



**2022 - 2023**

# **A N N U A L   R E P O R T**



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**Theme: The Sky's the Limit**

**Fiscal Year July 1, 2022 - June 30, 2023**

**Annual Meeting: Wed, Sept. 20<sup>th</sup> at 6pm - The Inn at Bethlehem**

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# FY 23 Annual Report

## Theme: The Sky's the Limit

### Fiscal Year July 1, 2022- June 30, 2023



*Wings 2.0 participants show off their paper-mache masks during a summer 2023 workshop.*



*Lucy Golden, metalsmith and exhibiting artist in the summer 2022 Gallery at WREN exhibition Lifecycles, gives an artist talk featuring the caterpillars that inspired much of her work. August 2022.*



*Wings 2.0 participants create their own banners during a summer 2023 workshop.*

## AGENDA

- Welcome
- Call to Order – Julie Weisman
- Approval of minutes from Annual Meeting October 26, 2022
- Ratification of Christa Hollingsworth and Sharon Washwick-Francis, Election of Board of Directors as presented
- Highlights from our 2023 Fiscal Year
- The Sky's the Limit 30<sup>th</sup> Anniversary Campaign
- Presentation of Financials



## WREN FY 2023 Slate of Officers

### **Julie A. Weisman (Chair)**

Julie is committed to supporting women, education, and the arts. She believes in WREN's mission and seeks to actively support the arts community and rural entrepreneurship in the North Country. She lives in Franconia and spends as much time as possible on the trails. Julie attended Dartmouth College and has the "granite of New Hampshire in her muscles and her brains." She looks forward to using her past experiences with public school governance and her deep connection to the North Country as a member of the WREN Board.

### **Mary Moritz (Secretary)**

Mary is the Bethlehem Town Administrator. In 2013, Mary became a board member of WREN, believing in the mission, and wanting to be a part of a community focusing on woman entrepreneurialism. The former owner of the Mulburn Inn, Mary brings her business expertise and knowledge of the North Country of New Hampshire to WREN's board.

### **Rebecca M. Fullerton**

Rebecca is a landscape painter and has served as Archivist for the Appalachian Mountain Club since 2005. In 2018, she returned to New Hampshire after many years in Boston, choosing Bethlehem in part because of the vibrant arts community in the area. Living in the North Country, she has dedicated her art practice to depicting the White Mountains in oils and watercolor. She has a deep love of mountain history and conservation, hiking, trail running and kayaking.

### **Marie Knight**

Marie recently relocated to the White Mountains, originally as a temporary move due to the pandemic, but it soon became her home! As a new member of the community, she clearly sees the value that WREN brings to female entrepreneurs and joined the board to help amplify its marketing efforts. Marie's day job is working for a Silicon Valley technology company. In the evenings, you can find her teaching yoga at Studium Fitness or walking her dog, Boss.

### **Christa Hollingsworth**

Christa Hollingsworth is a development professional with more than ten years of experience in higher education and the arts. She works in the Advancement office at Plymouth State University, where she supports the administration to achieve multi-million dollar campaign fundraising goals and manages donor stewardship processes for the school's 2,000+ donors each year. Before joining PSU in 2017, she was Managing Director for the North Country Center for the Arts, a non-profit performing arts center in Lincoln, NH. Christa lives in Franconia and is passionate about raising funds for valued community non-profit organizations like WREN.

### **Sharon Washwick-Francis**

Sharon Washwick-Francis is a Bethlehem, NH resident who has a passion to see women succeed. Sharon has worked in the insurance business for over 17 years. In 2023 Sharon opened her own agency on Main Street in Bethlehem, NH. Sharon has held roles and volunteered in multiple non-profit organizations and committees. She and her husband, the pastor of a local church, believe in helping the community in impactful ways. Sharon enjoys being a part of WREN's community of women who succeed, grow, and achieve their dreams. Sharon is married with three children and enjoys spending time with family and in the beautiful nature the North Country provides.



# FY 23 Annual Report NH Gives & Grants

## Grants

**Total: \$102,073**

CDBG - Program.....\$55,000  
*Technical Assistance for 22 participants*

CDBG - Program.....\$13,000  
*Program Administrative Costs*

NH State Council on the Arts .....\$11,000  
*Public Value Partnership –  
2-year award for General Operations*

NH State Council on the Arts .....\$3,323  
*American Rescue Plan - for General Operations*

NH Charitable Foundation.....\$10,000  
*Unrestricted Grant - 3 year award*

NH Charitable Foundation.....\$250  
*Neskaya Fund- for General Operations*

Mascoma Foundation.....\$7,000  
*For Women’s Work Initiative*

NH Women’s Foundation .....\$2,500  
*For Women’s Work Initiative*

## NH Gives – Annual 24 Hours of Giving

**Total: \$7,819.67**

Donations .....\$5,319.67

NH Charitable Foundation.....\$2,500  
*Donor Advised Fund - Anonymous*

**THANK YOU FOR YOUR SUPPORT!**



## Staff and Other WREN Providers



From left: Operations manager Julia Butterfield, executive director Pamela Sullivan, assistant director Scarlett Moberly, retail & marketing coordinator Genevieve Moberly

### Staff

- Pamela Sullivan  
*Executive Director*
- Scarlett Moberly  
*Assistant Director*
- Genevieve Moberly  
*Retail and Marketing Coordinator*
- Julia Butterfield  
*Operations Manager*
- Kristin Lingle  
*Retail Associate*

### Instructors and Technical Assistance Providers

- Julia Butterfield
- Rebecca Fullerton
- Jill Greenleaf
- Deb Loughnane
- Scarlett Moberly
- Laureen Moniz
- Andrew Moran
- Tara Quillinan
- Kristine Roy
- Mary Secor
- Pamela Sullivan
- Doug Weisman
- Julia White

### Sponsors

- Littleton Food Coop
- Hilliard Real Estate
- Voyage Blue Travel
- Rossi Import
- Pearl Lake Distributors
- Tami Nason
- Mark & Kim Koprowski
- Sullivan Creative
- Adair Country Inn and Restaurant
- The Washwick Agency

### Volunteers

- Doug Arion
- Mary Secor
- Darlene Jones
- Timothy Jones
- Rebecca Fullerton
- Mary Moritz
- Judy Ratzel
- Heather Spinney
- Marie Knight
- Julie Weisman
- Doug Weisman
- Nate Alberts
- Sullivan Creative
- Ellen Chandler
- Jane McGrath
- Carl Bretton
- Caryn Clark
- Genevieve Moberly
- Natalie Woodroffe

### THANK YOU

Please let us know if we have missed anyone so we can recognize them and show appreciation.



## WREN's FY 2023 Year in Review Highlights



From left to right: Katy Curnyn, former WREN Director of Market Access; Natalie Woodroffe, WREN's first executive director; Colleen Foley, WREN co-founder; Veronica Francis, WREN co-founder; Beth Simon, participant in WREN's first-year learning community; and Mollie White, WREN co-founder.

As WREN approaches its 30<sup>th</sup> anniversary we celebrate the organization's rich past and look forward to planning for the next 30 years. Mollie White, co-founder of WREN, and the Women's Work Initiative Task Force, worked with us to identify systemic barriers to economic justice and equity for women with children. Our goal was to better understand the systemic influences in rural New Hampshire that perpetuate the wage gap and lower the earning power for women with children, and to develop pilotable solutions. This ultimately led to the reintroduction of the WINGS program as Wings 2.0 and a partnership with the U.S. Small Business Administration New Hampshire District Office on the first Women's Empowerment Summit.

### Here are a few highlights from our 2023 Fiscal Year:

- Women's Work Initiative – re-launch of the WINGS Program as Wings 2.0
- Partnership with the U.S. Small Business Administration New Hampshire District Office on the creation of the first Women's Empowerment Summit
- Six gallery exhibitions
- Participation in Christmas in Bethlehem and creation of the Holiday Fair at the Adair
- Artist Talk Series at the Adair Inn and at the Gallery at WREN
- Summer Community Day
- Creation of day long in-person business development workshops and one-on-one technical assistance sessions
- Total grants received for FY2023: \$102,073
- Ongoing year-round marketing program – strong social media presence
- Ongoing fundraising programs: Annual Appeal and participation in NH Gives
- Partnerships and collaborations with local businesses and organizations
- Hosted a meet and greet for Executive Councilor Cinde Warmington and other state officials
- Increased staff capacity adding two additional full-time employees bringing full-time staff total to four



A meet and greet at WREN with local artists and state officials to talk about the creative economy in the North Country.



Exhibiting artist Pam Smith gives a linocut printmaking workshop at WREN during the March/April 2023 exhibition *Women in Print: Four Printmakers*.



# WREN's FY 2023 Financials

## WREN Operating Budget as of August 31, 2023

<b>Income</b>	<b>FY 2023</b>	<b>FY2022</b>
Total Contributed Income <i>Grant Income, Donations &amp; Contributions</i>	\$154,408.38	\$135,685.34
Total Earned Income <i>Store Sales, Membership Dues, Classes, Rent, Event Income</i>	\$233,461.28	\$226,737.00
Other Income <i>Payroll Protection Plan, Postage Reimbursement, Interest</i>	\$482.08	\$25,745.02
<b>Total Income</b>	<b>\$388,351.74</b>	<b>\$388,167.36</b>

<b>Expense</b>	<b>FY 2023</b>	<b>FY2022</b>
Human Resources	\$202,008.93	\$167,105.74
Program and Administrative Expenses	\$180,178.25	\$186,342.26
Building, Grounds & Equipment	\$19,577.97	\$19,275.80
Other Expenses	-	\$1,265.12
<b>Total Expense</b>	<b>\$401,765.15</b>	<b>\$373,988.92</b>
<b>Net Operating Income</b>	<b>\$(13,413.41)</b>	<b>\$14,178.44</b>

<b>Other Income</b>	<b>FY 2023</b>	<b>FY2022</b>
Direct Grants	\$11,965.96	\$72,500.00
Other Income (NH Gives)	\$1,750.00	-
<b>Total Other Income</b>	<b>\$13,715.96</b>	<b>\$72,500.00</b>

<b>Other Expense</b>	<b>FY 2023</b>	<b>FY2022</b>
Loan Interest-Payroll Protection Plan	-	\$223.83
Depreciation & Amortization	\$22,572.00	\$22,572.00
Direct Grant Recipients	\$11,965.96	\$72,500.00
Other Expense (NH Gives)	\$750.00	-
<b>Total Other Expense</b>	<b>\$35,287.96</b>	<b>\$95,295.83</b>
<b>Net Income</b>	<b>\$(34,985.41)</b>	<b>\$(8,393.56)</b>

Financial Advising and 990 preparation is done by James J. Sherry, CPA



## WREN's FY 2023 Financials

### WREN Statement of Financial Position as of June 30, 2023

<b>Assets</b>	<b>FY 2023</b>	<b>FY2022</b>
Current Inventory (Held)	\$4,645.41	\$372,287.53
Current Assets	\$79,583.65	\$102,551.90
Fixed Assets	\$107,437.47	\$130,009.40
Other Assets	-	-
<b>Total Assets</b>	<b>\$191,666.53</b>	<b>\$604,848.83</b>

<b>Liabilites &amp; Equity</b>	<b>FY 2023</b>	<b>FY2022</b>
Consignment Payable	-	\$369,002.96
Other Liabilites	\$1,197.75	\$6,191.72
<b>Total Liabilities</b>	<b>\$1,197.75</b>	<b>\$375,194.68</b>

<b>Equity</b>	<b>FY 2023</b>	<b>FY2022</b>
Assets with Donor Restrictions	\$15,000.00	\$15,000.00
Assets without Donor Restrictions	\$214,899.15	\$207,774.65
Net Income	\$(34,985.41)	\$(8,393.56)
<b>Total Equity</b>	<b>\$194,913.74</b>	<b>\$214,381.09</b>

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## Annual Meeting Minutes October 26, 2022

**Present:** Pam Sullivan, Executive Director, Julie Weisman, President, Judy Ratzel, Treasurer, Mary Moritz, Secretary, Marie Knight, board member, Rebecca Fullerton, board member, Heather Spinney, board member.

Mary Moritz made a motion to approve the September Board Meeting Minutes. Marie Knight seconded, and all were in favor.

Judy Ratzel gave an overview of the September financial statements, and the board approved the September Financials.

Mollie White presented the work that has been completed concerning the Woman's Work Initiative. Ms. White explained the committee has been in the information gathering phase of and continues to meet the proposed completion timetable. The next phase will include a community driven outreach that will help provide programing development and criteria. Pam Sullivan expressed a need for some of the work that is being done by the committee to be completed by WREN employees.

Pam Sullivan presented the highlights Executive Director Report.

Marie Knight reminded board members of the Connect Her Event on November 3rd.

Pam Sullivan updated the board on annual appeal and holiday marketing events. Ms. Sullivan also reminded the board of the Christmas in Bethlehem event taking place on December 3rd.

Pam Sullivan opened a discussion on future fundraising events. The board discussed the possibility of an "Art to go" event slated for May. Art to go should be an agenda item for the next board meeting.

Marie Knight made a motion to adjourn. Judy Ratzel seconded, and all were in favor.