People In the Garden

BY VIRGINIA HAYES AND BOB CRAIG

Ganna Walska considered herself a gardener, and in fact she became the self-appointed Head Gardener of Lotusland. Frustrated by her inability to work at her chateau in France during the war years, she turned her attentions to her new acquisition in Santa Barbara. In 1953, she wrote to an acquaintance, Ladislaus Cutak, at the Missouri Botanical Garden, “I just could not take care of my garden during the war in France so I started here and I suppose the malady of the collector got hold of me and I could not stop.” She goes on to say that “once I had some [plants]...I had to attend, water and take care as much as I could.”

That passion to care for the garden continues today, and Lotusland’s gardening staff collectively has more than 220 years of experience working on Madame Walska’s creation. This long tenure, running into the decades for many individuals, speaks to their close relationship with the garden. While all of us have a deep appreciation for Lotusland, the gardeners spend all day, every day, cultivating a profound, even intimate, connection. Their connection is forged not through the peaceful stroll that visitors all enjoy, but is shaped by completing hundreds of projects every week, big and small. Listening to the garden crew’s walkie-talkies for a day is like listening to a police scanner for horticulture emergencies, and the gardeners are the first responders. Caring for 37 acres—that’s more than 1,600,000 square feet—is a daunting task.

There is a long tradition of giants in horticulture who have worked at Lotusland—Charles Glass, noted author, plant collector and nurseryman, and Frank Fujii, a meticulous gardener who was steeped in Japanese garden tradition and design, both worked for (and with) Madame Walska. John La Fleur remained faithful to the spirit of Lotusland even after Madame died and pioneered the sustainable horticultural practices now in place. Continuing in this heritage, today’s team is as equally talented and gifted as their predecessors and mentors.

The garden team is directed and led by Mike Iven, on staff at Lotusland for 29 years. When Mike talks about Lotusland, he describes a holistic view of the gardens and how each element benefits the other in this self-contained eco-system. Mike is unflappable—his responsibilities are vast and his demeanor is cool—he and his team accomplish horticultural miracles on a daily basis. Their ability to creatively solve complex scientific puzzles combined with years of hands-on experience puts Mike and his crew in the master’s category, joining the company of the great names in horticulture who have been part of Lotusland’s rich history and lore.

Mike Furner has been in the garden for 34 years (including 4 with Madame). Listening to him talk about “the nutri-

Continued on page 2
Mission Statement

We preserve and enhance the unique historic estate of Madame Ganna Walska, care for and improve its collections, and develop its conservation and horticulture programs, so they educate us, inspire us, and advance our understanding and appreciation of the importance of plants in our lives and in the life of the planet.
passing. Not only is Bruno a talented gardener, but he is part of the living history of Lotusland. Robert Blaha, a 13-year Lotusland veteran, knows more about keeping the mechanical side of the gardens (and the house) in order than anyone. We don’t call an irrigation specialist, a plumber, a carpenter or an electrician, we call Robert. Tim Cordero is a 13-year Lotusland veteran whose gardening expertise includes the water gardens and the cactus garden. Tim is also an accomplished musician and attributes his position at Lotusland as a key factor in being able to pursue his musical career. Does music affect plants? Just take a look at his gardens. Alex Chavez cares for the main drive cactus/Euphorbia garden, Aloe garden and succulent garden. Alex has been at Lotusland for more than ten years. Currently, his special pruning expertise has been evident in the health and vitality of the topiary garden. Eoin Hammonds came to Lotusland seven years ago via the highly respected City College Environmental Horticulture program. Eoin confesses that his passion for gardening is such that, even when he gets home from work, he “can’t stop gardening.” Jason Bonham comes to Lotusland with a B.S. in Botany from Southern Ohio University. His after-hours goal is memorizing the scientific names of all the plants. Jason has the knowledge of a scientist and the passion of a seasoned garden veteran (including a stint at Longwood). The garden team is rounded out by Jorge Torrez—in the cycad and tropical gardens (Epiphyllum for the purist), Miguel Obregon-Padilla—expertly maintaining the parterre roses, hedges and main lawn, Raj Singh—assisting Robert in maintenance of all Lotusland infrastructure and Francisco Haro—another City College Environmental Horticulture graduate who maintains the Japanese garden.

Educated, informed, involved and respected—this dedicated team is among the most knowledgeable in the field of horticulture. So the question is, do great gardeners create amazing gardens or do amazing gardens create great gardeners? The answer is probably a combination of the two.

Robert Blaha, Lotusland maintenance superintendent, in front of the historic garage and workshop.

Paul Mills, assistant curator, and Esau Ramirez, grounds staff supervisor, trimming a Euphorbia horrida on the main drive.

Gwen Stauffer

**Director’s Letter**

Starting in mid-November, the garden quiets down for three months when all public tours are suspended until we are permitted to open our gates again in mid-February. We take advantage of this obligatory winter lull to reflect on the success of the current year and plan our special exhibits, programs and events for the upcoming year.

In the past few years, we have added new program offerings for our members and guests. As a result, Lotusland has not only sold every one of the 15,000 tour reservations we are allotted annually by our Conditional Use Permit, but has also turned away thousands of potential visitors each year. We are always sad about this. After all, gardens are special places for people to reconnect to nature, to themselves and to each other, and it was Madame Ganna Walska’s intent that as many people as possible should enjoy—and be inspired by—the gardens of Lotusland.

With the price of admission at $35 per adult, the revenue we generate from reservations makes up only 12.5% of Lotusland’s total annual budget. Even though so many more people want to visit Lotusland than the number of reservations available, we are committed to ensuring that our members can visit the gardens. We especially appreciate the financial support members give us through their annual membership renewals, which provide about 16% of Lotusland’s total annual budget, not to mention other donations from members that help to care for and preserve this very special and important garden. Frankly, without your membership support, it would be very difficult to maintain Lotusland’s gardens and grounds for you and all to enjoy.

That’s why we are raising the price of admissions for nonmembers in 2014. The $10 increase for both adults and children is the first admission price increase in seven years. We are so grateful to you, our members, for your support, and now we are asking non-member visitors to help share in the effort. At the same time, we encourage you to consider upgrading your membership to the next level and consider a Lotus Keeper membership to enjoy all the great new programs we are planning just for Lotus Keepers.

We look forward to seeing you in the garden in 2014!

Warmest regards,
Gwen L. Stauffer
VISITORS TO LOTUSLAND are treated to fascinating botanical and historical information about the garden, interpreted by docents who undergo extensive training to prepare them for giving public tours. Ten of the 22 docents from our last graduating class were Lotusland members before they joined the training class.

Beginning February 3, Lotusland will offer a 14-week docent training course, providing all the necessary information for conducting tours of the garden. Instructors are drawn from Lotusland staff, the Santa Barbara community and other California academic and horticultural institutions. These informative and enjoyable Monday-morning sessions last from 9:30 AM to noon. A reception will be held for prospective docents on Monday, January 13, at 9:30 AM, offering attendees an opportunity to learn more about docent training and to meet some of the very knowledgeable current docents, as well as some of our friendly Lotusland staff members.

Please tell your friends and neighbors about this exciting and rewarding volunteer opportunity. For more information or to reserve a place at the reception, please contact Volunteer Coordinator Kitty Thomassin at kthomassin@lotusland.org or 805.969.3767, extension 112.

GARDENS ARE ABOUT CHANGE, but with a historical landscape such as Lotusland, we strive to maintain a balance between two separate goals: maintaining the historic fabric and feel of the garden that our founder Madame Ganna Walska left us and furthering our educational and conservation mission as a botanic garden.

When changing or modernizing parts of the garden becomes necessary, historical considerations are always part of the decision-making process. Time has given the garden a character and intensity only maturity provides, and this patina contributes to Lotusland’s engaging and vibrant sense of place. This requires deliberation about introducing new plants to the garden. Over the years, the curation staff has continued to bring new species and cultivars of plants to this historic landscape, but only if they did not significantly change the designed legacy.

In the past ten years, the plant collections have grown from about 2,500 different types of plants to more than 3,200 today. Here are some quick statistics to ponder. Over 80 new types of ferns and 50 cultivars and species of Begonia have been planted in the fern garden. More than 50 colorful and interesting bromeliads have been added to the collection either near the pavilion or in the garden adjacent to the theatre. The cactus collection has been enhanced with over 90 species of cacti, there are about 30 new euphorbias, nearly half that number of additional aloes in the garden, and another 30-plus species of succulent plants in other genera. New palms number about 20 and nearly half of the trees in the orchards have been replaced by another 50 fruit tree varieties. In all our decisions, we strive to keep Lotusland vibrant and current, but always with the hope that if Madame Walska paid a visit today, it would still look like her garden.

—Virginia Hayes
Ganna Walska after a 1934 performance in Chicago’s prestigious Auditorium Theater.

Lotusland proudly presents *Enemy of the Average*, a multi-media installation showcasing Madame Walska’s unique persona and the results of her indefatigable drive and tenacious nature. This extraordinary exhibition opens Saturday, March 1.

Archival photographs, film footage, recordings and personal belongings will be on display in the Lotusland pavilion gallery, providing an opportunity to learn more about the accomplishments of this remarkable diva who once captivated the world.

**HUTTON WILKINSON ON TONY DUQUETTE AND GANNA WALSKA**

*Both Enemies of the Average*  
**SATURDAY, MARCH 8 • 2:00 PM**

They shared a love of things green (she emeralds and plants, he malachite); Tony Duquette and Ganna Walska also shared very unconventional views on how to live life. She declared herself the “enemy of the average” and he stated that “the least common denominator is the enemy,” which explains why they had this unique bond and friendship. On Saturday, March 8, Hutton Wilkinson shares his perspective on their friendship and how they inspired each other. The author of several books—including *Tony Duquette, More is More* and *Tony Duquette Jewelry*—Wilkinson will present a fascinating dialog about two people who influenced fashion, design, society and one another.

Admission is $65 for members and $75 for nonmembers. Call 805.969.9990 for reservations.

**LOTUSLAND IS very pleased to introduce Daniel Bifano, a new member of our Board of Trustees.**

Daniel was raised in Montecito and lives in Santa Barbara. He attended Our Lady of Mount Carmel School and Bishop Garcia Diego High School, and received a Degree in Political Science from San Diego State University. Daniel is owner of Bifano & Co., Inc., and has been a commercial real estate broker specializing in property management since 1979. He is well known in the Montecito and Santa Barbara gardening community for his exceptional knowledge of roses and has been designing gardens, especially rose gardens, since 1989. Daniel holds the title of “Master Rosarian.” According to the American Rose Society, an individual with this title “exemplifies knowledge of roses and their culture and shows a strong and demonstrated willingness to share this knowledge with other rosarians and the general public.” Until the number of Master Rosarians jumped last year, Bifano was one of only three in the society’s Pacific Southwest region.

Daniel has served on boards or committees of many Santa Barbara non-profits, including Central Coast Congregate Care (Heath House and Sarah House), Susan Love Breast Cancer Foundation, Santa Barbara Rose Society, A.C. Postel Memorial Rose Garden and CALM (Child Abuse Listening Mediation).

Dan lives with his partner of 32 years, Allan Brostrom. They have two children living in Santa Barbara with their spouses, and four grandchildren.

New Trustee Daniel Bifano
Lotus Keeper is a level of membership at $500 and above that offers unique opportunities to enjoy Lotusland while providing much needed—and much appreciated—general operating support to run the garden and continue our important community programs. We all share a passion for Lotusland because of our connection to this unique botanical treasure. Madame’s goal of “developing the most outstanding center of horticultural significance and educational use” is our mandate to act. By becoming a Lotus Keeper level member, you help us to fulfill her dream and our mission.

We plan to offer three to four special activities each year exclusively for Lotus Keeper members as a way to thank our current Lotus Keepers and encourage others to join. These great activities are a wonderful opportunity to enjoy Lotusland in a very special and exceptional fashion.

All Lotus Keepers are invited to an exclusive Opening Reception for Enemy of the Average on Friday, February 28 (see article on page 5). New Lotus Keeper events for 2014 include Summer Bounty, a farm-to-table dinner on June 21—guaranteed to be a deliciously entertaining event. Also in the works is a trip to Sunnylands in Palm Desert to see the amazing Annenberg Estate and tour fabulous private gardens. We want members to rediscover Lotusland and, in the spirit of Madame, experience the garden in an exciting new way—attending art exhibitions, musical salons, extraordinary culinary events and journeys to places of significant horticultural merit. Invitation to these distinctive events is a great reason to become a Lotus Keeper.

FALL HARVEST DINNER:
A LOTUSLAND FOOD AND WINE FÊTE

In September, we had our first Lotus Keeper event—the Fall Harvest Dinner—and according to the guests, it was a big success! Chef Kristine Castillo of Village Modern Foods created a sumptuous five-course meal with many of the ingredients grown in Lotusland’s organic orchard. Such delectables as farm salad with shaved frozen apples, seabass with blue cheese beignets, pork loin with fennel and Beemster aged Gouda with pomegranate-apple sorbet were served, followed by a decadent dessert. Guest vintner Bryan Babcock expertly paired each course with luscious special-reserve wines from Babcock Winery and Vineyard. His passion for the art and craft of winemaking made for fascinating dinnertime conversation.

Every guest at this special culinary celebration in the garden said, “Do it again!”

For more information about becoming a Lotus Keeper member, please contact Membership Manager Bambi Leonard at bleonard@lotusland.org or 805.969.3767, extension 120.

What Is a Lotus Keeper?
JAPANESE GARDEN

Many of you know or know of Greg Kitajima, who recently resigned from his position at Lotusland to enter the private sector and offer his specialized pruning skills to the general public. Greg began working at Lotusland in January 2000 as a maintenance gardener and soon became interested in the Japanese garden and the specialty pruning practiced on plants in that area. He studied under Frank Fujii and, on his own initiative, attended classes to learn and develop his Niwate pruning skills. He was also an integral part of the maintenance team that works throughout the garden. We will miss Greg and wish him success in his new venture.

Francisco Haro, a new employee, is enrolled in the Santa Barbara City College Environmental Horticulture (EH) program and worked at Lotusland last year as a work experience student. (Lotusland began offering paid part-time work experience positions to EH students many years ago.) Francisco works a modified schedule around his school schedule, performing the basic grounds maintenance duties required in the Japanese garden.

Terri Clay worked at Lotusland for 20 years beginning in the mid-1980s. She was Frank Fujii’s first pruning apprentice and maintained the Japanese garden with Frank for all of those years. Additionally, Terri was the creator of the epiphyllum garden. Ganna Walska’s epiphyllums grew in baskets hung in the trees, but there was no understory planting until Terri began landscaping with plants being thinned out of other areas of the garden. The Monstera deliciosa, for example, came from the dark recesses of the pavilion patio where Madame had them growing in pots among many other potted plants. Terri, now an independent professional pruner, has returned to Lotusland and prunes in the Japanese garden one day per week. Francisco and Terri are now getting reacquainted with the garden and helping us maintain this very special Lotusland garden.

IRRIGATION PUMPS

A rather “dry” topic, but an important improvement to grounds operations is the recent installation of two electronic variable speed drives. These drives replace the mechanical pressure switches controlling the pressure pumps that allow us to run multiple irrigation systems at the same time. SAR Construction worked with Lotusland to design and install a system with quieter pump starts and longer pump life, which will provide even water pressure and reduce the number of pressure relief bladder tanks needed throughout the irrigation system.

WINTER PROJECTS

We all hope we get rain this winter… and a lot of it. Storm watch and storm cleanup would almost be a welcome relief this year. But there will be time to work on some special fall and winter projects before reopening to the public in February.

Installation of insectary/screening plants has already begun. Fall is the perfect time to get natives in the ground. We’ve been working to clean up inside and outside the Ayala Lane fence line and will plant a variety of screening shrubs and trees to block the view from Ayala Lane to the back of the garage and the back field (although we think the compost and mulch piles in the back field are quite beautiful). Additional screening/insectary plants will also be installed along the Ashley Road fence line.

You might notice a change at the corner of Sycamore Canyon and Ashley roads. Three eucalyptus trees in decline and considered hazardous have been removed. Their proximity to the stucco wall contributed to the ongoing deterioration of the wall. The wall will be repaired, and insectary plantings between the stucco wall and chain link fence will improve the appearance of that corner. We will plant additional bamboo species inside the fence line at the corner to complete the project (please see our wish list).

Although a full renovation is needed, a partial renovation of the roundhouse at the entrance of the succulent garden from the main drive included structural repairs, waterproofing and the addition of plants inside the roundhouse. We believe Gunnar Theilist, Ganna Walska’s grounds manager, constructed the roundhouse in the 1960s. His collection of orchids was displayed there into the early 1990s. Bromeliads, cycads and succulents have been kept in there at various times since then. Welwitschia mirabilis, an ancient and rare plant native to the Namib desert, and other interesting succulents and colorful bromeliads can now be seen from the succulent garden pathway.

Whatever the weather may be this winter, it will be a busy time in the garden. Be sure to look for the changes and additions when you visit in 2014.

—Mike Iven
Exceptional Plants: Lotusland Auction and Sale

Last year’s auction event was so popular that Lotusland held its second (and looking to become annual) live plant auction and sale on September 21, 2013.

Staff and donors made sure that this was no ordinary plant sale. Plant fanciers took home choice specimens and rare species from both the silent auction tables and the spirited live auction during which 17 very rare, very special items were sold. Jeff Chemnick provided lively commentary as he cajoled bidders into making higher bids. Other choice plants, along with other garden items, included new varieties of dahlias and taros, colorful and/or spiny bromeliads, dwarf and monstrose agaves and many more plants, a number of them propagated from Lotusland’s collection — totaling 145 items in all. A successful raffle also saw a happy winner take home a stunning Cedrus atlantica ‘Glaucia Pendula’ that had been trained vertically in a serpentine shape.

This year’s event also featured a “buy it now” section of selected plants that were available for immediate sale throughout the afternoon. Guests were treated to specialty cocktails, wine, beer and sumptuous hors d’oeuvres to keep the mood festive.

Thanks to all our donors for their generous support (see page 10) and to our guests who enthusiastically bid on all the auction items.

Aloe Outing
SATURDAY
JANUARY 25
1:00 TO 3:30 PM

Aloes display their spectacular blooms when most plants are dormant during the winter months — and when Lotusland is closed for public tours.

This is a wonderful opportunity to spend an afternoon in the garden and enjoy more than 170 species and cultivars of aloes during the winter recess. It is a special privilege for Lotusland members and their guests only. Admission is $35 for members and $45 for members’ guests.

Reservations are required and may be made by calling 805.969.9990.
Lotusland Receives Design/Accessibility Award

Anna Walska Lotusland was the recipient of the 2013 Santa Barbara Mayor’s Award for Design and Accessibility for inclusive docent training and creativity in providing access to the garden.

Ganna Walska Lotusland strives to provide access to a diverse population and enhance the community’s ability to experience this valuable horticultural and educational resource.

Lotusland purposefully modified parts of the historic gardens to provide accessibility for anyone with a disability and ensures a fulfilling experience for every visitor by conducting a rigorous docent training program that includes instruction for guiding family tours, people in wheelchairs and those who may be slow-moving or vision impaired.

Lotusland is committed to sharing this very important and historic garden with as many people as we can, we are grateful for all our collaborators who helped us build our programs, and we are honored by this award.

Accepting the award on behalf of Lotusland, Executive Director Gwen Stauffer explained to the audience that “We have worked to create access points so as many people as possible can experience the garden, not only as a source for inspiration, but an opportunity for learning.”

Morning Bird Walk at Lotusland

SATURDAY, FEBRUARY 1
9:00 TO 11:30 AM

Join Lotusland Research Associate Jeff Chemnick and Director Emeritus Steve Timbrook as they lead their annual winter bird walk. The morning tour focuses on seeing as many species as possible. This is a great way for both experienced birders and beginners to seek out avian “tourists” that spend the winter in Santa Barbara.

We will have several pairs of binoculars to lend if you don’t have your own. The cost is $50 for members and $55 for members’ guests. For questions or to make a reservation, please call 805.969.9990.

Help Make Lotusland’s Wishes Come True

To donate funds for any of these items, please call Anne Dewey, Lotusland’s Director of Development, at 805.969.3767, extension 105 or email her at adewey@lotusland.org.

- **WEPPING WILLOW TREE**
  One 24” boxed weeping willow tree, a replacement plant for the Japanese garden pond shoreline. $350

- **TIMBER BAMBOO PLANTS**
  Three 24” boxed timber bamboos to complete the screening inside the wall at the Ashley Road corner. $1,000

- **NEW THEATER GARDEN CUSHIONS**
  To replace existing seat cushions that have become worn and tattered after decades of use. $7,000
Lotusland Gratefully Acknowledges Donations
SEPTEMBER, OCTOBER AND NOVEMBER 2013

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SEPTEMBER, OCTOBER AND NOVEMBER 2013

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Alaine Balsamo
Carol & Tom Beamer
Brenda Craig
Jill & Marty Davis
Prescilla Diamond
Tilman & Susan Dodd
Sue Edwards
Andrew Evans
Robert & Mary Johnson
Dasha & Dan Keig
Mr. Michael Klein
Mr. Greayer Mansfield-Jones, Jr.
Matthew Martinussen
John Schaffenenberger
Ms. Jean Schulz
Majka Shephard
John Steiger
Karlton Terry
Theresa & Paul Vosper

IN-KIND DONATION

Bryan Babcock,
Babcock Winery & Vineyards

PLANT DONATION

Joseph & Bridget Costa

Members Who Have Increased Their Level of Support

SEPTEMBER, OCTOBER AND NOVEMBER 2013

LOTUS KEEPERS

GARDEN GUARDIAN

Mr. Jeffrey F. Romano & Mr. Stan A. Shayer

GARDEN CONSERVATOR

Ms. Marguerite Gamo
Mr. & Mrs. Pete Muller

GARDEN CULTIVATOR

Mary Compton & Lin Black
Mr. & Mrs. James Rothenberg
John & Daryl Stegall

GARDEN ADVOCATE

Anonymous
Mrs. Karen Garroldini
Ted Plute & Larry Falxa

GENERAL MEMBERSHIP

FRIEND

Mr. Tom Benham
Mr. & Mrs. Ron Caird
James & Christine Gaskin
Jennifer Rapp
Lynne Scott
Lisa & Kim Zeder, L.Z. Design Group Inc

FAMILY

Ms. Lindse L. Davis
Dr. Leonard Grabowski
Ms. Anita Green & Mr. Michael Saphier
Mrs. Scott O’Leary
Mrs. Heloise B. Power
Ms. Rachel Rubin & Mr. Steve Ceglarski
Donald & Kay Sharpe
Mrs. Patricia Tenney

Lotusland Members

WE WELCOME NEW MEMBERS WHO JOINED IN SEPTEMBER, OCTOBER AND NOVEMBER 2013

LOTUS SOCIETY

Herb & Bernadine Aldwinkle

GRANTS

Montecito Bank & Trust Community Dividends
Mr. Michael Towbes Fund
The Towbes Foundation

MEMBERSHIP

MATCHING GIFT DONATION

Chevron Humankind
as directed by Jeffrey F. Romano & Stan A. Shayer

LIVE AUCTION WINNERS

Robert Bett
Richard Cipra
Alexandra Geremia
David Jacoby
Suzanne & Gilbert Mathews
Daniel Ovadia
John & Connie Pearcy
Mary Raven & Gregory Fish
Dean Sereni
Sharon Surrall
Crystal & Cliford Wyatt

GARDEN ENDOMENT

Mr. & Mrs. Marc Appleton

LOTUS SOCIETY

Herb & Bernadine Aldwinkle
GIFTs FOR THE GARDEN • WE BELIEVE IN LOTUSLAND
Please help support this remarkable community treasure by making a donation to our annual appeal online at lotusland.org or by calling Courtney at 805.969.3767, extension 116.
Your generosity is greatly appreciated.

Winter and Spring 2014 Member Events

Many Lotusland events are open to nonmembers, so please let your friends and neighbors know about the great activities we offer.

Monday, January 13
Prospective Docent Orientation and Coffee Reception
9:30 AM
See details on page 4.

Saturday, January 25
Aloe Outing
1:00 to 3:30 PM
See details on page 8. Please call 805.969.9990 to register.

Saturday, February 1
Morning Bird Walk at Lotusland
9:00 to 11:30 AM
See details on page 9. Please call 805.969.9990 to register.

Wednesday, February 19
Garden reopens after winter recess.

Friday, February 28
Enemy of the Average
Sneak preview for Lotus Keepers.
See details on page 5.

Saturday, March 1
Enemy of the Average
See details on page 5.

Saturday, March 8
Hutton Wilkenson on Tony Duquette and Ganna Walska:
Both Enemies of the Average
2:00 PM
See details on page 5. Please call 805.969.9990 to register.

Tours
Tours are offered at 10:00 AM and 1:30 PM, Wednesday through Saturday from February 16 and November 15. Please call 805.969.9990 for reservations.