



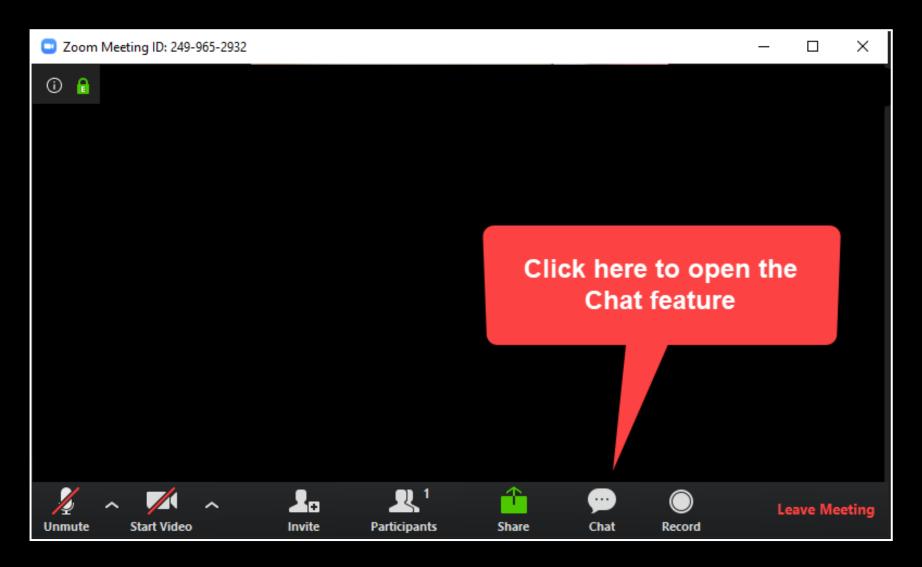




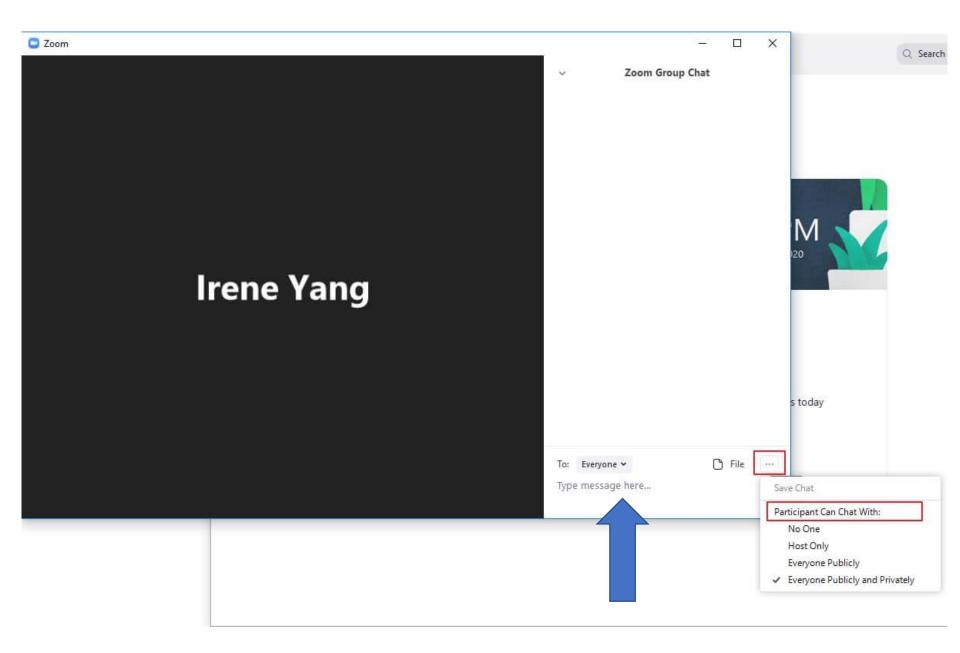


Friends of Sulgrave Manor Virtual Tour

Q&A



Click on the chat icon to open up a chat window





Alison Ray



Report of the Chairman of Sulgrave Manor Trust:
Dr. Nigel Bowles



Case for Support, October 2020

- Describes Sulgrave Manor today its purpose, its education work, and how its trustees and staff are preserving the Manor
- Sets out Sulgrave's aspirations and explains why Sulgrave in Perpetuity matters to Britain and the US and their 300-year relationship
- Shows how donors' support can secure the future of the house

Sulgrave's Purpose and vision

- Telling the story of the Washington family
- Educational programming 2,000+ young visitors p.a., from toddlers to university students
- 2021 centenerary and new Washington exhibition

Opportunities for giving

- Caring for and conserving Sulgrave
- Helping Sulgrave Manor's gardens grow
- Telling Sulgrave's story by exploring the Washingtons' lives
- Telling America's and Britain's shared stories

Ways of giving

- Sulgrave's Annual Giving Campaign
- Leaving a legacy to Sulgrave
- Capital gifts

All building upon outstanding generosity of NSCDA, Friends of Sulgrave Manor

Translating Case for Support into practice

What might a fundraising campaign for Sulgrave look like?

- Dedicated in-house fundraiser
- Aims and objectives
- Return on investment

In-house fundraising capacity:

- authenticity and credibility part of the Sulgrave team
- pump-priming: philanthropic investment to build capacity
- 0.4FTE at £35k annual rate equivalent
- c. £18k cost of employment p.a.
- 2 or 3 year contract (with probation period)

Aims and targets:

- Establish annual giving campaign Target: £10k (Y1); £20k (Y2); £30k (Y3)
- Attract legacy pledges
 Target: ten legacy pledges by end Y3

Aims and targets:

- Identify and cultivate donors for capital gifts
 - Washington enthusiasts, constitutionalists, originalists; US expat community
 - Role of SMT board in helping identify and introduce prospective supporters
- ROI goal: for fundraiser to raise equivalent of his/her salary in Y1; multiples thereafter



Huw David Nigel Bowles



Friends of Sulgrave Manor 2020 Joint Meeting

Zoom Hints!

- If you are speaking, please state your name
- If you are not speaking, make sure you are on mute
- If you have a question, use the chat function
- We are going to keep everyone on mute until our open discussion. If in the interim you need to vote or have discussion, unmute yourself using one of the following two methods:





Mute button, press to mute and unmute

Audio is muted

Audio is not muted



Press and hold spacebar to unmute, release to re-mute



Ice Breaker

Where are you calling from today?

Pledge of Allegiance to the Flag





I pledge Allegiance to the flag of the United States of America and to the Republic for which it stands, one Nation under God, indivisible, with Liberty and Justice for all."

Salute to the Flag





To the Glory of God; and in grateful remembrance of those, our ancestors, who through evil report and loss of fortune, through suffering and death, maintained stout hearts and laid the foundation of our country; we, The National Society of The Colonial Dames of America, pledge our loyal and affectionate allegiance to the Flag.

Memorial Report





Welcome to 2020 Friends of Sulgrave Manor Annual Joint Meeting

• Sally Congdon, President

Welcome to
our new
Associate
Trustees



Mrs. Bryan V. Goodwin (Sara), AR

Mrs. Christopher Brame Harmon (Helen), AL

Mrs. George Forrest Pragoff (Page), DE

Mrs. Robert Singelton Miller (Barbara), GA

Elizabeth Winterbone, KS

Elizabeth Brewster Robinson (Beth), MA

Mrs. Douglas McKay III (Pat), SC

Colleen Winchell, WY

Call for Vote

WAIVE READING OF MINUTES

- A motion is presented to waive the reading of the minutes from the October 16th 2019 Joint Meeting.
- Is there a second?



Press and <u>hold</u> spacebar to unmute, release to re-mute

Call for Vote

APPROVAL OF MINUTES

- A motion is presented to approve the minutes from the October 16th 2019 Joint Meeting.
- Is there a second?



Press and <u>hold</u> spacebar to unmute, release to re-mute



Report of The Nominating Committee

Nominating Committee Members

- Jane Newman, Chair, AL
- Marcy Moody, FL
- Wylie Raab, PA
- Henrietta Singletary, GA
- Muffy Stuart, KY
- Jane Waring, SC

Report of The Nominating Committee

RE-APPOINTED RECORDING SECRETARY:

Mrs. John A. Campbell, Mary

RE-APPOINTED CORRESPONDING

SECRETARY: Mrs. Barry Victor Petit, Kitty

TREASURER: Mrs. Robert G. Rogers, Dora

TRUSTEE:Mrs. Steven Wayne Duff, Anna

TRUSTEE:Mrs. Robert G. Rogers Jr., Dora

TRUSTEE:Mrs. Vernon Nathaniel Hansford, Frances

TRUSTEE:Mrs. Madison Baker Wyche III, Marguerite

RE-APPOINTED TRUSTEES 2ND 2 YEAR TERM:

Mrs. Lee Marvin Folkes, Anne

Mrs. Henry R. Raab, Wylie

RE-APPOINTED TRUSTEES 3RD 2 YEAR TERM:

Mrs. D. Thomas Moody, Marcy

Mrs. William H. Schaaf, Jr., Susie

Mrs. Marvin Sparks Singletary, Henrietta







Welcome to our new Trustees











Report of the Governance Committee

Governance Committee Members

- Chair: Wylie Raab
- Caroline Goedhart
- Jean Zerges
- Sally Congdon, ex-officio



Report of the Senior Representative to Sulgrave Manor Trust, Sally Congdon





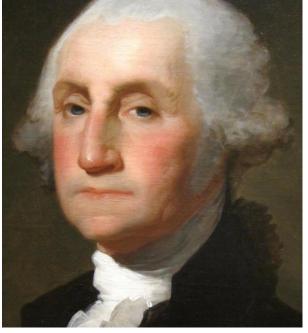






Report of the Junior Representative to Sulgrave Manor Trust, Caroline Goedhart





SULGRAVE MANOR

Discover the Founding Father's Forefathers

Visit Sulgrave Manor, George Washington's ancestral home. We have something for everyone.









Friends of Sulgrave Manor Committees







Archives Committee Chair: Henrietta Singletary



AT Advisory Committee Chair: Jean Zerges



Communications Committee Chair: Caroline Goedhart



Education Committee Chair: Frances Hansford



Finance Committee Chair: Dora Rogers



Committee Chair: Wylie Raab



Nominating Committee Chair: Jane Newman



Grant Review Committee Chair: Sally Congdon



Merchandising Committee Chair: Wylie Raab



George Washington **Exhibit Committee** Chari: Vicky Bradshaw

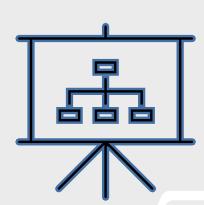
Communications Committee Report





Committee Members

- Caroline Goedhart Chair
- Bess Fuchs, NY Honorary President
- Mary Campbell, WA Trustee and Recording Secretary
- Patricia McKay, SC Associate Trustee
- Leslie Wilson, TX Associate Trustee
- Marguerite Wyche, SC Associate Trustee
- Sally Congdon, ex-officio PA, President



Enhancements to the Centennial Journey to Sulgrave Manor, May 2020

What has changed: The Chelsea Flower Show has been moved back a week to May 18-23

How does this impact the tour:

- The tour has been extended to include three additional nights in London to include a day at the Chelsea Flower Show. These additional days will also allow for a more relaxed schedule and more time for personal exploration and shopping in London
- Additional dates have been added with no additional cost to Friends of Sulgrave Members
- On the date originally scheduled for the Chelsea Flower show, we will instead have a Private Tour of Syon House with Lady Caroline Percy and architectural historian Oliver Gerrish
- Please remember that you each have *Cancel for Any Reason* protection, providing a 75% refund from our travel insurance a 25% refund from Connoisseurs Tours

Updated Itinerary

May 20, 2021	Depart your home city
May 21, 2021	Arrive in London - meet and greet with Friends of Sulgrave
May 22, 2021	Chelsea Flower Show
May 23, 2021	Day at Leisure in London
May 24, 2021	Day at Leisure (Optional Tours will be available such as a behind-the-Scenes Tour of the Conservation Studios at the V&A)
May 25, 2021	Spencer House and lunch Carlton Club
May 26, 2021	Private Tour of Syon House with Lady Caroline Percy and architectural historian Oliver Gerrish with Lunch
May 27, 2021	Hatfield House and Arrival to Fawsley Hotel and Spa
May 28, 2021	Coton Manor and Kelmarsh Gardens
May 29, 2021	Centennial Celebration at Sulgrave with lunch and special exhibits
May 30, 2021	Departure for London or extension to Wales

Treasurer's Report

- Treasurer's Report
- 2020-2021 Budget as approved by Trustees 10/12/2020
- Awarded Grants
- Conflict of Interest Form Reminder



Elaine Blaylock, Treasurer

2020-2021 Awarded Grants

- Operating Support for Sulgrave Manor Trust, \$21,000 paid quarterly total = \$84,000
- CEO Salary paid semi-annually \$25,000 for total of \$50,000
- Marketing Director Support, \$2160 paid November 2019
- Funding to cover \$24,000 Covid deficit paid March 2020
- George Washington Exhibit \$20,000
- Business Development Director Support \$30,000 paid August 2020

P&L

11:57 AM

09/26/20 Accrual Basis

Friends of Sulgrave Manor Profit & Loss Budget vs. Actual September 2019 through August 2020

	Sep '19 - Aug 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 43400 · Direct Public Support				
43410 · Dame Contributions 43411 · Private- Non Dame Contribution	182,385.00 500.00	160,000.00 500.00	22,385.00 0.00	114.0% 100.0%
43412 · Foundations 43415 · Washington Exhibit Contribuiton	0.00 40,647.48	0.00	0.00	0.0%
43416 · Special Gifts 43440 · Gifts in Kind - Goods	0.00	0.00	0.00	0.0% 0.0%
Total 43400 · Direct Public Support	223,532.48	160,500.00	63,032.48	139.3%
45000 · Investments 45032 · Realized Gain/Loss 45033 · Unrealized Gain/Loss	191.56 11,006.04			
Total 45000 · Investments	11,197.60			
46400 · Other Types of Income 46410 · Gift Shop Sales	9,230.79	8,000.00	1,230.79	115.4%
Total 46400 · Other Types of Income	9,230.79	8,000.00	1,230.79	115.4%
47200 · Program Income 47321 · Annual Meeting Fees	29,442.65	25,000.00	4,442.65	117.8%
Total 47200 · Program Income	29,442.65	25,000.00	4,442.65	117.8%
Total Income	273,403.52	193,500.00	79,903.52	141.3%
Expense 60900 · Business Expenses 60920 · Business Registration Fees 60921 · Annual Meeting Expense 60922 · Gift Shop Expense	250.00 26,441.98 2,197.51	225.00 25,000.00 3,500.00	25.00 1,441.98 -1,302.49	111.1% 105.8% 62.8%
Total 60900 · Business Expenses	28,889.49	28,725.00	164.49	100.6%
62100 · Contract Services 62105 · Web Services 62110 · Accounting Fees 62140 · Legal Fees	1,459.73 3,325.65 5,847.24	1,200.00 4,500.00 4,000.00	259.73 -1,174.35 1,847.24	121.6% 73.9% 146.2%
Total 62100 · Contract Services	10,632.62	9,700.00	932.62	109.6%
65000 · Operations 65010 · Bank Fees 65011 · Grants to Sulgrave Manor 65012 · Newsletter 65020 · Postage, Mailing Service 65030 · Printing and Copying 65102 · Paypal Fees	57.60 190,160.00 15,123.65 1,272.28 3,407.68 1,091.33	134,000.00 15,000.00 1,000.00 3,700.00 1,500.00	56,160.00 123.65 272.28 -292.32 -408.67	141.9% 100.8% 127.2% 92.1% 72.8%
Total 65000 · Operations	211,112.54	155,200.00	55,912.54	136.0%
65100 · Other Types of Expenses 65120 · Insurance - Liability, D and O	1,512.00	1,450.00	62.00	104.3%
Total 65100 · Other Types of Expenses	1,512.00	1,450.00	62.00	104.3%
Total Expense	252,146.65	195,075.00	57,071.65	129.3%
Net Ordinary Income	21,256.87	-1,575.00	22,831.87	-1,349.6%
Net Income	21,256.87	-1,575.00	22,831.87	-1,349.6%

Balance Sheet

Friends of Sulgrave Manor Balance Sheet

As of August 31, 2020

	Aug 31, 20
ASSETS Current Assets Checking/Savings 001 · Friends of Sulgrave Manor	146,604.47
Total Checking/Savings	146,604.47
Other Current Assets 18605 · Prepaid Annual Meeting expense	250.00
Total Other Current Assets	250.00
Total Current Assets	146,854.47
Other Assets 18602 · Friends of Sulgrave Manor WF	301,728.97
Total Other Assets	301,728.97
TOTAL ASSETS	448,583.44
LIABILITIES & EQUITY Liabilities Current Liabilities Other Current Liabilities 18610 · Prepaid Grant Payable	-46,000.00
Total Other Current Liabilities	-46,000.00
Total Current Liabilities	-46,000.00
Total Liabilities	-46,000.00
Equity 30000 · Opening Balance Equity 31500 · Temp. Restricted Net Assets	601,187.46 -12,950.00
32000 · Unrestricted Net Assets Net Income	-114,910.89 21,256.87
Total Equity	494,583.44
TOTAL LIABILITIES & EQUITY	448,583.44
	42

2020-2021 Budget

5:03 PM 10/06/20 Accrual Basis

Friends of Sulgrave Manor Profit & Loss Budget Overview

September 2020 through August 2021

	Sep '20 - Aug 21
Ordinary Income/Expense	
Income	
43400 · Direct Public Support 43410 · Dame Contributions	175 000 00
43411 · Private- Non Dame Contribution	175,000.00 500.00
43411 · Private- Non Dame Contribution	
Total 43400 · Direct Public Support	175,500.00
46400 · Other Types of Income	
46410 · Gift Shop Sales	6,000.00
Total 46400 · Other Types of Income	6,000.00
47200 · Program Income	
47321 · Annual Meeting Fees	1,800.00
Total 47200 · Program Income	1,800.00
Total Income	183,300.00
Expense	
60900 · Business Expenses	NAME OF THE PARTY
60920 · Business Registration Fees	250.00
60921 · Annual Meeting Expense	950.00
60922 · Gift Shop Expense	2,500.00
Total 60900 · Business Expenses	3,700.00
62100 · Contract Services	
62105 · Web Services	2,000.00
62110 · Accounting Fees	6,000.00
62140 · Legal Fees	4,000.00
62150 · Miscellaneous	300.00
Total 62100 · Contract Services	12,300.00
65000 · Operations	
65010 · Bank Fees	60.00
65011 · Grants to Sulgrave Manor	134,000.00
65012 · Newsletter	15,250.00
65013 · Committee Expenses	2,500.00
65020 · Postage, Mailing Service	1,300.00
65030 · Printing and Copying	3,500.00
65040 · Supplies	0.00
65060 · Software	300.00
65102 · Paypal Fees	1,500.00
Total 65000 · Operations	158,410.00
65100 · Other Types of Expenses	
65120 · Insurance - Liability, D and O	1,550.00
Total 65100 · Other Types of Expenses	1,550.00
Total Expense	175,960.00
Net Ordinary Income	7,340.00
t Income	7,340.00

Donations – highest to lowest by total donations and number of donations

		tions for 19-20	
PA	\$	22,495.00	40
TX	\$	19,760.00	79
VA	\$	17,700.00	89
GA	\$	14,066.00	300
AL	\$	13,400.54	162
DC	\$	11,818.00	60
MI	\$	8,794.94	33
KY	\$	8,472.00	76
WA	\$	7,620.00	60
FL	\$	7,440.00	76
DE	\$	7,067.00	66
CA	\$	6,240.00	44
NY	\$	5,170.00	25
SC	\$	4,995.00	95
LA	\$	4,464.00	46
СТ	\$	4,275.00	65
TN	\$	4,110.00	38
WV	\$	3,895.00	38
AR	\$	3,845.00	15
MN	\$	3,505.00	41
MA	\$	3,485.00	27
NH	\$	3,360.00	24
NC		3,240.00	35
WI	\$	3,225.00	9
OR	\$	2,875.00	36
private	\$	2,750.00	4
ОК	\$	2,530.00	13
IN		2,215.00	27
NJ	\$	2,015.00	23
MS	\$	2,010.00	13
ОН	\$	1,885.00	25
СО	\$	1,770.00	39
NE	\$	1,740.00	13
IL	\$	1,730.00	18
MD	\$	1,730.00	20
MO	\$	1,550.00	9
IA	\$	1,445.00	13
AZ	\$	1,420.00	19
WY		850.00	7
HI	\$	780.00	16
RI	\$	720.00	13
ME	\$	575.00	10
VT	\$	375.00	6
KS	\$ \$ \$	100.00	3
NV	\$	-	0
Special Gif		-	0
Total	\$	223,507.48	

FSM Donations for 19-20				
GA	\$	14,066.00	300	
AL	\$	13,400.54	162	
SC	\$	4,995.00	95	
VA	\$	17,700.00	89	
TX	\$	19,760.00	79	
KY	\$	8,472.00	76	
FL	\$	7,440.00	76	
DE	\$	7,067.00	66	
СТ	\$	4,275.00	65	
DC	\$	11,818.00	60	
WA	\$	7,620.00	60	
LA	\$	4,464.00	46	
CA	\$	6,240.00	44	
MN	\$	3,505.00	41	
PA	\$	22,495.00	40	
CO	\$	1,770.00	39	
TN	\$	4,110.00	38	
WV	\$	3,895.00	38	
OR	\$	2,875.00	36	
NC	\$	3,240.00	35	
MI	\$	8,794.94	33	
MA	\$	3,485.00	27	
IN		2,215.00	27	
NY	\$	5,170.00	25	
OH	\$	1,885.00	25	
NH	\$	3,360.00	24	
NJ	\$	2,015.00	23	
MD		1,730.00	20	
AZ	\$	1,420.00	19	
IL	\$	1,730.00	18	
HI	\$	780.00	16	
AR	\$		15	
OK	\$	3,845.00	13	
MS	\$	2,530.00	13	
NE	\$	2,010.00 1,740.00	13	
IA	\$	1,445.00	13	
RI	\$		13	
ME	\$	720.00	10	
	۶ د	575.00		
WI	\$	3,225.00	9	
MO		1,550.00		
WY	\$	850.00	7	
VT	\$	375.00	6	
private	\$	2,750.00	4	
KS	\$	100.00	3	
NV		-	0	
Special Gifts	\$	-	0	
Total	\$	223,507.48		



Bethe Hagopian NSCDA National Treasurer

NSCDA Finance Chair Report

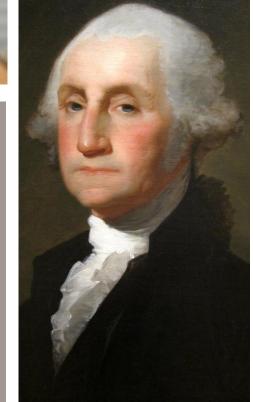
Report of the George Washington Exhibit Committee

Committee Members

- Chair: Victoria Bradshaw, Honorary President
- Mary Campbell, Recording Secretary
- Elizabeth Fuchs, Honorary President
- Elizabeth Hobbs, Emeritus Trustee
- Jane Newman, Trustee
- M. D. (Muffy) Stuart, Associate Trustee from Kentucky
- Leslie Wilson, Associate Trustee from Texas
- Jean Zerges, Assistant Treasurer







Thank-you to our donors – we have raised \$49,198 with an additional \$1000 pledge

- Estate of Virginia T. Craig
- Victoria & Marvin Bradshaw
- Jean Zerges
- Daguette Family
- Sally and Jim Congdon
- Jane Bohls (Mary's Daughter)
- Kathy & John Ward
- Beth Robinson & Dick Nestle
- Pearl Adamson
- Marguerite & Baker Wyche
- Jane Newman
- DC Dames
- Julie & Michael Milone
- Caroline & Jim Goedhart
- Point B
- Dallas Town Committee
- Elizabeth Hobbs
- Elaine Blaylock plus Texas Instruments
 matching

- Allegheny Town Committee in honor of Elizabeth Hobbs
- Mary & John Campbell
- M. D. (Muffy) Stuart
- Stuart Cobb
- Frances Hansford
- M. H. Monroe
- NSCDA in Delaware
- Kay Glenday
- Rosine Wilson
- Leslie Wilson
- Joy & Will Crenshaw
- Mary Haskell
- Lorraine Dracobly
- Margaret Powers
- Elizabeth Fuchs
- Wylie Raab
- Laura Rutherford



Report of the Merchandising Committee

Merchandising Committee Members

- Chair: Wylie Raab
- Dede Arbogast
- Elaine Blaylock
- Mary Campbell
- Anne Folkes
- Lorraine Dracobly
- Lisa Sackson
- Jane Waring
- Jean Zerges
- Sally Congdon, ex-officio



Report of the Education Committee

Education Committee Members

- Frances Hansford, Chair
- Linda Dowling
- Kay Glenday
- Ann Grist
- Elizabeth Hobbs
- Barbara Miller
- Jane Newman
- Quinn Paul
- Susie Schaaf
- Colleen Winchell
- Sally Congdon, ex-officio





Report of the Associate Trustee Advisory Committee

AT Advisory Committee Members

- Chair: Jean Zerges
- Caroline Goedhart
- Sarah Johnson
- Muffy Stuart
- Allison Stephens
- Kit Archie
- Susie Schaaf
- Sally Congdon, ex-officio



Report of the Archives Committee

Archives Committee Members

- Chair: Henrietta Singletary
- Mary Campbell
- Kitty Petit
- Bobbie Spaeth
- Jane Foster Willson
- Sally Congdon, ex-officio



Report of the Annual Meeting Committee

Annual Meeting Committee Members

- Chair: Bunny Muir
- Caroline Goedhart
- Kay Glenday
- Kathy Henry
- Katherine Holden
- Mary Johnson
- Sarah Johnson
- Page Pragoff
- Ann Scott
- Judith Urban

Report of Sulgrave Stories Committee History Project







Sample Timeline





Commemorative medal designed by Beatrice Fox Griffith (1890-1968)

At the 1926 National Council meeting a Grant was established to erect a full-sized replica of Sulgrave Manor at the Philadelphia Exposition commemorating the 150th Anniversary of the signing of the Declaration of Independence. Sarah Logan Wister Starr, (Mrs. James Starr) served as Chair of this project. The Sulgrave Manor Board provided photographs and scale architectural drawings and the project was completed in 52 days. Dedicated on June 25, 1926 with 800 visiting Dames in attendance, the facsimile Manor house was later awarded the Gold Medal as Best Exhibit and was afterward moved to a Philadelphia suburb where it stands today. The Pennsylvania Society Dames served as custodians and hostesses, served tea, acted as tour guides and raised over \$15,000 in entrance fees and from the sale of postcards and Keystone medals. The proceeds were presented to the Sulgrave Manor Board towards the Restoration Fund. A leather bound, vellum, illuminated document embossed with the NSCDA seal recording the event with names of the Executive Committee was presented to the Manor.

Sample Timeline



Mrs. Townsend



Mrs. Chatfield

1926-1931

- An additional restoration fund begun by the two first representatives to the Manor Board, solicited gifts from State Societies and friends amounting to\$58,936 (£10,000) for further restoration and re-building of the west wing. Signatures of these two first representatives appear on the document containing the names of the 250 donors in a leather-bound volume preserved at the Manor.
 - An additional \$16,000waspresented from various donors through Mrs. Townsend which secured the 13 acres referred to as "Great Green"
- Through a personal gift of \$1500 by Mrs. Chatfield, the west wing was built, and a cloakroom accommodated in a disused barn.
- By July 1932 additional restorations had been completed including the oak-paneled Parlour and Kitchen for the 250th Anniversary Celebration at the Manor commemorating the birth of George Washington.

1929

• Two members of NSCDA, Mrs. Townsend and Mrs. Chatfield, appointed to the Sulgrave Manor Board "House Committee" by 1928 had become full Board members, positions they held for life.



Report out of Associate Trustee Meeting - Muffy Stuart



- Old or Unfinished Business
- New Business
- Announcements
- Adjournment
- Next Meeting: October 18-20, 2021 Ritz Carlton St Louis, MO

