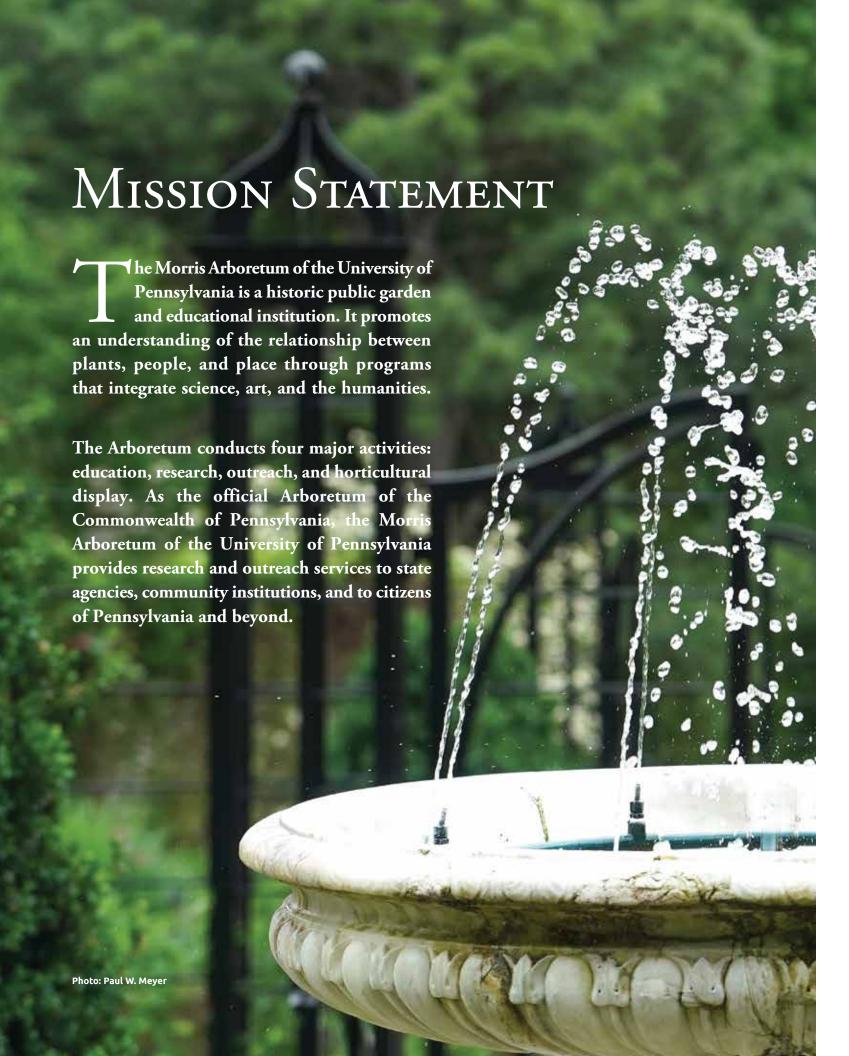


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DEAR FRIENDS,

s we prepare the Annual Report each year, it is an opportunity to take stock of what has been accomplished, but also to plan for the future. As you will see, this year we have much to be proud of. So much of fulfulling the Arboretum's research and education mission takes place behind the scenes and might be missed by the casual garden visitor who thinks of the Arboretum only as a public garden. This is the one publication that brings all of our activities together in one place for easy review.

In recent years, we have given much attention to addressing deferred maintenance. The Arboretum covers just under 170 acres, with 21 buildings, 10 fountains, 10 garden features and 16 sculptures. Great progress has been made in restoring and maintaining all of these, but historic preservation is a never-ending challenge. This year, a major restoration of the Log Cabin was accomplished, and interior renovations of the Widener Education and Visitor Center advanced. Plans for the exterior re-pointing of the Widener Center have been finalized for this autumn. A multi-year plan for addressing deferred maintenance throughout the Arboretum is in place, and funding for many, but not all, of these projects will be covered with income from new endowments. Indeed, addressing historic preservation through gifts and new endowments is one of the most important accomplishments over the past 25 years. In addition, renovation plans for the Rose Garden are ready, and funds are being raised for implementation in 2019.



Photo: Mark Stehle

As we work to preserve the Arboretum's past, it is also important to a have long-range vision for the future. This past year we conducted a feasibility study for the proposed Education and Research Center at Bloomfield Farm. Arboretum stakeholders were brought together in a process led by SMP Architects to outline the requirements for this facility, which would house a large assembly and multi-use space, smaller classrooms, laboratories, herbarium, library, and archives. This project would be the crowning final achievement of the Arboretum's master plan that was initiated in 1977.

For the past three decades, the Arboretum's education and research programs have grown despite tight spaces originally built as residences more than 125 years ago. While we are proud of what has been accomplished, space has become a severely limiting factor to future growth. Many of our programs are oversubscribed and we are often forced to turn away students or to use off-site facilities. Looking forward, it is essential for the Arboretum to have modern facilities to house its many lectures, education offerings and scientific research programs, and to protect its priceless herbarium and archive collections.

We so appreciate the loyal support of our 5,972 active member households. Members help sustain the garden, support our educational and research programs, and provide critical, unrestricted operation support. In fiscal year 2018, members contributed \$1,611,959 in unrestricted support of the Arboretum. These unrestricted dollars are the lifeblood of the institution, supporting staff, utilities, and care of the collections, gardens, and facilities.

We invite you to visit often. Renew your spirit in the garden, and learn through our many educational offerings.

Slen Nalle Hass

Ellen Nalle Hass, Chair, Advisory Board of Managers

Paul W Meyer

Paul W. Meyer, The F. Otto Haas Executive Director

LIVING COLLECTION

√he Arboretum is a museum of living plants, and as such, the collection—that is the composition of permanent plants—is dynamic and continually changing. These changes are both intentional and unintentional: plants are intentionally added or sometimes removed to make room for a those that perform better or have greater collections value. The unintentional situations include those where plants are declining in health, unexpectedly die, or are damaged in a storm. For example, in fiscal year 2018, 842 plants were added or moved, and 437 plants were removed from the Arboretum (see table below).



PLANT ACQUISITION

One of the ways by which plants are acquired is through domestic and international plant collecting, and during the past year Arboretum staff participated in two expeditions. Chief Horticulturist Vince Marrocco joined an expedition to Azerbaijan, while Jess Slade, the McCausland Natural Lands Horticulturist traveled with colleagues to coastal North and South Carolina. Arboretum staff had collected previously in other areas of the Caucasus Mountains (Armenia and the Republic of Georgia) and the southeastern U.S. (southern Appalachian Mountains and the Ozark Mountains), but these recent expeditions represented previously unexplored areas and enhanced the Arboretum's holdings in a wide diversity of taxa.

COLLECTING IN THE COASTAL CAROLINAS

Although the Arboretum has visited and grown plants from the southeast U.S., the coastal Carolinas expedition was significant because these areas are hotspots of biological diversity and the plants from this area potentially have untapped cold hardiness. The participants visited diverse habitats in their week-long trip across North and South Carolina. Some of the collection highlights of this expedition included Acer saccharum ssp. floridanum, Gordonia lasianthus, Stewartia malacodendron, and Pinus taeda.

COLLECTIONS AT A GLANCE



13,132 Accessioned plants





2,607/311/96 Taxa/genera/families



Wild-collected additions



842 Accessioned plants added or moved



Countries represented by wild-collected plants



Photos: Jess Slade, Vince Marrocco, Anthony Aiello

ADVENTURES IN AZERBAIJAN

Azerbaijan lies between the Greater Caucasus Mountains to the north, the Lesser Caucasus Mountains to the south, and the Caspian Sea to the east. These geographic boundaries make Azerbaijan home to an unusual array of rare and endemic species. Azerbaijan contains a wide variety of climates from high alpine meadows in the northwest, to subtropical forests in the southeast. The two-week trip crossed the country, visiting Ganja and Goygol in the west, Zaqatala and Qakh in the northwest, and Lankaran in the southeast. Highlights of the seed collections included Tilia dasystyla ssp. caucasica, Fagus orientalis, Buxus sempervirens, Acer velutinum, Rosa iberica, and Parrotia persica.

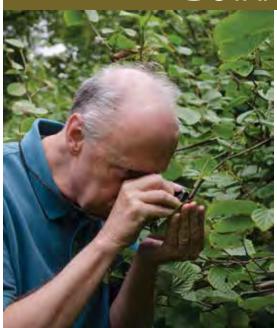
LIVING COLLECTIONS POLICY

Expeditions provide plants that fulfill one of various aspects of our Living Collections Policy—research, education, and display—on their way to eventually being planted throughout the Arboretum. As previously mentioned, plants are also removed. In accordance with this policy, this past year, two majestic specimens of giant sequoia (Sequoiadendron giganteum) near the Orange Balustrade had to be removed due to foliar disease. More dramatic was the loss of 12 trees as a result of a severe snow and wind storm on March 2, 2018. Although these losses were regretful, this is part of the life cycle at the Arboretum and provides opportunities for new plantings. Highlights of the past year's new additions (with date and source) include Acer diabolicum (Japan, 2007), Buxus sempervirens (Republic of Georgia, 2004), Magnolia biondii (China, 2011), Quercus macrocarpa (Illinois, 2010), Syringa pekinensis (China, 2005), and Taxodium distichum (Arkansas, 2014, pictured at right). Often these new additions are incremental so as to ensure a seamless transition into the fabric of the Arboretum.

At the other end of the spectrum, the Rose Garden sees more changes on an annual basis than any other area of the Arboretum. Due to winter injury of young plants, disease pressure, or design changes, renovations are constantly being made throughout this garden. In 2018, 22 types of roses were added. These activities ensure that this iconic garden area continues to enchant visitors, who enjoy it for almost three seasons of the year.



BOTANICAL RESEARCH



Photos: Amanda DeLeo, Cindy Skema

nce again, the Mid-Atlantic Megalopolis Digitization Project (MAM), funded by the National Science Foundation, has comprised the majority of the research work undertaken by the botany department this year. As of this writing, the number of institutions involved in the project has grown to 13, with the addition of the herbaria at the Carnegie Museum of Natural History in Pittsburgh, and the Pennsylvania State University in State College, PA. This work continues to be led by Morris Arboretum Botanical Scientist Dr. Cindy Skema.

To date, approximately 710,000 herbarium specimens have been imaged at the various institutions, and approximately 230,000 of these have had their label data transcribed and entered into the data portal for the project (see midatlanticherbaria.org). With the addition of the two institutions mentioned above, the overall goal for the MAM Project has increased, with the goal of completely digitizing 925,000 specimens.

The data mobilized in this effort will help provide a better scientific understanding of living urban systems, and will be used by urban planners, restoration ecologists, environmental engineers, landscape architects, and conservationists engaged in creating more sustainable and better designed cities, including the constructed and restored natural environments of our urban areas.

13

Institutions participating in MAM Project

710,000

Herbarium specimens imaged to date

925,000

Projected goal of specimens digitized

Another important accomplishment this year was the presentation by Dr. Skema of two botany department research projects at the annual national meeting of the Botanical Society of America and the American Society of Plant Taxonomists in Rochester, Minnesota. The first of these is a project called "Fine Focus," which details research into focus quality issues in herbarium specimen imaging as well as the development of a specific method for improving focus quality in imaging using Canon cameras.

The second of these presentations was entitled "Dombeya as a Case Study for the Diversification of the Flora of Madagascar: Dombeya section Hilsenbergia (Malvaceae)." This research looks at the distributions of a group of closely related species in the genus Dombeya (pictured at right) across several physical and biological variables in order to better understand why the species occur where they do, how they may have evolved, and to perhaps predict where else in Madagascar they might be found. This project is an expansion of the research scope of the botany department into the tropics, where plants are in critical need of study, and builds on Dr. Skema's previous work on this amazing island.

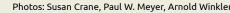




ime is the essence of gardening and the natural world. Whether counting tree rings or planting seeds, the passage of time marks the life of the garden. This spring, the Morris Arboretum's new exhibit showcased the work of 17 talented artists who were selected for their unique and inspiring interpretation of the theme *Time in the Garden*.

Many of the installations, such as the central sundial from artist Ben Allanoff (pictured above left), were created specifically for the exhibit. Visitors enjoyed a variety of art, including beautiful ceramic tiles made for outdoor display, garden sculptures made with recycled parts, interesting works in metal, and cast stone oversized leaves.

Inside, at the Upper Gallery of the Widener Visitor Center, six artists, including two photographers and four painters, exhibited their work, each bringing a distinctive, personal perspective to the theme.











VISITATION







141,300 Total visitors to the Arboretum in FY18

Consecutive years of record attendance

51,987 Non-member visits (7% increase)

Did you visit on the last day of our fiscal year, Sunday, June 30, 2018? If so, you may have been the visitor that helped us set record attendance for the sixth year in a row. Robust visitation July–October 2017 was somewhat dampened by April–June's (2018) persistent precipitation. The cold, wet spring weather abated for the second weekend of the Japanese Cherry Blossom Festival, resulting in the year's highest one-day attendance. Plant Sale, Friday and Saturday, May 11–12, also found good weather and record two-day attendance of 3,282 visitors to both the garden and plant sale.



30,140 Youth visiting garden (30% of general admission)



2,811

Most visitors in one day
(Japanese Cherry
Blossom Festival)



26,525
Program visitors
(7% increase from previous year)

GROWING MINDS AND NATURE PLAY

The Growing Minds series of classes for kids and families expanded in its 6th year. Children and their caregivers delved into art, literature, and science while exploring the natural world. Connecting with nature through a variety of fun, creative, and engaging programs within the Arboretum's beautiful setting inspires a sense of wonder about the plant world.

The Nature Play program was successfully piloted in April 2018 as a monthly program for general visitation. This initiative builds on the success of the Tree Adventure and Garden Railway exhibits, programs that changed Arboretum demographics to include many more parents with young children. Nature play has a well-documented history in the U.S. and abroad in public gardens. The program encourages physical and observational self-directed play that connects children with plants and the natural environment. Working with Arboretum staff, guides have been monitoring and gathering data on interactions to inform further programming.

44
Growing Minds program offerings

1,654
Growing Minds
registrations

1–12Target age of Growing Minds programming

Photos: Julia Lehman, Tiffany Stahl









Youth Tours





Photos: Jennie Ciborowski, Liza Hawley, Paul W. Meyer

3,958
Youth Tour visits

80 Guides and Education volunteers 150

Buses to the Arboretum transporting youth

Engaging youth with the plant world and providing a path to life-long learning and action for participants is a long term commitment for the Arboretum. School field trips, the Arboretum's oldest youth program, brought 3,958 youth to participate in curriculum-based programs. More than 30% of the children who arrive on buses are from Title I schools who have economically limited opportunities and few experiences in nature. The strategic goal is to eliminate the economic barriers of bus transportation costs and admission fees that put the Arboretum experience out of reach for many Title I eligible schools and related youth groups. To make the Morris Arboretum experience a viable choice for every school in our community, a fund has been created to offset the visiting schools' costs.

EDUCATION & RESEARCH CENTER PLANNING



This past year, a feasibility study for the proposed Education and Research Center was completed. This plan, led by SMP Architects, lays out the long-range vision for a facility that includes teaching spaces, laboratories, herbarium, library, and archives.

It has been more than 40 years since the Morris Arboretum unveiled its 1977 master plan. This new facility would be the final achievement of that plan, and allow for Morris Arboretum's future growth. It would further engage the community and support scientific research with a state-of the-art environment for an herbarium and archive collection.





Providing more immersive, experiential summer programs has been an objective in the Arboretum's Strategic Plan and one step toward the vision of creating a more plant-aware society. Total summer engagements in the 7th year of Summer Adventure Camp along with the 2nd year of partnering with ACLAMO (Accion Comunal Laninoamericana de Montgomery County) in the *iExplorar!* program reached 2,443 visits, a 69% increase over the prior year.

Renovation of the Bloomfield Barn allowed for a second location on the farm side of the Arboretum where Bloomfield Buddies (campers ages 6-10) took part in hiking expeditions, wildlife explorations, science experiments, and more. Meanwhile, the Little Lightning Bugs (ages 4-5) enjoyed a summer of adventure, discovery, outdoor games, and nature-themed arts and crafts.

The *iExplorar!* program also expanded to a full week, for a duration of six weeks, welcoming 45 children. ACLAMO participants finished the season with a science project display in the Visitor Center. They exhibited and shared their hand-crafted machines, sustainable city models, bird function studies, and other projects with visitors and staff.

2,443
Youth day visits
in summer programs

4–14
Age of youth engaged

69%
Increase over prior year's program visits





ADULT LEARNING







3,500+ Class registrations (new record)

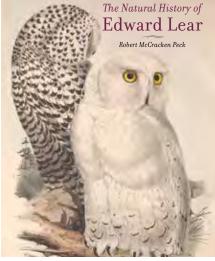
188 Experiences to choose from

\$184,058 Earned revenue from classes (new record)

The Arboretum's continuing education programs offer engaging, fun, plant and nature-focused classes for adult learners. Many participants sign up with a friend and make it a social activity. Class topics range from horticulture and landscape design to cooking, botany, and birding. There are also a variety of trips to regional historic and cultural sites. In fiscal year 2018, 179 classes were taught by an extraordinary lineup of 117 instructors, many of whom are staff, and all of whom are experts in their field. Some of the most popular classes included Beekeeping 101 and Designing and Planting Ecological Plant Communities.

ARBORETUM LECTURES







The Morris Arboretum Endowed Lecture Series welcomed nearly 400 guests who enjoyed a a diverse group of speakers including the "Perennial Diva" Stephanie Cohen who explored "What's Hot What's Not" in the plant world, scientist Joan Maloof who shared her findings of "The Living Forest," and author Bob Peck, who discussed his book *The Natural History* of Edward Lear. A partnership with the Ambler Theatre allowed more than 200 registrants to attend Bob Peck's presentation.

URBAN FORESTRY

The Arboretum's partnership with the University of Pennsylvania's Division of Facilities and Real Estate Services Department (FRES) has helped create a uniform vision for the developing tree collection on Penn's Campus. In 2018, the campus was designated the "Penn Campus Arboretum, a landscape for living and learning" and achieved national Level II Arboretum accreditation (Morris Arboretum has Level IV accreditation). The Arboretum's urban forestry team annually assesses all



Photos: Penn Facilities & Real Estate Services, Nadir Sharil

trees on the campus, identifying arboricultural work to be done by commercial arborists. The team also updates Penn's tree database which is publicly accessible through Penn's Plant Explorer website. The team participates in numerous construction projects on campus to preserve trees, installs tree identification tags, and creates tree policies and standards. These activities reduce tree-related risk and increase tree health and longevity on campus.

The consulting team's other projects this year included updating Wilmington, Delaware's tree inventory and assessment data, crafting a heritage tree policy and criteria for Swarthmore College, inventorying and assessing trees at the Institute of Advanced Studies in Princeton, NJ, and calculating tree canopy coverage for Laurel Hill and West Laurel Hill cemeteries in Philadelphia.

10,000+

Trees assessed for clients by Urban Forestry team

60

Clients served by the Urban Forestry team in FY18

382

Hours of pro-bono consulting and assistance

Professional Education

This year's professional-level conferences covered a variety of issues including invasive plants, ecological landscape design, and tree canopy preservation.

The School of Arboriculture offered 23 programs with 470 registrations. Programs provide continuing education credits required by professional landscape architects, arborists, landscapers, and horticulturists.

The Arboretum's endowed internship program welcomed nine interns into its 39th program. The 12-month professional development internship is a national model. Interns choose a focus in horticulture, arboriculture, education, urban forestry, or plant sciences.



Regional conferences presented

1,030 Conference registrations

\$117,350 Earned revenue from conferences





Four years ago, the Arboretum hosted 68 rental events, generating \$273,000 in rental revenue. The 2018 fiscal year closed out with 125 rental events and a record \$512,000 in revenue which supports the Arboretum. Whether it was a meeting, company retreat, baby shower, or wedding, nearly 8% of the Arboretum's visitors during the 2018 fiscal year attended a rental event. The gorgeous gardens, unique setting, and dedicated Morris Arboretum staff have taken the rentals program to new heights, introducing the gardens to people from the region and around the world.

\$511,739 Total Rental Revenue 11,149
Arboretum Visitors
Attended Rental Events

91%
Wedding Rental
Capacity Reached

Begun in 2011 by Bill (Wharton '74 and member of the Morris Arboretum Advisory Board of Managers) and Kathie Hohns, the Penn Class Tree program is a collaboration among the Arboretum, University Landscape Architects, and each freshman class to select a unique class tree. Since the launch of this effort, the trees have quickly become a Penn tradition at each Homecoming weekend as they are planted and dedicated. Bill and Kathie, who also sponsor the ESCAPE program which encourages students to venture off campus to visit the Arboretum, recently endowed the Penn Class Tree program, ensuring that class trees will be a part of student and alumni life at Penn for many decades to come. Brass plaques at the base of these special trees commemorate



each undergraduate class. In years to come, these distinctive trees will only add to the designation of Penn's campus as an arboretum in its own right, while thrilling generations of alumni when they return to visit their alma mater.

HISTORIC PRESERVATION & SUSTAINIBILITY

Historic preservation has always been a priority for the Morris Arboretum, coupled with best practices in sustainability. The Historic Preservation endowment is crucial to completing projects that would have been delayed for lack of operational funding otherwise. Income from these endowments is restricted to the ongoing maintenance and restoration of the Arboretum's historic features and structures. Projects accomplished this year include:

Historic Preservation

- Replacement of deteriorating logs along the base of the Log Cabin
- New roof and gutters on Gates Hall and waterproofing of back porch
- New roof on the Greenhouse shed
- Bloomfield Barn west wing renovations for Summer Camp
- Cleaning of the Mercury Loggia by a historic preservationist

Sustainability

- New heating systems in the Greenhouse and Widener Visitor Center
- New LED lighting retrofitted in the Bloomfield Farm driveway and parking lot
- New energy-efficient LED lighting installed in the Greenhouse, Hillcrest Pavilion and the studio
- Bloomfield barn west wing safety lighting and new LED interior/exterior lighting installed

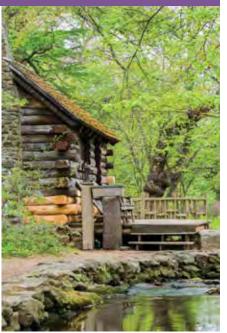


Photo: Julia Lehmar

VOLUNTEERS



Volunteers are found on the Morris Arboretum grounds almost every day—welcoming visitors, sharing their love of nature with school children, serving on departmental board-level committees, and doing much of the hands-on gardening necessary to keep the gardens looking beautiful. Staff members interact closely with volunteers to ensure they take advantage of the many opportunities available to them at the Arboretum. Volunteers also provide a vital connection with the community by helping communicate the Arboretum's mission and encouraging stewardship of the natural world.

Volunteers assist in a variety of areas including:

Advisory Board of Managers Archives Bluebird monitoring Botany Board level committees Development/Membership

> 320 Active Arboretum Volunteers

Directors' Guild Events/Plant Sale Garden Railway Greenhouse Guides Historical Research

> 13,976 Volunteer hours contributed

Horticulture
MAM Digitization Project
Moonlight & Roses committee
Photography
Run of Millers
Visitor Services

6.7 Full-time staff equivalent



DRIVING ATTENDANCE

A snapshot of visitor attendance for key weekends shows that non-member visitors outnumbered members. This speaks to effective marketing, particularly social media, which is curated for the mobile experience, (the way most people utilize social media). Social and electronic media are more immediate and more sharable. Social media posts are carefully planned and managed to communicate regularly, but to not prompt fans to opt out. The same is true of e-news communications.

<u>Date</u>	<u>Event</u>	<u>Member</u>	Non-Member
October 7–8	Fall Festival	1,028	1,154
November 24	Holiday Garden Railway Opening*	533	992
December Weekends	Holiday Garden Railway*	1,200	1,900
April 14	Japanese Cherry Blossom Festival	804	1,888
May 5	Opening Day – Time in the Garden	322	727
May 11	National Public Gardens Day	297	722
May 12	Plant Sale (Public Side)	246	391
May 26	Garden Railway Opening*	365	569

^{*}Garden Railway continues to be a significant draw for both members and non-members.

MORRIS ARBORETUM PRESS HIGHLIGHTS

On the Pulse:

• Recommended on Gwyneth Paltrow's website *Goop* (Travel Guide for Philadelphia)

Best of Recommendations:

- Best Place to see Fall Color
- Best Place to view Cherry Blossoms

Holiday Garden Railway, a Press Favorite:

- *VisitPhilly.com* (the official visitor website for Philadelphia travel and tourism information)
- AAA World
- USA Today
- TV: CBS3 and Fox29 live broadcasts

Morris Arboretum Experts in the News:

- WHYY 90.9FM
- Penn News
- Yale Climate Review

Regional, National, International Press:

- Pennsylvania magazine
- The Washington Post
- USA Today
- Public Gardens magazine
- ABC Radio Perth, Australia

SOCIAL MEDIA ENGAGEMENT GROWS



19%

Increase in followers on social media



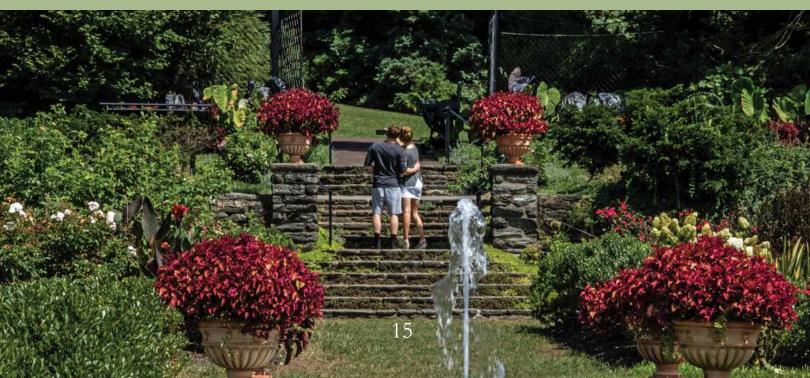
16,600

Facebook followers



14,400

Instagram followers



EVET GREEN Strengthen Our Roots, Ensure Our Growth



hoto: Mark Stehle

In April 2018, the Arboretum celebrated the public launch of the *Ever Green* campaign. With an end date of June 30, 2021, *Ever Green's* goal is to raise \$36 million by 2021 for priority projects across all areas of the Arboretum's operations. *Ever Green* is predicated on strengthening a dynamic organization through endowment growth, investment in education and research programs, continued conservation of the living collections, and enhancement of the Arboretum's stunning gardens, natural landscapes, and historic features. Perhaps most important, *Ever Green* will position the Arboretum to meet the experiential needs of an ever-growing and ever-curious audience.

Visitors and stakeholders increasingly look to the Arboretum for its expertise in all areas of horticulture, botany, gardening, arboriculture, and informal outdoor education. Peer institutions across the country and the globe collaborate with the Arboretum on botanical and horticultural research and collection projects that have profound implications for the region and the world. Every gift to the *Ever Green* campaign will support the Arboretum's ongoing leadership in these areas.

Ever Green is an "all-in" campaign, which means that all gifts—from the Annual Fund and membership, to endowment and planned gifts—will count toward campaign totals.



Cultivate the Garden

to preserve historic Arboretum features, tend the living collection, and enhance visitor amenities.

Lead Research Initiatives

with endowment funds that support the professional, scientific study of plants, modernize record-keeping, and grow understanding of environmental changes and their impacts on the world.

Improve Public Access and Inclusion

with a pedestrian entrance on Germantown Avenue, expanded outreach educational programs for underserved students, and the establishment of a named endowment for the Director of Education and Visitor Experience.

ever green

Cultivate the Garden 💠

GARDEN RAILWAY: In FY18, with the generous support of *Ever Green* donors, the Arboretum purchased and installed several replicas of historic landmark buildings including City Hall, repointed the masonry, enhanced the horticultural display, and restored the fountains. In addition, the well-traveled mulch pathway was replaced with an eco-friendly porous pavement. The Garden Railway has never been more accessible, and is primed to welcome thousands of new visitors in the coming year.



Photo: Paul W. Meyer



hoto: Cindy Skema

Lead Research Initiatives

RESEARCH: The Morris Arboretum is known for its disciplined approach to research and for its detailed study, documentation, and collection of plants. The Arboretum's more than 13,000 accessioned plants and approximately 26,000 herbarium specimens form the basis of research projects that range in scale from whole plant evaluation and propagation to evolutionary and molecular analysis. For example, Arboretum botanists are working in collaboration to digitize about 925,000 plant specimens from the Mid-Atlantic to help further the study of the impact of urbanization on the flora. Visit mamdigitization.org for more information on this National Science Foundation-funded project.

Improve Public Access and Inclusion



EDUCATION: The Arboretum recognizes the profound and growing need for nature-based experiences for school children. Toward this end, *Ever Green* aims to raise the funds necessary to extend youth education offerings to a broader and more diverse audience. In FY18, the Arboretum instituted a free admission program for all visiting Title I schools; 30% of all visiting school groups in the 2017–2018 school year were from Title I schools. *Ever Green* donors generously supported this free admission initiative.



Photo: Chelsea Melvin

"You cannot get through a single day without having an impact on the world around you. What you do makes a difference, and you have to decide what kind of difference you want to make." – Jane Goodall

ENDOWMENTS

\$60.4 million

\$2.6 million

\$13 million

Combined market value of 70 distinct funds

Spendable income 68% increase over 10 Years

New endowment gifts in last 10 years

Alan T. and Marjorie Miller Arboriculture Endowment Alice and Liddon Pennock Flower Walk and Intern Endowment

Anna-Marie Chirico Plant Research Endowment Anne C. Highland Natural Areas Endowment Barry W. Jeffries Historic Landscape Education Endowment

Byron & Elizabeth Lukens Lecture Endowment Charles S. Holman Jr. Rose Garden Intern Endowment Charles S. Holman Jr. Key Fountain Endowment Charlotte Shepherd Meigs Endowment

Children's Education Endowment

Compton Fund

Curatorial Endowment

Dorrance H. Hamilton Fernery Endowment
Eli Kirk Price Botany Intern Endowment
Elizabeth P. McLean Mercury Loggia Endowment
Equipment Replacement Endowment
Evaporic Malach M.D. Processories Endowment

Evamarie Malsch, M.D., Preservation Endowment for Water Features

Fine Art Conservation Endowment

F. Otto Haas Executive Director's Chair Endowment

F. Otto Haas Facility Maintenance Endowment

F. Otto Haas Oak Allée Endowment

Garden Railway Endowment

Gayle E. Maloney Director of Horticulture Endowment

Gayle E. Maloney Garden Endowment

Gayle E. Maloney Plant Exploration Endowment Hay Honey Farm Horticulture Intern Endowment

Hiram Munger Hill & Cloud Garden Endowment

Historic Preservation Endowment

Horticulture Center Endowment (1)

Horticulture Center Endowment (2)

Joanna McQuail Reed Herb Garden Endowment

John C. Plunkett Botany Research Endowment

John J. Willaman Director of Botany Endowment

John J. Willaman and Martha Haas Valentine Intern Endowment

Joseph Shuttleworth Garden Railway Endowment Llewellyn J. Griffiths Endowment Lucille R. Roland Garden Endowment Lydia Morris Trust

Endowment

Madeleine K. Butcher Fine Arts Endowment Martha S. Miller & Rusty Miller Urban Forestry Intern

Martha J. Wallace Plant Propagation Intern Endowment Martha J. Wallace Staff Compensation Endowment

Mary P. and Richard W. Graham Natural Areas Endowment

McCausland Natural Lands Horticulturist Endowment

McLean Education Internship Endowment

McLean Endowment for Staff Compensation and Development

McLean Natural Areas Endowment Medicinal Plant Garden Endowment Mildred R. Montgomery Trust

Morris Arboretum First Century Fund

Morris Arboretum Internship Program Endowment

Moses Feldman Family Director of Physical Facilities Endowment

Moses & Susan Feldman Natural Areas Section Leader Endowment

National Endowment for the Humanities
Out on a Limb Tree Adventure Endowment

Paul W. Meyer & Debra L. Rodgers Study-Travel Endowment

Paul W. Meyer & Debra L. Rodgers Historic Preservation Endowment

Plant Exploration, Evaluation, and Introduction Endowment

Steven D. Murray Metasequoia Grove Endowment Steven Laden Marketing Endowment

Sue & Michael Young Education Fund

Susie Walker Plant Sciences Endowment

Taylor Woodland Endowment

Toshiko Takaezu Bell Endowment

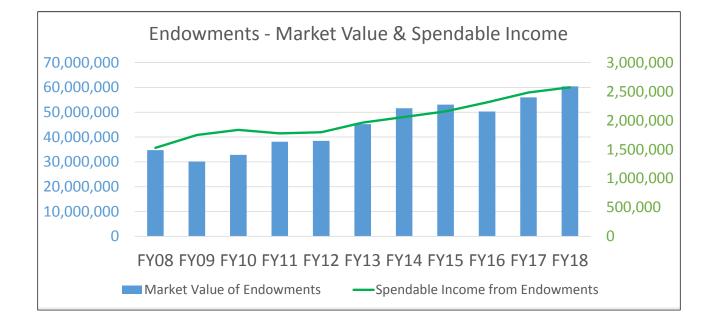
Walter W. Root Arborist Intern Endowment

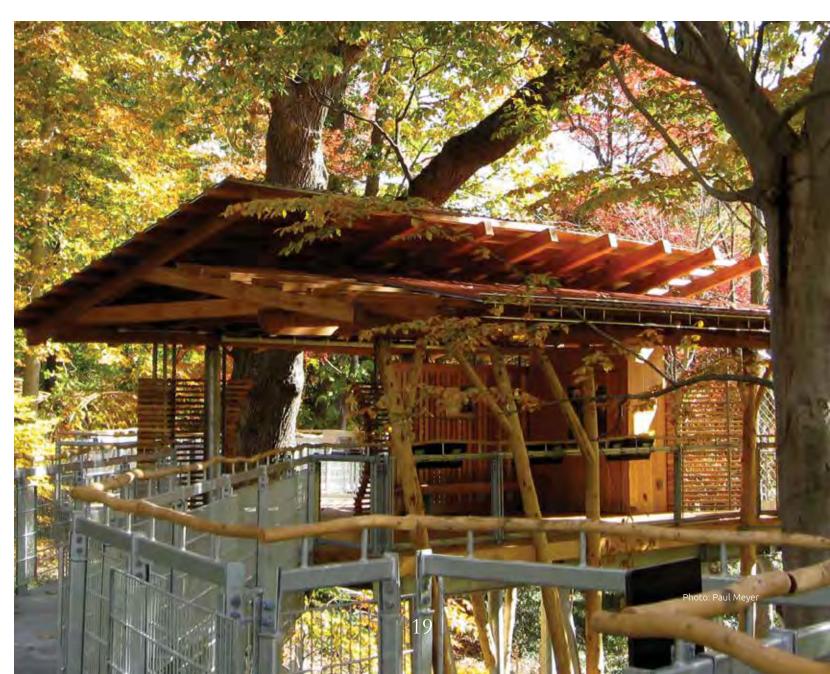
William & Kathlene Hohns Penn Tree Program Endowment

William Klein Lectureship Endowment

William Penn Foundation Endowment for General

Operating Support







FINANCIAL REPORT 2017-2018

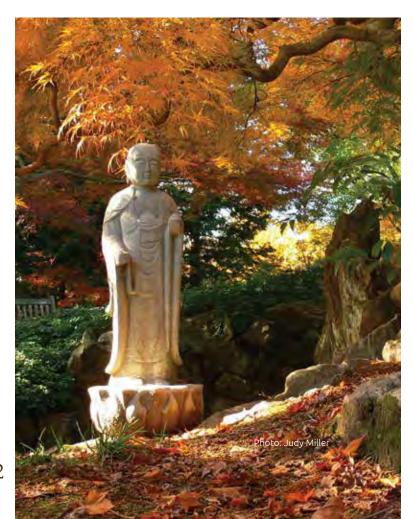
Total

Income	lotal
meome	Operating
Earned Revenue (31.5% of Total)	
Plant Sale	73,710
Garden Admission Fees	383,343
Facilities Rentals	523,987
Course Fees	276,981
Member Events	305,229
Basic Memberships	483,045
Consulting Contracts	587,195
University Teaching	60,517
Royalties	7,753
Gift Shop Sales	122,665
Total Earned Revenue	2,824,425
Contributed Revenue (20.1% of Total	al)
Foundations	17,909
Premier Memberships	184,144
Annual Giving	700,531
Other (Project Gifts/Overhead)	893,143
TOTAL CONTRIBUTED REVENUE	1,795,727
Investment Revenue (28.7% of Total)
Morris Trust – Operating	314,600
Compton Fund, Other	162,230
University-managed Endowments	2,095,761
TOTAL INVESTMENT REVENUE	2,572,591
Government Support (1% of Total)	
National Science Foundation	85,672
TOTAL GOVERNMENT SUPPORT	85,672
University Support (12.8% of Total)	
Salary	194,013
Subvention	952,321
TOTAL UNIVERSITY SUPPORT	1,146,334
Miscellaneous (5.9% of Total)	
Transfers – Internal Loans	393,028
Transfers – Miscellaneous	137,999
Total Miscellaneous	531,027
TOTAL WISCLEAMEDOS	JJ1502/
TOTAL DESCRIPTION	400====

TOTAL REVENUE

In

Expenses	Total Operating
Salaries & Benefits	4,564,727
Program Expenses	
Botany	167,864
Horticulture	442,094
Education & Visitor Experience	614,718
Facilities	685,563
Development	381,383
Marketing	114,988
Administration	298,729
University	894,606
TOTAL EXPENSES	\$8,164,672
CHANGE IN NET ASSETS +/(-)	\$791,104
Balance Sheet Activity	
Capital: Equipment Purchases	(217,622)
Capital: Building Improvements	(66,618)
Internal Loans (University)	(114,619)
CUMULATIVE CHANGE IN	
NET ASSETS	\$392,245





his year marked the beginning of an exciting time for philanthropy at the Morris Arboretum. In April, after a successful multi-year quiet phase, the Arboretum celebrated the public launch of *Ever Green*, a \$36 million campaign which is charting a course to secure the financial resources needed to enhance the gardens, grow and extend programs to a broader audience, and build upon the Arboretum's historic legacy of botanical and horticultural research. Since the start of the quiet phase in 2013, the Arboretum raised more than \$21 million in gifts and pledges as of the end of the fiscal year. The *Ever Green* campaign is scheduled to close at the end of June 2021.

\$36 million
Three-year Ever Green
campaign launched

\$700,000
Given in Annual Fund contributions

\$1.6 million
Raised in total unrestricted
giving

In fiscal year 2018 alone, the Arboretum received more than \$4.7 million in gifts and pledges. These gifts enriched all areas of the Arboretum's operations—from horticulture and botanical research to improving visitor amenities and creating new experiences for visitors to the garden. In total, the Arboretum was the grateful recipient of more than 5,500 gifts in FY18. Many of these contributions were unrestricted—including gifts to membership, the annual fund, and to our annual fundraising event, *Moonlight & Roses*. No matter their size—whether \$5 or \$50,000—these unrestricted funds comprise an essential element of the institution's financial health, helping to support the Arboretum's most fundamental operational needs.

The Arboretum also received many gifts for special purposes, each meant to establish lasting sources of support for quintessential Arboretum programs, features, and functions. At the start of the fiscal year, the Arboretum was the fortunate recipient of nearly \$1,000,000 to establish a new fund in support of plant science and botanical research. This gift was followed later in the year by another remarkable gift of \$1,000,000+ to establish an endowment to name the Director of Physical Facilities position. This new endowment will significantly grow the financial resources devoted to the routine maintenance and refurbishment of more than 30 historic buildings and key garden features across the Arboretum.

Further highlights in 2018 include major support for the refurbishment of the beloved Log Cabin, the establishment of an endowment to support the Penn Class Tree program in perpetuity, support for the youth education endowment and outreach programs such as the Title I school admission program and the *iExplorar!* Summer Camp program, and many additional gifts in support of more than 52 discrete funds at the Arboretum.

Each donor—whether it is the young family who purchased their very first Arboretum membership, or the longtime volunteer who named the Arboretum as a beneficiary of their estate—is part of an important collective that has helped to create and care for this ever-growing, ever-evolving, and yes, *Ever Green* garden.

\$ 8,955,776

LEADERSHIP GIFTS AND PLEDGES

he Morris Arboretum is grateful to the following individuals who have provided generous operating, programmatic, and/or capital support through new gifts, pledges, or pledge payments totaling \$2,500 or more in fiscal year 2018.

\$1,000,000 AND ABOVE

Anonymous (2)

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\$100,000 - \$999,999

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Kathlene & William Hohns

Jane & Leonard Korman

Marguerite & Gerry[†] Lenfest Hiram H.

Ann & Frank Reed

Rebecca M. Shuttleworth Robert Warth

Mary D. Starr

\$50,000 - \$99,999

Gwen & Edward Asplundh

Joan N. Brantz

Estate of Eugenia Jenkins

Susan & Robert Peck

Debra L. Rodgers & Paul W. Meyer

\$25,000 - \$49,999

Susan R. & George W. Connell

Janet & John Haas

Sarah & Ted Lodge

Jane MacElree

Frances & James Maguire

Estate of Joan S. Root

Minturn T. Wright III

Patricia & Clarence Wurts

\$10,000 - \$24,999

Jane & Abass Alavi

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Susan & John Campbell

Jessie R. Deming & Robert A. Boyer

Edith R. Dixon

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Lisa M. Gemmill

Thomas Haas

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Meg & Richard Hayne

Jessie B. Hill & Ming Fang

Christine James

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Augusta Leininger

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Hiram H. Munger

David T. Orthwein

Kim & William Whetzel

Sue & Michael Young

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J. Kenneth Nimblett

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Elizabeth & John A. H. Shober

Georg & Janet Simon

Barbara & James Smith

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Maureen Ward & Elie-Antoine Atallah

Ana-Maria Zaugg & David Anstice

† Deceased



Photo: Paul W. Meyer

The Morris Arboretum acknowledges the individuals who have made gifts to endowments, programs, and/or special projects in the amounts of \$250–\$2,499 and have not been acknowledged on the Leadership Gifts and Pledges list on the previous page.

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he Collectors Circle is a group of individuals who give \$2,500 or more to the Annual Fund. Their commitment provides organizational strength and capacity for the Morris Arboretum. This list acknowledges donors who made new gifts or pledge payments in fiscal year 2018.

\$50,000 AND ABOVE

Susan & Moses Feldman

\$25,000-\$49,999

Janet & John Haas Maguerite & Gerry[†] Lenfest Sarah & Ted Lodge Jane MacElree Frances & James Maguire Ann & Frank Reed Mary D. Starr

\$10,000-\$24,999

Anonymous (2)
Edith R. Dixon
Carol A. Dolinskas
Lisa M. Gemmill
Thomas Haas
Penelope P. Harris
Meg & Richard Hayne
Jessie B. Hill & Ming Fang
Mary Lane & Robert Durham
Augusta Leininger

Bonnie & Peter McCausland
David T. Orthwein
Susan & Robert Peck
Debra L. Rodgers & Paul W. Meyer
Martha J. Wallace & Edward W. Kane

\$5,000-\$9,999

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\$2,500-\$4,999

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Cynthia & John Affleck

Barbara & John H. Ball

Jan Albaum & Harry Cerino

Beatrice Bast Ioan N. Brantz Rebecca W. Bushnell & John D. Toner Marcia & Ross Campbell Annabelle & Doug Canning Regina Davidson Jessie R. Deming & Robert A. Boyer Jane & Walter Evans Lily & Peter Ferry Joseph P. Flanagan Jr. Wendy & Walter Foulke Christina & Dean Fournaris Irma & Christopher Fralic Eleanore & Christopher Gadsden C. Meade Geisel Jr. Linda & David Glickstein Mary & Richard Graham Ellen & Jay Hass Janet & H. Lewis Klein Lee Laden Emilie & Peter Lapham Barbara L. Lippman Elizabeth & Robert Lukens Sandra L. McLean Nancy Louise Miller Hope & James Morrissey J. Kenneth Nimblett Leah & Herbert Riband Ir. Gretchen & J. Barton Riley Elizabeth & Kyle Salata Nina & Eric Schneider Bonnie & Peter Schorsch Rebecca M. Shuttleworth Elizabeth Van Vleck Patricia & Clarence Wurts



Sue & Michael Young

Ana-Maria Zaugg & David Anstice



\$1,000-\$2,499

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Nancy & David Barclay
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Photos: Paul W. Meyer, Bob Gutowski

embership revenue is an important source of unrestricted operating income for the Morris Arboretum. All members contribute to the organizational strength with their membership dues. The individuals listed below have distinguished themselves by joining at the highest levels of membership.

Laurel (\$1,000)

Barbara & Philip Albright Leonard Aulenbach & Paul McKelvie Andrea Baldeck Michael Boyle & Gregory Murphy Ruth & Tai-ming Chang Harry S. Cherken Jr. Mary & Anthony Creamer Henry E. Crouter Karren & Edward DeSeve Suzanne & George Downs Susan & Robert Fleming Natalie & Ralph Hirshorn Ann D. Hozack Norman James Susan & William Learnard Evamarie Malsch Susan & Washburn Oberwager Arabella & James Pope Joly W. Stewart R. William Thomas

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+ Deceased

MEMBERSHIP AT A GLANCE

5,972
Active member households

10,729
Adult members

34 of 50

States represented by Arboretum members

5,990 Child members





Photo: Paul W. Meyer

he Morris Arboretum is grateful to the following corporations, foundations, government agencies, and non-profit organizations who have provided generous operating, programmatic, and/or capital support through new gifts, pledges, or pledge payments totaling \$250 or more in fiscal year 2018.

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Moses Feldman Family Foundation

\$100,000 - \$999,999

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\$25,000 - \$99,999

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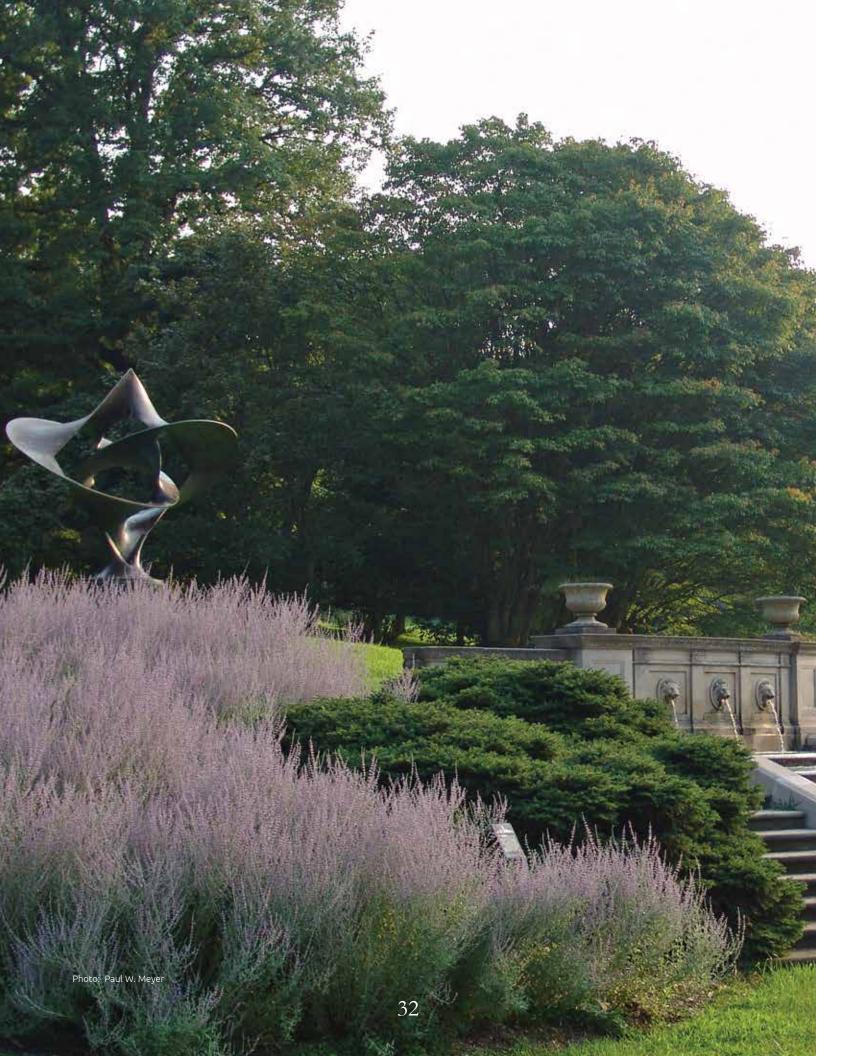
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Photos: Judy Miller





Lydia Morris Legacy Society

hen Lydia Morris passed away in 1932, her estate plans included an endowment for the preservation, upkeep, and maintenance of an arboretum, thus establishing the Morris Arboretum of the University of Pennsylvania. In 2004, the Advisory Board of Managers created the Lydia Morris Legacy Society to honor those who have provided for the Arboretum in their estate plans and/or have made gifts through other options, such as IRA distributions, that meet personal financial planning and charitable giving objectives.

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🕇 he Arboretum's annual fundraising gala, *Moonlight & Roses*, is a much-anticipated, premier summer event in Philadelphia. The Morris Arboretum is grateful to the following donors who supported *Moonlight & Roses* held on June 8, 2018.

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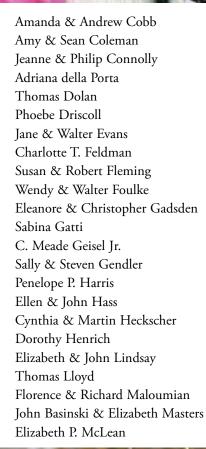
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Development Data and Membership Assistant Manager, Membership and Development Data Systems Assistant Director of the Annual

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Vince Marrocco Chief Horticulturist/Rosarian

The Alice and Liddon Pennock Horticulture Intern Jennifer Monico Gardener/Facilities Assistant

Joseph Murtaugh Pamela Morris-Olshefski Curatorial Assistant

The Hay Honey Farm Natural Areas Intern Samantha Nestory

Compton Horticulturist

The Walter W. Root Arboriculture Intern Max Paschall Wayne Schmitt The Martha J. Wallace Plant Propagation Intern Iess Slade The McCausland Natural Areas Horticulturist

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