



KALMAR NYCKEL FOUNDATION

ANNUAL REPORT 2010



Cathy Parsells

FROM THE EXECUTIVE DIRECTOR

Since joining the Kalmar Nyckel Foundation as Executive Director in May, I remain impressed by the spirit of this organization: it pulsates with an extensive, progressive educational program and exciting nautical adventures. I am continually inspired by the professionalism and enthusiasm of our staff, all of whom invigorate and help guide our enduring mission.

Our commitment to education is evidenced in all that we do. From our ship and shipyard programs, to curriculum units taught in the classroom, to continual training of our volunteer crew, we *are* education. Our work could not be accomplished without the dedication and commitment of our gifted Director of Education, Sam Heed, and Education Coordinator, Bill "Hutch" Hutchinson.

We also rely on the commitment of over 300 talented, trained, and diligent volunteer crew members. They contributed 40,523 hours, equal to 20 full-time paid staff. *Kalmar Nyckel* could not sail without their arduous work and tremendous dedication. When the ship was underway, she journeyed 3,062 miles to 9 ports. At all times, she was under the dedicated command of seasoned officers, led by Captain Lauren Morgens and Port/Relief Captain Sharon Litcofsky.

At all levels, the *Kalmar Nyckel* experience fundamentally enriches thousands of lives through our education program and within our unique community. I am committed to growing our educational programs and helping to promote skill training for the crew. I will continue to strengthen our operations as well as help bring fresh visions to our ongoing Kalmar Nyckel Foundation mission.



H. Hunter Lott, III

FROM THE BOARD CHAIRMAN

Educating Delaware's school children about our state's founding and the enduring impact of *Kalmar Nyckel's* 1638 voyage of discovery is essential to the mission of the Kalmar Nyckel Foundation. The growing community, state and international support for our mission is evidenced by our many accomplishments in 2010.

None of our successes this year would have been possible without the generous financial contributions and dedicated commitment of our board, individuals, and foundations that have given to us so benevolently. More than \$75,000 in funding came to us from new sources to support our education programs including ING DIRECT, Chichester DuPont Foundation, and the The National Society of The Colonial Dames of America In The State of Delaware.

We are also extremely grateful for the continued support of the Delaware General Assembly and the Riverfront Development Corporation, without whose contributions the ship could not sail and our public educational tours and workshops could not be conducted.

As we look to the future, we have initiated an effort to reconstruct the shipyard structures to showcase our education program and house a new facility for ship maintenance. We are working with the State of Delaware and the City of Wilmington with the goal of having a new building constructed by Summer 2013, in time to celebrate the 375th Anniversary of *Kalmar Nyckel's* landing and the founding of Delaware.

On behalf of the KNF Trustees, our extraordinary volunteers, and our dedicated crew and staff, I thank you enthusiastically for your support over the years, and we hope you will enjoy sailing into our exciting future along with us.

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LEADING THE WAY



Sam Heed

FROM THE DIRECTOR OF EDUCATION

2010 has been a banner year for education at the Kalmar Nyckel Foundation, one worthy of being flown from the flagstaff atop the main mast. With our new Social Studies Units for Delaware's Recommended Curriculum and a burgeoning partnership with the Delaware Department of Education (DOE), we are increasingly credible and relevant as an educational resource. We are reaching into classrooms all over Delaware, and our story has struck a chord with students and teachers alike.

Our onsite ship and shipyard educational programs continue to grow and evolve, thanks to the tremendous enthusiasm and energy of our volunteers as well as the leadership provided by our Education Coordinator, Hutch Hutchison, and our Captains, Lauren Morgens and Sharon Litcofsky. These programs served more than 2,800 students in 2010. Our classroom units and onsite programs work hand-in-hand, reinforcing each other, providing unique experiences and opening new horizons.

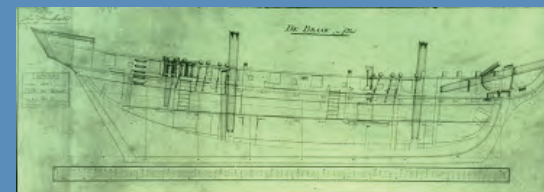
Our outreach programs have gone international. As the only 17th century-style ship in continuous operation, we are increasingly seen as *the world's best* research laboratory for those interested in understanding the age of sail in this time period. Our starring role in Malcolm Dixelius' NATGEO TV Special, "Return of the Ghost Ship," and our ongoing work with Frederick Hocker, Director of Research at the world-famous VASA Museum in Stockholm, Sweden, highlights our international reach and significance.

No longer simply a symbolic representation of Delaware's maritime colonial and commercial past, we have become an incredibly active educational center and an important resource for learning. All education banners are flying!



LECTURE SERIES

The 2010 Lecture series truly lived up to its theme, "Keeping Delaware's History Alive." It began with Charles H. Fithian, Curator of Archaeology, Delaware Division of Historical



and Cultural Affairs. He delivered "The World of Jack Nastyface: The Archaeology of His Majesty's Sloop *DeBraak*." *HMS DeBraak* was a British man-of-war famed for a legendary \$500 million in Spanish treasure. In 1798 she sank in a storm off Cape Henlopen. Her spectacular stories continue with fascinating legal battles over rights to the shipwrecked cache.



"Wilmington's Waterfront," was the second lecture, presented by the celebrated naturalist and conservationist Sally O'Byrne, co-author of *Images of America: Wilmington's Waterfront*. Her pictorial tour of Wilmington's waterfront life revealed how, since March 1638, the waterfront has defined the city's location and continues to shape its development.

The signature lecture was "Thinking Chronologically: Keeping Delaware's History Alive in the Classroom," by Kim Statham and Dusty Shockley, from Delaware's Department of Education (DOE). They presented a celebration and discussion of the DOE's innovative and imaginative new Model Social Studies Curriculum Unit, entitled "Thinking Chronologically." Their premise that "Facts are Your Friends" and "Dates Matter" has become a vital part of the Foundation's exciting cultural literacy program.



The Kalmar Nyckel Foundation's informative and popular lecture series epitomizes our commitment to preserve diligently and present creatively the contemporary relevance of Delaware's unique, multifaceted history.

SAILING *KALMAR NYCKEL* INTO THE CLASSROOM

Thanks to the Foundation's ongoing partnership with Delaware's Department of Education (DOE), the *Kalmar Nyckel* story is being taught in classrooms throughout the state.

Thinking Chronologically

A number of school districts officially adopted our first Social Studies Unit, entitled "Thinking Chronologically," and at least 140 4th Grade classes are presently using the Unit.

This unit focuses on the historic transatlantic voyages of the *Kalmar Nyckel*, the life of Peter Minuit, first Governor of New Sweden and a founding father of Delaware, and the colonial history of 17th-century Delaware. To read the Unit itself, visit www.kalmarnyckel.org/docs/ThinkingChronologicallyV20100804.pdf

The Foundation's second education program under development is a Model Social Studies Unit for Grades 4-5, targeting the Economics Standard for International Trade and is called "Thinking Economically." Thanks to a grant from ING DIRECT, Sam Heed has been developing the Unit with DOE since the summer. The unit is scheduled to be launched in early 2011.

Expedition Cards

Designed as a giveaway enrichment item for teachers and students, the Expedition Cards have been built with a generous grant from the Chichester duPont Foundation. The Expedition Cards provide teachers and students with information from primary source materials to tell the story of 1638 and the first permanent European settlement in the Delaware Valley. The cards support the implementation of our "Thinking Chronologically" Model Curriculum Unit. Organized into three "sets"—"Leaders," "Locations," and "Ship" elements—the cards reinforce many of the lessons we teach in our shipboard and shipyard programs. They also present fascinating information about the founding of Delaware in a digestible format that will help stimulate imagination in classrooms throughout Delaware.



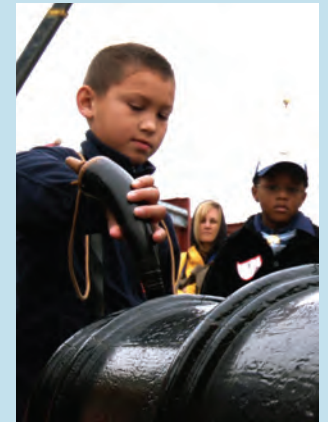
King Neptune Gala

The Wilmington Riverfront was alive on Saturday evening June 26th for the 4th annual King Neptune Gala. This festive celebration honored Governor Jack Markell, recognizing his strong commitment to education and economic development.



Tatiana Copeland

A reception at Dravo Plaza alongside *Kalmar Nyckel* kicked off the evening, followed by an elegant dinner at the Chase Center on the Riverfront. Tatiana Copeland, the ship's godmother, presented the King Neptune award to Governor Markell. The three prior King Neptune honorees, Richard Julian, Governor Russell Peterson and Senator Thomas Carper, all joined in the celebration as well.



EDUCATING OUR CHILDREN

2010 CLIENT LIST

School Programs, School District

A.I. DuPont Middle School, Red Clay
 Brandywine Springs Elementary, Red Clay
 Brandywood Elementary, Brandywine
 Bunker Hill Elementary, Appoquinimink
 Cab Calloway School of the Arts, Red Clay
 Cedar Lane Elementary, Appoquinimink
 Claymont Elementary, Brandywine
 Delaware Military Academy
 Dover High School, Special Education Program, Capital
 East Dover Elementary, Capital
 Forwood Elementary, Brandywine
 Immaculate Heart of Mary School
 Kent Christian Academy
 Lake Forest Central Elementary, Lake Forest
 Lord Baltimore Elementary, Indian River
 Maple Lane Elementary, Brandywine
 Marbrook Elementary, Red Clay
 Mt. Aviat Academy
 Newark Center for Creative Learning
 North Smyrna Elementary, Smyrna
 North Star Elementary, Red Clay
 Radnor Middle School, Watershed Program
 Sanford School
 Saint Matthews School
 Smyrna Elementary, Smyrna
 Sunnyside Elementary, Smyrna
 Sussex Academy of Arts & Sciences
 Tall Oaks Academy
 Tome School

Towle Institute
 Wilmington Christian School
 Wilmington Montessori School

Adult Programs

Academy of Lifelong Learning, University of Delaware
 Delaware Teacher Center - Social Studies Educators,
 Accredited Professional Development
 Delaware Center for Teacher Education, University of Delaware, Teacher Program for *Teaching American History Grant*
 Partnership for Delaware Estuary

Other Programs

Bear-Glasgow YMCA, Summer Camp
 Bellevue State Park Camp, Summer Camp
 Boy Scout Troop #336
 Deep Sea Productions - Filming for National Geographic Television Special, "The Ship That Changed the World"
 Discovery Day Care, Summer Camp
 DuPont Environmental Education Center, Summer Camp
 Girl Scout Daisy Troop 124
 Newark Day Nursery School, Summer Camp
 Providence Creek Academy Discovery Camp, Summer Camp
 Scout Day, *Del-Mar-Va Council*
 Vasa Order of America, Drott Lodge #168
 Washington College

From the Crew

Being a crew member has been both an exceptional and unique experience. I've been able to participate in voyages and short trips that total about 900 logged hours and approximately 2,000 miles. I've been able to meet and talk with people from all over the world and from various backgrounds. I've been able to explore my own desire to be a teacher by participating in educational programs for both school groups and the public. My time on board *Kalmar Nyckel* has helped me explore my choices for the *future*, while at the same time teaching about the *past*.

-Conner Maurer, volunteer sailing crew, 18 years old

VOLUNTEER OF THE YEAR: JOHN MARCONE



John Marcone is a valuable asset to the Foundation not just for the number of hours that he contributes, but also for the wide range of skills that he regularly donates. He is an experienced rigger and plays a role in up- and down-rigging the ship each year, but also volunteers to cook lunch. He serves as a mentor during crew training, but

also does advanced photo editing. He is highly trained in advanced emergency response skills including first responder, fire suppression, hazmat response, and confined space rescue. He loves caulking the deck so much that he has been known to donate weeks of his time to swinging a mallet. He is one of few volunteer crew members who has qualified to serve as second mate, both in-shore and off-shore. Marcone has contributed more than 5000 hours to the Kalmar Nyckel Foundation since joining the crew in 2001.

FROM THE CAPTAINS

2010 was a challenging and eventful year for the *Nyckel*. A mid-July trip to the Chesapeake coincided with one of the hottest summers in recent memory. With temperatures often exceeding 100 degrees during the trip, and a major jellyfish event in Yorktown, VA, preventing swim call, the crew nevertheless persevered in delivering our public programming at their usual level of excellence. Our sailmaker began sewing a new forecourse, the first of a long-awaited suit of replacements for our original sails, which, along with the ship, turned 13 this season. In spite of maritime superstitions, our 13th season saw a number of positive developments, including the launch of a major effort to rewrite the Volunteer Crew Training Manual, the strengthening of an ongoing research partnership with the Vasa Museum in Stockholm, Sweden, and a starring role in a National Geographic television documentary about a recently discovered 17th-century Dutch shipwreck. While we are excited about our involvement in an increasing number of such special projects, we continue to focus on our core tasks of education and public outreach as we move into a new fiscal year.



Lauren Morgens
Captain



Sharon Litcofsky
Port/Relief Captain

Report designed and edited by Nevin Dawson, and Cathy Parsells. Photos by Andrew Hanna and Nevin Dawson. Printed in partnership with Associates International, Inc.

The Kalmar Nyckel Foundation successfully completed fiscal year 2010 with a much stronger balance sheet and generated a \$28,100 profit on \$1.6 million total operating revenue as shown below. Of particular importance is the 40,523 hours of volunteer support valued at \$844,906 to maintain and operate the ship. We could not financially survive and deliver our program without this generosity.

Accomplishments included substantial new funding for our education program, great support from our board members and other individual donors, and a solid continued commitment by the State of Delaware.

The Kalmar Nyckel Foundation is a non-profit, 501(c)(3) corporation. Audited financial statements and IRS form 990 are available upon request.

ASSETS

Current Assets			
Cash and equivalents	75,880		
Grants and donations receivable	14,906		
Accounts receivable	15,384		
Inventory and pre-paid expense	3,855		\$110,025
Other Funds			
Endowment	47,000		
Unrestricted investment funds	25,529		
Restricted investment funds	31,689		\$104,218
Contributed Rent Receivable			\$123,826
Fixed Assets			
Ship	5,659,082		
Other properties	1,093,851		
Museum	101,450		
Less: accumulated depreciation	(2,931,326)		\$3,923,057
TOTAL ASSETS			\$4,261,126

LIABILITIES AND EQUITY

Current Liabilities			
Accounts payable	24,570		
Accrued expenses	14,278		
Deferred revenue	230		\$39,078
Contributed Rent Payable			32,395
Long Term Debt			
Bank note payable	469,751		
Mortgage payable	2,514,845		\$2,984,596
Net Assets			
Unrestricted	1,126,568		
Temporarily restricted	31,689		
Permanently restricted	47,000		\$1,205,257
TOTAL LIABILITIES AND NET ASSETS			\$4,261,326



FUNCTIONAL EXPENSES

Ship Operations	213,948		
Education	253,481		
Administration/Development	173,464		
Occupancy and other	35,282		\$676,175
Depreciation			
Value of volunteer ship support	844,906		
Value of imputed shipyard rent-Wilmington	52,500		\$1,121,244
TOTAL EXPENSES			\$1,797,419



OPERATING INCOME

Contributions			
State of Delaware grants	129,275		
Major individual gifts	64,913		
Annual appeal/board gifts	77,745		
Corporate/foundation gifts	104,500		
In-kind gifts	28,379		
Membership	8,175		
Fundraising events (net of costs)	54,183		\$467,170
Program Revenue			
Ship related	167,324		
Education fees	53,772		
Gift shop sales (net of costs)	4,185		\$225,281
Other			
Rental income	5,577		
Misc. income	2,044		
Investment income	4,197		\$11,818
Value of volunteer ship support	\$844,906		
Value of imputed shipyard rent	\$20,000		\$864,906
TOTAL INCOME			\$1,569,175

OPERATING PROFIT

Total funds	(228,244)
Total less non-cash items	28,094

2010 STAFF

Catherine Parsells
Executive Director

Jacqueline Searles
Executive Assistant & Office Manager

Samuel Heed
Senior Historian & Director of Education

William Hutchison
Education Coordinator

Lauren Morgens
Captain

Sharon Litcofsky
Port Captain & Relief Captain

James McClurg
First Mate

Luke Snyder
Engineer

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Foundation regrets
any omissions.



2010 Volunteer Statistics
Total Volunteers 254
Volunteers with 40+ Hours 212
Total Volunteer Hours 40,523
Total Value of Labor \$844,904
Full-time Equivalent 20 employees
Nautical Miles Sailed 3,062
New Sailing Crew Trained 56
Visitors Hosted 13,345
Students Taught 2,800



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