants tested their knowledge on a variety of topics, creating some friendly competition for Martin House prizes.



Yoga

Our partners at Afrochick Yoga and Yoga Parkside offered meditation tours, outdoor yoga at twilight and Sunday-morning classes in the gardens throughout the year.

Art Moves Me | May 21, 2021

The Martin House was honored to host a group from Art Moves Me, a therapeutic arts program designed especially for people impacted by Parkinson's disease. This special outdoor dance and meditative workshop wound through the landscape – drawing inspiration from the architecture, gardens, and sculptures.

Discovering Design in Nature | June 19, 2021

In partnership with New York State Office of Parks, Recreation and Historic Preservation, this workshop provided insights into how birds create their artful nests and the different types found in nature. Participants were given simple materials to build an oriole feeder to take home.

Architecture Adventures | Summer, 2021

The Martin House education team joined forces with our friends from the Albright-Knox Art Truck to offer a series of free outdoor programs for ages five to 12. The sessions included an exploration of the grounds followed by art activities inspired by the landscape and the Jun Kaneko public art exhibit.

Open Garden Workshops | Thursday evenings in July

The historic Parkside neighborhood was a destination for curious gardeners each week as part of Garden Walk Buffalo's Open Garden Thursday events. The Martin House encouraged visitors to explore the historic landscape, and we offered a series of workshops hosted by our community partners:

- The Ins and Outs of a Historic Landscape with The English Gardener
- DIY Flower Essences Workshop with Bru Apothecary
- Growing and Caring for Perennials with Urban Roots
- How to Houseplant Sustainably with Put a Plant On It
- Mixology Workshop with Billy Club





Holiday Workshops | Thursdays in December

The holiday season means entertaining at home for many people, and our holiday workshops were designed to make it a little less stressful. On December 2, Arbordale Nurseries provided the materials and the tips as participants created their own unique table centerpiece. On December 16, Eat Off Art showed the group how to prepare simple dips and platters elegant enough for a holiday spread.

**Gingerbread Architecture Family Workshop
December 5, 2021**

The Martin House estate was the perfect place for children to find inspiration for creating a gingerbread house to take home, with lots of frosting, sprinkles and candy building materials to choose from. And because every builder will work up an appetite, cookies, clementines and milk were on hand for all to enjoy.



Educators' Workshop | August 11, 2021

Art teachers from several regional school districts came together for a full-day professional workshop entitled “The Space Between: Frank Lloyd Wright and Kaneko,” offered in partnership with the Albright-Knox Art Gallery. After a tour of the Kaneko art exhibit, the group enjoyed a tour of the Martin House with a focus on the Japanese design influences. These artistic educators ended the day by creating art block prints, sumi-e paintings and haiku poems.

Familia Fun Day | September 19, 2021

In celebration of Hispanic Heritage Month, we welcomed hundreds of guests to Familia Fun Day, a festive and free celebration. Together with partners from the local Latino community and the local arts and cultural community, the event featured art-making and games for the entire family and Latino food offerings. Performing traditional folkloric and world dances, the Amor and Heritage dance company offered instruction for the most outgoing guests. Performers and musicians from El Batey, a Puerto Rican center in Buffalo, had people of all ages participating in traditional dances on the Martin House lawn. The special day was made possible through the generous support of the Rich Family Foundation.



BRENDAN BANNON

Tree of Light | December 5, 2021

This popular holiday event welcomed more than 400 visitors after a one-year hiatus in 2020. Guests were entertained by the sounds of Buffalo Girlchoir and Buffalo String Works while enjoying hot cocoa and holiday cookies provided by the Erie Community College Culinary Department and Martin House staff. During the free community celebration, guests also enjoyed a walk-through of the Martin House with docents to guide the way. Our friends at the Explore & More Children's Museum and the Albright-Knox Art Truck joined us with holiday-themed crafts for the kids, and representatives from the New York State Office of Parks, Recreation and Historic Preservation hosted a snowshoe display to encourage winter fitness. Made possible through the generous support of West Herr Automotive Group, the evening concluded with the grand holiday tree lighting on the Martin House plaza.



Virtual Programs

Themed Virtual Tours

“Through the Eyes of an Engineer,” “All about Art Glass” and the wisteria motif found throughout the Martin House were just some of the themes for virtual tours presented in 2021. These live and interactive programs welcomed participants from across the country and around the world, including Australia, Japan and Great Britain.

Celebrating Love in Victorian Style February 13, 2021

Participants stepped back in time during a live virtual tour celebrating courtship and relationships from the Victorian Era, including an exploration of the love story between Darwin and Isabelle Martin. The program brought together participants from eight different states and Canada.

Fundraising Events

We are truly grateful to the members of the Martin House community who were able to support our fundraising events during another year full of unique challenges.

A **Sunday Supper** was held in April in partnership with Ristorante Lombardo and the Lombardo family. A delicious four-course meal prepared by chef Valentina Garcia Montaño was inspired by the flavors of spring and paired with wines curated by The Little Club. Diners received curbside pickup or home delivery provided by Aces Limousine Service.

In August, the Martin House hosted the first of two evening concerts as part of our **Music in Bloom** series. Guests enjoyed an intimate performance from local musician and NBC-TV's *The Voice* finalist Cami Clune. Dinner was provided by Anderson's Food Truck with the gardens in full bloom for this outdoor event. Thank you to Walter and Mary Jane Pawlowski for their generous sponsorship.



A second concert in September, moved inside the Eleanor and Wilson Greatbatch Pavilion, featured the lively bluegrass sounds of hometown band Buffalo Barn Katz. The stunning panoramic view of the Martin House and surrounding gardens was the perfect backdrop for the show, and a delightful dinner was prepared by Rich's Catering. Many thanks to Dan and Chris Zimmer for sponsoring the evening.

And on a spectacular Saturday afternoon in October, our popular **Bricks and Brews** event returned after a one-year hiatus in 2020. The brewfest was held on the plaza outside the visitor center, where more than 300 guests sampled beer and cider from 17 regional breweries and filled up on food from Anderson's and Lloyd Taco food trucks. The courtyard garden provided a stage for music from PA Line, and guests had the chance to win priceless auction items. Special thanks to Hayes Construction and all the other generous sponsors of this festive event.



A Spectacular Event Venue

The Martin House was honored to host more than 30 private events over the course of the year, with the variety of elegant spaces providing memorable settings.

A number of organizations treated staff and clients to tours of the Martin House followed by cocktails in the **Eleanor and Wilson Greatbatch Pavilion**. The stunning all-glass building was also the site of numerous wedding rehearsals and receptions, and a few included outdoor ceremonies in the courtyard garden amidst the landscape. Some couples chose the **conservatory** for their nuptials, which was also the site for family portraits.

The **Barton House** and **Gardener's Cottage** hosted milestone birthday gatherings, intimate weddings and volunteer recognition events. And the **Junior League/Buffalo**

News Education Center in the lower level of the Martin House welcomed professional groups, including educators, for day-long training sessions.

These events bring many new visitors to the site, and we know the Martins would be pleased that their home—all these years later—serves as a place where people gather to celebrate some of the most meaningful events of their lives.

“The day couldn’t have been more perfect or the venue more spectacular. We wouldn’t change a thing. We are so lucky to have had the Martin House for our celebration.”
– Host of private event



STEPHEN GABRIS



Museum Store

Located in the carriage house, the Martin House Museum Store continued to delight visitors with a variety of stylish, high-quality goods. The store offers many Wright and Martin House-inspired items, including exclusive designs featured on puzzles, candles, tabletop items and even a Tree of Life bird feeder.

Shoppers had the opportunity to support our mission while also supporting many local and regional artisans. From woodworkers to jewelry designers, these individu-

als provided beautiful pieces to enhance the unique shopping experience.

In early 2021, we offered the safe and convenient option of curbside pickup for local shoppers, which transitioned to in-store pickup later in the year. Online sales grew to just over 10% of annual store revenue.

The store is always open to the public during regular tour hours.

Getting Social

FACEBOOK:



CLOSE TO **13,000**
FOLLOWERS

34% OF FOLLOWERS
ARE UNDER AGE **45**

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

TWITTER:



JUST OVER **2,500**
FOLLOWERS

INSTAGRAM:



NEARLY **7,500**
FOLLOWERS

57% ARE **25-44** YEARS OLD

76% ARE **25-54** YEARS OLD

Follow [@themartinhouse](https://www.instagram.com/themartinhouse) to stay up to date on all the Wright things!

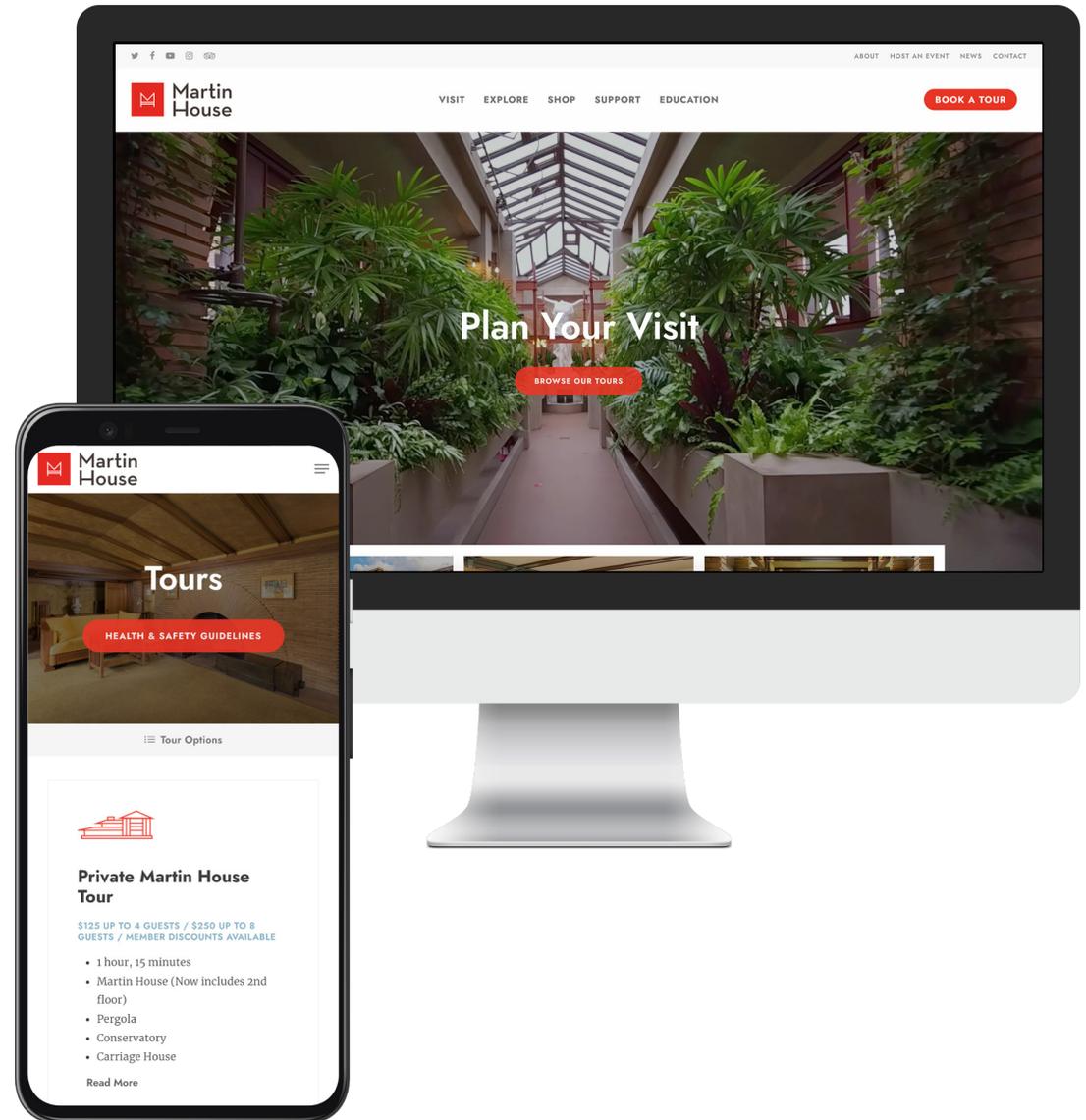
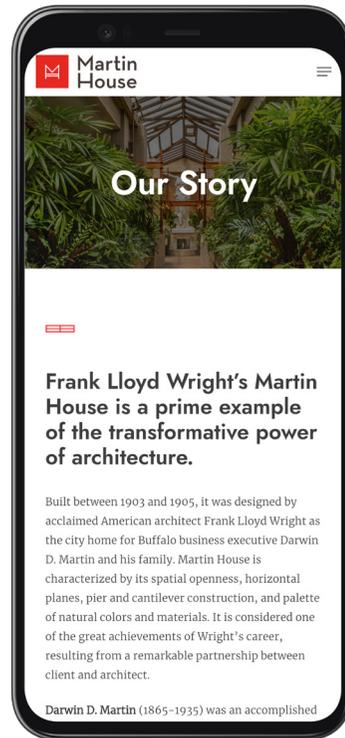


For the tenth consecutive year, the Martin House was ranked as the number one attraction in Buffalo on tripadvisor.com and was also awarded a Travelers' Choice Award for consistently excellent traveler reviews.

Investments in Technology

In April 2021, the Martin House launched its new website, made possible through the generous support of The M&T Charitable Foundation. The redesigned site provides intuitive navigation for website visitors, making it easy to find the right information. The homepage now features a virtual reality tour filled with images and video stops along the way.

It's important that the website is accessible to anyone from anywhere. The new platform is responsive to all screen sizes, is ADA compliant and can be translated into dozens of languages. The result: an award-winning user experience.



STATEMENT OF FINANCIAL POSITION

ASSETS	2021
CURRENT ASSETS:	
Cash and cash equivalents	\$ 1,464,960
Current portion of contribution receivable	\$ 214,431
Inventory	\$ 100,927
Prepaid expenses and other current assets	\$ 110,160
Total current assets	\$ 1,890,478
INVESTMENTS	\$ 1,922,055
CONTRIBUTIONS RECEIVABLE, net	\$ 210,538
PROPERTY AND EQUIPMENT, net	\$ 44,104,731
Total assets	\$ 48,127,802
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES:	
Accounts payable	\$ 118,962
Accrued expenses	\$ 67,332
Long-term debt, current portion	\$ 3,205
Deferred revenue	\$ 48,375
Total current liabilities	\$ 237,874
OTHER LIABILITIES:	
Economic Injury Disaster Loan	\$ 146,795
Total other liabilities	\$ 146,795
NET ASSETS:	
Without donor restrictions	\$ 44,943,696
With donor restrictions	\$ 2,799,437
Total net assets	\$ 47,743,133
Total liabilities and net assets	\$ 48,127,802

STATEMENT OF ACTIVITIES For the Fiscal Year Ending December 31, 2021

	Without Donor Restrictions	With Donor Restrictions	Total 2021
REVENUE:			
Contributions	\$ 58,061	\$ 432,819	\$ 490,880
Government & Foundation support	\$ 510,432	\$	\$ 510,432
Tour income, net	\$ 461,596	\$	\$ 461,596
Gift shop sales, net cgs	\$ 147,503	\$	\$ 147,503
Memberships and Annual Fund	\$ 318,093	\$	\$ 318,093
Special events	\$ 65,355	\$	\$ 65,355
Facility rentals	\$ 46,008	\$	\$ 46,008
Education	\$ 10,725	\$	\$ 10,725
Investment income (loss)	\$ 385	\$ 260,381	\$ 260,766
Miscellaneous	\$ 31,217	\$	\$ 31,217
Net assets released from restriction	\$ 248,675	\$ (248,675)	\$
Total revenue	\$ 1,898,050	\$ 444,525	\$ 2,342,575
EXPENSES:			
Program Activities	\$ 1,291,004	\$	\$ 1,291,004
Management and general	\$ 733,346	\$	\$ 733,346
Fundraising	\$ 226,250	\$	\$ 226,250
Total expenses	\$ 2,250,600	\$	\$ 2,250,600
Change in Net Assets from operating activities	\$ (352,550)	\$ 444,525	\$ 91,975
NON OPERATING REVENUE:			
Shuttered Venue Operators grant	\$ 1,004,347	\$	\$ 1,004,347
Paycheck Protection Program grant	\$ 196,245	\$	\$ 196,245
Paycheck Protection Program grant	\$ 71,860	\$	\$ 71,860
Total non operating revenue	\$ 1,272,452	\$	\$ 1,272,452
Change in Net Assets	\$ 919,902	\$ 444,525	\$ 1,364,427
NET ASSETS - beginning of year	\$ 44,023,794	\$ 2,354,912	\$ 46,378,706
NET ASSETS - end of year	\$ 44,943,696	\$ 2,799,437	\$ 47,743,133

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.

\$500,000 - \$999,999

Stockman Family Foundation*

\$250,000 - \$499,999

Rich Family Foundation*

\$100,000 - \$249,999

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Empire State Development

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the Arts

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\$15,000 - \$24,999

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Greater Buffalo

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Despina Stratigakos

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Zenger Group

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Brian T. Ashe and Cynthia J.

Rigatti

Paul W. Babbitt and Judith Van

Nostrand

Mark H. Bayer

Joanne Cook Berlin

Mr. William and Roselind

Bogner, Ph.D.

Jana and Barry Boyer

Robert and Ann Brady

Christian Brutzer

Elizabeth Casciani and

Annette Kurzdorfer

Paul R. Comeau and Victoria L.

D'Angelo

John Cordes and Shelly Heffernan

Sharon M. Courtin

Creo 451

Crowley Webb

The D-B Trust

e3 Communications, Inc.

Judith Fisher

Warren and Patty Gelman

Anthony and Donna Gioia

Jane F. Griffin

Tom Gunsher

Hamberger & Weiss, LLP

Angela and Daniel Hamister

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Sarah Heximer

Hunt Charitable Foundation

Mr. and Mrs. John L. Hurley, Jr.

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 Richard Kendrick
 William Kirisits
 Karen Klemmer
 Carol Kociela
 Joseph Kresse and Andrea
 Weinstein
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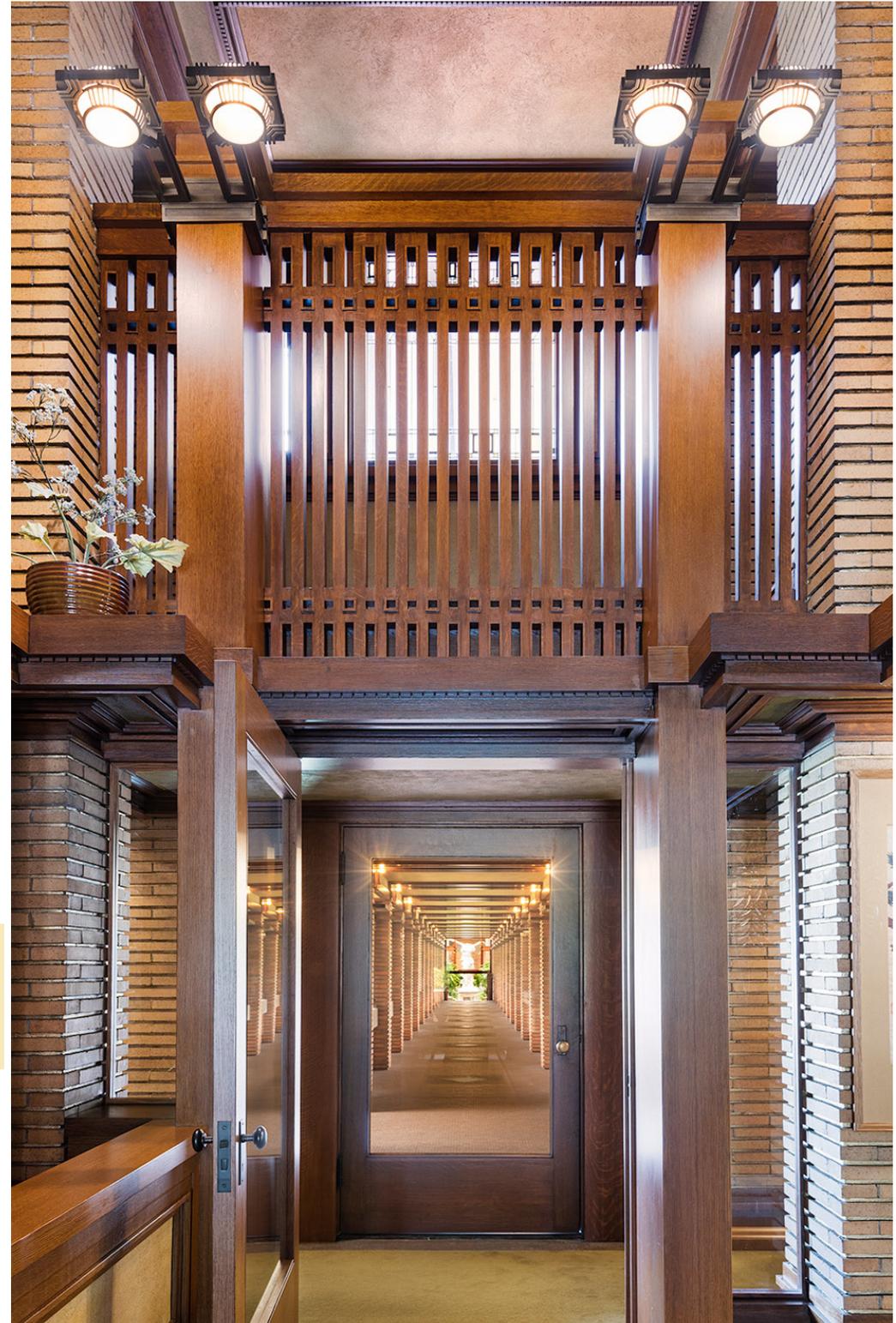
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- Buffalo Bounces Back with Solar Carousel, Wright’s “Floricycle” Garden
—Pittsburgh Post-Gazette
- Garden Scene Blossoms in Buffalo, NY
—The Detroit News
- The Wright Way
—Landscape Architecture Magazine
- Martin House Resumes Guided Tours with Second Floor Included
—The Buffalo News
- See 9 Stunning Frank Lloyd Wright Works on the New Great Wright Road Trip
—Afar Magazine
- On Display in Museums Around the World—and in Our Own Backyard
—The Buffalo News