



Colonial Williamsburg News

INFORMATION ABOUT COLONIAL WILLIAMSBURG PEOPLE AND PROGRAMS

VOLUME 53, NO. 10 MARCH 7, 2000

CW has record fund-raising year

1999 sees most donors, largest total for gifts and grants in foundation's history

Gifts, grants and pledge payments to Colonial Williamsburg totaled \$32.4 million in 1999, the largest in the foundation's history. The \$300 million comprehensive fund-raising campaign — the Campaign for Colonial Williamsburg — remained on track last year with gifts, grants and new pledges totaling \$185.1 million.

Colonial Williamsburg's Annual Fund had its best year ever in 1999 with unrestricted gifts totaling \$8.3 million, a 14 percent increase over 1998. The number of donors to the fund grew by 13,820 — or 20 percent — totaling a record 79,921. The number of new donors in 1999 was double the number in 1998.

"We continue to be delighted and inspired by the incredible generosity of our donors," said Rick Nahm, acting president of the Colonial Williamsburg Foundation. "With their philanthropic contributions, these many friends are helping to secure the future of Colonial Williamsburg and to support our educational mission."

For information about gift opportunities, contact Denise Ryan at 7275 or via e-mail at dryan@cwfb.org.

Dear Fellow Employees:

When donors choose to support Colonial Williamsburg, which they did in record numbers last year, they do so because they support our people, the place and its purpose. Although all three are important, it is the people — you, our employees — who make possible everything we do.

Seven days a week, 365 days a year your hard work, dedication and friendly smiles welcome, inspire and educate visitors and guests alike. Last year, you helped encourage more people than ever to make donations to our mission. And, those donations directly support the people who work here, the place that is Colonial Williamsburg and our educational purpose to help the future learn from the past.

I offer special thanks to the many em-

Letter
from
Rick Nahm



ployees who last year enhanced their involvement with Colonial Williamsburg by joining the growing ranks of donors. Your support has a multiplier effect in that it helps us in our fund-raising efforts nationwide. In fact, one of the things we often are asked as a potential donor is considering a gift to Colonial Williamsburg is the level of funds given by our own employees. In that regard, it gives me great pleasure to report that

1999 was our best year ever on that front. Gifts, grants and pledges from Colonial Williamsburg employees increased by 23 percent over 1998. I know we can count on all of you to continue that momentum with even more employee support in the coming years.

Colonial Williamsburg celebrates the contributions of the town's 18th-century residents to the birth of a country. I would like to take this opportunity to celebrate Colonial Williamsburg's employees, who day in and day out do so much to make this a special place for our visitors and guests.

Thank you for a great 1999 and for all you do for Colonial Williamsburg.

Sincerely,

Rick Nahm

Success Stories

CW captures nine gold, silver medal marketing awards

The Hospitality Sales & Marketing Association International (HSMAI) recently honored Colonial Williamsburg's marketing initiatives with nine prestigious Gold and Silver Adrian Awards.

HSMAI sponsors the Adrian Awards annually to honor breakthrough creative work in the hospitality and travel industry. The 1999 competition drew more than 1,800 entries from over 51 countries.

"[The response to the competition] reinforces the essential role advertising and public relations plays in the successful marketing of the travel industry around the world," noted Awards Committee Chair Joel Ann Rea.

A panel of 68 judges from firms including Travel & Leisure magazine awarded five Gold Adrians for the unique creative advertising approach that promotes Colonial Williamsburg as a vacation destination that is a fun and educational experience for the whole family.

Colonial Williamsburg received Gold Adrian honors in the "Rooms/Travel Sales" category for its 1999 print and television work that showed vacationers that history can be exciting, including two magazine spreads and a 15-second television spot. The 1999 Colonial Williamsburg Vacation Planner took home the fourth Gold Adrian in the "Brochure" category.

A fifth Gold Adrian in the "Advertising/Image" category was awarded for the recent magazine campaign for the Golden Horseshoe Golf Course.

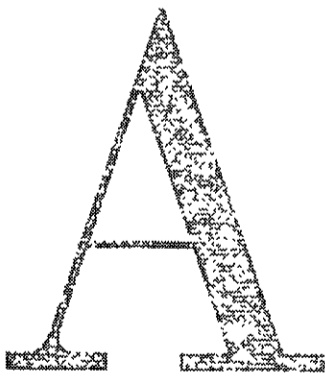
Four Silver Adrian awards in the

"Rooms/Travel" category went to additional work for the foundation that included two 30-second television ads and two other magazine ads that ran during the 1999 spring and summer travel season.

"It is always an honor to receive recognition for your work but it is especially meaningful when that recognition comes from your peers, which these awards do," said Susan M. Stuntz, vice president of marketing communications, noting this is the third straight year Colonial Williamsburg's advertising has won awards from industry peers and that this is the same amount of time the foundation has been working with the Richmond advertising agency Just Partners.

Stuntz also said that even more important than the awards is the fact that Colonial Williamsburg's marketing initiatives have been doing what they were intended to do, which is generate requests for Vacation Planners the next step in the visitors' planning process. "Because of the importance of the Vacation Planner to getting people to actually visit, we were particularly pleased this year to see the Planner itself also receive recognition."

Peter Bonell, vice president of sales and marketing for Colonial Williamsburg Company Hospitality Group and HSMAI board member, said "We're thrilled that our agency and our work have received this important recognition within our industry. The ads continue to produce strong results for us, so the Gold and Silver Adrians are just icing on the cake."



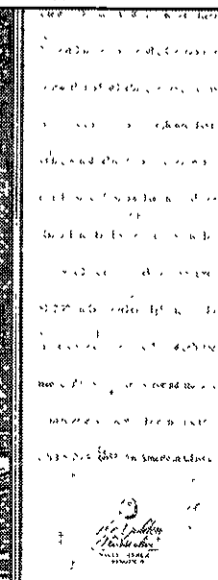
Adrian Awards



In the 1700s, THOMAS JEFFERSON introduced the tomato to VIRGINIA. In the 1770s, VIRGINIA introduced the tomato to KING GEORGE.

Colonial Williamsburg

(Above) This ad made the audience aware of Colonial Williamsburg as a vacation destination for the whole family. (Below) This ad was designed to re-launch the renovated Golden Horseshoe Gold Course. Both ads won gold awards.



First Person

Volunteer John Daniels shares more than just his time

John Daniels and his wife Ann moved to Williamsburg from Northern Virginia in 1990 after visiting the area on vacations. Daniels originally went to the Franklin Street employment listing board in search of a part-time job, but thought the volunteer opportunities looked like "more fun." With a long history of volunteer work, Daniels started volunteering at Colonial Williamsburg in funds development, researching prospective donors through news articles. Three years ago, Daniels heard of an opportunity to be a volunteer reader for Chuck White, an interpreter at Carter's Grove who is blind. Having volunteered while living in Boston for The Lighthouse — a non-profit organization that coordinates partnerships between readers and people with visual impairments — Daniels was familiar with this type of work. "I've worked with three people, but I didn't love reading to the biologist. The material almost put me to sleep," he said, laughing.

Daniels volunteered to assist White with training materials, mail and trips around the museums and the Historic Area.

White and Daniels meet for one hour each week, usually at Carter's Grove. "Having more materials available to me has made a huge difference," said White, who has worked at Carter's Grove for 11 years and says that he loves interpreting there because of the freedom to discuss four different time periods.

Daniels says that he also benefits from their partnership in many ways, including being able to attend training sessions. "We just participated in 'Taking Possession' training, and what a fascinating story!" he exclaimed.

Daniels graduated from Notre Dame with a bachelor's in political science and received his MBA from George Washington University. He and Ann lived near Washington, D.C., for the majority of his career in private and government information systems. He also served as the director of the National Energy Information Center and as the director of the Service Corps of Retired Executives. When he retired, Ann wanted to move to Williamsburg and Daniels wanted to go north to Maine. "My wife said I was welcome to go to Maine, but that she would be in Virginia. I, of course, decided to move to Williamsburg!" said Daniels.

Daniels and his wife have four grown daughters who live in the nation's capital plus a son, Mathew, who is a sophomore at Jamestown High, and a daughter, Jennifer, who is a junior. Jennifer works for Colonial Williamsburg at the tennis club and Mathew works at the Williamsburg Inn pool.

Daniels' volunteer work certainly isn't limited to Colonial Williamsburg. When not at the foundation, he can be found coordinating nearly 700 volunteers to be holiday bell ringers for the Williamsburg area Salvation Army. He also spends time at Jamestown High School in the security booth so that security officers have more time to spend in other areas of the school, a program he devised that appealed to other parents who volunteer as well. He is a lector at St. Bede Catholic Church and is a member of the local Lion's Club. An avid tennis player, he also works as a local tour guide.

While they both benefit for different reasons from their partnership, Daniels and White agree that the most important result is a solid, lasting friendship.

Covered way progresses at Peyton Randolph Kitchen

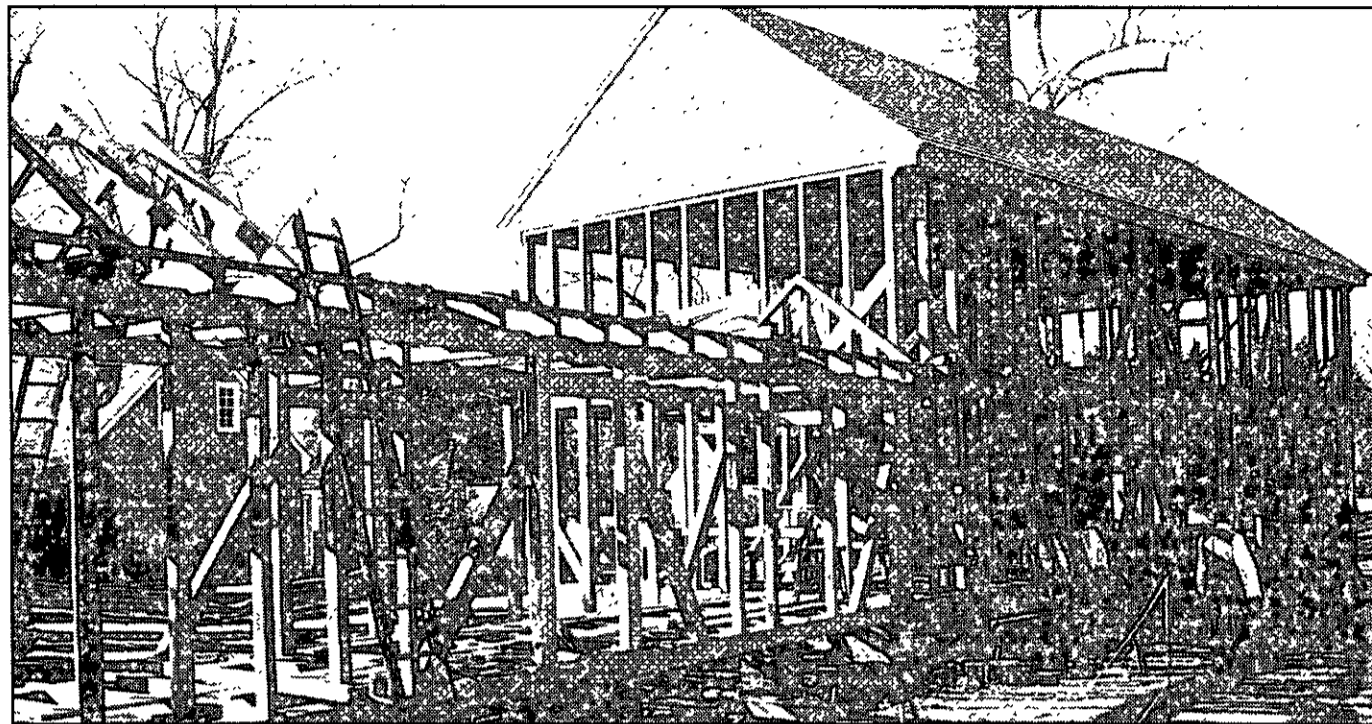


Photo by Penna Rogers

The covered way that links the Peyton Randolph Kitchen with the Peyton Randolph House has taken another step toward completion. The Peyton Randolph Kitchen is the largest frame kitchen ever built in the Historic Area — one of the largest ever built in the colonial Chesapeake region — and will eventually rise two stories in the air. The kitchen is 2,000 square feet divided into six rooms, five fireplaces and a wine cellar.

New collections donor group created

Funds development recently announced the creation of a new donor group to support the foundation's acquisitions for museum collections. Called Friends of Colonial Williamsburg Collections, annual membership includes donors who have made a gift of cash or securities valued at \$1,000 or more, or donated an object appraised at \$5,000 or more during a given year. The value of the gift is fully tax deductible and funds will be used to support

acquisitions to the collections

Ronald Hurst, Carlisle Humelsine chief curator and vice president of museums and collections, will serve as chairman of the Friends of the Colonial Williamsburg Collections. According to Hurst, membership benefits include an annual newsletter, a subscription to the Interpreter, assistance in making reservations and visiting museums at Colonial Williamsburg, invitations to an annual meeting in Williamsburg and an an-

nual study trip, and access to staff through Olivia Alison, director of Friends

"We hope many philanthropic people will take advantage of this opportunity to learn about what a special place Colonial Williamsburg is through its artifacts and become acquainted with our talented staff," said Hurst.

Employees and volunteers interested in joining Friends of Colonial Williamsburg Collections should call Alison at 7505.

Barnes named director of interpretive program development

Barney Barnes, former manager of Colonial Williamsburg's daytime productions team, has been promoted to director of interpretive program development. His responsibilities include expanding the scope and focus of daytime programming within the context of the "Days in History" as well as overseeing and maintaining the quality of broader thematic programs such as religion, women's history, African-American programming and character interpretation.

"My responsibility is to guide this relatively new department in planning and coordinating large-scale interpretive programs through-

2007," Barnes said. "Many of the staff in the department have come together for the first time to work in this new capacity. They've been successful elsewhere and now we'll all work together as a team to shape the future of Colonial Williamsburg's interpretive programming."

Barnes has nearly 20 years of experience in program development at Colonial Williamsburg. He came to Colonial Williamsburg as a researcher for the research department in 1979, where he remained for two years. During that period he also assisted in the development of character interpreters.

In 1983 Barnes became manager of character interpretation and later moved to planning and program development for the Company of Colonial Performers in 1986 where he remained for nearly four years. In 1989 Barnes took over Historic Area special events and evening programs. In 1998 he became manager of the daytime productions team where he remained until his recent appointment.

Barnes received his bachelor's degree from Rutgers University in New Jersey and his master's degree from the College of William and Mary where he also worked on his doctorate.

St. Patrick's Day Sale

*Celebrate St. Patrick's Day with scrumptious morsels from the Central Commissary.
Select from the following temptations:*

Desserts

Chocolate Mint Brownie	\$.75
9-inch Grasshopper Pie	\$10.00
10-inch Bailey's Irish Creme Cheesecake	\$16.00
8-inch Irish Coffee Mousse Cake	\$15.00
Chocolate Bourbon Pecan Pie	\$12.50
Cascade Chocolate	
Peppermint Ice Cream Pie	\$9.50

Breads

1 1/2 lb. loaf Irish Soda Bread	\$2.75
2 lb. Marble Rye	\$2.75
1 Dozen Sally-Lunn Rolls	\$3.00
One dozen Pretzel Rolls	\$2.50
One half dozen Raisin Scones	\$2.00
One half dozen Plain Scones	\$2.00

Meats

3 lb. Cooked Beef Brisket	
with Honey Mustard Sauce	\$11.00
1 Quart of Lamb Stew	\$6.50
2 Quarts of King's Arms	
Peanut Soup	\$5.50

Back by Popular Demand

Half Dozen Hot Dog Buns	\$1.50
Half Dozen Hamburger Buns	\$1.50
Half Dozen 1/4 pound	
Gold Course Hot Dogs	\$5.50
Half Dozen Fresh Ground	
5-ounce Hamburgs	\$5.50
Rum Cream Pie	\$9.50
One pint Chowning's	
Crock Cheese Spread	\$5.00

Orders will be accepted through noon March 15 at 8560. You may pick up your order from 3:00 to 5:30 p.m. March 17 at the Commissary. All prices include tax. Payment by cash or check only.

CW hotels tap into local timeshare market

In an effort to expand Colonial Williamsburg's "value season" market, conference sales manager Scott Coelln has been seeking creative ways to tap into existing local resources. One such resource that is yielding profitable returns is the local timeshare market.

Coelln worked for Colonial Williamsburg for 11 years and recently returned after working at other area hotels. He is excited about his return to Colonial Williamsburg and is anxious to enhance Colonial Williamsburg's market through new ideas and innovations that he has seen or developed elsewhere.

Although Colonial Williamsburg has been involved with sales to the timeshare market for a number of years, this year Coelln lead a focused effort directed at the timeshares to increase lodging nights, restaurant meals, golf rounds and ticket and product sales to timeshares in the area. John Askew, director of corporate food and beverage, Kristi Olsen, national sales manager, Rita Joyner, director of retail sales, and Glen Byrnes, director of golf, worked closely with Coelln in this promotional effort. "In this arrangement, Colonial Williamsburg sells gift certificates and tickets to the timeshares. The timeshares then use them as gifts to their prospective clients," explains Coelln.

Vouchers also are being sold for golf and taverns in conjunction with the

sleeping rooms.

An important component of the arrangement is utilization of accommodations at the Williamsburg Woodlands and Governor's Inn during the first quarter of the year.

The promotion has tremendous short-term and long-term potential, some of which already has been realized, according to Coelln. "Each timeshare is required to fill an average of 15 rooms per night. These timeshare agreements will bring in tremendous additional revenue during traditionally slow periods." One timeshare provided 80 room nights during a slow weekend earlier this month and helped considerably in reaching room night goals. Peter Bonell, vice president of sales and marketing for Colonial Williamsburg Company Hospitality Group, commended Coelln's effort. "Scott took on the responsibility of maximizing our limited service room inventory with this initiative. It's an example of his thinking outside the box."

Beyond providing room nights during the current season, Coelln also sees returns for Colonial Williamsburg in the future. "People who don't purchase a timeshare but enjoy their stay in Williamsburg will have experienced our facilities through this promotion. This makes them more likely to think of Colonial Williamsburg hotels first when they plan their next visit."

They also may recommend Colonial Williamsburg hotels to friends who are planning their own vacations.

In the mailbox ...

(Editor's Note: This letter was recently received from a Williamsburg family and tells about their experience at a Colonial Williamsburg tavern last Christmas.)

Dear Colonial Williamsburg:

This is to praise the recent evening of Tuesday, Dec. 21 that my family enjoyed at Christiana Campbell's Tavern.

A delightful lady, Doris Lecch, was the hostess who welcomed us on the porch and confirmed our reservations. Then, we were shown to our alcove on the second floor by a lovely woman (I can't recall her name) who had taken our telephone request for the alcove.

Claudine was our extra special waitress — and we were served promptly and with courteous caring. The food was excellent and all four of us enjoyed every bit of it. Our compliments to your chef.

We have lived here since 1957 and always enjoy our evenings in the restored area.

All the best,
Anne and Bill Guerrant
Williamsburg, Va.

Meetings, conventions and conferences this week at Colonial Williamsburg

E*Billboards	March 3 - 7
Embry Riddle Case Council	March 5-8
Virginia School of Food Service	March 7-11
Embry Riddle Board of Trustees	March 7-12
AT&T	March 8-10
Virginia Association of Elementary School Principals	March 8-10
IBM/National Language Support Group	March 10-16
Jani King Commercial Cleaning Service	March 10-16
The Trane Company	March 16-19

New shed under construction



Photo by Jim Bradley

Rural trades craftsmen work on a new shed under construction at the Windmill to be used as a sheltered "classroom" for school and tour groups. Roy Black (left) saws a small roofing timber as Lew LeCompte (right) steadies one end while Richard Carr (top) keeps the timber in place.

Conference sales manager turns interpreter to make sales pitch

Conference sales managers routinely go to extra lengths to make their point on the value of a Colonial Williamsburg meeting. Morgan Mills turns his sales pitch into a first-class presentation.

Mills recently attended the Religious Conference Management Association (RCMA) Conference in Dallas, Texas, and the National Religious Broadcasters Conference in Anaheim, Calif. At each he competed with dozens of other sales representatives for the attention of thousands of potential clients. How does one stand out in a crowd and demonstrate the spirit of Colonial Williamsburg?

Mills donned the costume of an 18th-century parson and competed with exhibits featuring every 21st-century technology imaginable. "Our booth was not on the beaten path," explained Mills. "So I had to work the book signing lines and walk through the expo talking with attendees."

His success was unequivocal. "The costume was a magnet for me everywhere I went. I had to replenish my collateral [business cards and brochures] continuously because people were so intrigued by the costume. Every planner I met during meals, tutorials and breaks asked for my card and gave me theirs." In total he collected some 200 leads, business cards and referrals.

Mills' unique dress generated sales and media interest. "The colonial costume spurred enthusiasm and questions about Colonial Williamsburg and why I would wear this costume. My answers were very simple. First, I explained that Colonial Williamsburg is the birthplace of religious freedom in America, where the separation of church and state occurred and were the first black Baptist church started. Second, I said that I wear the costume with pride because I am a deacon in my church and I am in training to become a minister."

Among those asking questions at the RCMA Conference was Black Meetings & Tourism magazine Editorial Marketing

Consultant Gwyneth Windon. She plans to feature Mills in their April issue. "I have never seen a meeting planner in a costume so unique and representative of the theme of the conference," she told Mills.

At the National Religious Broadcasters Conference, Sacramento WB affiliate KCSO interviewed Mills on television about who he represented, the importance of the costume and how it tied into the NRB conference.

Mills was ecstatic about the interest his presentation generated for Colonial Williamsburg. "My appearances were a great opportunity to show how Colonial Williamsburg offers a unique combination of the Historic Area experience with our meeting facilities. I think the message was very well received. I anticipate bringing a number of religious conferences to Colonial Williamsburg through these conferences."

One conference attendee asked him to take his presentation on the road, but Mills deferred and referred him to colleagues in the Historic Area. "My presentation is simply a means to the end of encouraging visits to Colonial Williamsburg," Mills explained. "We have many talented, trained individuals in the Historic Area who will inspire our guests far beyond my simple sales pitch."

"It is always our primary function as delegates for the foundation to integrate the message of the Historic Area into hotel conference sales," said Peter Bonell, vice president of sales and marketing for Colonial Williamsburg Company Hospitality Group.

Two other sales managers have also borrowed costumes to attract attention to the Colonial Williamsburg, both at other sales conferences. In December 1998 and 1999, George Mackert took on the appearance of an 18th-century gentleman for the Chicago Society of Association Executives Holiday Showcase Tradeshow and Julie Fountain wore the costume of a period lady at RCMA's annual conference in January 1999 to stand out among their competitors.

MARCH 9 - MARCH 15

HAPPENINGS AT COLONIAL WILLIAMSBURG

THURSDAY, MARCH 9

CWF payday.

Volunteer Income Tax Assistance, 2 to 6 p.m., Bruton Heights School, Room 204. Tax assistance is offered employees in completing normal federal and state income tax returns while you wait. Employees should bring their 1999 tax package received through the mail, wage and earnings statements, any other tax documents such as 1099s for interest and dividends, 1098s for mortgage payments, SSN-1099 for Social Security payments received and a copy of last year's return. Help is on a first-come, first-served basis. Tuesdays and Thursdays through Feb. 13.

Lantern Tour, 7 and 8:30 p.m.

FRIDAY, MARCH 10

Legends: Ghosts, Mysteries and Myth, 7 and 8:30 p.m.

Williamsburg's Most Wanted, 7:30 p.m., Capitol.

Cry Witch, 8 p.m., Williamsburg Lodge Auditorium.

SATURDAY, MARCH 11

Lantern Tour, 7 and 8:30 p.m.

SUNDAY, MARCH 12

MONDAY, MARCH 13

Job Jam, 8 a.m. to 5 p.m., Franklin Street Office Building. Colonial Williamsburg's human resources department began holding Job Jams to start staffing for the spring season. Continues each Monday in March.

Introduction to the "Taking Possession" Storyline, 6:30 to 8:30 p.m.

Legends: Ghosts, Mysteries and Myth, 7 and 8:30 p.m.

TUESDAY, MARCH 14

Bloodmobile, 10 a.m. to 4 p.m., Community Building (401 N. Boundary St.) Walk-ins welcome or call 7029 #5 for an appointment. Refreshments will be served.

Volunteer Income Tax Assistance, 2 to 6 p.m., Bruton Heights School, Room 204. Tax assistance is offered employees in completing normal federal and state income tax returns while you wait. Employees should bring their 1999 tax package received through the mail, wage and earnings statements, any other tax documents such as 1099s for interest and dividends, 1098s for mortgage payments, SSN-1099 for Social Security payments received and a copy of last year's return. Help is on a first-come, first-served basis. Tuesdays and Thursdays through Feb. 13.

Lantern Tour, 7 and 8:30 p.m.

WEDNESDAY, MARCH 15

Spending accounts bi-weekly deadline today. Claims for reimbursement from medical and dependent care spending accounts for CWF employees must be submitted by noon to the compensation and benefits office in the Franklin Street Office Building. Next deadline for CWF employees is March 22.

Meet the Curator/Conservator Tour with Loreen Finkelstein, textile conservator, 2:30 p.m., DeWitt Wallace Decorative Arts Museum. Examine the textile conservation treatments for the exhibit "Revealing Fashions."

Benefits Workshop, 3 p.m., Franklin Street Office, Room 147. Answers to benefit questions and assistance with enrollment paperwork.

Cry Witch, 7:30 and 9 p.m., Capitol.

IN THE MUSEUMS ...

At the Abby Aldrich Rockefeller Folk Art Museum:

"An Introduction to American Folk Art and Folk Art in American Life" - The Center's permanent collection of paintings, sculpture, textiles, furniture and a variety of three-dimensional objects such as whirligigs, weather vanes and shop signs.

"Meet the Makers" - Biographies of six distinctive artists and examples of their works.

"Selections from Mrs. Rockefeller's Collection" - Major examples of folk art collected by Abby Aldrich Rockefeller in the 1930s.

At the DeWitt Wallace Decorative Arts Museum:

"Revealing Fashions" - Gain a better understanding of how people lived and worked, the evolution of textile production and how 18th-century clothing styles have influenced 20th-century fashion.

"Identifying Ceramics: The Who, What and Ware" - A basic understanding of the major categories of ceramics used in America and England from the late 17th to the early 19th centuries, with emphasis on features that distinguish one type of ceramic material from another.

"Treasure Quest: Great Silver Collections from Colonial Williamsburg" - Hundreds of objects, including early English silver plate, donated to Colonial Williamsburg by major silver collectors.

"Furniture of the American South" - More than 150 of Colonial Williamsburg's finest examples of early Southern furniture.

"Revolution in Taste" - Consumer choices in ceramics and metals during the 18th century.

"Artistry and Ingenuity" - A look at colonial kitchen equipment from an aesthetic and practical viewpoint.

"Lock, Stock, and Barrel: Early Firearms from the Colonial Williamsburg Collection" - An outstanding display of military and civilian firearms.

UPCOMING EVENTS ...

Electronic Field Trip: "Call to Arms," 10 a.m. and 1 p.m., March 16, Bruton Heights School Lane Auditorium. Experience the revolution of a spirit, a country and the soul of a boy as he marches off to war.

Send your calendar items via interoffice mail to CW News - GBO 132, or fax them to 7702. Please send items by noon Monday, two weeks in advance. Call 7121 for information.

Horses in training



Photo by Jim Bradley

Winter is training time for the team of horses that powers the fleet of Historic Area carriages and wagons. Joe Jones, head coachman, keeps a close rein on a two-horsepower team pulling a training carriage on Palace Street. The training carriage is used to avoid wear and tear on the reproduction vehicles.

Marketplace

FOR SALE: Antique walnut drop-leaf dining table, 47 1/2 x 21 closed, 47 1/2 x 63 open. \$375. CALL: 253-6405.

FOR SALE: Autoharp, like new, 36 strings, 15 cord keys, includes case and tuning wrench, \$375 negotiable. CALL: Ruth Ann at 221-0570, leave message.

FOR SALE: Sunbeam Ultrasonic Cool Spray Humidifier, 2.0 gallon water capacity. \$25. CALL: Debbie at 220-6713.

FOR SALE: Sailboat, 30' Grampian, 1972, diesel, low hours w/grip, cruise air, much more. Excellent live-aboard, \$16,900. CALL: Dave at 564-9221.

FOR SALE: Lazy Boy recliner w/heat and massage control. Great for elderly person who has trouble getting up from a sitting position, one year old. Cost \$800 new, asking \$225, round oak claw-foot table and 4 chairs, excellent condition, \$325. CALL: 253-8726.

FOR SALE: Firewood, red and white oak, delivered, \$60 per 1/2 cord, \$110 per cord. CALL: 253-8726 anytime.

FOR SALE: MAC G3 power PC, 300 MHz, 96 MB RAM, System 9.0 installed, ZIP drive, 15" monitor, UMAX scanner, \$1,400. OBO, high table and stool, 24" x 28" surface, adjustable angle, \$95, folding bed, \$45. CALL: 229-4471.

FOR SALE: Pennsylvania House cherry triple dresser, \$600, 4 Michelin tires with some tread left. Good as extras. \$40.

Yamaha Flute, \$375, timeshare weeks to be used before end of January 2000. Travel almost anywhere at a very fair price. Roller blades, good condition, \$15. white Formica counter-top, approx. 5 1/2 feet long, \$25. small Formica kitchenette drop-leaf table, \$45, twin size bed, frame will fold to go under daybed, excellent condition, \$65, numerous twin size sheets, fitted only, \$1 each, white pillow cases, \$0.50 cents each, silverplate punch bowl set, \$75, numerous books (Babysitters, Gooschamps, etc.) \$0.25 cents each, floral sofa, new, must sell, \$500. CALL: 253-7511.

LOOKING FOR A GOOD HOME My name is Hailey and I am a one-year-old female black Labrador Retriever (55 lbs.) I have all my AKC registration papers and medical history. I am spayed, crate-trained and housebroken. I completed basic obedience training and have a very loving and sweet temperament. I come with my crate, food bowls, leashes, toys, etc. I need to find someone who I can love and who will love me. CALL: Jo at 713-5656.

RIDE SHARE From downtown Newport News to Colonial Williamsburg. CALL: 713-4111.

Deadline for Marketplace text is Monday at noon one week prior to publication. Ads must include employee's name and personal telephone number. Submit ad in person, through interoffice mail to GBO-132, fax to 220-7702, or e-mail to pr@cwj.org.

NewsBriefs

Winter visitation is on the rise at AARFAM, DWDAM

Visitation at the DeWitt Wallace Decorative Arts Museum and the Abby Aldrich Rockefeller Folk Art Museum was up 48 percent and 38 percent respectively for the month of January.

"These dramatic increases appear to be the result of the addition of more Williamsburg Institute programs and a number of popular exhibitions scheduled to close in mid-February," said Don Thomas, manager of the Wallace Museum.

The exhibitions included "Tasha Tudor Christmas" and "Holiday Magic" at AARFAM and "1699" and "Am I Not a Man and a Brother" at the Wallace Museum.

Bruton Parish Church will host Knox College Choir

The Knox College Choir will present three free performances in Virginia for its Spring 2000 Concert Tour, one of which will take place in Williamsburg. The 45-voice ensemble will perform at Bruton Parish Church 8 p.m. Tuesday, March 14. The concert, which is being coordinated by Colonial Williamsburg, is free and open to the public.

The Knox College Choir, composed of students from various academic disciplines, has toured throughout the United States and Europe. Director Laura Lane, who is chair of the music department at Knox College, will lead the group through a repertoire of classic and contemporary works by

American and international composers. The Knox Chamber Singers, an a cappella ensemble, will sing Italian, English and American as well as jazz selections.

Knox College is a private independent liberal arts college in Galesburg, Ill.

Jamestown Island cleanup honors former volunteer

John Ferguson, a dedicated Colonial Williamsburg library volunteer for many years, used to organize an annual cleanup of Jamestown Island. This year, in his memory, the John Ferguson Memorial Cleanup of Jamestown Island will be held from 12:30 to 2:30 p.m. Saturday, March 18.

Participants should report to the Jamestown Island Visitor Center and be ready to work at 12:30 p.m. Assignments will send participants to various locations on the island and trash bags will be issued. Participants are advised to wear long pants, long sleeves, boots and work gloves. Bug repellent shouldn't be necessary this time of year, but may be useful to bring.

For more information, call 7984.

In memory ...

Carol E. Pinkard died Feb. 27. She began her career at the foundation in 1982 as a secretary A at the Distribution Center and was a secretary C in national sales with 17 credited years of service at the time of her death. Pinkard is survived by her husband, one son, two stepdaughters and four grandchildren.

Colonial Williamsburg News is published weekly by the Public Relations Department for Colonial Williamsburg employees. Send correspondence to: Colonial Williamsburg News, GBO-132 or fax it to 220-7702.

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