

The Woodstock Foundation, Inc. Billings Farm & Museum

• 2020 REPORT •



Woodstock Foundation

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MISSION AND PURPOSE

The Woodstock Foundation, Inc. promotes conservation, sustainable land use, and heritage as values that are essential to culture, community, and the human spirit.

The Woodstock Foundation explores the integration of conservation, heritage, and human values, while advancing programs, projects, and collaborations for the benefit of the general public within the State of Vermont and nationally. Recognizing that an appreciation of nature, beauty, and heritage are essential to our sense of culture and community and to lift and inspire the human spirit, the Foundation reflects the broadbased philosophy and vision of its founders, Laurance S. and Mary F. Rockefeller.

Message from the Chair

he children's author Judith Viorst has Alexander, the protagonist of her famous book, experience a "terrible, horrible, no good, very bad day." Looking back on 2020, it seems that it was a "terrible, horrible, no good, very bad" *year*. As Alexander learned in Viorst's book that life sometimes hands us difficult days, the Billings Farm & Museum staff learned that the unexpected can upend a series of days, weeks and even months and destroy the best-conceived plans. When the site was forced to close in March, care for the farm animals continued without pause, but the normal, familiar rhythms of programming and interactions with visitors simply ceased.

As you quickly will see, however, this Annual Report is not a recitation of what did not happen in 2020 as a result of the pandemic. Rather, it is the celebration of a very creative and impactful year. To quote Dr. Seuss (children's literature is filled with gems), "[t]hink left and think right and think low and think high. Oh, the things you can think up if you only try." The Billings Farm & Museum staff did exactly that, surveying the needs of the local community, on-site guests, regional schools, Woodstock visitors and its growing online family as well as members of the staff. Then they thought left and right and low and high to reinvent the Farm and Museum experience for the COVID era. They developed detailed protocols for guest and staff safety; experimented with, and ultimately mastered, new technology; created new on-site and virtual programming for all ages; developed a COVID-safe summer camp experience and expanded visitor access to the physical and restorative beauty of the Billings Farm & Museum property.

Paradoxically, COVID's disruption of 2020 has provided the Billings Farm & Museum with valuable seeds for its future growth. It forced the development of new ideas and new ways of interacting. Staff members acquired new skills both in front of and behind the cameras, in the kitchens and in the gardens. It deepened our collaboration with the Woodstock Inn & Resort. And, importantly, it helped the team to understand and embrace its own creative potential. That creativity will be on full view in 2021. I hope that you will be able to witness it in person, but if not, that you will go online to enjoy a special event, take a class, watch a film, participate in a workshop, vote for a favorite quilt or just simply enjoy beautiful photos of the Farm and its iconic Jersey herd. And, in either case, I hope you also will choose to support our continuing efforts to think left, right, low and high to become the most enjoyable and relevant outdoor farm and history experience.

Ellen R. C. Pomeroy Chair, Woodstock Foundation

President & Executive Director's Message

he year 2020 was the most challenging year ever in the 38-year history of Billings Farm & Museum and one of the defining moments in the 149-year history of the farm. While we enjoyed a 61% uptick in admissions through the month of February, our exceptionally strong start soon faded. COVID-19 was to control our prospects for the remainder of the year.

As the pandemic took hold across the United States, cultural institutions were particularly hard hit; some museums closed for good, others remained shuttered, and some – like BF&M – were able to resume modified operations. Months of planning and extensive training to CDC and Vermont guidelines ensured a COVID-safe experience for staff, guests, and animals from BF&M's five-day-per-week opening in late June and then six days from mid-August through October. We are proud to have become known as one of the safest, pandemicera experiences in the Upper Valley.

As detailed in the pages that follow, our journey this past year was marked by renewal, reinvention,

and a redirection for the future. From the planting of our Heirloom and Sunflower House gardens well before the state's assurance that we could even reopen; to the quickly mastered competency in a variety of technologies connecting BF&M with offsite audiences; and to expanding offerings and new directions that will continue to unfold in the years to come, BF&M staff were undaunted. They were creative, resilient, and resolute in their quest to offer engagement and experiences beyond and upon our farm and museum landscape, within a newly defined reality that has shaped us all.

By year's end, nearly 31,000 guests had enjoyed a safe and enjoyable experience at BF&M – a total that was just half the number we welcomed in 2019. The decline in revenues from admissions, programs, sales, rentals, and even milk prices and returns from livestock auctions was serious and substantial. A positive and heartening note this past year was the



growth in museum memberships - up 10% over 2019 - including many renewals at increased levels. For these, and for the constancy of ongoing support from members and the friends of Billings Farm & Museum in donations to the Annual Fund, we are profoundly grateful.

As we rebound from the effects of the pandemic, I encourage you to please maintain, and where possible increase, your level of giving to Billings Farm & Museum and also to invite others to join our family of supporters. Your generosity and faith in our mission, paired with the energy and determination of a remarkable staff, navigating through these challenging times and planning for the coming year, gives us hope and bodes exceedingly well for a very bright future.

David M. Simmons President, Woodstock Foundation Executive Director, Billings Farm & Museum



he centerpiece of the Woodstock Foundation is the Billings Farm & Museum, an operating dairy farm that continues a 149-year tradition of agricultural excellence. As the premier gateway for interpreting Vermont's rural culture and agrarian heritage, Billings Farm offers diverse, interactive programs that focus on rural life, work, and land stewardship as reflected in the traditions and values of 19th-century farm families. We also showcase the progressive improvements advanced by Frederick Billings during the late 19th century. The Farm & Museum features the farm of the historic Billings estate and serves as the agricultural counterpart to Marsh-Billings-Rockefeller National Historical Park.

MISSION

Inspiring and engaging generations through shared stories of Vermont's rural culture and our continued

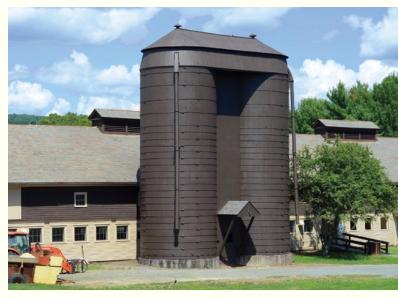




RENEWAL

he ongoing, never-ending rhythms of farming brought life, activity, and the bounty of the dairy to Billings Farm & Museum. This sense of seasonal renewal framed our purpose throughout this year of uncertainty.





TOP: Maybelline with her new calf Mascara. LEFT: A camper makes a friend at Junior Farmer Camp. ABOVE: Renewed silos will stand for years to come. OPPOSITE PAGE: Linda Diak and her winning quilt "Edgar" with juror Nola Forbes at the 2020 Quilt Exhibition.

Daily life on the farm was business as usual. Our herd of 45 milking cows contributed 410,623 pounds of milk sold to Cabot/Agrimark and 86,773 pounds of milk sold for retail through Norwich Farm Creamery. We continued to work with Grafton Village Cheese, providing 158,381 pounds of milk for our celebrated Billings Farm cheddars and 20,000 pounds of milk to begin production on a new Jersey Queen of Quality cloth-bound cheddar.

While our Dairy Barn and calf nursery were closed to the public for the safety of our staff and animals, our well-ventilated **Heifer Barn** was open to the public in its inaugural year and provided the opportunity for guests to connect with our animals beginning in August. A bull calf met guests at the door, and interpretive staff answered questions and provided valuable information about our dairy and our animals.

Sustaining the iconic infrastructure of the farm was also a priority this year as Mac Hyney of Montgomery County, New York returned to restore and repair the double silos. Mac had come out of retirement in 1999 to construct this duo – which at the time replaced an older pair of silos. His careful work will renew these structures for many years to come.

"This is a historical time and quilters are known for depicting history."

- Marti DelNevo, Juror

Staff, guests and area quilters also found rhythm and renewal in the return of the annual Quilt Exhibition, in its 34th year. Fortyfour quilts made by Windsor County quilters were juried and displayed for guests on site and – for the first time - in a Virtual Quilt Exhibition accompanied by juror and quilter interviews and demonstrations. In

a year when many quilt exhibitions and shows were cancelled, Billings Farm & Museum came through for our community.

Renewal in the form of the Sunflower House created a soothing, natural space which attracted pollinators as well as many, many guests. More than 64 types of sunflowers appeared over a six-week period. The magnificent blooms and winding paths were the handiwork of the Woodstock Inn & Resort's Master Gardener Ben Pauly, thanks to a continuing collaboration with Billings Farm & Museum.

Connecting youth to the farm is a perennial goal. With social distancing measures in place, we welcomed 58 campers to the Junior Farmer Camp, held in four weekly sessions from July through August. The safe and joyful return of campers reinvigorated the grounds and renewed our commitment to sharing both the work and the fun of farm life.





REINVENTION

closed site, an open door. Billings Farm & Museum chose not to use the word "cancelled" for any element of our regular season. With resolve and resilience, we shifted gears without missing a beat.





The events of the Billings Farm & Museum season were reimagined as virtual celebrations, beginning with Baby Farm Animal Celebration in April. Posts on the website and social media introduced the farm's babies to more than 70,000 visitors. Sheep & Wool Week began with an online shearing demonstration, and then followed the wool in a week-long virtual presentation as it was cleaned, dyed, and hand-woven into a beautiful scarf that was auctioned at the end of the week.

When schools closed in March, Billings Farm stepped in right away to offer families "To-Go" kits filled with crafts and lessons about cows, seeds, quilts and more.

In late fall we launched virtual homeschool programs and virtual field trips for schools. These offerings paired live Zoom presentations by our interpretive team with videos and curriculum materials for teachers and parents to share with their students. Though no student groups could visit in person, our staff served students from at least a dozen schools in December alone.

The curatorial team used innovative ways to bring our collection to life virtually. Online activities and programs featuring items from the collection were distributed through the Billings Farm at Home web pages and through social media. Topics ranged from sleigh bells and harvesting ice, to milk bottles,

wagons, and historic cows on the farm. Our foray into interactive programming included "Ask a Curator" day, for which we produced videos introducing our curatorial work on social media, and an online how-to guide for organizing and caring for family photographs.

I appreciate you working to meet the needs of our students during this challenging year.

> - Susan L., Elm Hill School, Springfield, VT

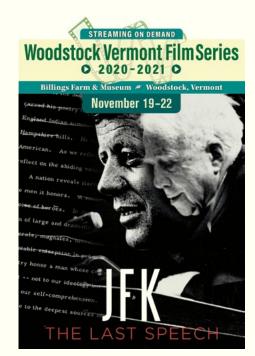
In the fall, while the 1890 Farm Manager's House remained closed to the public, the curatorial team recreated the dining and sitting rooms in the Activity Barn. Through lively interpretation, staff brought these vignettes to life for on-site guests.

The challenges of social distancing and capacity limits led us to rethink how guests could interact with the site in safe and engaging ways. We turned our focus to outdoor offerings, encouraging picnicking in the summer, adding seasonal specials to the Dairy Bar menu, such as honey ice cream and cider doughnuts, and developing signage to promote use of the Ottauquechee River Walking Trail.

As the weather grew colder, we introduced fire pits, hot chocolate and s'mores to the Dairy Bar menu to entice guests to enjoy the beauty and peace of our natural setting.

We partnered with the Woodstock Nordic Center to turn the Walking Trail into a snowshoe path and offered a hill for sledding as well.

While the Woodstock Vermont Film Series postponed three films in the spring of 2020, the option to convert to an online series in the fall came to fruition with support from the film series' many sponsors. The postponed films returned in streaming form, and a full season was developed and presented to the filmgoing audience with the use of an online viewing platform.



ABOVE: The Woodstock Vermont Film Series went virtual with 15 streaming films.

OPPOSITE PAGE: TOP: An online weaving demonstration was the final step in the first "Sheep-to-Scarf" project. **BOTTOM LEFT: A holiday-adorned recreation** of the sitting room from the 1890 Farm Manager's House. BOTTOM, RIGHT: S'mores and fire pits were a draw for quests seeking safe outdoor activities in **November and December.**



REIMAGINING THE FUTURE

n farming, we look ahead to future seasons, sowing seeds that show promise. 2020 was a time to reimagine our programs, test innovations and nurture opportunities for the future.





TOP: The Billings Backyard Series launched with topics such as Composting at Home. LEFT: New food programming showcased recipes using Billings Farm cheeses, including fondue. ABOVE: The Women of Billings Farm was introduced as an interpretive presentation in 2020.

Cheese production is integral to our working farm's success and to our ability to demonstrate modern farming practices and the deep connections to Vermont's food systems. Billings Farm & Museum invested in expanding its team to ensure the cheese program thrives here on site and is represented in retail and restaurants throughout the region and beyond.

Our educational foodways programming was also broadened with self-produced online cooking videos and classes as well as a focus on incorporating on-site cooking demonstrations that tie together historical recipes, seasonal produce, and interest in sustainability at home.

Sustainability at home was at the heart of the new Billings Backyard Series, launched in 2020 with generous support from the SpringRiver Private Foundation Trust. Though many of the originally-planned workshops were postponed in 2020, a workshop on Composting took place in July, followed by a workshop on Home Canning in September and Holiday Gifts from the Kitchen in December. A full complement of workshops is already planned for 2021.

In 2020, we took the first steps towards expanding the scope of the stories we share with the development of a new interpretive program about the Women of Billings Farm. With research and a script created

by a student of the Cooperstown Graduate Program for Museum Studies, the sisterhood that kept the farm alive in meager years will be recognized more prominently for their contributions to the longevity and evolution of Billings Farm.

The growth of Billings Farm & Museum's online presence and outreach in 2020, while a response to the limitations of pandemic safety precautions, also provided new opportunities to share our stories with a larger, national audience. In

March, we launched Billings Farm at Home to serve families looking for educational opportunities. The education and interpretive team created fun and informative activities, crafts, and videos on topics covering every animal on the farm, pollinators, Victory Gardens, crazy quilts, and more. The platform proved to be an asset that will continue to connect long-time guests and newcomers to Billings Farm & Museum, whether they visit in person or virtually.



LEFT: As the new Farm to Table Manager, Chef **Emery Gray deepened** guest appreciation for the farm's bounty with seasonal recipes and traditional cooking techniques. **BELOW: Billings Farm at Home connected quests** around the world to the collection, exhibits, and the farm while providing educational opportunities for families at home.



Board, Committee, and Membership Participation

Billings Farm & Museum and our staff had affiliations with the following organizations:

Agri-Mark, Inc.

American Association for State and Local History

American Camp Association

American Cheese Society

American Jersey Cattle Association

Association for Living History, Farm and Agricultural Museums

Association for Preservation Technology International

Connecticut River Valley Watershed Farmers Alliance

Cooperstown Graduate Program for Museum Studies

Farm-Based Education Network

Hartford Area Chamber of Commerce

Institute for Learning Innovation

International Association of Agricultural Museums

International Spa Association

Killington Pico Area Association

Local First Alliance

Macfee Executive Roundtable

New England Museum Association

Okemo Valley Regional Chamber of Commerce

Upper Valley Business Alliance

Vermont Arts & Culture Disaster and

Resilience Network

Vermont Attractions Association

Vermont Chamber of Commerce

Vermont Cheese Council

Vermont Council on Rural Development

Vermont Curators Group

Vermont Fresh Network

Vermont Historical Society

Vermont Jersey Breeders Association

Vermont Tourism Network

Vermont Working Lands Coalition

Woodstock Area Chamber of Commerce

Woodstock Union Middle and High School Resilience Academy



Community Programs

Billings Farm & Museum hosted or conducted programs with the following organizations:

Americorps
Change the World Kids
Community Garden*

Ottauquechee Health Foundation

Ottauquechee Natural Resources Conservation District

Special Needs Support Center
Tuck School of Business Community Consulting
Vermont History Day
Woodstock Community Food Shelf
Zack's Place

Our Partners



Marsh-Billings-Rockefeller National Historical Park

he Woodstock Foundation operates in partnership with the Marsh-Billings-Rockefeller National Historical Park, which was created by a gift to the American people by Laurance S. and Mary F. Rockefeller. The Billings Farm & Museum provides an information desk, as well as parking and other facilities. The Foundation also holds and manages a fund for preserving the Park's historic resources.



The Woodstock Inn & Resort

In a major bequest from the estate of Laurance S. Rockefeller, ownership of the Woodstock Inn & Resort was gifted to the Woodstock Foundation in 2008 to support the Foundation's charitable purposes. The Inn will continue to serve as an anchor for the preservation and economic vitality of Woodstock village and its significance as a cultural heritage tourism destination.

^{*} co-sponsored by Sustainable Woodstock

EDUCATION

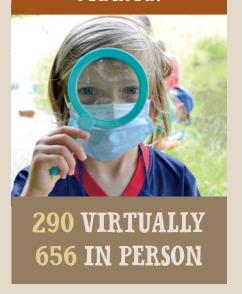
Videos created for BILLINGS FARM AT HOME:



To-go craft bags distributed:



Students reached:



Minutes of live virtual programming:



- 12 VIRTUAL FIELD TRIPS
- **5** FACEBOOK LIVE PRESENTATIONS
 - **3 VIRTUAL HOMESCHOOL DAYS**
 - **6** ZOOM SESSIONS WITH **COMMUNITY PARTNERS**

Virtual recipe demonstrations:

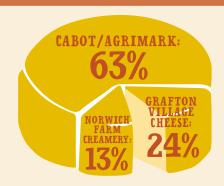


Launched Family Wednesdays



DAIRY PRODUCTS

Where our milk goes:





COLLECTIONS

58 RESEARCHERS SERVED



with access to the Billings Family Archives

DAIRY BAR

Scoops of ice cream:



Doughnuts sold:

4,496

SOCIAL MEDIA

#VTSunflowerHouse Instagram Challenge

268
ENTRIES

One of five winning photos Credit: Dru Balsley



SOCIAL REACH:

f 460,327





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Billings Farm & Museum gratefully acknowledges the support and commitment of its members and contributors during 2020.

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Your gift to Billings Farm & Museum sustains our farm and our animals, our educational programs and outreach, and ensures we can continue to share the history and connection to Vermont's rural heritage.

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Use the enclosed envelope or give online at:

billingsfarm.org/donate

Give in Tribute

Remember or honor someone with a gift to Billings Farm & Museum.

Legacy Giving

Include Billings Farm & Museum as a beneficiary of your estate.

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- Employer Matching Gift
- Donor Advised Fund
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For more information on ways to support Billings Farm & Museum, contact:

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