

## FY 2016 ANNUAL REPORT

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The mission of the League of New Hampshire Craftsmen is to encourage, nurture and promote the creation, use and preservation of fine contemporary and traditional craft through the inspiration and education of artists and the broader community.

### Looking Back on Our Year: April 1, 2015 - March 31, 2016

Dear Members and Friends,

Fiscal year 15-16 (April 1, 2015 to March 31, 2016) was an incredible year of change and transition at the League of NH Craftsmen.

Perhaps the most significant change in the organization has been the retirement of long time Executive Director Susie Lowe-Stockwell. Susie served the organization for more than 18 years and oversaw incredible growth and the move into a beautiful new headquarters. Her great legacy continues through the new Susie Lowe-Stockwell Innovation Fund.

While the organization evolves and adapts, there are many elements of the work we do that have continued as reliable features of the arts landscape in NH: The League's standards of excellence endure as the high water mark in the field of fine craft. The 82<sup>nd</sup> Annual Craftsmen's Fair was another successful event (with attendance down only slightly from the previous year) and craftsmen reporting more than \$2 million in sales. The League's eight fine craft galleries continued to present and sell the awe-inspiring work of the craftsmen throughout the year, with total sales increasing more than 11% from the previous year.

**STRATEGIC PLANNING:** Along with the perennial League programs and activities, the organization's strategic plan has been an indispensable guide through this period of transition. The plan, as relevant today as when it was launched in 2014, identifies our organizational goals. The strategic plan, which is continuously examined, is in the process of being updated and is available on the League's website. All community members are encouraged to review it and consider joining a committee to help support the goals of the organization.

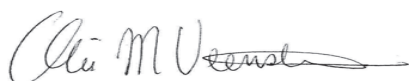
**HEADQUARTERS AND FACILITIES:** The League's beautiful headquarters has been a draw for the League community and new audiences since we moved in in 2011. In the past year, the space allowed for new connections with community partners, including a display of ceramic bowls for the Concord Coalition to End Homelessness' annual SouperFest event and an evening networking event for the Concord Young Professionals Network. This year the silent auction fundraiser *CraftAlive!* came home and took place at headquarters for the first time. The Gallery committee mounted four special exhibitions that featured the work of League craftsmen, the NH Potter's Guild, and the Enamelist Society. The Grodin Permanent Collection Museum and the Kira Fournier Library Resource Center continued to grow with donations contributed throughout the year.

**HOOKSETT FINE CRAFT GALLERY:** The Hooksett Fine Craft Gallery, the only League-owned Fine Craft Gallery, opened its doors in the Hooksett Welcome Center on Valentine's Day of 2014. With just over a year of business in the books, we better understand our customer base and can serve as an effective messaging tool for the entire organization. The Welcome Center location has also proven to be a compelling draw for corporate partners, thrilled to have a presence in a high-traffic, tourist-rich location.

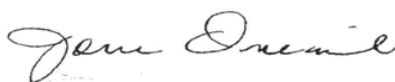
**THE CRAFT CENTER:** The League has an educational mission and the well-appointed classrooms at The Craft Center at League headquarters can host classes in a variety of media, with specialized equipment for glass and metals. The Craft Center adds another year-round layer to the already rich educational offerings at the Annual Craftsmen's Fair and at the Fine Craft Galleries. This year the League formed a successful new partnership with the NH Art Educator's Association and presented a popular professional development workshop for their members. The Craft Center also continued to offer a classes and programs for juried craftsmen on the business of craft.

Perhaps the greatest accomplishment of the year was another successful Craftsmen's Fair, a significant feat amidst the staff transitions that took place at headquarters. We wish to recognize and thank the staff once again for the amazing way they worked together, took on new roles and responsibilities, and successfully implemented all of the essential and cherished elements of the Fair. We'd also like to recognize and thank the Fair's lead sponsor: The Mount Washington Cog Railway. We're grateful for their support we're looking forward to having the Peppersass engine join us at the Fair again this summer!

The year ahead will be, in many ways, a planning year; a year to share innovative ideas and plans to implement them using smart, streamlined systems. We aim to do great work in service of the craftsmen, an amazing pool of talented individuals that represent the state's cultural heritage and creative future. Let's work together – we welcome the opportunity to connect, hear your ideas, and strengthen the League community.



Alice Veenstra, President



Jane Oneail, Executive Director

## Program Highlights

**The Craftsmen's Fair:** The 82nd Annual Craftsmen's Fair held at the Mount Sunapee Resort for the 51st year featured 200+ booth holders. Attendance was over 24,000 and reported sales by craftspeople were over \$2.459M. Programs included educational demonstrations and workshops, Tours with a Master, The Shop at the Fair, The Guild Tent, The Print Exhibition, Next Generation, Tools For Kids, and Roving Performances. Exhibitions and sales occurred in Living With Craft, CraftWear, and Sculpture Garden.

**Education:** Craft education classes and workshops are presented by the Fine Craft Galleries and through The Craft Center at League headquarters. The following galleries presented classes, workshops and demonstrations: Center Sandwich, Concord, Hanover, Hooksett, Littleton, Meredith, Nashua, and North Conway. The League awarded grants and scholarships totaling \$22,400. A portion of membership dues is awarded back to League affiliated Fine Craft Galleries through a redistribution system which totaled \$21,611.25 to support their education programs. Master craftsmen at The Craft Center offered 116 classes, demonstrations, workshops and lectures to 241 children, youth, and adults who were interested in learning how to make craft or to see how it is made.

**Fine Craft Galleries:** The League affiliated Fine Craft Galleries provide juried members with marketing opportunities as well as educational programs for the general public. Combined gross sales were \$1,931,583 up 11.14% from FY'15. Locations: Center Sandwich, Concord, Hanover, Hooksett, Littleton, Meredith, Nashua, and North Conway. The affiliated Fine Craft Galleries are independently owned and operated under a license agreement to do business as the League of NH Craftsmen.

**Annual Ornament:** The Annual Ornament is selected by the Fine Craft Gallery managers from prototypes designed by state-juried members following approval by the Standards Committee. Once the ornament is chosen, the juried member is contracted to create the ornaments to be sold from the Fine Craft Galleries and at the Annual Craftsmen's Fair. The 2015 Annual Ornament was *Sweet Season*, made of hand-formed cast pewter by juried members Kristine Lane and Paulette Werger. A total of 6,450 of these ornaments were produced.

**Standards Program:** The Standards Committee oversees the jury and critique processes and maintains media guidelines. Twenty-nine (69% success rate) craftspeople received League of NH Craftsmen juried status during FY'16. Forty-two Jury sessions were held in thirteen media categories. Thirteen Critique sessions were held.

**Membership:** Juried Membership is awarded by a Jury of master-level craftspeople, who serve as League Jurors, according to our standards policy. Eligible craftspeople are residents of NH or those who live within 10 miles from the NH border. Juried Membership offers members opportunities to sell their work, enhance their skills, and network with other craftsmen. Supporting Members of the League are diverse craft appreciators and patrons who recognize the importance of supporting our mission through their annual membership. The *Collectors Circle* level of Supporting Membership also celebrates the achievements of New Hampshire's craftspeople, but with added benefits. This level is for fine craft collectors or anyone interested in participating in events and activities that focus on the finer points of collecting, curating, valuing, insuring, and selling craft. Current Juried Members: 738; Current Supporting Members: 613; Collectors Circle Members: 10.

**The Gallery:** Managed by a volunteer committee and a staff person, The Gallery located at League headquarters presented four exhibitions: *Spring Fever*; *Friends and Fellow Travelers: NH Potters Guild—A Tribute to Gerry Williams*; *Yours, Mine, and Ours: Work by Collaborating Craftsmen*; and *The Enamelist Society: 15th Biennial International Juried Enamel Exhibition*. Sales totaled \$5,718 with more than 3,100 visitors. (Noting that Friends and Fellow Travelers and The Enamelist Society were guest exhibitions, where we did not collect sales).

**The Grodin Permanent Collection Museum:** The collection includes more than 400 lots from the early 1900s to present day and represent the finest work of New Hampshire craftsmen. Several newly donated pieces are pending acceptance into the collection by the Permanent Collection Advisory Committee. Pieces from the collection are rotated onto display quarterly by the Gallery Committee.

**Endowment Fund:** The League invests funds donated by individuals for specific purposes as well as for general purposes. These funds are managed by a professional investment advisory firm with oversight by our Investment Committee. As of 3/31/16 the value of the funds totaled \$601,840. Interest from some funds support awards and scholarships; however, these funds are not used for operating expenses. Funds are designated as unrestricted, temporarily or permanently restricted for specific purposes. For more information or to start or add to a fund, contact Mario Capozzoli, development director.

## League Volunteers

The League is so fortunate to have 363 dedicated volunteers serving on 20 committees and League councils around the state, volunteering at the Annual Craftsmen's Fair, the Annual Auction and at League headquarters. Many volunteers serve on multiple committees and events. If you are interested in serving on a committee please email League headquarters at [nhleague@nhcrafts.org](mailto:nhleague@nhcrafts.org).

Cathy Adams	Mike Early	Mary Ann Leon	Charleen O'Coin	Aaron Slater
Gena Adams	Inge Eddy	Janine Lep	Larry Olasky	Gillian Smith
Lynn Adams	Bonnie Edwards	Lois Levick	Linda Oldham	Meredith Smith
Martha von Ammon	Mary Eisner	Lisa Lewis	Karen Orsillo	Susan Sokol
Chris Archer	Larry Elardo	Deborah Libby	Christopher Osgood	Andrew Spahr
Carol & Steve Armstrong	Victoria Elbroch	Derek D Lick, Esq	Jere Osgood	Barbara Sperling
Susan Babine	Ann Eldridge	David & Jean Lincoln	Eric Palson	Sharon Stephan
Carol Babineau	Deborah Ellis	Diana Lind	Pat Palson	Heather Stoddard
Norman Babineau	Ralph Elwell	Sharon Lindstrom	Elaine Pascoal	Leslie Stone
Robert Baker	Dave Emerson	Devitt Liptak	Diane Louise Paul	Terri Strack
Wesley Balla	Kevin Engelmann	David Little	Kimberly Peaslee, PhD,	Pam Sullivan
Annie Ballin	Leigh English	Stephen Looney	Esq.	Scott Sussman
Karen Balon	Bob Englund	Betty & Jeff Lowell	Pam Peterson	Mary Margaret Sweeney
Jane Balshaw	Steve Ensign	Janet Luca	Jud Pitman	Richard Sweet
Donna Zils Banfield	Steven Epstein	Sandra Luckury	Liza Poinier	Christina Sweetland
David Barden	Deb Fairchild	Kim Lussier	Lauren Pollaro	Barbara Swift
Pam Bartlett	Ken Fairchild	Janice MacDonald	Brian Pontius	Sally Syren
Peg Bastien	Judi Faulkner	Nancy MacKenzie	Parker Potter	David E Tardif
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Kathy Belko	Wendy Flanders	Rhoda Mandell	Maureen Redmond-Scura	Kimberly VanDeusen
Marge Bell	Cheryl Fogwill	Duane Martin	Thomas Regan	Alice Veenstra
Mary Blake	Sarah Fortin	David Massury	Ruth Reid	Kristi Veverka
Mary Alice Bishop	Michelle Fournier	Susan McCullough	Mary Ann Richard	Martha Von Ammon
Ted Blachly	Kurt France	Marianne McDaniel	Susan Richard	Martha Wagner
Bob & Carol Blakley	Marsha Francis	Peter & Kate McGovern	Lee Richmond	Maureen Walsh
Peter Bloch	Annie Frye	Sean McGovern	Marianne Rissolo	Krystin Watts
BJ Bockenauer	Aidan Gainer	Tom McGurrin	Jeanne Robbins	Susan Webb
Gordon Borcheres	Diane Garfield	Megan McIntyre	Susan Rogers	Bobbie Jeane Wheeler
Lois Borgman	Amber Gest	Kathy McKenna	Ann Rohrborn	Mark White
Stephen Bosonac	Maria Gibbons	Janice McNichols	Jananee Rotheim	Sandra White
Walker Boyle	Camille Gibson	Sandra Methven	Susanne Rowe	Elena Wikstrom
Nancy Brause	Kyle Gilbert	John Milligan	Kyle Rowley	Vicki Willard
Nikki Brooks	Janett Gilman	Anne Milne	Nancy Rowley	Kendra Williams
Patti Brooks	Carol Goldberg	William Mitchell	Joellen Ryan	Edna Wilson
Barbara Brown	Joe Goodnough	Anne Moffitt-Inman	Michael Salo	Gail Wilson
Jeff Brown	Judy Goodnow	Terry Moore	Adele Sanborn	Anita Windeler
Matt Brown	Greg Gorman	Ashlie Moreira	Emory Sanders	Ann Winterling
Susann Foster Brown	Lois Gould	Ron Morris	George Saridakis	Mary Wisdom-Dittmeier
Ryan Brunk	Dick Goyette	Sally Morse	Mike Savage	Dan Wolf
Kathy Bubar	Rae Ann Gremel	Gena Cohen Moses	Lynn Savage	Beverly R. Wolf
Lisa Bubar	Bo & Sidney	Anna Moskov	Mike Schaefer	Elizabeth Wolf
Sarah Burns	Grove	Bob Mullen	Susan Schaefer	Carolann Wooding
Debra Bury	Pat Gruttemeyer	Irene Mullen	Jill Schiffman	Christian Yaeger
Kathy Busick	Paul Haigh	Carrie Cahill Mulligan	Linda Schur	Barbara Zannini
Bill Butler	Marcia Hammond	Megan Murphy	Nan Scull	Sarah Zuccarelli
John Canepa	Lloyd Hamovit	Stephen Murray	Ros Seidel	
Cayla Cantafio	Sarah Harkness	Pat Nealson	Rose Shajenko	
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Jean Caren	Wesson Hathaway	Anne Hennessey	Mort & Pauline Shea	
Karen Joy Carpenter	Liana Haubrich	Blair Newcomb	Alyce Sheridan	
Miriam Carter	Ingeborg Haug	Sierra Nieves	Jo Shields	
Debbie Cary	Tom Hayward	Skye Nieves	Sussy-Rose Shields	
Deb Champagne	Joyce Heinrich	Kelsey Nigg	David Simm	
Marilyn Chandler	Shae Henderson	Christine Nordlund	Karen Simm	
Tatiana Cherepova	Judi Herman	Sandra O'Brien	Kathleen Sirois	
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Perrin Chick	Marcia Herson			
Robert Chorney	Anne Hier			
Laura Chowanski	Nancy Higginbotham			
Kyle Cioffi	Harry Hill			
Faith Clark	Bill Hodges			
Ki Clough	Michete Hollick			
Deborah L. Coffin	Bruce Holmes			
Joan Connacher	Suzi Holstein			
Suzanne Connor	Nancy Horral			
Jeffrey Cooper	Peg Irish			
Jeff Cornish	Biddy Irwin			
Sally Cornwell	Karissa Jacobs			
Derek Cowan	Al Jaeger			
Nancy Craig	Robert Jarvis			
Trevor Cross	Sigrid Johnson			
Pat Curley	Sandy Joncas			
Kathleen Curtin	Suzanne Jones			
Karen Cutter	Judith Joy			
Bill & Karen Daigle	Mary Kachoris			
Gisela Darling	Garry Kalajian			
Susan Davidson	Leslie Keeling			
Karen Davis	Barbara Kohl			
Julie Deak	Michael Kraatz			
Nancy Dearden	Rosemary Krawczyk			
Mary Lou Deshais	Cheryl Kumiski			
Alice DeSouza	Blair LaBella			
Lorraine Dilmore	David Lamb			
Dan Dittmeier	Elaine Lambert			
Jack Dokus	Terry Lambert			
Fred Dolan	Sally Landis			
Raymond Dolan	Angie Lane			
Marcy Dube	Deb Lang			
Sharon Dugan	Anne Langsdorf			
Bill Duncan	Barbara Lanzillo			
Mary Chris Duncan	Heather Larivee			
Linda Dunning	Betty Lathrop			
Bill Durkin	Stephany Marchut Lavallee			
Pam Durkin	Roberta Lavey			
Kathleen Dustin	Sally Lenentine			

## Board of Trustees

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## Staff

Jane Oneail, *Executive Director*  
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 Stacy Broulidakis, *Database Administrator*  
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 Mario Capozzoli, *Director of Development*  
 Bonnie Nieves, *Administrative Assistant*  
 Amy Lehman, *Clerical Assistant*  
 Denise Kirk, *Hooksett Fine Retail Gallery Mgr.*

## Consultant

Pam Sullivan, Sullivan Creative, *Marketing*

*We apologize for any errors or omissions. Please notify us so we may correct our records.*

## Preliminary Statement of Income and Expenses

Revenue and Expense for Fiscal Year Ended March 31, 2016

### Contributed Income

Annual Fund	\$	37,627
Sponsorships/Awards	\$	43,275
Contributions	\$	71,196
Grants	\$	16,580
Auction	\$	19,890

### Earned Income

Ornament	\$	48,351
Fair	\$	781,535
Tuition	\$	13,225
Gallery	\$	6,278
NHOD	\$	8,520
Membership Dues	\$	100,587
Jury Fees	\$	2,910
Royalties	\$	39,188
Interest Income	\$	45,868
Other Revenues	\$	9,271
Hooksett	\$	150,869
<b>TOTAL</b>	<b>\$</b>	<b>1,395,170</b>

### Expenses

Fair & TSAF	\$	685,553
Gallery	\$	109,007
NH Open Doors	\$	13,277
Education	\$	130,468
Craft Education Grants/Scholarships	\$	28,000
Personnel Costs	\$	196,786
Contract Services	\$	28,744
Operating Expenses	\$	39,774
Ornament Expense	\$	37,602
Insurance	\$	3,348
Occupancy Costs	\$	12,338
Postage and Printing	\$	5,884
Membership Redistributions	\$	21,487
Auction	\$	8,659
Hooksett	\$	197,918
<b>TOTAL</b>	<b>\$</b>	<b>1,518,845</b>
<b>Net Operating Income (loss)</b>	<b>\$</b>	<b>(123,675)</b>

## A Few Reflections on the Year Gone By:



Kate Sussman presented the top 10 reasons of why to come to the League's Annual Craftsmen's Fair at the NY Times Travel Show on 1/9/16. The League was a guest of the NH Division of Travel and Tourism's promotions of NH.



Late night at the 82nd Annual Craftsmen's Fair which was held August 1-9, 2015.



"Insightful" LNHC partnered with the NH Assoc. for the Blind sharing this tactile exhibit with the Portsmouth Public Library for the month of Feb. after it's debut at League HQ in "a show within a show". Sighted and visually impaired visitors are encouraged to experience the work through touch. Still traveling.....



The League's booth at the Boston Globe Travel Show in February.



The 2015 Annual Ornament *Sweet Season*, made of hand-formed cast pewter by Juried Members, Kristine Lane and Paulette Werger.



A New Fine Craft Gallery Promotion started March 20! Buy a ceramic mug from any LNHC Fine Craft Gallery between 3/20-10/31/16 and get a stamp on your "Mug Club" card. Buy 10 and get your next one free! (up to \$30 value)

## League Facts

- ▶ The League provides Operation Assistance Grants to the education programs at League affiliated Fine Craft Galleries. This year \$20,000 in grants were awarded to: Center Sandwich, Hanover CraftStudies, Littleton Studio School, and the craft education programs at the Meredith, Nashua and North Conway Fine Craft Galleries.
- ▶ The League awarded \$3,000 in scholarships: Scholarships were awarded to Erin Boyle, Candice Creecy, Prudence Gagne, Cheryl Haynes, Maureen Mills, Rachel Montroy, Ellen Preston and James

Summers.

- ▶ The Blackstone Volunteer Recognition Award was presented to Juried Member and Fair Committee, chair, Jack Dokus at the Craftsmen's awards party during the 82nd Annual Craftsmen's Fair.
- ▶ The LNHC Program Enhancement Grants are awarded to eligible local craft councils, guilds and community-based nonprofit arts organizations. The League awarded grants to Hanover CraftStudies, Littleton Studio School, Meredith Craft Education Program, and the Nashua

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Concord, NH 03301

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*League of NH Craftsmen*

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