ESSEX INSTITUTE
BOARD OF TRUSTEES
1987–88

OFFICERS
Chairman
Randolph P. Barton
Manchester
Vice Chairman
Stuart W. Pratt
Essex
Vice Chairman
Frederic A. Sharf
Chestnut Hill
Secretary
Peter B. Seamans
Marblehead
Treasurer
Stanley J. Lukowski
Topsfield
President
Anne Farnam
Salem

TRUSTEES
James Amsler
Salem
Mrs. W. Benjamin Bacon
Beverly
C. Richard Carlson
Rockport
Richard Candee
York, Maine
C. Henry Glovsky
Beverly
Herbert G. Howard
Marblehead
Sumner W. Jones
Salem
Mrs. George G. Loring
Manchester
Mrs. Peter R. Merry
Salem
Richard Minturn
Manchester
H. Gilman Nichols
Essex
Mrs. George Putnam
Manchester
Douglas C. Ryder
Marblehead
Robert N. Shapiro
Cambridge
Mrs. Elaine Wilde
Belmont

HONORARY TRUSTEES
C. Conway Felton
Prides Crossing
Albert Goodhue
Marblehead
Kevin B. Harrington
Salem
Edward H. Osgood
Hamilton
William Saltonstall
Manchester
Richard S. West
Wenham
Chairman’s Report

Dear Members and Friends of the Essex Institute:

The Essex Institute depends on the resources of the community in order to serve as a center for Essex County history to be collected, studied, and enjoyed. Fiscal year 1987 will be remembered as a year when support of the Institute jumped dramatically. I would like to thank each individual who contributed to the Institute, through membership and donations. For the second year in a row, the Essex Institute continued to broaden its base of financial support from fundraising activities and earned income sources, resulting a 27 percent increase over the previous year.

The Essex Institute is indebted to the many local residents and community leaders who volunteer their time to the Essex Institute. Of particular note are those trustees whose term ended at the end of this fiscal year: Thomas A. Askew, Jr., Wenham; Mrs. John B. Ballou, Salem; John J. Fox, Danvers; Mrs. Emerson T. Oliver, Marblehead; and Francis P. Story, Prides Crossing. In helping to guide the Institute, trustees offer their skills and their knowledge of the region.

Of course, the backbone of the Institute is its membership, which increased 14 percent over the previous year to 1,700 strong—representing local, regional, and national support. Our corporate members program has grown to 166 members in three categories. This “business to business” cooperation makes apparent that the Essex Institute is an important resource in the community.

Fundraising activities experienced a significant boost. A $25,000 trustee challenge enabled the Annual Giving Program to achieve a record $126,000. Three donor clubs—Holyoke, Rooster, and President’s—have also helped to stimulate giving, and the Essex Institute is very grateful to everyone who supported annual giving at these generous levels.

Support from the local community is important to secure state and federal grants which signify our increasing professional status in the museum field. During fiscal year 1987, the Institute received grants from the Massachusetts Council on the Arts and Humanities and the National Endowment for the Humanities (NEH). The NEH award is quite a milestone in the history of the Essex Institute. It launches a new era in long-range planning for the Institute as we develop the projects of the Museum Neighborhood.

The Essex Institute is learning to make the most of its income-generating opportunities. With the application of basic marketing principles, the Institute achieved a 25 percent increase in admissions revenue and a 40 percent increase in museum shop sales. The Cotting-Smith Assembly House has proven a gracious and profitable rental facility, while special events such as the Harvest Festival and the Oriental Rug Bazaar have become quite popular and financially beneficial for the Institute.

So, as you can see, the Essex Institute is branching out in many directions to make the business of history viable for today!

Chairman

Chairman
President's Report

Dear Members and Friends of the Essex Institute:

Each year it is gratifying to review the progress of the Essex Institute, and fiscal year 1987 (April 1, 1986–March 31, 1987) is no exception. Increasingly at the Essex Institute, we recognize two “bottom lines.” Like many businesses we set goals for income and a budget for expenses—a financial bottom line. But we also have a second bottom line that is tied to our mission to collect, preserve, study, and interpret the history of the Essex County people from the seventeenth century to the present. This second bottom line is the reason we are in business. Thanks to the generosity of the community and the hard work of a dedicated board of trustees and staff, we have continued to broaden our scope of programs while achieving a financial break-even position for the second year in a row.

The Institute continues to add to its rich collections—a memory of Essex County past. This year, the Institute received 1,057 objects into the museum and the library collections from 120 donors—painting, decorative arts of all sorts, costume, books and manuscripts, diaries and photographs—stretching over three hundred years. Among the highlights were thirty pieces of Federal period glass, which belonged to Joseph White, the second owner of the Gardner-Pingree House. Another important acquisition for the Gardner-Pingree House is an exquisite garniture of the same period (circa 1790–1810), of polychrome Chinese export. A rare, virtually untouched seventeenth-century paneled chest now joins an already distinguished collection of early Essex County furniture.

The James Duncan Phillips Library continued to thrive as a center of scholarly enterprise at all levels of research—amateur, student, and professional. During the year, the library staff served 2,694 readers in person, about 13 percent of whom were members, and answered 600 letters from researchers around the world. Topics researched included: the changing image of England in America, 1800–1860; the growth of radicalism in pre-revolutionary Salem; the mapping of Essex County’s coastline; and Canton, China, 1780–1880. The Essex County Business Records project is a partnership between staff and fifteen Essex Institute corporate members to catalog and preserve some of the many account books in our collections. It has already led to many new discoveries—with a collection of 4,000 volumes, the opportunity for a new view of the past is almost unlimited.

Exhibitions are an important means of communicating history to the general public. This year “A Matter of Taste: Cooking and Dining at Home, 1686–1986” focused on one of the essentials of life: food. The response to the show exceeded anyone’s expectations, and certainly contributed to this year’s surge in admissions. There were a number of welcome new gifts and purchases, particularly twentieth-century items for the exhibition.

Collecting and preserving material culture separates us from other educational institutions, but, as a museum and library, education is our fun-
damental reason for existence. The Essex Institute is an educational institution, and this year a record 62,000 people—you, other members and friends, and visitors to the North Shore—came to the Institute library, museum galleries, and historic houses to learn of and from the past. Included in that total were 8,000 school children from all over New England who came to the Institute as an extension of their classroom learning.

Education and membership programs continue to grow. Highlights this year included the second Essex Institute field trip, which gave a group of members the opportunity to learn more about the regional culture of Savannah, Georgia. Back at home, the Harvest Festival continued to grow for the third year as a celebration of traditional crafts and culture with a regional and national audience. We also inaugurated “Eerie Events” during Halloween. These lantern-lit house tours featured costumed guides telling mysterious tales of Essex County during Salem’s city-wide celebration, “Haunted Happenings.”

Perhaps the single most important achievement of this fiscal year was a $400,000 challenge grant award from the National Endowment for the Humanities (NEH), which launches a two million dollar capital campaign for the Essex Institute Museum Neighborhood. The NEH Challenge Grant program is very competitive with high standards for its applicants, and the award represents national recognition of the Institute’s goals as a model for future museum planning. Projects include a major restoration of the Gardner-Pingree House and the Derby-Beebe summerhouse and gardens. In recreating a neighborhood of the 1790–1820 period, the Crowninshield-Bently House will also undergo some restoration work. New programs and tours will be developed which utilize the houses, their collections, and the history associated with them. The Plummer Hall auditorium will be renovated and a new exhibition gallery will be created. A new climate control system in the library stacks will be installed. Endowments for the education program, exhibitions, and paper conservation will be established, and the Gardner-Pingree House endowment will be increased to maintain the restoration work for years to come.

Your continued support as members and friends of the Essex Institute will make it flourish in the coming years. Thank you!

Anne Farnam
President
Treasurer’s Report

Essex Institute is a nonprofit organization established to collect, preserve, and interpret Essex County history. The organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code.

During the fiscal year 1987 the Institute received a $400,000 challenge grant from the National Endowment for the Humanities (NEH), and received funds for a $2,000,000 capital campaign. Gifts, pledges, and grant payments are classified as temporary endowment funds until reallocated or restricted pursuant to the purposes of the challenge grant.

The accounts of the Essex Institute are maintained in accordance with the principles of fund accounting. The audited statements of account prepared by Albert W. Dodge, Jr., are available by writing to: Business Office, Essex Institute, 132 Essex Street, Salem, MA 01970. The books are also available for inspection in the Business Office.

Respectfully submitted,

Stanley J. Stimson
Treasurer

---

### Revenue Sources 1987

- Endowment and Trust: 49.3%
- Earned Income: 23.6%
- Annual Giving: 16.2%
- Membership: 6.7%
- Grants: 4.2%

### Operating Expenses 1987

- Collections: 27.9%
- Administration: 24.6%
- Buildings and Grounds: 23.6%
- Membership and Development: 16.0%
- Education: 7.9%
# Essex Institute
## Balance Sheet
### Year Ended March 31, 1987

(With Comparative Totals for March 31, 1986)

<table>
<thead>
<tr>
<th>Assets</th>
<th>Current Fund</th>
<th>Plant Fund</th>
<th>Endowment Fund</th>
<th>March 31, 1987 Total</th>
<th>March 31, 1986 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Temporary Cash Investments (Note 4)</td>
<td>$198,326</td>
<td>$ -</td>
<td>$ -</td>
<td>$198,326</td>
<td>$208,483</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>3,166</td>
<td>-</td>
<td></td>
<td>3,166</td>
<td>12,219</td>
</tr>
<tr>
<td>Grants and Pledges Receivable (Note 5)</td>
<td>34,000</td>
<td>-</td>
<td>399,106</td>
<td>433,106</td>
<td></td>
</tr>
<tr>
<td>Dividends and Interest Receivable</td>
<td>47,870</td>
<td>-</td>
<td>47,870</td>
<td>95,740</td>
<td></td>
</tr>
<tr>
<td>Gift Shop Inventory</td>
<td>51,410</td>
<td>-</td>
<td></td>
<td>51,410</td>
<td>54,409</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>62,804</td>
<td>-</td>
<td></td>
<td>62,804</td>
<td>38,282</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>397,576</td>
<td>-</td>
<td>399,106</td>
<td>796,682</td>
<td>381,641</td>
</tr>
<tr>
<td><strong>Fixed Assets, Net of Depreciation (Note 6)</strong></td>
<td>-</td>
<td>2,379,317</td>
<td></td>
<td>2,379,317</td>
<td>2,137,650</td>
</tr>
<tr>
<td>Cash Held for Investment (Note 4)</td>
<td>-</td>
<td>-</td>
<td>41,928</td>
<td>41,928</td>
<td>9,751</td>
</tr>
<tr>
<td>Investments (Note 3)</td>
<td>-</td>
<td>-</td>
<td>4,533,553</td>
<td>4,533,553</td>
<td>4,210,851</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>397,576</strong></td>
<td><strong>2,379,317</strong></td>
<td><strong>4,890,731</strong></td>
<td><strong>7,667,624</strong></td>
<td><strong>6,739,893</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Fund Balances</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses (Note 7)</td>
<td>$54,733</td>
<td>$ -</td>
<td>$ -</td>
<td>$54,733</td>
<td>$40,323</td>
</tr>
<tr>
<td>Membership Dues Received in Advance</td>
<td>4,382</td>
<td>-</td>
<td></td>
<td>4,382</td>
<td>9,902</td>
</tr>
<tr>
<td>Current Portion of Long-Term Debt (Note 8)</td>
<td>-</td>
<td>-</td>
<td></td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>59,115</td>
<td>-</td>
<td>-</td>
<td>59,115</td>
<td>84,600</td>
</tr>
<tr>
<td>Long-Term Debt (Note 8)</td>
<td>-</td>
<td>-</td>
<td></td>
<td>-</td>
<td>137,500</td>
</tr>
<tr>
<td>Deferred Revenue and Restricted Gifts and Grants</td>
<td>255,542</td>
<td>-</td>
<td></td>
<td>255,542</td>
<td>260,388</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>314,657</td>
<td>-</td>
<td>-</td>
<td>314,657</td>
<td>482,488</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fund Balances</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current</strong></td>
<td>82,919</td>
<td>-</td>
<td></td>
<td>82,919</td>
<td>63,203</td>
</tr>
<tr>
<td><strong>Plant</strong></td>
<td>-</td>
<td>2,379,317</td>
<td></td>
<td>2,379,317</td>
<td>1,965,775</td>
</tr>
<tr>
<td><strong>Endowments (Note 9)</strong></td>
<td>-</td>
<td>-</td>
<td>4,890,731</td>
<td>4,890,731</td>
<td>4,228,427</td>
</tr>
<tr>
<td><strong>Total Fund Balances</strong></td>
<td>82,919</td>
<td>2,379,317</td>
<td>4,890,731</td>
<td>7,352,967</td>
<td>6,257,405</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>397,576</strong></td>
<td><strong>2,379,317</strong></td>
<td><strong>4,890,731</strong></td>
<td><strong>7,667,624</strong></td>
<td><strong>6,739,893</strong></td>
</tr>
</tbody>
</table>
## ESSEX INSTITUTE

**STATEMENT OF ACTIVITY**

**YEAR ENDED MARCH 31, 1987**

(With Comparative Totals for March 31, 1986)

<table>
<thead>
<tr>
<th>Support and Revenue</th>
<th>Current Fund</th>
<th>Plant Fund</th>
<th>Endowment Fund</th>
<th>March 31, 1987 Total</th>
<th>March 31, 1986 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>$76,661</td>
<td>$</td>
<td>$</td>
<td>$76,661</td>
<td>$60,848</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>57,585</td>
<td>$</td>
<td>57,585</td>
<td>8,990</td>
<td></td>
</tr>
<tr>
<td>Publications</td>
<td>9,719</td>
<td>$</td>
<td>9,719</td>
<td>110,326</td>
<td></td>
</tr>
<tr>
<td>Museum Shop</td>
<td>133,193</td>
<td>$</td>
<td>133,193</td>
<td>132,378</td>
<td></td>
</tr>
<tr>
<td>Gifts and Donations Availed of</td>
<td>167,718</td>
<td>$</td>
<td>167,718</td>
<td>390,317</td>
<td></td>
</tr>
<tr>
<td>Endowment Income Availed of</td>
<td>383,425</td>
<td>$</td>
<td>383,425</td>
<td>62,517</td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>92,158</td>
<td>$</td>
<td>92,158</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>920,459</td>
<td>$</td>
<td>920,459</td>
<td>813,715</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collections</td>
<td>217,540</td>
<td>7,975</td>
<td></td>
<td>225,515</td>
<td>207,328</td>
</tr>
<tr>
<td>Education</td>
<td>57,949</td>
<td>1,659</td>
<td></td>
<td>59,608</td>
<td>48,239</td>
</tr>
<tr>
<td>Supporting Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership and Development</td>
<td>139,146</td>
<td>3,985</td>
<td></td>
<td>143,131</td>
<td>101,652</td>
</tr>
<tr>
<td>Administration</td>
<td>190,353</td>
<td>5,453</td>
<td></td>
<td>195,806</td>
<td>196,394</td>
</tr>
<tr>
<td>Buildings and Grounds</td>
<td>179,809</td>
<td>20,678</td>
<td></td>
<td>200,487</td>
<td>187,841</td>
</tr>
<tr>
<td>Museum Shop</td>
<td>109,122</td>
<td>4,071</td>
<td></td>
<td>113,193</td>
<td>98,267</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>893,919</td>
<td>43,821</td>
<td></td>
<td>937,740</td>
<td>839,721</td>
</tr>
</tbody>
</table>

| Excess (Deficiency) of Support and Revenue over Expenses Before Capital Additions | 26,540 | (43,821) |                | (17,281) | (26,006) |

| Capital Additions    |              |            |                |                      |                      |
| Gifts and Grants Received |            |            |                |                      |                      |
| Net Realized Investment Gains |            |            |                |                      |                      |
| **Total Capital Additions** |            |            |                |                      |                      |

| Excess (Deficiency) of Support and Revenue Over Expenses After Capital Additions | 26,540 | 138,855 | 879,722 | 1,045,117 | 628,817 |

| Fund Balances, Beginning of Period, as Previously Reported | 63,203 | 1,965,775 | 4,228,427 | 6,257,405 | 5,624,865 |
| Add (Deduct): Transfers Between Fund Balances | (6,260) | 178,809 | (172,549) | - | - |
| Add (Deduct): Transfers Between Fund Balances and Deferred Revenue and Restricted Gifts and Grants | (564) | 95,878 | (44,869) | 50,445 | 3,903 |
| **Fund Balances, End of Period** | **$82,919** | **$2,379,317** | **$4,890,731** | **$7,352,967** | **$6,257,405** |
DOVERS TO THE ESSEX INSTITUTE
1986-1987 ANNUAL GIVING PROGRAM

President’s Club
($1,000 or more)
Anonymous
Dr. and Mrs. W. Benjamin
Bacon
Mr. and Mrs. Randolph P.
Barton
Mr. and Mrs. Robert B. M.
Barton
Miss Dorothy A. Brown
Mr. and Mrs. Eustace W.
Buchanan
Mr. Richard M. Candee
Mrs. Usher P. Coolidge†
Mr. and Mrs. Lewis C.
Copeland
Elizabeth DeBlois, M.D.
Mr. and Mrs. George B.
Farnam
Dr. Josephine L. Murray
Mr. and Mrs. H. Gilman
Nichols
Mrs. Andrew Oliver
Mr. and Mrs. Edward H.
Osgood
Mrs. Edward L. Peirson
Mr. and Mrs. Stuart W. Pratt
Mr. Bennett Rich
Mrs. Chandler Robbins II
Mr. and Mrs. William L.
Saltonstall
Mr. and Mrs. Frederick A.
Sharf
Miss Mary Silver Smith†
Mr. and Mrs. Charles A.
Steward
Mrs. Abbott Payson Usher
Mr. and Mrs. Frederick H.
West
Mr. and Mrs. Richard S. West

Rooster Club
($500 - $999)
Mr. and Mrs. W. Gardner
Barker
Mrs. William Chisholm
Mrs. U. Haskell Crocker
Ms. Anne Farnam
Mr. and Mrs. Albert Goodhue
Mr. and Mrs. George Gardner
Loring
Cmdr. and Mrs. Francis H.
Markey
Mr. John T. Northeay
Mrs. Emerson T. Oliver
Mr. Alfred Porter Putnam

Mr. and Mrs. Donald C.
Seamans
Dr. and Mrs. Robert C.
Seamans, Jr.
Mr. and Mrs. Francis P.
Seams, Jr.
Mr. and Mrs. Gilbert L.
Steward, Sr.
Mr. Francis P. Story
Mr. and Mrs. David A.
Wheatland

Holyoke Club
($150 - $499)
Anonymous
Mr. and Mrs. Thomas A.
Askew, Jr.
Mr. and Mrs. Channing
Bacall, Jr.
Mr. and Mrs. Ben Beyea
Mr. Gregory R. Brackett
Miss Eleanor Broadhead
Dr. and Mrs. David C. Brown
Mr. and Mrs. John Burton II
Mr. and Mrs. W. Keith Butler
Mrs. Dorothy E. Caputo
Mr. C. Richard Carlson
Mrs. Arthur L. Collier
Mr. and Mrs. Walter H. Cook
Mr. and Mrs. Ralph H.
Doering, Jr.
Mr. and Mrs. James N.
Esdaille, Jr.
Mr. Robert D. Farley
Mr. and Mrs. John Fox, Jr.
Mr. and Mrs. Theodore
Frothingham III
Dr. and Mrs. James D. C.
Gowans
Dr. and Mrs. Roger F.
Greenslet
Mr. and Mrs. Francis W.
Hatcli, Jr.
Mr. and Mrs. Richard D. Hill
Ronni and Peter Hoover
Mr. Herbert G. Howard
Mr. and Mrs. Frederick
Kauers
Mr. and Mrs. George Lail
Mrs. John A. Lord
Mr. and Mrs. Philip H. Lord
Mr. and Mrs. Stanley J.
Lukowski
Mr. and Mrs. Carlton Lutts
Mr. Keith Melder
Mr. and Mrs. Marvin A.
Meyers
Cmdr. and Mrs. J. Alexander
Michaud
Mr. and Mrs. Richard S.
Minturn
Mr. and Mrs. Richard P.
Northey
Mr. and Mrs. William
Bradford Osgood
Mr. Allan D. Parker
Mr. Jonathan R. Phillips
Mr. and Mrs. Richard B.
Phillbrick
Mr. Chester M. Sawtelle
Mr. and Mrs. Peter B.
Seamans
Mrs. Philip Horton Smith
Mr. and Mrs. Gilbert L.
Steward, Jr.
Mr. Ronald N. Tagney
Mr. and Mrs. Richard K.
Thordike
Mr. and Mrs. Gerard B.
Townsend
Mr. and Mrs. Edward R.
Tufts
Mrs. Louise P. Waring
Mr. and Mrs. Francis C.
Welch
Mr. and Mrs. Nathaniel G.
Wetherbee
Dr. Adele L. Younis
Mrs. William S. Youngman

Donors
($1 - $149)
Anonymous
Miss Lilly S. Abbott
Miss Elizabeth N. Allen
Dr. and Mrs. Henry Freeman
Allen
Dr. Doris Alviani
Major General Joseph M.
Ambrose
Mr. and Mrs. Richard D. Hill
Ronni and Peter Hoover
Mr. Herbert G. Howard
Mr. and Mrs. Frederick
Kauers
Mr. and Mrs. George Lail
Mrs. John A. Lord
Mr. and Mrs. Philip H. Lord
Mr. and Mrs. Stanley J.
Lukowski
Mr. and Mrs. Carlton Lutts
Mr. Keith Melder
Mr. and Mrs. Marvin A.
Meyers
Mrs. George E. Benson
Mr. William Bentink-Smith
Miss Barbara B. Bettis
Ms. Linda Billows
Mr. and Mrs. Oliver K. Black
Mr. William F. Blackwood
Mr. C. Lawrence Bond
Ms. Barbara P. Boucot
Mr. James H. Boulger, Jr.
Mr. and Mrs. Philip W.
Bourne
Mr. and Mrs. M. W.
Bouwenscht
Mr. and Mrs. Nathaniel
Bowditch
Mr. and Mrs. William H.
Bown
Mrs. Edwin T. Breed
Mr. and Mrs. William A.
Bresnaham
Mr. and Mrs. David T.
Browster
Mr. and Mrs. Francis Brown,
Jr.
Mr. John W. Bryant
Mr. and Mrs. Frederick McG.
Bundy
Miss Jane E. Bunting
Miss Frances L. Burnett
Mrs. Frank H. Burr
Mrs. Robert B. Buceed
Miss Ruth G. Butler
Miss Mary L. Byrne
Mr. and Mrs. C. Meade
Camenga
Mrs. Helen V. Carr
Mr. Robert J. Cascio
Dr. Victoria M. Cass
Mr. and Mrs. Benjamin R.
Chadwick
Dr. and Mrs. Harrie R.
Chamberlin
Mr. F. Burnham Chapman
Mrs. Doris Clarke Cheney
Miss Elizabeth H. Christen
Miss Wilma G. Clapp
Mrs. Dean E. Cogswell
Mr. and Mrs. I. W. Colburn
Mrs. Eleanor B. Conary
Mr. and Mrs. Patrick Conley
Mrs. William V. Conlan
Mrs. Earl F. Cook
Mr. J. Randolph Coolidge
Mr. Lawrence Coolidge
Mr. and Mrs. Nathaniel S.
Coolidge
Mrs. G. Frank Cram
Mr. and Mrs. Albert M.
Creighton, Jr.
Mr. and Mrs. Clinton T.
Crolius
Mrs. Raymond L. Cummings
Mr. William J. Curley

† Deceased
BUSINESS AND FOUNDATION ANNUAL GIFTS

ANNUAL GIVING

President's Club
($1,000 or more)
Clara B. Winthrop Charitable Fund
Fiduciary Trust Company
Harkold Whitworth Pierce Charitable Trust
Holyoke Mutual Insurance Company

Rooster Club
($500 - $999)
Cricket Press
Heritage Cooperative Bank
Issues Management, Inc.
Old Colony Charitable Foundation
Parker Brothers
Salem News Publishing Co.
Shawmut Merchants Bank, N.A.

Holyoke Club
($150 - $499)
Ankeles, Harmon & Bonfanti
Beverly Savings Bank
Bill & Bob's Roast Beef
Corning Glass Works Foundation
Country Curtains, Inc.
Danvers Savings Bank
J. Donovan Associates, Inc.
Hawthorne Hotel
King's Grant Inn
The Sack Foundation
Salem State College
Security National Bank
Serafini, Serafini & Darling
Shetland Properties
William Wallace & Company, Inc.

Donors
($1 - $149)
Abraham S. Burg & Gertrude Burg Charitable Foundation
Anonymous
Atwood & Morrill
Bernard's Jewelers
The Boston Globe
Connolly Brothers
Delulios Bros. Construction Co.

Emhart Corporation
The Gillette Company
Gordeau Construction Co.
Historic Salem, Inc.
Houghton Mifflin Co.
International Minerals & Chemical Co.
Mass. Division, AAUW
New England Telephone
The Ogan Company, Inc.
Salem Suede, Inc.
Shawmut Bank of Boston

SPECIAL GIFTS

Special gifts recognize the donor's wish to contribute to a specific project, endowment, or event at the Essex Institute.

Corporate
Ardmore Associates
A. Berube & Son, Inc.
Bob Brest Buick
Bursaw Oil Corp.
C. F. Tompkins Company
Daniel Low & Company
Essex County Newspapers
Eastern Bank
The Flynn Foundation
Gen. Israel Putnam Family Trust
Glovsky & Glovsky
Gulf of Maine Research Center, Inc.
Harvest Catering Co., Inc.
Holyoke Mutual Insurance Co.
Hunneman and Company, Inc.
Inter-State Tool Company
John Smidt Co., Inc.
Landry & Arcari
Salem Five Cent Savings Bank
Salem Laundry Co., Inc.
Salem News Publishing Co.

Individual
Anonymous
Mme. Elizabeth Prince de Ramel
Mrs. Charles D. Gowling
Mrs. Lot M. Hamlin
Mr. Edward S. Heard
Mr. and Mrs. George Gardner
Loring

Mrs. Lawrence VanB. Nichols
Mr. John T. Northe
Mrs. Samuel H. Ordway
Mr. Edward L. Peirson
Mrs. Stephen Phillips
Mr. and Mrs. Richard S. Shreve
Mr. William H. Shreve
Mr. and Mrs. Charles A. Steward

In-Kind Gifts
Bill and Bob's Roast Beef
Floral Artistry
Gid's Giddy Gang
GTE Electrical Products
Hawthorne Hotel
Kennedy Butter & Egg Store
McDouggall Associates, Inc.
The Ogan Company, Inc.
Pet, Incorporated
Purity Supreme
Supermarkets
Rich's Department Store

The Essex Institute received funding from the following government agencies during fiscal year 1987:
The Massachusetts Council on the Arts and Humanities
The Salem Arts Lottery

We make every effort to present an accurate and complete list of our donors. If an error has been made, please contact the Essex Institute Development Office at (617) 744-3390, ext. 20, and give us an opportunity to correct our records . . . and apologize!
<table>
<thead>
<tr>
<th>Museum</th>
<th>Library</th>
</tr>
</thead>
<tbody>
<tr>
<td>Elinor Averell</td>
<td>Katherine and Lincoln</td>
</tr>
<tr>
<td>Prudence and John Backman</td>
<td>Richardson</td>
</tr>
<tr>
<td>Kenneth G. Boyles</td>
<td>Paula B. Richter</td>
</tr>
<tr>
<td>Pamela Bradstreet</td>
<td>Rebecca P. Ritchie</td>
</tr>
<tr>
<td>Eleanor Broadhead</td>
<td>Lora Robins</td>
</tr>
<tr>
<td>Elizabeth Broadhead</td>
<td>Edward Marshall Sargent</td>
</tr>
<tr>
<td>C. Richard Carlson</td>
<td>Wendell P. Sargent</td>
</tr>
<tr>
<td>Bruce Chadbourne</td>
<td>William R. Sargent</td>
</tr>
<tr>
<td>Benjamin Chadwick</td>
<td>Stephen Schier</td>
</tr>
<tr>
<td>Estate of Carey J. Chamberlin</td>
<td>Charles Stewart</td>
</tr>
<tr>
<td>Anne Ward Cochintu</td>
<td>Barbara Strom</td>
</tr>
<tr>
<td>Mrs. Virginia Campbell</td>
<td>Sean Trott</td>
</tr>
<tr>
<td>Courts</td>
<td>Esther Usher</td>
</tr>
<tr>
<td>Mrs. John Cushman</td>
<td>Vermont Historical Society</td>
</tr>
<tr>
<td>Mrs. Stilman G. Davis</td>
<td>Priscilla Munroe Barr</td>
</tr>
</tbody>
</table>
CORPORATE MEMBERS OF THE ESSEX INSTITUTE

These business and industrial firms have shown their interest in one of New England’s most venerable historical societies and museums by becoming corporate members of the Essex Institute.

$500 Benefactors
Delilus Brothers
Construction Company, Inc., Lynn
The Eastern Bank, Lynn
Parker Brothers, Beverly
Rich’s Department Store, Salem
The Sack Foundation, New York City
Salem State College, Salem

$300 Patron Members
Beverly National Bank, Beverly
Brewer & Lord Insurance, Boston
Carlson Real Estate, Salem
Country Curtains, Inc., Salem
Cricket Press, Manchester
James W. Daly, Inc., Peabody
Danvers Motor Company, Inc., Danvers
Deerskin Trading Post, Peabody
Dunkin’ Donuts, Randolph
EG & G Electron Devices Group, Salem
Essex Bank, Peabody
General Electric, Lynn
GTE Products Corporation, Danvers
Hawthorne Inn Management Corp., Salem
Holyoke Mutual Insurance Company, Salem
Hunneman & Company, Inc., Boston
Issues Management, Inc., Boston
Johnny Appleseed’s, Inc., Beverly
Landry & Arcari, Salem
George Peabody Co-Operative Bank, Peabody
James Medeiros’s Peabody Chrysler-Plymouth, Peabody
Salem Five Cents Savings Bank, Salem
Salem News Publishing Company, Salem
Salem Oil & Grease Co., Salem
Scott Oil Co., Manchester
Serafini & Serafini, Salem
Shawmut Merchants Bank, Salem
Shetland Properties, Salem
Town & Country Magazine, New York City
Waters & Brown, Inc., Salem
William Wallace & Company, Inc., Boston
XTRA Corporation, Boston

$100 Sponsor Members
Aid Temporary Services, Salem
Alex’s Place, Salem
Almy’s Division, Shop & Shop, Boston
Ankeles, Harmon, & Bonfanti, Peabody
T. E. Arendsen Moving & Storage, Salem
Ardiff & Morse, Danvers
Ardmore Associates, Inc., Beverly
Atlantic Papers, Beverly
Atwood & Morrill Co., Salem
Bank of Boston, Boston
Bank of New England, Bay State, Lawrence
Barnegat Transportation Co., Inc., Salem
Baybank Middlesex, Inc., Salem
Baybank Middlesex, Burlington
Berkal, Stelman & Davern, Salem
Bernard’s Jewelers, Salem
A. Berube & Sons, Inc., Salem
Beverly Savings Bank, Beverly
J. Bildner & Sons, Boston
Bill and Bob’s Roast Beef, Salem
Bob Brest Buick, Inc., Lynn
Bob-Kat Leather Co., Peabody
Broderick Telecom, Inc., Marblehead
Bull & Finch, Salem
Bursaw Oil Corporation, Danvers
A. J. Callahan & Son, Inc., Beverly Farms
Camera Ready Typesetting, Salem
Canniffe's, Inc., Marblehead
Cappuccio Liquors, Salem
Carr Leather Company, Lynn
Century North Shore Bank & Trust Co., Salem
The Chase House, at Pickering Wharf, Salem
China Clipper Restaurant, Salem
Coach House Inn, Salem
Columbia Construction Company, North Reading
The Commodore Restaurant, Inc., North Beverly
Compass Press Inc., Salem
Connolly Brothers, Incorporated, Beverly Farms
 Crosby's Marketplace, Salem
Daniel Low & Company, Salem
Danvers Savings Bank, Danvers
Doleland's Supply Co., Inc., Salem
Deschamps Printing Co., Inc., Salem
J. Donovan Associates, Inc., Salem
Eastman Gelatine Corporation, Peabody
Eaton the Druggist, Inc.
Empire Clothing Co., Salem
Essex County Newspapers, Gloucester
Essex Office Associates, Inc., Salem
John Flynn & Sons, Inc., Salem
Forum Communications, Inc., Salem
Gainsboro Studio, Salem
Gardner Mattress Corporation, Salem
Gibbs Oil Company—Division of B P Oil, Inc., Revere
Glovsky & Glovsky, Attorneys, Beverly
Gourdeau Construction Company, South Hamilton
Roger Griffiths Catering, Peabody
Gulf of Maine Research Center, Inc., Salem
The Halyard Group, Salem
Hamlet & Hayes Co., Salem
Hamlet Associates, Salem
Harbor Sweets, Salem
The Hordenbergh Partnership, Inc., Boston
Harvest Catering Co., Inc., Stoneham
Heartland Food Warehouse, Salem
Henry's Supermarket, Inc., Beverly
Heritage Co-Operative Bank, Salem
Hoffman's Inc., Lynn
Hutchinson Medical, Inc., Salem
E. F. Hutton & Company Inc., Salem
Inter-State Tool Co., Inc., Medford
Irving Tanning, Inc., Hartland, Me.
Kaiser Systems, Inc., Beverly
Kennedy Butter & Egg Stores, Salem
Kidder, Peabody & Co., Inc., Boston
J. B. Kidney & Company, Inc., Salem
King's Grant Inn Corporation, Danvers
Knight Lumber Mart, Beverly
Levesque Funeral Home, Inc., Salem
Linsey-Woolsey, Salem
The Lyceum Restaurant, Salem
McDougall Associates, Inc., Peabody
Charles E. McQueeny Co., Salem
Meriden-Stinehour Press, Lunenburg, Vt. and Meriden, Conn.
Robert Murphy, Antiquarian Bookseller, Salem
My Florist, Inc., Salem
National Grand Bank, Marblehead
The New England Power Company, Salem
The North Bennet Street School, Boston
NYNEX Information Resources, Lynn
The Ogan Co., Inc., Revere
Pet, Incorporated, Canton
Pickering Wharf, Salem
Red's Sandwich Shop, Salem
L. H. Rogers, Inc., Salem
Roosevelt's Restaurant, Salem
Rowley Printing, Inc., Rowley
Ryder Photography, Salem
The Salem Inn, Salem
Salem Laundry Co., Inc., Salem
Salem Maritime National Historic Site, Salem
Salem Paper Co., Salem
Salem Sign Co., Inc., Salem
Salem Witch Museum, Salem
Salon L'Ondina, Salem
Saxony House Furniture, Lynn
Security National Bank, Lynn
John Smidt & Company, Inc., Peabody
S.O.S. Security Systems, Topsfield
Soucy Insurance Agency, Inc., Salem
Steve's Quality Market, Salem
Sweet Scoops, Inc., Salem
Tinti, Quinn, & Savoy, Salem
C. F. Tompkins Co., Salem
Topsides Seafood Grill, Salem
A Touch of Elegance, Peabody
Traveler's Choice, Inc., Salem
Tri-City Sales, Inc., Lynn
Victoria Station, Salem
Vincent's Potato Chip Co., Salem
William Charles Studio, Inc., Salem
Witch Dungeon Musuem, Inc., Salem

Harvest Festival Celebration
Summary of Essex Institute Programs
April 1, 1986-March 31, 1987

LIBRARY SERIES ON FAMILY HISTORY.
“Tracing Your Roots: Genealogy,” “Tracing the History of Your House,” “Conserving Your Family Papers.”

ORIENTAL RUG BAZAAR. Co-sponsored with Knights of Columbus and Landry & Arcari.

FOUR MUSEUMS VOLUNTEER DAY. “Ports in Contention: the Rise of Boston, the Fall of Salem,” by William M. Fowler.

ESSEX INSTITUTE ANNUAL MEETING.

DAY BUS TRIP TO ESSEX COUNTY GARDENS.

OPENING DAY MILITARY ENCAMPMENT. “18th-Century Military Camp Life.” His Majesty’s 1st Battalion of Marines.


NEW ENGLAND BAKED BEAN LUNCH at the Essex Institute in celebration of Heritage Days.

HERITAGE DAYS PARADE with Essex Institute float.

HARVEST FESTIVAL PREVIEW PARTY/BENEFIT.

HARVEST FESTIVAL. Folk art exhibition and sale, crafts demonstrations, and traditional entertainment.

FIELD TRIP TO SAKONNET VINEYARD for gourmet lunch and wine tasting.

HAUNTED HAPPENINGS. “Eerie Events”: strange tales told by lantern light in EI historic houses.

MAGIC SHOW AND WORKSHOP with Dario.

CONSTITUTION SYMPOSIUM. Sponsored by Bay State Historical League and Salem Maritime National Historic Site. Workshop at Essex Institute.

NUESTRO BARRIO. Exhibition of photographs by Salem High School bilingual students.

WORKSHOP. “The Fine Art of Cake Decorating” by Cile Burbidge.

GEORGE S. PARKER MEMORIAL LECTURE. Charles Osgood, speaker.

CHILDREN’S CHRISTMAS PARTY.

FOUR MUSEUMS HOLIDAY SHOPPING EVENING.

DEMONSTRATIONS. “18th-Century Cookery” and “19th-Century Cookery” by Don Daly in the Gardner-Pingree House.

ESSEX INSTITUTE CORPORATE MEMBERS PARTY.

VOLUNTEER RECOGNITION RECEPTION.

ORIENTAL RUG BAZAAR. Co-sponsored by Landry & Arcari Hawthorne Hotel, and Essex Institute.

RUG BAZAAR BENEFIT PARTY.


SPRING FIELD TRIP. Savannah, Georgia.
Harvest Festival Celebration