



HAGLEY MUSEUM AND LIBRARY
2011 ANNUAL REPORT



*Gunpowder keg, ca. 1861-1875, used for shipping powder, and
gunpowder flask, ca. 1850, used to store and dispense gunpowder.*

PRESIDENT'S REPORT

As we celebrate the fiftieth anniversary of the dedication and opening of the Hagley Library on October 7, 1961, I pause to reflect on comments made by my grandfather Henry Belin du Pont on that very special occasion. He notes that Pierre S. du Pont laid plans “for a library at Longwood [that later merged with Hagley Museum] to bring together documents and papers and books of much historical significance—not only of significance to the du Pont family but to the early record of the whole community...Just as the beauties of Longwood were never hoarded to his personal pleasure, the treasures represented by his search and acquisition of important historical records were not to be hidden away, but were to be made available to all who could benefit from their accessibility.”

While it is widely known that the library was founded by Pierre S. du Pont, what is not well known is that the idea of a du Pont family library harkens back to 1867, when Evelina du Pont wrote to her brother Henry, “Some of the family have a plan...of a library building in which to put family papers and books which are alike the property of the whole family.” Thanks to the Hagley Library, the letter from Evelina and the booklet of remarks made at the dedication are still in existence.

Hagley is a remarkable institution that melds the unique museum collections, buildings, and history with the country's preeminent business history library. We're a global institution with a strong connection to our local roots. Our reach extends beyond our home on the Brandywine to encompass visitors worldwide via our website, digital archives, and online exhibitions.

The spirit of philanthropy at Hagley is one of giving back to our community, to strengthen the bonds that unite us. I am proud of our outreach efforts. Last summer, our Creek Kids Civil War Day brought in 400 pounds of donated items that were shipped to the Delaware National Guard 126th Aviation Regiment in Afghanistan. Last December, we teamed up with the Sunday Breakfast Mission to collect toys for the children who are residents in their shelters during the holidays. We will see more community outreach incorporated into our events in 2012.

We are not content to look back and think we've accomplished all that we need to do. As we look to the future, we envision an institution that engages visitors



Henry B. duPont IV
President

with stories of innovation and inspiration focusing on the important educational initiatives of STEM—science, technology, engineering, math. In many ways, Hagley is uniquely positioned to address these societal concerns and we welcome the challenge.

To all of our friends and members who support this institution, thank you for all that you do for us. We greatly appreciate your dedication!

Sincerely,

A handwritten signature in black ink, appearing to read "H. B. duPont IV". The signature is fluid and cursive, with a long horizontal line extending to the right.

Henry B. duPont IV
President

Cover: In 1862, citizens of Delaware commissioned this ceremonial sword in recognition of Samuel Francis Du Pont's Civil War naval victory. This year's annual report features objects from Hagley's exhibition, "An Oath of Allegiance to the Republic: The du Ponts and the Civil War," presented by Wilmington Trust/M&T Bank.



EXECUTIVE DIRECTOR'S REPORT

I am delighted to share with you some of the highlights of yet another successful year at Hagley Museum and Library, the year when our internationally renowned library celebrated its fiftieth anniversary, the year when Mother Nature tested the resources of our Service Division in keeping us open and looking good, and the year when our historic Osage orange tree became co-champion in the National Register of Big Trees! What a champion place to be!

As you will see, 2011 saw increased visitation both on site and on our website and increased support and community involvement. Once again, I acknowledge my pride in celebrating the achievements of a remarkable staff, board, and volunteer corps who strive on a daily basis to make wonderful things happen at Hagley. And thank you for inspiring us to produce the highest quality service for our community. I know that you will enjoy what follows.

Museum Division

Four overall themes of the work that have been accomplished in the last year are worth pointing out:

First, our participation in the Noyce Leadership program inspired a renewed commitment to engaging our community in our mission. It also propelled our dedication to our role in teaching about the importance of giving back to the community that was (and is) such an important value to the du Pont family. Acting on this renewed commitment had outstanding results that included great successes in partnerships with Goodwill Industries, our local military community, and the Sunday Breakfast Mission. These initiatives resulted in increased visibility, increased attendance, increased revenue, increased energy among the staff and volunteers, and most importantly increased advancement of our mission.

Second, we took our first meaningful steps in broadening our interpretation and educational role from strictly a historic site focusing on the stories of the past to a place that explores the history of human innovation and what that means for community sustainability today. Our new Curator of Interpretation and Visitor Services and the creation of a new Museum Educator position took on the charge of bringing science into our programs and visitor experience. Our commitment to bringing active science back into our mission supports



*Executive Director
Geoff Halfpenny*

the critical need in our community and our country to inspire and train a new generation of scientists and engineers who can change the world for the better. In a related shift, we made the decision to make families with school-aged children one of our priority audiences, recognizing that for children to choose a science or technology path, they must be exposed to it and come to love it as children. This initiative will not only strengthen our community but will also strengthen Hagley's future by building our audience of the future now.

Third, we renewed and re-energized our commitment to the stewardship of our collections of historic objects and structures by launching the first comprehensive physical inventory of our entire object collection. This project will not only allow us to more closely safeguard our collection but will also help us take a significant step towards refining our collection records so that they may be shared with the public electronically. At year end (six months into the project) 5,568 objects had been inventoried, 9,795 photographs taken, 2,938 updates to the database made, and 2,367 images linked

*The Hagley Library,
shown in 1960 (top),
1961 (middle), and
2011 (bottom).*

***Detail of mourning flag,
with black silk border
(visible here at top)
memorializing Abraham
Lincoln's assassination
on April 14, 1865.***

to records. In addition, throughout 2011 we worked toward a plan for the completion of a comprehensive assessment of the preservation needs of our historic structures. Though the project will not happen until 2012, the groundwork was laid in 2011. And we presented a major exhibition to mark the 150th anniversary of the start of the Civil War. "An Oath of Allegiance to the Republic: The du Ponts and the Civil War" included a major exhibition and education series (including a Civil War summer camp, Civil War Creek Kids programs, and a special school program created to incorporate the Civil War exhibition) that were jointly created by the museum and library divisions. Sponsored by Wilmington Trust/M&T Bank with support from The Lyons Companies, this project provided an opportunity to tell the du Pont story through the lens of the Civil War experience and also highlight numerous important artifacts from our museum and library collections that have never been on display before. The exhibition and programming had great success with packed houses for all of the related events. Not only was this project a great public success, but it also demonstrated how strong we are as an organization when we work together and draw on all of our available resources.

And fourth, maintenance and enhancement of our site continued, and work was initiated to repair and make operational the thirteen sluice gates throughout the Powder Yards. Several were made fully operational and work will continue into 2012. Through the generosity of a du Pont family member, a new project was begun to attempt to restore water power to the machine shop exhibition in the Millwright Shop building, using the original historic turbine that was excavated on site. The turbine was found to be intact, and a full restoration is underway.

General visitation was up 2.82 percent over 2010, with a total of 65,900 people enjoying Hagley. Invention Convention in January had the highest attendance ever, with 2,501 participants, and developed important partnerships with Goodwill of Delaware and Delaware County and the Delaware Solid Waste Authority. Bike and Hike evenings in July and August saw a 127 percent increase in attendance. The annual Hagley Car Show in September attracted 4,432 visitors and participants to our site, and thanks to TV personality Dennis Gage and his crew filming the show for the series "My Classic Car," Hagley will receive worldwide coverage when the show airs in 2012! And our Craft Fair attracted 2,168 people, an increase of 11 percent, which generated an additional 62 percent in revenue! Each of these events

generated meaningful membership growth, opportunities for corporate sponsorship, and future support.

Two new activities added to our success—Hayrides on October Sundays (increased attendance by 44 percent) and new initiatives for Christmas at Hagley. The latter initiative added family-based activities, a partnership with the Sunday Breakfast Mission, a to-scale gingerbread model of the Belin House (created by Toscana Catering at Hagley Chef Roy Eckbold), and an evening program that included seeing the residence at night. Those holiday programs increased attendance for children by 150 percent, for adults by 82 percent and revenue by 40 percent!

Our involvement in teacher professional development continued via our partnership with the Historical Literacy Project, a Teaching American History grant through the University of Delaware. We participated in workshops and created primary source packets for fifty Delaware teachers.

We were particularly proud of our Creek Kids initiative to support the Delaware National Guard in Afghanistan, which resulted in phenomenal media attention, significant support from local military groups, and 400 pounds of donated items being sent to our troops serving in the Middle East.

Summer Camp returned with great success in Hagley's Civil War Summer Camp. It was so popular that we will be repeating it in 2012 and adding two more sessions of camp with a new theme of "The Power of Water."

Once again, I am proud to acknowledge the volunteers who devote their time, skills, and energy to ensuring that we offer the greatest service possible to our community. In 2011, our 568 volunteers donated 19,670 hours to Hagley! Thank you!

Our collections saw some important additions in 2011. We are indebted to those who made these gifts possible. Highlights include: Mrs. David Craven's (Wilhelmina Laird Craven) nylon wedding dress (which predates the introduction of nylon to the public); silver and clothing pieces belonging to the first generation of du Ponts in America; oil portrait of Louisa Gerhard du Pont featured in the recent weddings exhibition; five patent models; DuPont Company materials, including Qiana®, automotive finishes, Corfam®, cellophane, Reemay®, Sontara®, and neoprene; and the eighth installment of the Amram/Brick Women Inventors collection.

Significant advancements in collection care also took place during the year with more than 100 artifacts (paintings, objects for the residence wedding exhibition,






\$400


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H. A. DuPONT,

**1st Lieut. 5th U. S. Art'y,
Com'g. Battery "B."**

Hagerstown, August 8, 1863.

Printed at the "Herald and Torch" Office, Hagerstown, Md.

objects for the Civil War exhibition and others) being cleaned and/or repaired. Our long-range preservation plan was updated. And phase three of an Institute of Museum and Library Services (IMLS) grant titled: "Detailed conservation survey of pioneering synthetic DuPont textile fiber firsts" was completed with the creation of a workshop for textile conservators, and online conservation guidelines for the general public.

The Museum Division created three exhibitions in 2011, in addition to collaborating on the Civil War exhibition: "Wedding Traditions of the du Pont Family, 1813-1915", "Crafted for the Hearth: Nineteenth-Century Hooked Rugs," and our annual "Christmas at Hagley" exhibition with the 2011 theme of lacework.

Library Division

The year 2011 proved to be a challenging and very productive year for the Library Division, with notable collection additions, and great progress in cataloging and processing, reference, digital archives and electronic records, collections care and preservation, and outreach. In the Manuscripts and Archives Department, collecting activity rebounded substantially in 2011. New accessions increased from 83.5 linear feet in 2010 to 653 linear feet in 2011. Additions to existing accessions decreased from 291.28 linear feet to 168.05 linear feet, and additions to the Foundation Archives increased from 38.95 linear feet to 52.5 linear feet. The Pictorial Collections Department oversaw 21 new accessions, and the Imprints Department acquired nearly 500 items, while accepting on deposit an entire library collection comprising more than 900 linear feet of material. Digital Collections added 13 new collections and uploaded 70,742 pages to the Hagley Digital Archives, housed at <http://cdm15017.contentdm.oclc.org/>. Those collections include:

Avon Historical Archive
Avon Museum Objects [sub-collection of Avon]
Avon TV Commercials [sub-collection of Avon]
Civil War Collection
Consolidated Coal Company, Annual Reports
DuPont Magazine
DuPont Product Information
Herbert S. Winokur, Jr., Enron Board Records Collection
Morse Dry Dock Dial
Nation's Business Photographs
Nation's Business [Magazine], 1912-1999
PSFS Building
William du Pont Collection
Xanthus Smith Collection
Z. Taylor Vinson Transportation Collection

In the Townsends, Inc., collection, Hagley has acquired the nation's first archive of a poultry producer. Townsends was a multi-generational family firm with facilities in several states and a major player in bringing mass-produced and mass-marketed chicken to greater prominence in the American diet.

The records of the Sherwood Partners was the year's second collecting coup. Sherwood, a Mountain View, CA, firm providing legal services to Silicon Valley firms, amassed a collection of records of start-ups in high-technology and biotechnology. In addition to these paper records, it is possible that Hagley may be able to acquire the electronic records of these firms in the future, giving us an important place in the emerging and critically important area of digital preservation.

Portraits and videotapes of DuPont Company executives; aerial photographs of DuPont Company plants in Kentucky, Louisiana, and Mexico; items on World's Fairs; and a bridal portrait of Mrs. David Craven (Wilhelmina Laird Craven) were among the items accessioned by the Pictorial Collections Department.

The Imprints Department was gratified to learn that the United States Chamber of Commerce, an important lobbying group for American businesses and a depositor of its records here at Hagley, would be adding its library collection of books, pamphlets, and serials, totaling more than 900 linear feet of material, to its deposit.

Avon and the Pew Charitable Trusts continue to contribute materials to their deposits at Hagley, which have bolstered our digital collections.

The shift of our Online Public Access Catalog (OPAC) from the Voyager Integrated Library System (ILS) to the web-based solution hosted by Electronic Online Systems (EOS) International involved a major effort by the staff and strategically positions the library's infrastructure to confront future contingencies.

New digital techniques were explored and adopted that will provide a foundation for future records processing efforts. Our online repository for Digital Collections, CONTENTdm, on its site was upgraded to version 6 and promises a host of new features that will augment both processing and digital exhibitions. Hagley also increased the optical character recognition (OCR) capacity allowed under its CONTENTdm licenses, which will make large-scale and scanning operations producing full-text searchable documents and serials possible. An example is the project to scan the entire run of the United States Chamber of Commerce's serial publication, *Nation's Business*.

Members of Manuscripts and Archives and Pictorial Collections received training in the Archivists'

Recruiting Poster for Battery B, 5th U.S. Artillery, 1863. Union officers, especially after the war's first year, used large bounties and the chance to get high pay to attract volunteers for army service.



Many U.S. Navy officers used binoculars (also known as “opera spyglasses”) like these while on sea duty. This pair is engraved “Flag Officer S. F. Dupont/U.S.N./Port Royal Nov. 7, 1861” and may have been used by Samuel Francis Du Pont or one of his officers in the South Atlantic Blockading Squadron.

Toolkit (AT), a new open-source tool for processing collections and generating finding aides and other documentation. After a copy was loaded onto a Hagley server, experimentation with AT began with the goal of creating an integrated workflow for processing collections.

Two collections deserve special mention: the William Pahlmann Collection and the Z. Taylor Vinson Transportation Collection. The documents of the influential mid-twentieth-century interior designer William Pahlmann is especially complex, involving not only papers, but also a dizzying array of samples in many different kinds of materials and media. Work on the Pahlmann collection, led by a grant-funded project archivist, comprised 40 percent of Manuscripts and Archives’ total processing workload.

Similarly, the Vinson Collection in the Imprints Department absorbed the attention of a grant-funded project archivist and an intern. Processing the massive Vinson Collection of automotive and transportation material was anticipated to take three years, but the staff has exceeded its milestones, and in addition has described its work in weekly posts to a Hagley blog dedicated to the project. The collection is already attracting the interest of automobile historians and enthusiasts and will

make Hagley one of the most important automotive history research centers outside of Detroit.

It should be apparent from the foregoing discussion that digital initiatives have permeated virtually all aspects of library operations. The work of the Digital Collections Department exposed Hagley’s collections and mission to at least 50,000 virtual visitors in 2011.

The web archiving platform was moved to Archive-It, and a total of 4.8 million documents totaling 400GB were added to it (available at <http://www.archive-it.org/organizations/539>). Content has been archived to the following collections:

DuPont Company
Hagley Citizen Historian Collection
National Association of Manufacturers
National Foreign Trade Council
Pew Charitable Trusts
Steel Collection
United States Chamber of Commerce
Automobile Collection
Defense Industry Collection

Seven digital exhibitions and custom interfaces were launched in 2011:

- “Avon Historical Archive”
- “Delaware’s Industrial Brandywine”
- “Civil War: Soldiers and Powdermen - Robert Smalls: Former Slave & Civil War Hero”
- “William du Pont, Jr.: Online Exhibition”
- “DuPont Company on the Brandywine”
- “Xanthus Smith”
- “A Separate Place: The Schools P.S. du Pont Built”

The Digital Collections Department supported the effort to increase the exposure of the Hagley library’s collections through the innovative use of blog platforms such as WordPress and Tumblr as well as social media channels like Facebook and Twitter. In 2011, the department launched a new blog site, monthly newsletter, and email delivery system. In addition, it started a new blog to support the Vinson Collection, along with a new site, The Hagley Vault. Feeds for all of these platforms were integrated with Hagley’s Facebook and Twitter channels. The links to the new sites are: <http://library.hagleyblogs.org/>, <http://vinson.hagleyblogs.org/>, and <http://hagleydigital.tumblr.com/>

The Digital Collections Department also led the transition from Voyager to EOS, oversaw the update of the CONTENTdm digital management software, and supported the development of the digital records collecting and preservation program, all as explained above. In August, Hagley joined the National Digital Stewardship Alliance, a coalition of repositories formed by the Library of Congress’s National Digital Information Infrastructure and Preservation Program.

Some raw web statistics give some indication of the reach and impact that digital initiatives have made. Hagley digital archives: 72,600 visits; 51,224 unique visitors; 899,693 page views; 70 percent new visitors. Hagley Library website: 62,776 visits; 49,691 unique visitors; 170,865 page views; 78 percent new visitors.

Traffic highlights by content: 26,341 page views of the Hagley Library home page; 12,871 page views of the Avon Company exhibition homepage; 5,807 page views of the DuPont Company on the Brandywine homepage; 9,325 page views to the library search guide, and 4,867 page views of the Hagley grants and fellowships page!

Hagley continues to provide first-rate reference service to visiting and off-site researchers. Staff knowledge of the collections is exceptional, and the departments continue their commitment to rapid and accurate retrieval.

In Manuscripts and Archives, 4,512 linear feet of records and 59 microfilm reels were used in 2011. This is the highest number of records retrieved by the department in a single year. The previous annual record amount was 4,277 linear feet in 2010. In August, 685 linear feet of records were retrieved; this is the most ever pulled in a single month, and October saw Manuscripts and Archives’ second-highest number of records retrieved.

During the year, 434 researchers made 1,007 research visits to Manuscripts and Archives. More than one-third of the users, 157, were first-time researchers at Hagley. There were 1,059 reference requests received and answered through email and letters; questions via the online Ask Hagley service accounted for 324 requests. Telephone reference requests numbered 209. The most heavily used collections were the United States Chamber of Commerce, National Association of Manufacturers, Ernest Dichter Papers, DuPont Company Records, Pennsylvania Railroad Papers, J. Howard Pew Personal Papers, John J. Raskob Papers, and Pierre S. du Pont Papers.

Pictorial Collections handled 302 inquiries and served 141 researchers making 142 visits. Circulation stood at 755 items and cumulative photo orders numbered 170, of which 144 came from clients online.

In Imprints, on-site attendance dropped appreciably (from 698 total visitors in 2010 to 551 total visitors in 2011), but, as in Manuscripts and Archives, the number of new patrons for the year rose (from 309 in 2010 to 321 in 2011). Circulation dropped from 3,839 items requested in 2010 to 3,371 items in 2011. Remote reference assistance dropped from 386 remote requests in 2010 to 345 remote requests in 2011. Loans requested from Hagley effectively remained constant from 527 loan requests in 2010 to 529 loan requests in 2011. Loans to Hagley rose slightly from thirty-eight loan orders in 2010 to forty-two loan orders in 2011. The pace for interlibrary loans in 2010 was 43.9 loan requests per month. The monthly average for 2011 was 44.1 loan requests per month.

The Conservation staff in the library continued its crucial support of collections, while also taking the lead on all library exhibition installations. Staff also oversaw the acquisition of conservation equipment. For instance, the volatility of film in Pictorial Collections encouraged the Conservation Laboratory to order two freezer units for delivery at the Hall of Records in early 2012.

The problem of mold damage within the Lamont du Pont Aeronautical Imprints Collection was identified in 2010 during Imprints survey work. The items were all mold- and water-damaged prior to arrival at Hagley (decades ago). The moldy items



were identified, segregated, bagged, and quarantined. The Conservation staff has started research and readings on bio-deterioration, focusing on a possible treatment with a gas that would fully destroy any mold or bacteria (to be performed at an off-site location).

Work to update Hagley's emergency planning documents took place within a larger effort to resurrect the Collections Disaster Team with representatives of relevant curatorial, reference, and conservation staff. Conservation staff attended a free, two-day workshop on Disaster Mitigation presented by the Conservation Center for Art and Historic Artifacts in Philadelphia and produced by Delaware Division of Libraries and the Institute of Museum and Library Services. Additional training on handling and rescuing water damaged collections will take place in 2012.

Several members of staff serve in leadership positions with the Delaware Disaster Assistance Team (DDAT), helping repositories across the state plan and prepare for caring for collections in the aftermath of a disaster.

The library expanded its outreach, both to its traditional constituents and also to new audiences using all means at its disposal: on site, off site, and online.

"An Oath of Allegiance to the Republic: The du Ponts and the Civil War" a joint effort with the museum, was Hagley's main exhibition of the year and garnered a number of media opportunities for Hagley. The three events of the supporting Civil War Education Series drew an average of more than 100 participants per event. The library's own history and that of its collections shaped an extensive multi-media exhibition for the library's fiftieth anniversary celebration in December. Meanwhile, plans for a pictorial exhibition for the United States Chamber of Commerce's 100th anniversary celebration, based on photographs from *Nation's Business*, were put into action. The exhibition opens at the Chamber's offices in Washington in April of 2012 and will return to Hagley the following September. Already mentioned has been the thirteen digital exhibitions the library has made accessible online.

The Center for the History of Business, Technology and Society, the library's programming arm, maintained a steady stream of events, including a public lecture, its annual fall conference, a research seminar series, and a grants-in-aid program for scholars using our collections, as well as serving as the home base for the Business History Conference and its associated publications and prizes.

Olivier Zunz provided a public lecture with standing-room only in November that placed the

du Pont family's philanthropy in national perspective. Also in November, the Center co-hosted the academic fall conference, "The Life of New Materials," with the Chemical Heritage Foundation of Philadelphia. This experiment suggests that collaborative events can serve the purposes of partner institutions. The conference was a success, with papers of sufficiently high caliber to merit the publication of a collection of papers, a possibility currently being explored. Hagley conferences have generated a number of highly regarded scholarly essay collections over the years. The seminar series, featuring scholars' works-in-progress pertinent to Hagley collections or drawing on library sources, continues to be an important mainstay of the Center's activities, and partnerships to expand participation beyond the core group of attendees are being explored.

The library supported Hagley's outreach through a number of media events. We funded and supported filmmaker Sarah Holt's development of the documentary on William McGowan, the founder of MCI, whose records are housed here. The documentary was aired by National Public Broadcasting affiliates nationwide throughout the fall and early winter. Numerous interviews were given by staff members to local radio and television stations like WDEL and WHYI, covering topics ranging from current exhibitions to the library's fiftieth anniversary. Finally, as alluded to earlier, the library has aggressively pursued blogging as a way to promote current projects.

Thanks to a generous training grant from The Andrew W. Mellon Foundation, the Library Division began an ambitious three-year training plan aimed at expanding strategic competencies. New processing tools, like Archivists' Toolkit, enhanced digital preservation and exhibition capabilities, and the latest conservation techniques for targeted materials, are among the skills the staff will acquire.

External Affairs and Development

Raising funds is essential for us to meet our mission and provides for programs, exhibitions, conservation, and collections development. Overall giving for 2011 was 9.4 percent above goal, and the Hagley Annual Fund brought in gifts from 347 donors, the most donors ever! Thank you one and all for considering Hagley a worthy recipient of your charitable giving—we couldn't carry out our important work without your generous support, which given the challenges of the economy is a credit to you and the institution!

A major accomplishment in 2011 was the continued growth of our membership base, which despite the poor economy saw a 2.3 percent growth rate in our

***Lieutenant-Colonel's
Shoulder Boards
worn by Henry A.
du Pont, ca. 1865.***

***Union Army officers
wore shoulder boards
like these to display
their rank and
branch of service.
Henry A. du Pont
received a brevet
(honorary) promotion
to Lieutenant Colonel
in March of 1865 for
his actions during
the Battle of Cedar
Creek, Virginia.***

individual memberships. By the end of the year we celebrated having reached 2,774 memberships! Welcome, and enjoy the benefits of membership, including the major benefit of purchasing tickets for our members-only "Fireworks at Hagley"! I hope that you were one of the 7,164 fortunate people who enjoyed two wonderful evenings of pyrotechnic excellence made possible by the skills of a talented group of Hagley colleagues, the professionalism of Fireworks by Grucci, and the continued support of our presenting sponsor, Wilmington Trust/M&T Bank. New in 2011 was a premium parking area just inside the general parking field. For \$100, the space ensured easy entrance and exit.

Another new member benefit introduced in 2011 was "Explore and Save." This allows our members to attend participating cultural institutions for a \$2 discount on regular museum admissions for up to two adult discounts. The participating cultural institutions include the Brandywine Conservancy, Brandywine Zoo, Chester County Historical Society, Delaware Art Museum, Delaware Children's Museum, Delaware Museum of Natural History, Hagley Museum and Library, Longwood Gardens, Tyler Arboretum, and Winterthur Museum Garden & Library. This program, started in October 2011, attracted 178 visitors to Hagley during the fourth quarter of 2011.

Much time was spent in 2011 evaluating our rental program, and our Special Events Department exceeded all goals in managing thirty seven outside events, including twenty-one corporate events, four nonprofit events, eight weddings, and four social occasions, whilst also managing more than fifty Hagley meetings and events including the Invention Convention, Fireworks, Craft Fair, Car Show, and our first Bridal Show! I hope that you were among the many who enjoyed our hospitality and encourage your family and friends to consider Hagley for your special occasion.

We continued to get great media attention throughout the year with some 259 articles being written about or including Hagley in magazines, newspapers, and electronic media. This represents a 21 percent increase over 2010. Local outlets included *The News Journal*, *Signature Brandywine*, *Community News*, *Philadelphia Inquirer*, *Delaware Today*, *Delaware Business Blog*, and *Dover Post*. Hagley was also included in travel industry publications, such as *AAA World*, *Amtrak Arrive*, and *Recreation News*. We were also highlighted in *London's Telegraph*, *Pittsburgh Tribune-Review*, *Preservation and State College Magazine*. Hagley events and programs were discussed on WHYY's Delaware news program, Delaware First, and on WDEL. Television shows GlobeTrekker,

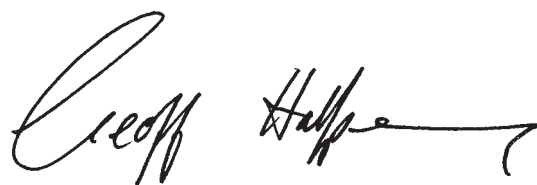
House Hunters, and PBS's Nightly Business Report also visited Hagley during 2011. The marketing office handled 146 media inquiries and 40 media visits.

The Brandywine Museums and Gardens Alliance (BMGA) offered a single-rate admission ticket program, called a Passport, to the ten members including Hagley during the summer, and more than 800 passports were sold, and more than 2,600 visits were generated.

Our social media reach continued to expand with Facebook followers numbering 900 by year end; Twitter followers reached 500, and 127 people checked in on Foursquare.

Our award-winning *Hagley Magazine* was just one of the 331 projects completed during the year by our Publications Office — a tremendous achievement in bringing the wonders of Hagley to a wide audience via high-quality publications, advertisements, and exhibitions.

This time last year we were seeking a new head of the Library Division. Avid readers of *Hagley Magazine* will have already made the acquaintance of Dr. Erik P. Rau (Fall 2011 — Vol. 40, No. 3 page 12) who came to Hagley from Drexel University, where he was an assistant teaching professor in the Department of History and Politics. I am thrilled to report that having joined us in July 2011 as Director, Library Services, Erik hit the ground running, quickly started to make his mark, and set to work with an enthusiastic and supportive staff in preparing for the upcoming fiftieth anniversary celebrations, and positioning the library for the next fifty years! If you get the opportunity, please say "hello" to Erik, who will be pleased to pass on his enthusiasm at heading the nation's leading business history library and archive.



Geoff Halfpenny
Executive Director



*Samuel Francis Du Pont
and officers on the
U.S.S. Wabash, 1862.*



*Detail of illustration on
"Battle of Port Royal"
sheet music, 1861.*

Hagley thanks all of our donors for their generosity and kindness. Your support is greatly needed and genuinely appreciated. The following is a consolidated list which includes Hagley Benefactor, Patron, and Sponsor members, Corporate members, Hagley Annual Fund donors, Residence Fund donors, those who have included Hagley in their estate plans, and other individuals, businesses, and institutions making financial or in-kind contributions in 2011.

We strive for accuracy in our donor listings; names appear as the donors have requested. Please contact the development office at (302) 658-2400, ext. 303, with any changes or corrections.

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New Trend Hair Salon
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Toscana Catering at Hagley
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Guests celebrating Hagley Library's fiftieth anniversary included (left to right) Ed Bassett, John Schoonover and Erik Rau.



Mr. and Mrs. Irénée du Pont, Jr., also attended the celebration.

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 Mr. Philip T. Annone
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Armed Forces Communication & Electronics Association
Aurora Gun Club
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Brandywine River Museum
Carnegie Museum of Art
Chanticleer
Decatur First Methodist Church
Delaware Art Museum
Delaware Children's Theatre
Delaware Humanities Forum
Delaware Museum of Natural History
Delaware Nature Society
Delaware Theatre Company
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The Grand Opera House
Hagley Handwork Group
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FINANCIAL REPORT

The financial statements of Eleutherian Mills—Hagley Foundation are audited annually by Cover & Rossiter, Certified Public Accountants. Statements are available from the Finance Office on request.

ASSETS	2011	2010
Current Assets:		
Cash and cash equivalents	\$ 1,291,953	\$ 1,528,014
Accounts receivable	84,531	157,790
Grants receivable	-	-
Pledges receivable	150,000	187,500
Inventories	94,340	92,123
Prepaid expenses	88,952	88,754
Total Current Assets	<u>1,709,776</u>	<u>2,054,181</u>
Noncurrent Assets:		
Investments, at market:		
Endowment*	112,201,701	121,525,448
Other	3,761,098	4,160,694
Total Investments	<u>115,962,799</u>	<u>125,686,142</u>
Pledges receivable	775,698	852,689
Split interest agreement, at market	1,860,682	2,027,323
Land, buildings and equipment, net of accumulated depreciation	18,626,660	19,145,910
Artifacts, exhibits, and models	-	-
Total Noncurrent Assets	<u>137,225,839</u>	<u>147,712,064</u>
TOTAL ASSETS	<u>\$ 138,935,615</u>	<u>\$ 149,766,245</u>
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable and other liabilities	\$ 107,917	\$ 178,774
Accrued expenses	73,725	46,885
Deferred revenue	58,385	58,022
Total Current Liabilities	<u>240,027</u>	<u>283,681</u>
Noncurrent Liabilities:		
Accrued post-retirement benefits	141,283	157,495
Total Liabilities	<u>381,310</u>	<u>441,176</u>
NET ASSETS:		
Unrestricted:		
Board designated for long-term investment	87,141,132	94,849,788
Other unrestricted	21,107,577	21,455,900
Total Unrestricted	108,248,709	116,305,688
Temporarily restricted	10,756,293	13,958,333
Permanently restricted	19,549,303	19,061,048
Total Net Assets	<u>138,554,305</u>	<u>149,325,069</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 138,935,615</u>	<u>\$ 149,766,245</u>

***Some investment funds totaling \$8,702,776 are reported here at 9/30/11 market values due to timing of the 12/31/11 investment reports.**

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