

Annual Report

April 1, 2004 - March 31, 2005

*Board of Directors
2004-2005*

President
Allan K. Martorana

First Vice-President
John Woods

Second Vice-President
Thomas Lincoln

Recording Secretary
Rosemarie Woods

Treasurer
John Anderson

Asst. Treasurer
Lincoln McKie

Board of Directors

Harvey Alberg
Janet Carr
Joseph Cornish
Robert Dilman
Peter Gittleman
David Goodine
Eleanor Jaffe
Leslie Spieth

Honorary Directors
Lois Hahn
Julia Royall
William Slagle, Jr.

Executive Director
Fred Schlicher

PRESIDENT'S REPORT

Over the past seven years the Royall House Association has made great strides toward greater recognition of our museum as a community asset and an educational tool for students and scholars. It has been my pleasure to have served alongside a great team, as a board member and for the past four years as president. As a lifelong Medford resident, it has been truly gratifying to see one of our city's treasures become so much more vibrant in such a short time.

It is said that a president is only as effective as the people with whom he surrounds himself and I can personally attest to this. My board, along with Executive Director Fred Schlicher, has made my presidency a success. Thank you, John Woods, Thomas Lincoln, Rosemarie Woods, John Anderson, Lincoln McKie, Dave Goodine, Robert Dilman, Eleanor Jaffe, William Slagle, Peter Gittleman, Joseph Cornish, Leslie Spieth-Schlicher, Gracelaw Durney, Janet Carr and all the past board members who have unselfishly devoted their time on behalf of the RHA. Our strong and smart team has doubled membership, tripled visitation, raised \$100,000 through a capital campaign and completed a long overdue exterior restoration. Together we have laid a solid foundation, with revised by-laws, a strategic plan in the works, committee chairs and a website that is both topical and informative. Our grounds, buildings and gardens have never looked better. Importantly, we achieved all this with financial prudence, a balanced budget and careful management of the treasury.

It is an honor to turn the presidency over to John Woods. John, a fellow Medfordian—in fact, a high school classmate—has always demonstrated a strong work ethic, common sense and a calm, rational approach. He is easy to talk to and will always listen to your ideas. At the same time, he is decisive and knows how to get things done.

The management guru Warren Bennis has said that “a good leader is, by definition, an innovator. He does things other people haven’t done or don’t do. He does things in advance of other people. He makes new things. He makes old things new.” I wish the Royall House Association continued success. With strong leadership and an

active and dedicated board, I am confident that you will continue to find new and innovative ways to improve an old treasure.

Allan K. Martorana

EXECUTIVE DIRECTOR’S REPORT

The 2004 -2005 year has been an exciting and busy one. It has also been a year of growth and progress. Below are some of the highlights Royall House Association members will be interested in and proud of:

- New Website: A grant from the Massachusetts Foundation for the Humanities assisted in the development of www.royallhouse.org. Important aspects of the site include: extensive pictures and details on the artifacts recovered from the archeological dig, comprehensive catalog of slave facts and listing of famous Colonial slaves connected to the site along with information on descendants of Royall, Howard and Tidd families.
- Increase in the number of trained tour guides from nine in 2004 to fifteen in 2005.
- Charity Auction fundraiser that touched hundreds of new friends, donors, and sponsors raised over \$4,400 for the RHA general operating fund.
- New marketing effort resulted in the establishment of the Colonial Loyalist Association of Massachusetts (CLAM), a consortium of loyalist historic house museums, and developed the

popular “Tory Trail Tour Map” that is now available to visitors at select tourist information centers in the Greater Boston area.

- An active community outreach effort during the year resulted in 65 new members.
- Establishment of an Association archival room for scholars and members that includes extensive genealogical files on the Royall and Tidd families.
- Revitalization of the Royall House Gardens and of Garden Committee activities including the development of a new self-guided Garden Tour that was dedicated May 15th.
- An educational partnership with the Medford Public School System resulted in an upgraded annual tour program for local 5th grade students.
- Our popular public program series resulted in a number of “standing room only” events during a winter season of severe snowstorms.

Fred Schlicher

OPERATING REVENUE AND EXPENSES*

REVENUE	
Admissions	\$1,972
Annual Appeal	1,665
Contributions and gifts	12,849
Endowment utilization	19,900
Grants	6,178
Interest and dividends	1,502
Membership	6,895
Rental	10,400
Sale of memorabilia	489
Miscellaneous Income	804
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TOTAL REVENUE	\$62,644

EXPENSES	
Operations	
Advertising	\$1,816
Accounting	3,000
Fund Raising Expense	1,851
Insurance	1,998
Interest (credit line)	3,884
Landscape	7,901
Salary and fringe	25,556
Security	612
Taxes	145
Utilities	5,309
Miscellaneous	1,555
Total operations expenses	\$53,627

Preservation	
Total preservation expenses	\$4,691

Public Outreach	
Honoraria	\$450
Postage	1,862
Printing	1,910
Total public outreach expenses	\$4,222

TOTAL EXPENSES	\$62,541
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NET OPERATIONS	\$103
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**Please Note: These represent unaudited figures.*

ASSETS

CHECKING

Medford Co-operative Bank	\$916
Eastern Bank	28

SAVINGS

Century Bank	\$16,581
Medford Co-operative Bank	21,782
Citizens Bank	28,642

OTHER INVESTMENTS

Eastern Bank Principal Investments	\$378,228
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TOTAL ASSETS	\$446,177
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LIABILITIES

Eastern Bank Line of Credit Payable	\$81,902
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NET ASSETS	\$364,275
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PROPOSED SLATE OF OFFICERS AND DIRECTORS FOR 2005-2006

President	John Woods
First Vice President	Thomas Lincoln
Second Vice President	Peter Gittleman
Treasurer	John Anderson
Asst. Treasurer	Lincoln McKie
Recording Secretary	Rosemarie Woods

Directors whose terms expires:

in 2008

Janet Carr
Joseph Cornish
Gracelaw Durney
Cecelia Kelly

in 2007

Robert Dilman
David Goodine
Eleanor Jaffe
Leslie Spieth

Honorary Directors

Lois Hahn
Julia Royall
William A. Slagle, Jr.