



**Growing in
New Directions**



ANNUAL REPORT

July 1, 2010 - June 30, 2011

PHSonline.org



A Year of Growth and Achievement



Drew Becher

This has been a year of amazing accomplishment at PHS. Thanks to supporters like you, it was a year marked by expanding our reach and finding new ways to meet the challenges and needs of our community. I want to welcome the 5,592 new members who joined PHS this year—a record number! It's an exciting time to be part of PHS.

Together we have entered new territory by launching Plant One Million, a multi-state tree-planting partnership that will add a million trees in 13 counties across three states—already more than 118,000 are in the ground. We also transformed our own neighborhood with “PHS Pop Up,” which included a wildly popular urban garden just two blocks from PHS headquarters—I hope you had a chance to visit. Many of you joined us as we unveiled the rejuvenated gardens at the Rodin Museum on the Benjamin Franklin Parkway, completed through the collaborative efforts of many organizations.

We provided dozens of green jobs this year, including summer employment for teens through our Youth Environmental Stewardship (YES) program and positions with landscaping contractors for former prison inmates through Roots to Re-Entry. And through the City Harvest Growers Alliance, we're creating a network of for-profit urban farmers that is changing the landscape of Philadelphia's local food movement.

While different in scope and scale, these initiatives reflect the things PHS does best: inspiring and motivating people to improve their communities and connect with each other through horticulture, as well as convening partnerships that make our entire region greener, healthier, and more vibrant. We continue to strengthen relationships with long-time partners such as Philadelphia Parks & Recreation and Subaru, a Flower Show sponsor for 11 years that signed on this year to support our “Green Machine” program for neighborhood parks. At the same time we are forming new collaborations that will help us grow.

Last fall, Bank of America honored PHS with a “Philadelphia Neighborhood Builder” award as part of its Neighborhood Excellence Initiative. PHS was chosen for our programs that revitalize neighborhoods and parks and provide job training. We're thrilled to receive this recognition and pleased to welcome Bank of America as a new Flower Show sponsor. We look forward to working with Subaru and Bank of America to build the Philadelphia International Flower Show into a powerhouse brand known around the world.

I want to take a moment to thank PNC, presenting sponsor of the Philadelphia International Flower Show for 20 years. This remarkable relationship helped bring us extraordinary Flower Shows and gave PHS the financial flexibility to offer exceptional programs that enhance the quality of life for everyone in our region. We look forward to working with PNC in new ways.

With continued support and commitment from you, our amazing partners, members, sponsors, donors, and volunteers, we'll keep building on this momentum and cooking up innovative ideas, whether it's revitalizing—or creating—the next great civic landscape, turning our Meadowbrook Farm into a national hot-spot for garden design, or creating inventive programs for families. Together, we'll work to engage people of all ages with programs and green spaces that inspire us all.



Drew Becher

19,500
PHS Members
as of June 30, 2011

The PHS Pop Up Garden at 20th & Market streets drew 6,000 visitors over five months.



A study by KPMG revealed that the Flower Show generates:

· **\$61 million**

economic impact on the Greater Philadelphia Region

· **628 full-time jobs**

(equivalent)

· **\$8 million**

in tax revenues

· **22,641**

hotel room nights

“I’m in
wonderland!”

– singer Patti LaBelle,
2011 Flower Show visitor

PHILADELPHIA INTERNATIONAL FLOWER SHOW

Growing in Impact

By any measure, the 2011 Philadelphia International Flower Show, **Springtime in Paris**, was a smash success. It featured a stunning 30-foot-tall replica of the Eiffel Tower, complete with a dazzling light show and sultry bistro music. Major exhibits included roses, lavender, delphiniums, tulips, and clematis, as well as whimsical carousel animals decorated with flowers.

The 2011 Show also rolled out a new feature called the “Floral Showcase,” where visitors could see the newest varieties of cut flowers and watch arranging demonstrations by top designers from the American Institute of Floral Design.

Thanks to a robust promotional campaign that included a Flower Show video viewed by more than 30,000 people, attendance soared by 12 percent. The Show drew an estimated 265,000 visitors—all of whom were enchanted by this fragrant journey to France. Among the 2011 Flower Show visitors was pop star Patti LaBelle, who declared, “I’m in wonderland!”

Of course the Flower Show is a major fundraiser for PHS programs, including City Harvest and the Plant One Million tree-planting campaign, which was officially launched at the 2011 Show. But this year we received confirmation that the Show is a powerful economic engine for our city and region. A study by the accounting firm KPMG found that the **Flower Show generates \$61 million for the region**. Among other findings, the KPMG study showed that the Show generates more than 22,000 hotel room nights in the city and suburbs.

“We are extremely proud to play such a vital role in the success and growth of this region. Philadelphians really should take pride in what the Flower Show accomplishes in our city year after year.”

– Drew Becher
President, PHS

2012 Flower Show to Celebrate Hawaii

The 2012 Philadelphia International Flower Show, **Hawaii: Islands of Aloha**, will present a new floor plan, expanded dining and shopping options, and, of course, spectacular exhibits. Visit theflowershow.com to purchase tickets.



GREENING PROGRAMS

Growing a Greener Region

At its heart, PHS is about inspiring and motivating people to improve the quality of life through horticulture. This year we expanded existing partnerships and forged new ones to plan, create, and sustain green spaces in our region and beyond.

Planting trees is an investment that pays big dividends, and this year we launched **Plant One Million**, an unprecedented regional partnership that will train and encourage people to make our region greener and healthier by adding one million trees in 13 counties in Pennsylvania, New Jersey, and Delaware. The PHS Tree Tenders network, currently numbering 3,800 committed volunteers, will be central to advancing the campaign. Plans are also underway to create a U.S. Forest Service Urban Field Station at PHS headquarters. This will be an important new partnership with a federal agency to conduct and disseminate the latest research on the urban forest and to promote the goals and benefits of Plant One Million.

Within Philadelphia, thanks to a \$2.3 million investment from **PENNVEST**, PHS worked with Philadelphia Parks & Recreation to plant 2,500 trees at 42 parks and recreation centers in North Philadelphia and to provide follow-up care. North Philadelphia's tree canopy is among the lowest in the city, with less than five percent of land covered by tree canopy—far below the goal of 30 percent coverage citywide by 2015.



PLANT ONE MILLION

3 states. 13 counties. 1 tree at a time.

“Plant One Million is critically important, because as we encourage companies to set up shop in the Greater Philadelphia Region, we need to offer vibrant green spaces and great quality of life. I’m convinced that if, together, we can establish these roots by planting a million trees, the result will be a bountiful experience for citizens in this region, for companies looking to locate here, and ultimately, for generations to come.”

– Rob Wonderling
President and CEO
Greater Philadelphia Chamber
of Commerce



PHS provided free trees to homeowners in Northeast Philadelphia as part of Plant One Million.

118,767

trees planted by PHS and its partners this year through Plant One Million

408

new Tree Tenders trained by PHS

Plant One Million Partners

- Delaware Center for Horticulture
- New Jersey Tree Foundation
- Pennsylvania Department of Conservation and Natural Resources/TreeVitalize
- Philadelphia Parks & Recreation
- U.S. Forest Service



**“Thank you,
thank you,
thank you!”**

wrote an appreciative office worker at Commerce Square, next to the PHS Pop Up Garden at 20th & Market streets. “I can’t begin to tell you what a difference it’s made, and how much it lifts my spirits each day.”

6,000

people visited the PHS Pop Up Garden at 20th & Market streets, which produced

600

pounds of food.

The **PHS Pop Up** projects were a huge hit. They brought the fun of the Flower Show into the streets and energized people about our mission and programs. Re-purposed carousel animals from the 2011 Flower Show went on display at Logan Square, and our headquarters was decked out with tropical plants and palm trees in anticipation of the Hawaiian theme of the 2012 Show.

Especially popular was the urban garden at 20th and Market streets, which turned a long-vacant lot into a green oasis buzzing with activity. It garnered widespread media attention, attracted 6,000 visitors, and inspired appreciative comments from people all over the city. The garden highlighted our **City Harvest** program, which works with prison inmates, community gardeners, and urban growers to make fresh produce more widely available in under-served neighborhoods. Noted local chefs got involved by creating signature dishes for their menus using produce from the garden and donating a portion of the proceeds to City Harvest.

The City Harvest green jobs component, **Roots to Re-Entry**, added a new partnership with Awbury Arboretum, providing a second site, in addition to Bartram's Garden, where inmates from the Philadelphia Prison System can receive hands-on landscaping training and job placement assistance. Forty-one men and women have graduated from the program so far.

“PHS is an important partner in reducing food insecurity in Philadelphia. The City Harvest program provides fresh vegetables to families that otherwise would not have access to healthy produce. The participants that go to the SHARE food cupboards for food cannot wait to see what the gardeners will be bringing each week.”

— Steveanna Wynn
Executive Director
SHARE Food Program

“The Roots to Re-Entry program provides value at several levels. In addition to offering skill-based training, it helps inmates navigate the practical hurdles of adjusting to life outside the prison system. And on top of that it benefits two historic gardens in communities sorely in need of green-space improvements.”

— Joseph Pyle
President, Thomas Scattergood Behavioral Health Foundation



According to the US Department of Agriculture, more than 23 million Americans live in “food deserts,” where affordable fresh food is difficult to obtain. PHS City Harvest helps make locally grown produce more widely available in Philadelphia. Since its launch in 2006, City Harvest and its entrepreneurial Growers Alliance participants have produced and distributed

160,000

pounds of vegetables and fruits, most of it donated to area food cupboards.





PHS and partners led the renovation of the gardens at the Rodin Museum in Philadelphia.

“It has been a pleasure to work with our friends at PHS as we move forward with our ‘Green City, Clean Waters’ program for Philadelphia. The marriage of water and greening is a natural, not just in nature, but for our city.”

– Howard M. Neukrug, P.E.
Water Commissioner
City of Philadelphia

Beautiful civic landscapes contribute to Philadelphia’s image as a destination city—attracting investment, jobs, and visitors. This year saw the completion of a garden rejuvenation at the **Rodin Museum** in downtown Philadelphia, a collaborative project of PHS, the Philadelphia Museum of Art, and Philadelphia Parks & Recreation, with funding from The Pew Charitable Trusts. Designed by the landscape architecture firm OLIN, the garden features new hedges and borders, as well as a rich mix of flowering trees and shrubs. It’s a fitting landscape for one of the city’s cultural gems.

PHS currently manages 16 public green spaces in downtown Philadelphia, and this year we implemented sustainable maintenance techniques. This new approach focuses on enriching soils with compost and compost tea, rather than using chemical fertilizers, as well as increased use of perennials instead of annuals. Cutting out chemical fertilizers improves water quality, since these substances are carried by storm runoff into rivers and streams.

Water quality is also improved by **adding more green spaces to absorb and filter rainwater**. Working with the Philadelphia Water Department, PHS re-designed a parking lot at the Shissler Recreation Center, a community hub in the New Kensington neighborhood. The project included a meadow-like planting to capture stormwater, along with improved pedestrian circulation and safety. The improvements help demonstrate best practices in sustainability, including stormwater management, greening, and neighborhood mobility.



Tom Angelucci, Philadelphia marketing manager for Subaru (left), and PHS president Drew Becher check out the vehicle Subaru provided for the PHS “Green Machine” program, which helps with gardening projects in neighborhood parks.

PHS is also partnering with the Water Department on its “21st Century Communities” project to plan innovative green infrastructure projects to manage stormwater in three areas of the city—Northern Liberties, Eastern North Philadelphia, and New Kensington. Storm runoff in these neighborhoods drains directly into the Delaware River, and these projects will help regulate the flow and purify water entering the river.

While high-profile signature landscapes serve as the city’s public face, **neighborhood parks** knit communities together and provide crucial open space for residents. This spring we launched the PHS **Green Machine**, a pilot program to assist volunteer “friends” groups with gardening projects within 14 parks. In its first season, the Green Machine offered mobile workshops, gardening education, materials and supplies, and assistance with planning. PHS continues to offer support to a long-standing network of 100 neighborhood park groups all across Philadelphia.

Through a contract with the City of Philadelphia, the PHS Philadelphia LandCare program has cleaned up and now maintains more than 7.2 million square feet of vacant urban land. Trees, grass, and simple fencing has replaced piles of trash and weeds on these formerly neglected lots, revealing their potential new uses. To date, more than

780,000

square feet of this managed land has been either redeveloped or turned into permanent community green space.

Whimsical carousel animals from the 2011 Flower Show were displayed at Logan Square over the summer.



EDUCATION PROGRAMS

Growing our Reach

“Keep Indianapolis Beautiful, and many of its friends and partners in the public, non-profit, and philanthropic sectors gained so much, on multiple fronts, when visiting Philadelphia and PHS. We heard from some of the best urban greening thinkers and practitioners in the US, which is motivating critical thinking and constructive change in how our community approaches community forestry and vacant land.”

– Dave Forsell
President
Keep Indianapolis Beautiful

PHS serves the gardening world through a wide range of classes, lectures, trips, garden visits, youth programs, publications, and online resources. Our signature training programs, Tree Tenders and Garden Tenders, help hundreds of people each year become stewards of community green spaces.

The Tree Tenders staff hit the road this year through a well-established partnership with the national organization **Keep America Beautiful**, offering webinars and a special “train the trainer” session in Flint, Michigan, to empower Michigan residents to launch their own tree-care program. Staff also presented a popular session at the 2010 KAB national conference on building stewardship for community trees and community gardens and offered the publication *Community Gardens: A PHS Handbook*, which was enthusiastically received.

A new partnership with the Pennsylvania Mountain Service Corps enabled PHS to hire **AmeriCorps** interns for the first time this year. AmeriCorps is a national community service organization that matches college graduates with local organizations for internships. The interns primarily work with the Tree Tenders team on planting and outreach initiatives.

Helping to nurture the next generation of stewards for our green spaces, the PHS **Youth Environmental Stewardship program (YES)** completed another successful year. For six weeks during the summer, 34 Philadelphia teens worked to improve parks and recreation centers in Philadelphia, developing leadership skills, teamwork, and community pride. A partnership with Philadelphia Parks & Recreation, YES strives to help young people connect with nature in a way that lasts long past the summer.

Through a PHS partnership with Keep America Beautiful, teams from several cities have visited Philadelphia for two-day workshops and field trips. Visits focus on urban greening initiatives that are working successfully in Philadelphia.





More than 400 schoolchildren entered the Junior Flower Show at the 2011 Kids Grow Expo.

PHS also engages people through its publications, website, and the **McLean Library**. Library staff has been steadily building web-based offerings, including a collection of “subject guides” packed with helpful gardening information, free and accessible to anyone with an Internet connection. With help from Drexel University library school interns, 34 new guides were created on topics as diverse as container gardening, rain gardens, green roofs, and community gardening. To date, this popular area of the PHS website (pennhort.libguides.com) has received more than 10,000 hits.

The Library received funding from LSTA (Library Services Technology Act) to digitize nineteenth and early twentieth-century horticultural books and serials in its collection. A total of 63,545 pages have been sent to a scanning center for digitization, making classic gardening books from the McLean Library freely available on the Internet Archive (archive.org). Records in the Library’s online catalog contain links to these digitized books, which can be read online or downloaded into a Kindle reader. Since March 2011, this group of 178 volumes has been downloaded 1,388 times.

More than
19,000

people attended free educational presentations at the 2011 Flower Show.

500

people attended free PHS Gardening Series events.

MEADOWBROOK FARM

Growing and Innovating



1633 Washington Lane
Meadowbrook, PA 19046
meadowbrookfarm.org

“I am really inspired by the way that nature seems to slowly overtake the built environment. At Meadowbrook we tried to replicate that with small, planted vignettes using found objects to create a unique design.”

– David Fierabend
Groundswell Design Group

Exciting changes have been taking place at Meadowbrook Farm, the PHS-owned garden center located in Abington, PA. For the **2010 Holiday Open House**, we invited guest designer David Fierabend, owner of Groundswell Design Group (a first-time Flower Show exhibitor in 2011), to decorate the gift shop and surrounding gardens for the holidays.

At the 2011 Flower Show, the popular **Meadowbrook Farm Store** was adjacent to the Flower Show Shop and the Membership area, providing members and visitors with easy access to PHS offerings and services in one place. More than 40 volunteers worked hard to staff the shop, which enjoyed record-breaking sales.

Later in March we held the first **post-Flower Show plant sale** exclusively for PHS members, offering more than 500 hardy plants from *Springtime in Paris* exhibits. Members lined up early in the morning to select plants and then spent time shopping at the gift shop, greenhouse, and sales yard, turning an otherwise routine March Saturday into a banner day for Meadowbrook.

The **Spring 2011 Open House** was another big day, with sales up more than 37 percent over the previous year's event—the highest sales for any single day at Meadowbrook.

PHS senior vice president Barrett Robinson, who oversees Meadowbrook Farm, has big plans for the site. “We are looking to develop partnerships with artists, artisans, and cutting-edge designers to expand our line of goods and services,” he says. “Meadowbrook Farm will continue to grow as a leader in horticulture and related design services.”





More than
900
people attended
the 2011 Spring
Open House at
Meadowbrook Farm.

REPORT OF THE FINANCE COMMITTEE

PHS is pleased to present the financial results for the year-ended June 30, 2011. The Philadelphia International Flower Show was successful from a visitor perspective as well as a financial one. In the spring, public campaigns to promote Plant One Million and City Harvest were launched, including the opening of the PHS Pop Up Garden at 20th and Market streets. We saw growth in contributions related to these initiatives, as well as growth in membership, which at June 30 stood at 19,500 households. The financial markets continue to have a significant impact on PHS with respect to investments and pension funds; fortunately the impact was positive in 2011. Many thanks to the many PHS members, donors, partners, friends, and Flower Show visitors who contributed to our success in 2011.

Statement of Activities

June 30, 2011 and 2010

			Temporarily Permanently		2011	2010
	Unrestricted		Restricted	Restricted	Total	Total
	<i>000's omitted</i>					
Revenue and Support						
Earned revenue	\$ 11,451	38.6%	\$ -	\$ -	\$ 11,451	\$ 10,329
Contributions	5,837	19.8%	2,334		8,171	9,547
Membership	1,347	4.5%			1,347	1,174
Investment activity	6,295	21.2%	2,783	2,210	11,288	5,450
Change in value of perpetual trust				224	224	82
Net assets released	4,730	15.9%	(4,730)		-	-
	<u>\$ 29,660</u>	<u>100.0%</u>	<u>\$ 387</u>	<u>\$ 2,434</u>	<u>\$ 32,481</u>	<u>\$ 26,582</u>
Expenses						
Flower Show	\$ 7,122	30.2%			\$ 7,122	\$ 6,939
Greening	10,118	42.9%			10,118	9,964
Education	2,298	9.8%			2,298	2,269
Development	2,333	9.9%			2,333	1,981
Meadowbrook	1,633	6.9%			1,633	1,474
Other	55	0.3%			55	45
	<u>23,559</u>	<u>100.0%</u>	<u>-</u>	<u>-</u>	<u>23,559</u>	<u>22,672</u>
Change in net assets before impact of FAS 158	\$ 6,101		\$ 387	\$ 2,434	\$ 8,922	\$ 3,910
Other income/(expense) - FAS 158	604				604	(498)
Change in net assets	<u>\$ 6,705</u>		<u>\$ 387</u>	<u>\$ 2,434</u>	<u>\$ 9,526</u>	<u>\$ 3,412</u>

The Pennsylvania Horticultural Society is grateful to the following individuals and organizations for their generous gifts, received between July 1, 2010 and June 30, 2011. These contributions help PHS continue its mission of improving the quality of life and creating a sense of community through horticulture. Many thanks also to unlisted donors, friends, and volunteers who support the work of PHS.

1827 SOCIETY

The 1827 Society is a special circle of friends who, through generous annual contributions, demonstrate philanthropic leadership and commitment to the educational and community-outreach mission of PHS.

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The Pennsylvania Horticultural Society (PHS) is a nonprofit membership organization founded in 1827. PHS offers activities, workshops, and publications for gardeners at all levels. An established leader in community greening, PHS works with citizen volunteers, government agencies, businesses, and other organizations to plan, create, and maintain community green spaces. PHS programs include Plant One Million, a multi-state tree-planting campaign, and City Harvest, which provides fresh produce to 1,000 families each week. PHS also operates Meadowbrook Farm, a retail nursery and garden center. Proceeds from the Philadelphia International Flower Show, as well as gifts from foundations, corporations, government agencies, and individuals, support PHS programs. To make a secure donation please visit PHSonline.org.

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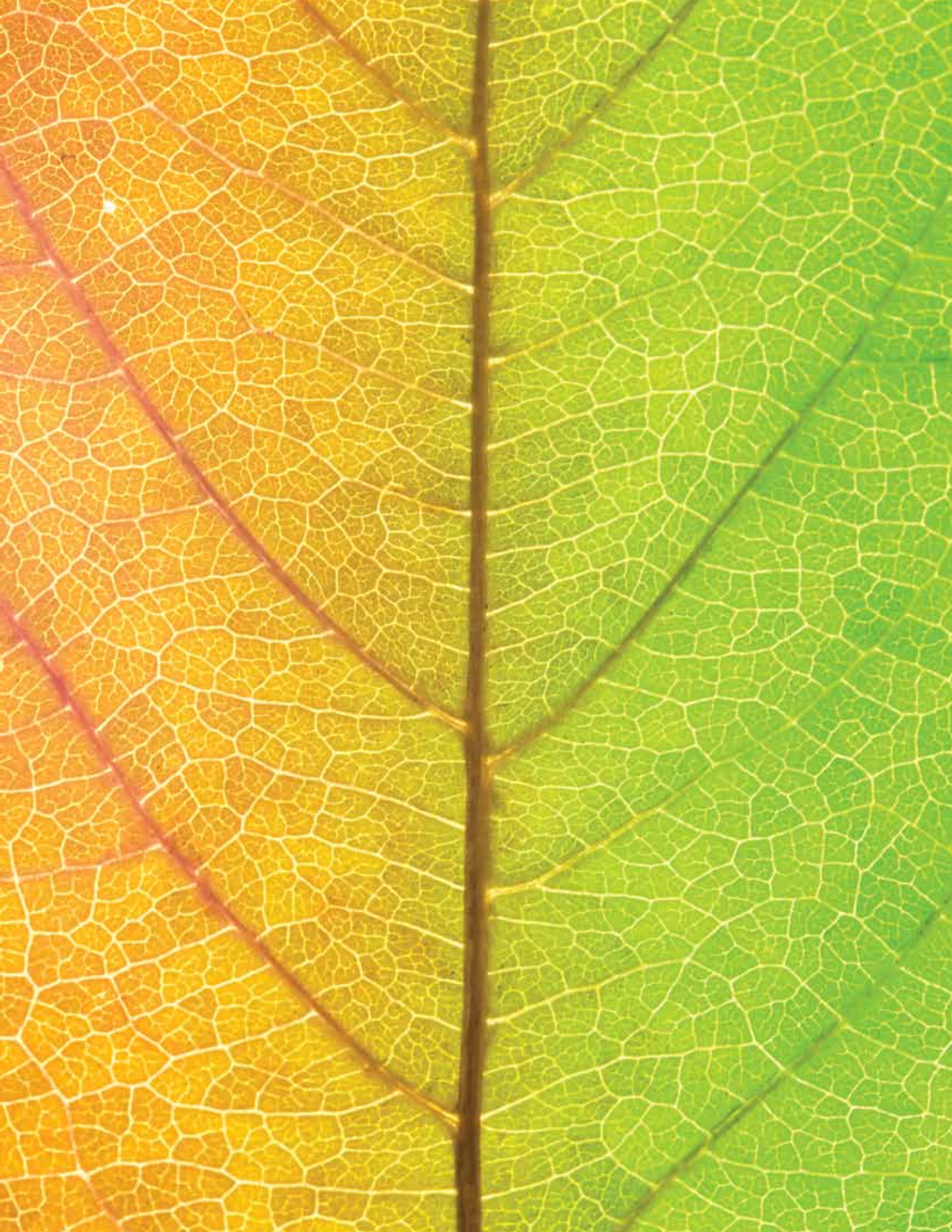
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