MISSION ACCOMPLISHED!

Gundalow Company
Annual Report 2011
In Memoriam

Cynthia Raymond  
September 9, 1913—December 10, 2011

Cynthia joined the Gundalow Company Board in 2002 as one of the founding members. She was truly an inspiration to the Gundalow Company—was especially keen on building the Piscataqua.

We remember her fondly as the wind in our sail.
Dear Gundalow Friends,

The Gundalow Company’s mission didn’t change in 2011 – we are still “protecting the Piscataqua Region’s maritime heritage and environment through education and action.”

However, 2011 will stand out as the year the Gundalow Company received a huge amount of community support as we built and launched the Piscataqua - the new “sailing classroom” that will be used to teach students and the public about our rivers’ history and the need for their protection.

It was a year of extraordinary effort on the part of the Gundalow Company staff, professional shipwrights, board and committee members, the Campaign Team, and numerous volunteers. The financial investment from a growing family of members, sponsors and donors is a daily inspiration as well as a vote of confidence in the importance of expanding our educational programs.

The launching of the Piscataqua on December 10, 2011 was a grand celebration of the accomplishments of Paul Rollins and his crew of boatbuilders as well as the many people whose accomplishments were perhaps less tangible than a 64’ wooden vessel but were absolutely crucial to the successful completion of this phase of the project.

Looking ahead to 2012 we are eager to start implementing the new programs and making the Piscataqua available to teachers, students, locals and visitors. We hope the Piscataqua will become an icon of the region – because where else in the world can you go sailing on a gundalow but right here!

We built the Piscataqua for you – the next generation of river and bay stewards.

On behalf of the entire Gundalow Company crew, THANK YOU for your continued support.

Molly Bolster
Executive Director
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*Retired/Stepped Down in 2011
*Deceased in 2011

STAFF

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Meridith Davidson, Development Assistant
Barbara Pinto Maurer, Education Director
Nate Piper, Vessel & Project Manager
Barbara Wrobel, Bookkeeper
Carol Walker Aten, Consultant
2011 HIGHLIGHTS

There were approximately 16,814 people of all ages who participated in Gundalow programs and/or events during the 2011 season, up from 12,224 in 2010 and 9,470 in 2009. With the construction of the *Piscataqua* occurring at the Puddle Dock Shipyard, the Gundalow Company received great press coverage in the *Portsmouth Herald*, *Fosters*, SeacoastNH.com, *NH Gazette*, the *WIRE*, and several other newspapers, online and printed calendar announcements, and a piece on NHPR and NH Chronicle. The Gundalow Company was featured in over 62 printed articles and mentioned in numerous calendar listings during the 2011 season.

2011 Number of participants

**GUNDALOW TOURS**
- 25 public days on the **ADAMS** 3,000
- 147 staffed days at the Shipyard 11,626
- 24 programs at the Shipyard 822

**STUDENTS**
- 24 programs at the Shipyard 150 students
- **ADAMS Dockside Program** 3,100 students
  *and 750 teachers/chaperones*

**SPECIAL EVENTS AND PROGRAMS**
- Annual Meeting 126
- Boat Builder Chats (5 evenings) 103
- Contemporary Coastal Issues events 70
- Celebrate Our Rivers 327
- Chowder Festival 250
- Gundalow Gatherings 137
- High Tide Tunes (7 evenings) 287
- Launching of the *Piscataqua* 1,000
- NH Fish and Lobster Festival 135
- Shutter Plank Party 300
- TALL SHIP event 1,733
- UNH Know the Coast Day 175
- Volunteer Events & Trainings (5 events) 177
- Winter Movie Series 142
EDUCATION PROGRAMS

Gundalow Company staff and volunteers provided a variety of exciting educational opportunities at various sites during 2011. With the Piscataqua under construction at Puddle Dock on Strawbery Banke and the Captain Adams docked at Prescott Park for much of the season, we were able to offer hands-on experiences that took advantage of both locations. And for the first time ever we collaborated with Strawbery Banke education staff to develop a 90-minute "time travel workshop" focused on gundalows and the tidal rivers.

Gundalow staff also collaborated with the Prescott Park Arts Festival, the Moffatt-Ladd House and Gardens, the Piscataqua Maritime Commission and the University of New Hampshire to offer specialized programs for school groups, local residents and seacoast tourists. Highlights of the season ranged from hosting a Little Bay oyster farmer on the Adams - shucking and selling fresh oysters during the annual Chowder Fest - to welcoming guests onboard at Adams Point during the university's annual "Know the Coast Day".

In addition to coordinating education programs on the Adams, at the Puddle Dock shipyard and in local classrooms, the Gundalow Company conducted daily education programs at the Great Bay Discovery Center during the months of September and October, where the Captain Adams is part of the field trip they offer on the Cultural History of the Great Bay Estuary, with at least 1500 students and 300 teachers/chaperones visiting.

The Gundalow Program Committee worked closely with education staff to design and develop hands-on exhibits at the construction site and staffed the shipyard throughout the season, interpreting the project for close to 12,000 visitors.

The Gundalow Company was able to take 50 teachers sailing on the schooner Ardelle in the fall. This grant-funded program gave these educators a glimpse of the programs being developed for the Piscataqua, and provided staff with invaluable feedback and suggestions.
For the third consecutive year, the Gundalow Company staff and volunteers organized five “Celebrating Our Rivers” events. These events coincided with the open Public Markets at Strawbery Banke which drew several thousand visitors to the site. The Gundalow Company had a table set up each time with exhibits and information that was distributed by volunteers. At each event at least one river monitoring group was featured and volunteer river monitors provided additional information about their work and ways to get involved. This proved to be an effective way to generate interest and active participation by the public in learning about this region’s maritime heritage and current environmental issues. Partners in 2011 included the Great Bay Stewards, Lamprey River Advisory Committee, Bellamy River Monitoring Group, Winnicut River Watershed Coalition, and Oyster River Watershed Association.

Gundalow Company staff coordinated and hosted a schedule of four “Contemporary Coastal Issues” lectures, presentations, and one panel discussion given by staff and experts from partner organizations. The theme of the 2011 series was “Seeking Solutions to our threatened local Water Quality” and took place at the Gundalow Company office. Topics included an overview of the role of PREP, the efforts of TNC and UNH to restore oyster populations, and the ongoing research and projects at the UNH Storm Water Center. We hosted an interactive discussion about sources of alternative energy with Dennis Meadows, Jen Kennedy, Ken Baldwin, and Albert Sciaky covering topics such as the UNH Marine Debris to Energy project, tidal power potential, and a project to use bio fuel in commercial vessels.
PUBLIC PROGRAMS

Gundalow Company staff and volunteers coordinated the schedule for moving the Adams to many fewer locations in 2011 in order to take advantage of the fact that the Piscataqua construction site – across the street from our dock - was a major attraction. Signage directed people to the Adams after they saw the Piscataqua, and we felt it was a much better way to tell the story. The consistent message all season was to explain the historical importance of gundalows while emphasizing the educational stewardship opportunities the Piscataqua will provide. Gundalow Company staff coordinated two volunteer training sessions, recruited and trained 43 new volunteers, and supervised a core group of over 100 volunteers. 2011 broke our previous record for volunteer hours, increasing from 114 volunteers who contributed 3,791 hours in 2010 to 116 volunteers who contributed 5,264 hours in 2011.

In order to expand our outreach efforts year-round, we added a winter maritime and sea adventure film series and a summer series of regularly scheduled informal conversations with the shipwrights who built the new gundalow. We also hosted a series called “High Tide Tunes” when local musicians performed onboard the Adams on summer evenings at Prescott Park. Together these events attracted over 600 participants.
Thank you for helping us build the *Piscataqua*!

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- Paul E. Rollins, Sr., Master Shipwright
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- Dave Simonelli, Kittery Point Yacht Yard
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- Kate Cavanaugh, Summer Intern
- Sue Kaufmann, Shipyard Interpreter
- Frank Stewart, Shipyard Interpreter

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Thank you for helping us build the Piscataqua!

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*In honor of Cmdr. Arthur Dionne*
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Thank you for helping us build the Piscataqua!

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In 2011 the Gundalow Company received support from donors and businesses through the annual fund appeal, in-kind services and goods, fundraising events, and for membership, in addition to the capital campaign donors. This list reflects donors at all levels and recognizes an amazing breadth of support and enthusiasm for the mission and operations of the Gundalow

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D.F. Richard
Geno's Chowder & Sandwich Shop
Ellis Insurance Agency
Great Bay Marine, Inc.
Independent Boat Haulers
Infinite Imaging
Kittery Point Yacht Yard
Liberty Mutual
McLane Law Firm
Moran Towing of NH
Dennis Munson Plumbing & Heating
Town of Newington
Old Ferry Landing
Portsmouth Harbor Towing
Portsmouth High School—Career Technical Center
Portsmouth Sail & Power Squadron
Public Service of New Hampshire
RBC Blue Water Project
RBC Capital Markets Co.
Seaport Fish
Smuttynose Brewing Co.
Society for the Protection of NH Forests
Studio NaCl
Jeffrey H. Taylor & Associates
Tegwe Consulting
UNH Marine Docents
University of New Hampshire
Norm Abram & Elise Hauenstein  
Mary & Art Anker  
Anonymous  
Peter & Carol Walker Aten  
Rhett & Carol Austell  
John & Lynn Badger  
John & Moyra Baker  
William Ballard  
Andy & Lacey Bangs  
Don & Barbara Battis  
Larry & Susan Benedict  
Peter Bergh & Janet Prince  
Joan Beskenis & Alan Bing  
Charles G. & Barbara Bickford  
Amanda Black  
Jude Blake  
Molly & Jeff Bolster  
Anne Bowen  
Peter & Suzanne Bowman  
Greg Brackett  
Polly Brown  
Mrs. Frank Butterworth  
Lorn & Rosalie Buxton  
Linda Cabot  
Joe & Judy Capobianco  
Charlie Case & Sherry Walworth  
Tom & Patience Chamberlin  
John & Sharon Churchill  
Charles & Margery Clark  
Geoffrey Clark & Martha Fuller Clark  
Mark Connolly  
Robert Cowie  
Mary Crossley & Wayne Pedersen  
Charles Darcy  
Arthur F. Dionne  
Candace Dolan  
Joseph C. & Carol Donnelly  
Peter & Anne Driscoll  
Morgan Dudley & Ted Naughton  
Dudley Dudley & Thomas Dudley  
Bill & Mil Duncan  
Danal Epstein  
Jinny Eshoo  
Debby & William Ethridge  
Jolanda Fannin  
Julian & Tatiana Fischer  
Darel & Barbara Fletcher  
Patricia W. Fox  
Barbara Garland  
Patricia Gormley  
Kinley Gregg  
Richard Grossman  
Mr. & Mrs. Wilfred Hall  
Glenn & Joan Hammond  
Henry & Mary Harding  
Donald & Ann Hare  
Terrie Harman & Tom McCarron  
Mike & Cynthia Harvell  
Nate & Helen Hazen  
Luke & Nancy Hill  
Jane Hislop  
Carol Hollis  
Cynthia & Cal Hosmer  
Gerald Howe & Jocelyn Frechette  
Beth & Stuart Hume, Jr.  
Simeon Jarvis  
Joseph & Jean Kane  
Dr. & Mrs. Alexander W. Kennedy  
David & Mary Krempels  
Peggy Lamson  
Ron & Paula Ledgett  
Susan Lefferts  
Jeffrey P. Little  
Elizabeth Lourie  
Kent Stephens & Patricia Lynch  
Jenny & Guy Marshall  
William H. McDowell  
Brian & Bobbi McGann  
Paul McKeon & Jessica Hulseman  
Bob & Susan Mennell  
Gurdon Metz  
Patricia S. Meyers  
Bruce Montgomery  
Mason & Catherine Newick  
J. Bonnie Newman  
Kelsey & Criostoir O Ciardha  
Kathy O’Neill  
Melissa Paly  
Don & Carolyn Parsons  
James & Kathleen Perkins  
Malcolm F. Poole  
Jane Porter  
Tim & Paula Purington  
Bill & Nancy Purinton  
Chris & Allison Pyott  
Tom & Martha Rea  
Peter & Phyllis Reed  
Joan & John Rice  
Virginia Richard  
Basil & Louise Richardson  
Rodney & Lee Roberts  
Tod & Lyn Rodger  
Neil Rolde  
George Samuels  
Malcolm & Nancy Sandberg  
Eleonore P. & David Sanderson  
Garrett & Elizabeth Scholes  
Valerie Shelton & Diane Morin  
Matthew Simpson  
John Sise  
Patricia Smiglowski  
Peter & Marjorie Smith  
Bruce Smith  
Carl & Judith Spang  
Ed Spaulding  
Charles & Julie Steedman  
Michael Sterling & Paula Sonnino  
Elizabeth M. Stern  
William & Gretchen Straub  
Bobbie & Cyrus B. Sweet, III  
Edmund C. Tarbell  
Roy & Meg Torbert  
Matt & Karen Towne  
Maris M. Van Alen  
Peter & Lee Vandermark  
Joyce Volk  
JoAn Walker  
Gordon Wallace  
Benjamin & Lucy Wilson  
Pete & Nancy Winthrop  
Mark Zimmer & Silvia Golijov  
Jim Zuckerman & Margaret Sofio
Members

Ann Allmendinger
Joanne Angier
Anonymous Friends
Peter & Carol Walker Aten
Rhett & Carol Austell
Paul & Mary Avery
Mariesol Bardsley
Bartlett’s Sawmill
Wendy Beagen
Jon Becker
Donald Beddie
Barbara Benn
Peter Bergh & Janet Prince
S.K. Beswick
Jan Bilodeau
John & Pamela Blackford
Molly & Jeff Bolster
George Booth
Eleanor Bradshaw
Don & Mary Jo Briselden
Robert Bundy
Linda Burke
John & Diana Carroll
Gillian Carter
Peter Cass
Nancy Cauvet
Edward Caylor
Dave Cedarholm
Michael Chaney
Edmund & Pat Chun-Taite
Tom Cocchiaro
Pamela Colgate
Stephanie Collins
Noah Cote
Rick Coughlin
Mary Crossley & Wayne Pedersen
Meridith & Mick Davidson
Tom Davis
Robert & Patty Dempsey
Sandra & John Dika
Martha DoByns
Bruce Elliott
Jolanda Fannin
Raymond S. Faulkner, Jr.
Carmen Filippone
Peter Fink
Dorothy Fisher
Brian Fitzgerald
Jeff & Sarah Flause
William C. Fletcher
Peter Flood
Sally & Dan Ford, In honor of Captain & Mrs. Edward D. McIntosh
Peter Foster
NH Gazette
 Wes Gardner
Barbara Garland
James & D.B. Garvin
Patricia Gormley
Don & Susan Gough
Glenn & Aviva Grasso
Brad Greeley
Richard Grossman
Carl & Linda Gurtman
Viki & John Guy
Robert & Jane Harrington
Adrienne & Joe Harrison
Nate & Helen Hazen
Alex Herlihy
David & Angela Hiley
David Hirsch & Shelly Lieber
Joyce Holland
Francine Holler
Clif Horrigan
Charles Hummel
Terry Johnson
Wally & Janet Johnson
Julie & William Kath
Susan Kaufmann
Peggy Lamb & Steven Joselow
Josephine A. Lamprey
Michael & Georgy Lannon
Garth & Shappy LaPointe
William Leavenworth & Karen Alexander
Roger Legere & Sally Thorn
Richard Leigh
RBC Capital Markets, LLC
Gini Littlefield
Kent Stephens & Patricia Lynch
Johanna Lyons
Fran Marlatt
Sue McCarthy
Ned McIntosh & Terry Picard
Members

Ned McIntosh & Terry Picard
Greg McLeod
Edward McNitt
Dave & Sharon Meeker
Ted & Paula Merritt
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Rick & Noni Mitrook
Gerald & Beverly Mullaney
Joseph & Nancy Mulqueen
Dennis Munson Plumbing & Heating
Patrick & Judy Nerbonne
Sarah Newick
Charlene D. Newton
Vasilka Nicolova
Karen North
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Don Osborne
Adelbert & Agnes Palmer
John E. Palmer
Jack & Gail Pare
UNH Marine Program
Jane Porter
John Randall, Jr.
Holly Rayder
Maggie Rhinelander
Basil & Louise Richardson
Dexter & Lisa Robblee
Don Robinson
Ellen Saas

Eleonore P. & David Sanderson
Elliot Savitz
John & Laura Schontag
David Schroeder
Peggy & Mike Scott
Stephanie Seacord
Robert Shaw
Shaw Associates
John & Sheila Shea
Valerie Shelton & Diane Morin
Sherburne Farms
Arnie Silverstone
Matthew Simpson
Tracy Smith
Peter & Marjorie Smith
Sally Soule
Patrick Spearman
Dana & Sue Stairs
Relyco Sales Inc.
Frank & Gail Stewart
Joseph Stieglitz & Pam Bertram
Maggie Stier
Timothy Stone & Diane Knight
Ro-Jean Straw
Jeffrey Symes
Edmund C. Tarbell
Ann & Peter Tarlton
Richard Tavelli
Ned & Margot Thompson

Frank & Judy Totman
Lyonel & Sharlene Tracy
Louisa & Eliot Vestner
David Virtue
Cameron Wake & Celina Adams
Jeff Warner
Anne Whitney
Sumner & Helen Winebaum
MaryLee Worboys
## Gundalow Company Fiscal Year ending December 31, 2011

### Profit & Loss

<table>
<thead>
<tr>
<th>Income</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donations</td>
<td>40,063</td>
</tr>
<tr>
<td>Investments</td>
<td>25,284</td>
</tr>
<tr>
<td>Events</td>
<td>11,553</td>
</tr>
<tr>
<td>Grants (Program support)</td>
<td>68,250</td>
</tr>
<tr>
<td>Memberships</td>
<td>27,555</td>
</tr>
<tr>
<td>Merchandise Sales</td>
<td>8,977</td>
</tr>
<tr>
<td>Programs</td>
<td>1,633</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>1,327</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>184,642</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Development</td>
<td>10,724</td>
</tr>
<tr>
<td>Insurance</td>
<td>8,367</td>
</tr>
<tr>
<td>Merchandise Purchased</td>
<td>100</td>
</tr>
<tr>
<td>Occupy</td>
<td>17,632</td>
</tr>
<tr>
<td>Office Administration</td>
<td>8,087</td>
</tr>
<tr>
<td>Personnel &amp; Related Expenses</td>
<td>119,219</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>4,365</td>
</tr>
<tr>
<td>Programs</td>
<td>7,742</td>
</tr>
<tr>
<td>Technology</td>
<td>967</td>
</tr>
<tr>
<td>Vessel Maintenance &amp; Operations</td>
<td>3,959</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>181,162</strong></td>
</tr>
</tbody>
</table>

**Net Income**: 3,480

### Balance Sheet

<table>
<thead>
<tr>
<th>Total Assets</th>
<th>147,274</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>78,446</td>
</tr>
<tr>
<td>Grants and Accounts Receivable</td>
<td>20,574</td>
</tr>
<tr>
<td>Pledges Receivable</td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td></td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>99,020</strong></td>
</tr>
<tr>
<td>Office Equipment</td>
<td>865</td>
</tr>
<tr>
<td>Vessel Machinery/Equipment</td>
<td>11,548</td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td><strong>12,413</strong></td>
</tr>
<tr>
<td>NHCF Agency Fund</td>
<td>35,841</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>147,274</strong></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>176</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>55,000</td>
</tr>
<tr>
<td>Net Assets</td>
<td>92,098</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>147,274</strong></td>
</tr>
</tbody>
</table>

---

[Image: Gundalow in action]
## Piscataqua Project

**Construction Costs through December 2011 & Projected Expenses for 2012**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campaign &amp; Construction Costs Jan '08-Dec. '11</td>
<td>741,118</td>
</tr>
<tr>
<td>2012 campaign &amp; construction estimates</td>
<td>220,810</td>
</tr>
<tr>
<td>Contingency</td>
<td>60,000</td>
</tr>
<tr>
<td>Additional 2012 campaign-related expenses:</td>
<td></td>
</tr>
<tr>
<td>Operating Support &amp; Program Supplies</td>
<td>100,000</td>
</tr>
<tr>
<td>Advertising</td>
<td>7,500</td>
</tr>
<tr>
<td>Photography</td>
<td>5,000</td>
</tr>
<tr>
<td>Technology</td>
<td>11,800</td>
</tr>
<tr>
<td>Work Boat</td>
<td>60,000</td>
</tr>
<tr>
<td><strong>Total Project Costs/Estimates through 2012</strong></td>
<td><strong>1,206,228</strong></td>
</tr>
</tbody>
</table>
The following people and businesses have supported Gundalow Company marketing, communication and exhibits throughout 2011.

Photography:
Ralph Morang, official photographer
Michael Sterling, in-kind photographer
Dave Mason, volunteer photographer

Graphic Design:
Alicen Brown, Studio NaCl