



Photo by Mike James

ESTD



1917

filoli

2022 Annual Report



Photo by Gino de Grandis

# Mission and Values

## MISSION

To connect our rich history with a vibrant future through beauty, nature, and shared stories.

## VISION

A time when all people honor nature, value unique experiences, and appreciate beauty in everyday life.

## CORE VALUES

Filoli's values are rooted in **Integrity**; we are accountable for our work, actions, and impact on our visitors, community, and environment.

**Inclusive** - Remove barriers to participation, enjoyment, and belonging and seek unique viewpoints that broaden our perspective

**Welcoming** - Serve as gracious hosts and provide exceptional engaging experiences in every interaction

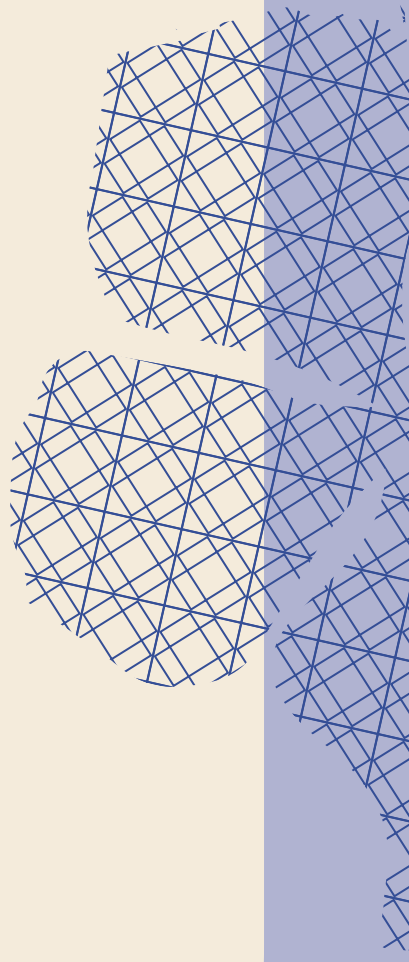
**Innovative** - Inspire our audiences by leading boldly, courageously, and creatively, adapting to changing needs and expectations

**Collaborative** - Connect people, community, and place through respectful dialogue, interactive participation, and meaningful action

**Stewards** - Embody an enduring commitment to preserve Filoli's rich history and implement sustainable practices for the future.

## LAND ACKNOWLEDGEMENT

Filoli sits on the unceded ancestral homeland of the Lamchin, an independent tribe of the Ramaytush Ohlone peoples, the original inhabitants and stewards of the San Francisco Peninsula. The impacts of colonization are ongoing and adversely affect the Indigenous peoples of the Bay Area. As we use the land to gather, live, learn, and work, we are beneficiaries of those past injustices. Filoli is a sanctuary for healing and a place to build connections for all people. We commit to partnering with the Ramaytush peoples to share Indigenous stories and collaborate on land stewardship.



# Leadership



Photo by Jennifer Gomez

**Kara Newport**  
President & CEO



Photo by Jeff Bartee

**Ayako Fukudome**  
Chief Financial Officer



Photo by Jennifer Gomez

**Chris Hirano**  
Chief Development Officer



Photo by Jennifer Gomez

**Susan O'Sullivan**  
Chief External Relations Officer



Photo by Jeff Bartee

**Alex Fernandez**  
Chief Operations Officer



## 2022 BOARD OF DIRECTORS

- Carol Moran, Chair
- David Wessel, Vice Chair
- Bob Nibbi, Treasurer
- Mary White, Secretary
- David Wollenberg, Past Chair
- Tabitha Almquist
- Maryles Casto
- Donna Colson
- Dr. Jaleh Daie
- Don DeFever
- Robert Fountain
- Joyce Hammel
- Sydney Leung
- Margaret London
- Sapna Marfatia
- Karyl Matsumoto
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- Willem Racké
- Arivu (Mani) Ramasamy
- Ana Roth
- Michael Smith
- Leslie Witt
- Nancy Young
- Alan Zafran

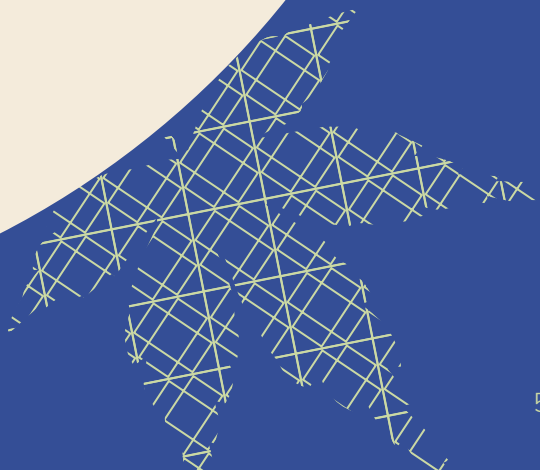


**Carol Moran**  
Chair

## 2023 INCOMING BOARD MEMBERS

- Carolyn Daley
- Lauren Foster
- Katherine Malone-France
- Kristen Van Dam
- Martin Yan

*Fight Love Live*



# Strategic Plan Goal Highlights

## INFRASTRUCTURE INVESTMENTS

- In partnership with Nelson Byrd Woltz and Architectural Resources Group, completed a site-wide master plan centered on public access, preservation, and sustainability
- Completed House gutter restoration project
- Completed a Cultural Landscape Report, Historic Structures Report, and a Natural Lands Management Report to guide future stewardship
- Invested over \$1M in renovations and restorations to the property, including renovating and opening the historic Vegetable Garden



## LEARNING & ENGAGEMENT

- Expanded preschool program and launched a teen program including a paid internship
- Hosted hundreds of youth from diverse audiences
- Brought more families to Filoli through annual memberships as an extension of youth programs
- Offered daily free talks to visitors on topics ranging from roses to water to bringing the garden indoors
- Shared programs throughout the year, including Stories in Bloom, our annual Haiku Contest and Bonsai exhibit, Pride Weekend, Summer Nights, Orchard Days, *Hispanic Heritage Weekend*, Sukkot, and a celebration of holidays from community partners with tablescapes during *Holidays at Filoli*



## FUNDRAISING & FINANCIAL STRENGTH

- Welcomed a record-breaking 404,000 visitors in 2022
- Increased revenue by 24% and membership by 21.2%



## PEOPLE & CULTURE

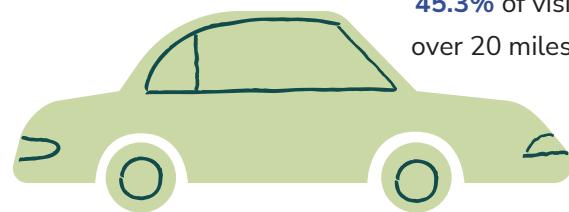
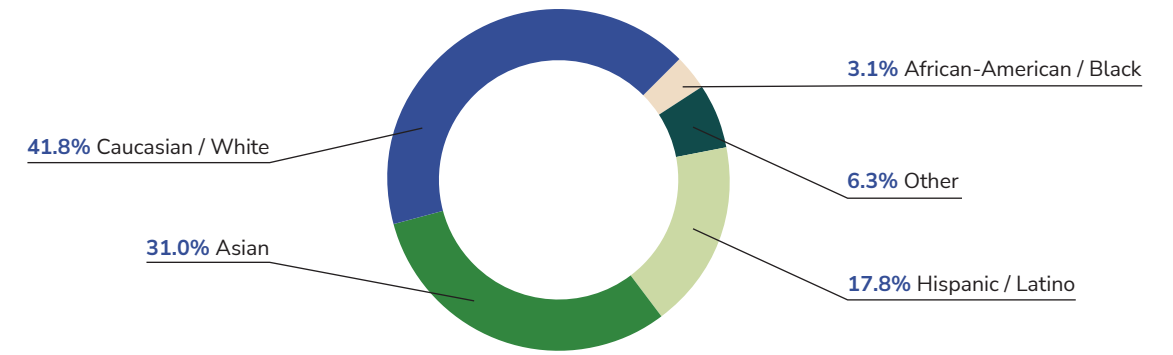
- Completed a staff compensation assessment; implemented pay grades for salary transparency; continued to invest in a living wage minimum salary to support pay equity
- Increased diverse representation among staff and on the Board

## VISIBILITY & BRANDING

- Served as the location host for three episodes of the 19-time Emmy® Award nominated Antiques Roadshow
- Increased Instagram followers by over 30% and broke 40k followers, receiving over 100,000 views on posts such as Keeping Up With Kevin and coverage of the atmospheric river
- Garnered media attention from publications including ABC, FLOWER Magazine, Gardenista, KQED, NBC, TimeOut, The San Francisco Chronicle, San Francisco Magazine, The Washington Post, the American Alliance of Museums' Center for the Future of Museum's blog and many more
- Broke a record 4 million pageviews on Filoli's website

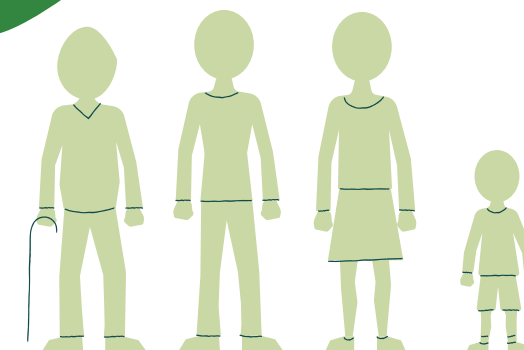
# Visitor Demographics

Filoli welcomes a diverse group of visitors from the Bay Area and beyond. We create an inclusive environment where people are inspired to come together and celebrate beauty, nature, and shared stories.



**45.3%** of visitors traveled over 20 miles to visit Filoli

**43.1%** visitors are aged 18-44



**33.1%** of visitors have households with children

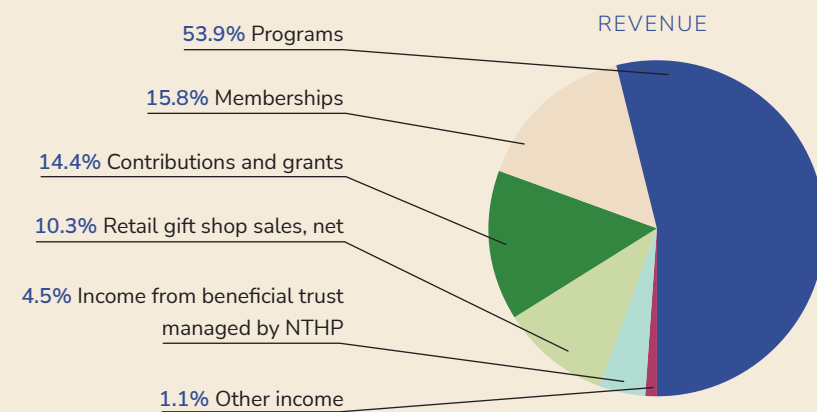
# Financials

## STATEMENT OF FINANCIAL POSITION | Year ended December 31

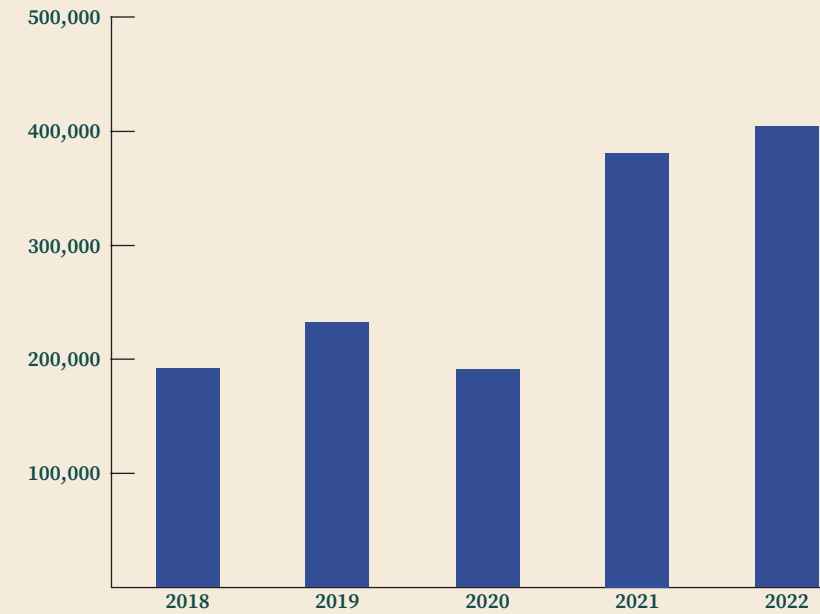
Assets	2022	2021
Cash and cash equivalents	\$4,804,455	\$6,372,462
Board-designated cash	\$3,163,586	\$814,587
Receivables, net of discount	\$131,002	\$104,394
Prepaid expenses	\$471,891	\$286,201
Inventory	\$274,955	\$170,803
Investments	\$473,455	\$510,577
Board-designated investments	\$9,802,094	\$12,176,363
Property and equipment, net	\$6,215,448	\$5,101,043
<b>Total Assets</b>	<b>\$25,336,886</b>	<b>\$25,536,430</b>
<b>Liabilities and Net Assets</b>	<b>2022</b>	<b>2021</b>
Total Liabilities	\$2,059,347	\$1,753,295
Net Assets	\$23,277,539	\$23,783,135
<b>Total Liabilities and Net Assets</b>	<b>\$25,336,886</b>	<b>\$25,536,430</b>

## STATEMENT OF ACTIVITIES | Year ended December 31

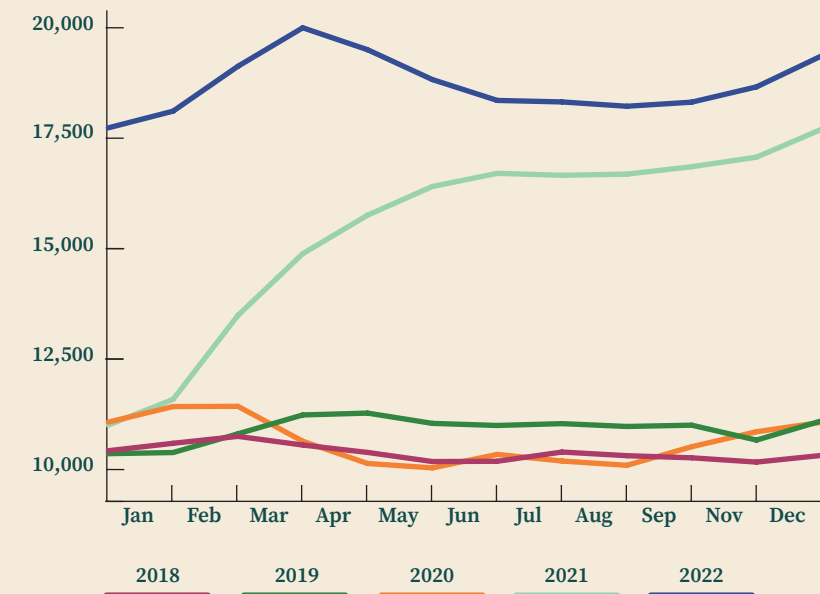
Revenue and Support	2022	2021
Contributions and grants	\$1,991,545	\$1,289,065
Memberships	\$2,177,724	\$1,845,321
Programs	\$7,442,687	\$5,967,945
Retail gift shop sales, net	\$1,430,433	\$1,249,528
Income from beneficial trust managed by NTHP	\$618,766	\$603,981
Other income	\$147,725	\$163,848
<b>Total Revenue and Support</b>	<b>\$13,808,880</b>	<b>\$11,119,688</b>
<b>Expenses</b>	<b>2022</b>	<b>2021</b>
Program services	\$9,173,782	\$6,776,731
Management and general	\$1,640,277	\$1,314,532
Fundraising	\$1,205,917	\$922,216
<b>Total Expenses</b>	<b>\$12,019,976</b>	<b>\$9,013,479</b>
Other Changes in Net Assets	(\$2,294,500)	\$795,557



# Visitation



# Membership



# Diversity and Inclusivity

## DEAI STATEMENT

Filoli is dedicated to nurturing and growing diversity, equity, accessibility, and inclusion in all that we do. Our core mission is to connect our rich history with a vibrant future through beauty, nature, and shared stories. We strive to create a sanctuary for healing and building connections for all people. We are open to all and work tirelessly and collaboratively to create a place that welcomes and respects everyone. We strive to live our credo authentically to fight for a just cause, love your fellow man, live a good life.

## ACCOMPLISHMENTS

- Staff and Board completed unconscious bias training
- Continued to invest in staff pay equity and transparency with an organization-wide compensation assessment
- Celebrated cultural heritage events including *Hispanic Heritage Weekend* and *Asian American & Pacific Islander Month*
- Celebrated the LGBTQ+ community during Filoli Pride
- Raised over \$300k for Filoli youth programs that serve under-resourced Bay Area schools



# User-Generated Content

We engaged visitors to share their experiences on social media and help populate our website and materials with first-hand Filoli images and stories.



# Public Programs

## PARTNERSHIPS

Filoli partners with the Association of Ramaytush Ohlone (ARO) to co-create programming and interpretation related to Ramaytush Ohlone history, culture, and contemporary community. The ARO has access to the land for work and ceremonial purposes.

## YOUTH PROGRAMS

Filoli expanded its preschool program, reaching hundreds of visits from students throughout the Bay Area. Their families received annual memberships so they can return throughout the year.

## VEGETABLE GARDEN

For the first time in its 100+ year history, the Vegetable Garden opened to the public. The harvest includes vegetables and herbs reflecting Bay Area food cultures. Produce is incorporated into foods sold at the Clock Tower Shop and used during public programs, as well as donated to local food banks.

## EXHIBITS

While the Bay Area was originally financed by gold, California has an even more valuable resource: water, California's blue gold. *Blue Gold: the Power and Privilege of Water*, was a property-wide exhibition exploring how water systems shaped the Bay Area and how controlling water resources was a path to power and wealth for Filoli's families. Stories in the House and Garden connected California's water history with the hope for a sustainable future.

## PRIDE

Drag Queen Storytime, Japanese taiko drumming, and Mexican folk dancing were all part of Filoli's annual Pride celebration. Visitors shared what Pride means to them on ribbon flags between the London Plane Trees, and San Francisco florist Nigella decorated the Filoli interior with rainbow floral arrangements.



## ORCHARD DAYS

Over several weekends, visitors celebrated the change of the seasons at Filoli. Dance and music performances from Folclórico Colibrí and Anaís Azul were part of *Hispanic Heritage Weekend*. During the Jewish Harvest festival of Sukkot, visitors helped decorate a sukkah with members of the Peninsula Jewish Community Center.

## INDIGENOUS PEOPLES' DAY

Sewam American Indian Dance and the Association of Ramaytush Ohlone created a program with history, dance, and storytelling to celebrate Indigenous Peoples' Day.

## SUMMER NIGHTS

Visitors strolled the House and Garden, listened to live music, and watched the sunset over the Santa Cruz Mountains.

## STORIES IN BLOOM

This series of events celebrated storytelling through oral traditions, poetry, music, and the art of flower arranging.

## SERVICE LEARNING

Visitors signed up to care for Collections, help prepare the Garden for Spring, and clear Filoli's hiking trails.



Inspiration in Every Season



## Sustainability

With support from the National Trust for Historic Preservation, Filoli invested in sustainable water infrastructure, digging a well in the North Field to help ensure access to water.

As part of 2022's exhibit, *Blue Gold: the Power and Privilege of Water*, Filoli horticulturalists updated the Sunken Garden with a succulent and low-water plant display to spark conversation about sustainable gardening.

To mitigate wildfire dangers Filoli enlisted the help of an unlikely ally: goats! The ungulates helped clear 20 acres of brush and other wildfire fuel throughout the site. This work is part of Filoli's ongoing commitment to natural lands management as it faces potential disasters like wildfires.

Filoli CEO Kara Newport and Board Member, Donna Colson, attended COP 27 in Egypt as representatives of the International National Trust Organization. The trip was made possible by Donna and Eric Colson.



## Preservation

### HOUSE GUTTER PROJECT

With support from the National Trust for Historic Preservation Historic Sites Fund, Filoli resealed the House's gutters, protecting it from catastrophic weather damage and preserving it for future generations.

### PORTICO CLEANING

With support from the Johanna Favrot Fund for Historic Preservation and the National Trust for Historic Preservation, Filoli cleaned and restored the marble and glazed terracotta portico entrance to the House.

### COLLECTIONS

#### Museum Collections

Completed the Museum Collections inventory and resolved all Found in Collection (FIC) so that all objects are now cataloged or accessioned.

#### Plant Collections

Transitioned the plant collections to a new database and mapping all collections through a GIS system to one day be accessible online to all visitors.

#### New Acquisitions

This bronze garden lantern featuring the three wise monkeys was found in the attic wrapped in a mattress in the 1970s. It was accessioned in 2022 and added to Filoli's permanent collection. Now, it is on display for the first time in 50 years.

With support from a donor, Filoli acquired and framed new artwork as part of the Gentlemen's Lounge restoration project. Pieces include a mezzotint of Irish orator, wit, and politician John Philpot Curran, and engravings from the *Birth and Death of Cupid* series.



# Events

## HOLIDAYS AT FILOLI

Holidays at Filoli welcomed a record-breaking 81,304 visitors. 25 miles of lights illuminated the Garden, and the first-ever 240-foot light tunnel dazzled visitors with tides of changing illumination. On the Woodland Terrace, visitors cozied up to fireplaces with loved ones and a warm drink, and visited with Santa on the weekends.

Filoli partnered with people and organizations to showcase artfully decorated dining tables in the Ballroom.



Photo by Mike James



Photo by Jeff Bartee



Niceshotfilms

## GALA

Gala in the Garden raised funds for Filoli's Youth Programs. The nearly 300 guests enjoyed dinner on the Bowling Green while hearing from honored guest Mary George.



Love Knot Photography



Love Knot Photography

# 2022 Donors

Filoli's community of supporters keeps Filoli open and accessible for inspiration in every season. 2022 was a record year for donations, listed below. Please contact [development@filoli.org](mailto:development@filoli.org) with any questions.

We appreciate every gift. Space constraints allow us to list only gifts above \$100. [Filoli Circle Members](#)

## \$50,000 & Above

Carolyn & Preston Butcher [➔](#)  
 Eleanor L. Macdonald Trust  
 Mr. & Mrs. Gordon Moore  
 National Trust for Historic Preservation  
 David A. Wollenberg [➔](#)

## \$5,000 - \$9,999

Sean Stevens  
 Hillary & JB Taylor  
 David & Mikyong Wessel [➔](#)  
 Mary & Kevin White [➔](#)  
 Leslie Witt & Ian Smith [➔](#)  
 Alan & Judy Zafran [➔](#)

## \$10,000 - \$49,999

Anonymous  
 ARG: Architectural Resources Group  
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#### Vegetable Garden

*The Filoli Vegetable Garden opened as a place to gather with friends and learn about Bay Area food cultures.*

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#### Special Projects & Programs

Maxwell/Hanrahan Foundation  
Margaret & Craig London  
Carol & Richard Moran  
National Trust for Historic Preservation  
Carol Mueller & Robert Schultz

#### In-Kind Donors

Bright Event Rentals  
Ivy Burg  
Cigars & More  
Donna & Eric Colson  
Julie Bly DeVere  
Ursula Eisenhut  
Estate of Jacques M. Littlefield  
Kathy & David Hall  
Estate of Ernest R. Heinzer  
Jeff Bartee Photography  
Paula Kinch  
Suzanne Legallet  
Mike James Photo  
Nice Shot Films  
Robert Mitchell  
Brad Parberry  
Steve Rasak  
Clarence Schultz  
Colleen Soracco  
Studio Shop Gallery

#### Matching Gift Companies

Adobe  
Apple  
Applied Materials  
Chan Zuckerberg  
Charles Schwab & Co., Inc.  
Chubb  
Cisco Systems  
Driscoll's  
Dropbox  
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Medtronic  
Merck  
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Netflix  
Oath Inc  
Oracle  
Palo Alto Networks  
PayPal  
Salesforce  
TPG Capital  
Visa  
Wells Fargo  
William & Flora Hewlett Foundation  
Williams-Sonoma, Inc

## Ways to Give

### FUTURE PROJECTS

Projects in the Dining Room preserve the historic integrity of the space, clearing brush makes Filoli's miles of Trails safe and accessible to the public, and Youth Programs continue to expand at Filoli. And, plans are underway to redevelop the Cañada Road Entrance.

### LEGACY SOCIETY

The Legacy Society helps preserve and enhance the Filoli estate for the next century. Donors receive immediate benefits from planned gifts and can know they leave a personal legacy investing in Filoli's future.

### ANNUAL FUND

The Annual Fund makes the Filoli experience possible. From the daily care and maintenance of Filoli's grounds and collections to public programs and events, these gifts support Filoli's greatest needs.

### FILOLI CIRCLE

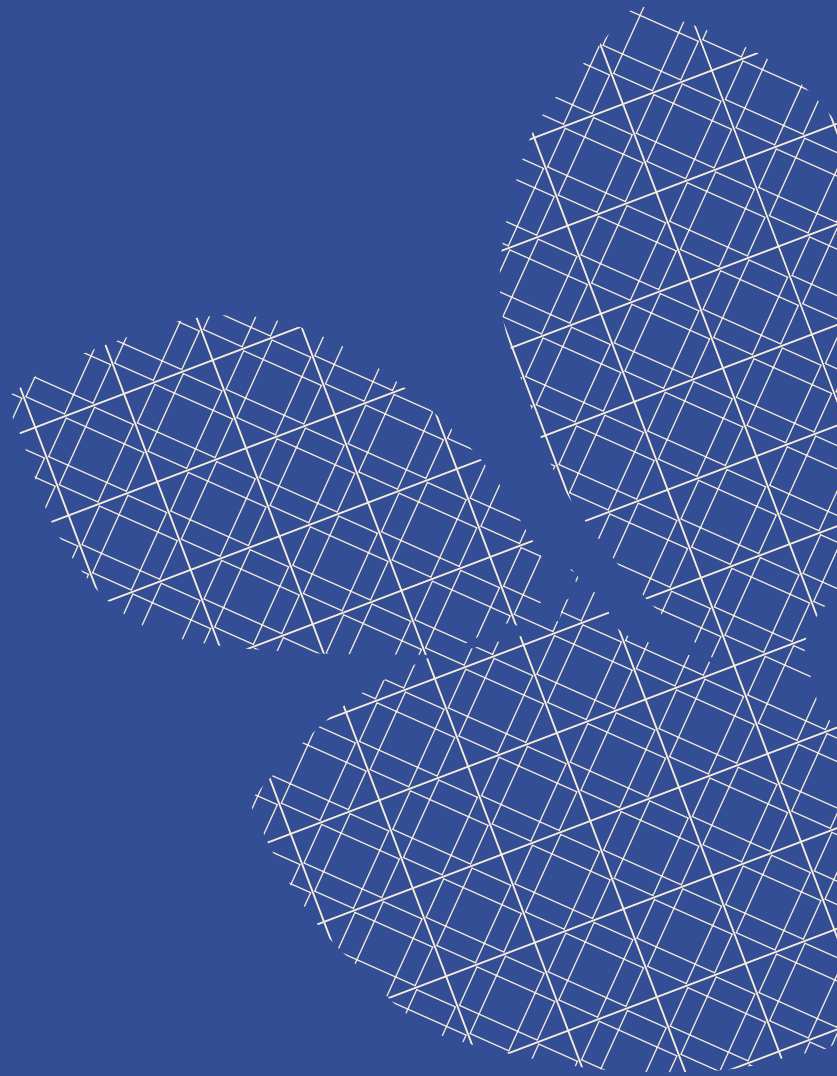
Circle membership represents strong engagement with Filoli's mission, vision, and programs. Benefits include concierge services, access to special events, and extra discounts. Memberships are 100% tax deductible. Join or upgrade at any time.

### GALA IN THE GARDEN

Join us on August 18, 2023, for this year's *Gala in the Garden*. A portion of every table sponsorship and ticket is a tax-deductible donation to Filoli.



Photo by Cino de Grandis



filoli

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