Chatham Marconi Maritime Center
Annual Report
2020

Presented at the
2021 Annual Meeting
May 20, 2021
As we reflect on a uniquely challenging year, we can be proud of the commitment and teamwork that enabled Chatham Marconi Maritime Center to persevere and innovate in the face of significant obstacles related to the COVID-19 pandemic. On March 11, 2020, the Board of Directors met with a standard agenda, a new Executive Director, and little understanding of the difficulties ahead. The following day everything changed. As weeks became months, we adjusted and adapted to continue the work of the Center within evolving constraints. Some necessary innovations introduced new possibilities, some helped manage short-term needs, and some fell short. Protecting the health of our community and visitors, safeguarding our long-term stability, and operating effectively within restrictions were the goals that focused our efforts.

- With a history of innovation in communication science, we quickly adopted virtual meeting technology. Zoom became our primary means of communication as we prepared for a new and different season.
- The 2020 season was reinvented to establish management systems and safety protocols consistent with best practices and state and local public health requirements.
- The Museum Committee’s ambitious programming plans were upended, but the team worked creatively within museum constraints and introduced virtual presentations.
- Family STEM mornings on the front lawn provided a socially-distanced alternative to traditional summer classes. When local schools closed, the TechSmart team focused on expanding curriculum and instructional resources.
- The Development Committee faced myriad fundraising challenges. Unfortunately, the cancellation of the Annual Gala left the Center without a major 2020 fundraiser.
- The first Annual Business Meeting via Zoom inspired other virtual events. Our popular Speaker Series drew new audiences with an impressive schedule of topics and speakers.
- With income uncertain, protecting financial stability was critical. We monitored budget projections and secured federal funds. Despite these efforts, by November the financial impact of the pandemic necessitated the elimination of the new Executive Director position. We are grateful to Kristen Clothier for her contributions to Chatham Marconi during her time in the role.
- Everything we accomplish reflects gifts of time, talent, and financial support from people who in many cases are both donors and volunteers. Although in 2020 our thanks were most often delivered virtually, our gratitude was most definitely real.

Throughout this difficult year, the commitment and contributions of members, donors, volunteers, and staff have made all the difference for Chatham Marconi. Thank you for your outstanding support in whatever form it was given. We look forward to 2021 with hope for a return to normal operations and determination to restore and expand opportunities for members, visitors, and students to celebrate history and explore innovative science and technology at Chatham Marconi Maritime Center.

Sincerely,

Carolyn M. Cragin, President

“Commitment is what transforms a promise into a reality.” Abraham Lincoln
Operations Report

The year got off to an above-average start with several school group visits to the museum in January and preparations to hire our first paid professional Executive Director in February. Initially, substantial effort went into on-boarding our new E.D., Kristen Clothier. Unfortunately, COVID-19 prevention rules shut down our operations on March 13 and ironically she was the only person allowed on campus for about two months. With members and visitors unable to access the campus, greater emphasis was placed on social media: the MarconiGram e-Newsletter, Facebook, Instagram and ChathamMarconi.org. Zoom was used extensively for meetings and programs. Recognizing greater dependence on technology, portions of the computer network were upgraded and a baseline computer & peripherals inventory was conducted.

Museum Operations

The Museum Committee of the Board, also functioning as the operating Exhibit Committee, planned two special programs for 2020. The first was a celebration of the centennial of initial station operations called “Chatham On The Air - 100 Years Ago”, and the second was to highlight the critical role radio played in distress and rescue, called “Radio to the Rescue.” A series of exhibits, talks and events were built around the “Radio to the Rescue” theme.

Unfortunately, COVID prevention guidelines shut down operations on March 13, but not before two new exhibits were designed and installed: a centennial panel for “Chatham On the Air” and “EPIRB: A Lifeline to Survival” for “Radio to the Rescue”. Other related projects were postponed until 2021. Under state guidelines we resumed operations on July 8 with capacity limits and reserved ticketing. Extra cleaning supply costs and professional cleaning expenses were incurred to meet both state guidelines and staff, volunteer and visitor expectations. July and August saw about 30% of our 2019 attendance, September and October rebounded to 75-80%, but November slumped to 22%. We extended operating hours for the fall but that was not productive. In retrospect, 2019’s visitor attendance had looked weak in comparison to prior years, perhaps reflecting generally below-average Cape Cod tourism, but it was fully 3 times as robust as what we experienced in 2020.

On brighter notes, Ron Farris established an online store for the Museum Shop which gave it year-round availability via our website. With the support of the Museum Committee, he also facilitated moving volunteer training materials online so that they could be accessed from home. Kudos to our small crew of dedicated (mostly senior) volunteer hosts who staffed the museum! Melissa Kracir and Donna Whiting maintained a full roster of volunteer museum hosts throughout the season. They and E.D. Kristen Clothier were able to recruit several new volunteers despite the effects of the COVID precautions. They also arranged for a Volunteer gift and a virtual Volunteer “Thank-You” in place of our annual cookout.

Our volunteer hosts and staff diligently maintained a prescribed cleaning regimen. Visitors adhered to protocols to register for contact tracing, wear masks, maintain distance and use gloves or hand sanitizer. There were no significant incidents and no reports of infection, a pleasant surprise. TripAdvisor continued to rate our museum at or near the top of “Things to
Do on Cape Cod.” The museum’s season ended on Dec. 12. We anticipated resuming operations at a more typical operating tempo beginning in early/mid-April 2021 and returning to unrestricted operations and full capacity by late Summer.

Program Operations

As before, the speaker series was originally planned for on site programs and in-person events. A COVID-induced pivot to virtual Zoom sessions in 2020 was very well received by members. Use and expansion of video technology allowed Chatham Marconi to reach audiences beyond the Lower Cape, as far away as Ireland and the West Coast, with the intent of hosting video recordings online in the future.

We offered three speaker series formats to our members and the general public:

*Ed Fouhy Distinguished Speaker Series* - Planned three significant in-person programs for 2020, and were able to present two of them as virtual Zoom events on June 25 (69 viewers) and August 27 (76 viewers).

*Summer Speaker Series* - Presented six weekly Zoom programs between July 16 and September 3. Viewership, mostly members, averaged 86.

*First Thursday Speaker Series* - In order to continue member engagement into the off-season, we continued the Summer Speaker Series format on a monthly basis. The three programs in the fall averaged 96 viewers.

In 2020 total ticket orders were 951. *The Cape Cod Chronicle* provided both advance publicity and extensive post-event articles, increasing awareness in the community. The continued success of the weekly/monthly programs induced us to combine and re-brand them as the year-round *Chatham Marconi Speaker Series*.

Outreach

Collaboration with other museums and organizations continued last year for both program and exhibit content. A strong partnership with the Massachusetts Maritime Academy was developed. Other new partners include the Cape Cod Maritime Museum, The Centers for Culture and History in Orleans, The Coast Guard Heritage Museum, InfoAge Museum in New Jersey and the National Cryptologic Museum in Washington DC.

With the untimely de-funding of the Executive Director position on Dec. 1, those duties were redistributed among various members of the Executive Committee and the Board. The Executive Committee anticipated hiring a paid seasonal operations/museum manager in the spring.

Respectfully Submitted,

Robert Fishback  
V.P. & Operations/Museum Manager

Elizabeth McCarte  
V.P. & Programs/Museum Committee Chair
EDUCATION CENTER REPORT

Chatham Marconi TechSmart

The goal of Chatham Marconi TechSmart is to expand learning opportunities for students on Cape Cod in the fields of Science, Technology, Engineering and Mathematics (STEM). Aligned with the MA Science and Technology/Engineering education standards, the TechSmart program is designed to supplement regular classroom instruction with a school-visit communications technology program at both the 4th and 6th grade levels. A Chatham Marconi Maritime Center educator brings three teaching modules on different topics of communications technology into the classroom. The program also includes a field trip to Chatham Marconi where student’s knowledge of communications technology is enhanced through connections made with the history of the maritime radio station and exhibits explaining modern uses of wireless technology.

The Center hired an Executive Director in early 2020 whose responsibilities included developing the 4th grade learning modules and teaching those modules to students in many school systems on the Cape. The in-school work had to be stopped in March 2020 with the arrival of COVID-19. Despite restrictions on our ability to work together, progress was made on the content of the lesson modules. Work was halted when we were unable to visit the schools in the fall of 2020.

We plan to restart the TechSmart program in 2021. Our approach will be to hire a part time educator who will be responsible for the content of the program and for teaching the materials to 4th and 6th grade students in several school systems on the Cape. Phase 1 is expected to extend over 2 years. The timing of Phase 1 is uncertain as this is written in May 2021 since we don’t yet know when schools will be able to open up to instructors from outside the school.

Charles Bartlett

Education Director
EDUCATION CENTER REPORT

Summer STEM 2020

Each winter, we, along with our summer program teachers, plan out a diverse and engaging 7-week summer program for children who live or vacation on the Cape. This year we were all ready to go with a lineup of in person STEM classes when Covid-19 hit. As spring unfolded and we saw the State’s phased approach to reopening, we knew we would have to do things differently. We decided to offer a series of STEM activities for families, outside on the lawn and socially distanced.

Each week, families registered for a table and our teachers created a hands-on STEM experience for children ages preK to middle school. Our team worked hard to create projects that were accessible to a variety of ages. Parents also engaged in our program as they were helpers for their younger children.

Our summer staff of teachers consisted of Larry Brookhart, Annie Haven, and myself. Larry, a retired teacher from Harwich Elementary school offered an Astronomy class where children learned how to use their bodies as astronomical tools. Families left with a star and planet finder to use to observe the night sky.

Annie Haven, a middle school teacher at the Cape Cod Lighthouse Charter School, kicked off the summer with a project about electromagnets. Children built their own electromagnets and learned about the history of electromagnets and how they are used today. Later in August, Annie led families in a chemistry based candy workshop. Students were introduced to the periodic table and acids and bases, all explained through the exploration of different types of hard and soft candy.

I led two of the summer’s activities. One was a morning of building bristle bots, small vibrobots that scurry across a smooth surface. Kids love them and learn how to create a circuit with a battery and a motor. I also led a class where children built two different types of cars. One powered by a rubber band and the other by a balloon. In each workshop, children built a vibrobot or a car and were encouraged to test and modify their builds to improve performance. Overall, the summer was a big success! Participation grew each week with some families returning every week for more STEM fun.

Kelly Terrenzi

Summer STEM Program Director
The Chatham Marconi Maritime Center survived a very difficult year in 2020, dealing with the pandemic along with so many non-profits and businesses across the Cape. While the Center has a strong financial foundation, the restrictions on museum traffic and in-person events highlighted our dependency on museum attendance and fundraising. We are not able through memberships alone to support our museum and educational exhibits and programs.

However, the Center was able to take advantage of two SBA programs under the CARES Act, which sustained our operations through the year. The Paycheck Protection Program (PPP) provided only $9,135, but became a grant at year’s end. The Center also received an Economic Injury Disaster Loan of $85,300, which carried 2020 operations and will help make up for some of the anticipated lost revenue in 2021. This loan carries a low interest rate for 20 years, so is sustainable for us, and brought some needed financial stability.

However, an Executive Director, hired just prior to the pandemic lock downs, was not sustainable for us as restrictions dragged on. We were also unable to provide TechSmart programs or the full Summer STEM classes.

We finally opened in early July, losing 2 months of museum admissions, with much reduced allowable visitor traffic. As a result Admissions were only $9,639, just 35% of last year’s $27,428. The shop was also down and 54% of the prior year. We were pleased that Membership income at $60,050 was just slightly under last year and Annual Fund donations continued to be strong. Education Income was just a quarter of the prior year, but some large grants will provide funding into the coming years. Total Income in 2020 was just $184,251, down almost 8% from 2019.

Expenses were $189,381, down $12,652 from 2019 as we worked hard to keep expenses low. Without the annual Gala our fundraising relied solely on Membership. We greatly miss Pieter Schiller’s leadership in this critical area but it continues to get a lot of attention from a rejuvenated Development Committee. The key metric of cash flow was followed closely during the year and with non-cash expenses of $47,749, we ended the year with a modest cash deficit, which was supported by the SBA funds received. Our Balance Sheet remains about the same as last year with total Assets at just over $1,000,000 with over $334,776 in Cash, up significantly from the prior year. The enclosed statements were compiled by our auditors and accurately reflect the financial condition of the Center.

Respectfully submitted,

David Smith
Treasurer
# Financial Summary
for the Year Ended December 31, 2020

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<th>REVENUE and SUPPORT</th>
<th>Unrestricted</th>
<th>With Donor Restrictions</th>
<th>Total</th>
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<td>16,715</td>
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<td>Admissions Income</td>
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<td>Fundraisers Income</td>
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<td>Miscellaneous Income</td>
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<td>Museum Shop Income</td>
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<td>Summer Camp Education Income</td>
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<td>Forgiveness of Debt - PPP</td>
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<td>Interest and Dividend Income</td>
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<td>Net Unrealized Gain on Investment</td>
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<td>Net Assets Released From Restrictions</td>
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<td>(1,256)</td>
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<td><strong>TOTAL REVENUE and SUPPORT</strong></td>
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<td>55,244</td>
<td>184,251</td>
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<th>EXPENSES</th>
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<td>Program Expenses</td>
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<td>General and Administrative Expenses</td>
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<td>Development and Fundraising</td>
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<td><strong>TOTAL EXPENSES</strong></td>
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| Change in Net Assets                      | (60,374)     | 55,244                  | (5,130) |

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<td>Endowment</td>
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<td>Total Current Assets</td>
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<td>Leasehold Costs and Equipment, Net of Depreciation</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td>1,030,902</td>
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<th>Liabilities and Net Assets</th>
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<td>Note Payable - SBA</td>
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<td>Operating Funds</td>
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<td><strong>TOTAL LIABILITIES and NET ASSETS</strong></td>
<td>1,030,902</td>
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