



**children's  
science center™**  
EXPLORE. CREATE. INSPIRE.

ANNUAL REPORT 2018

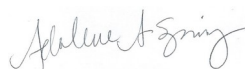
# In 2018,

the Children's Science Center, working in partnership with the educators, business and community leaders, volunteers and donors like you, continued to successfully deliver our mission to inspire a love of STEM learning through unique opportunities to explore and create. From programs stretching across the region at 50+ elementary schools, STEM-themed festivals and community events, to sparking confidence and curiosity in children and their caregivers every day at the Children's Science Center Lab, the Center's team was proud to serve over 70,000 residents and visitors.

Last year also brought significant progress toward realizing the vision of creating a world-class science center that ignites the curiosity in all of us. Building on the momentum of the master planning process we launched in 2017, vital partnerships were confirmed when the Board of Trustees and Executive leadership of the Science Museum of Virginia approved moving forward with a partnership.

The Center was founded to build an informal, hands-on STEM educational resource for our region's children and families and in 2018 because of our donors, volunteers, and partners willingness to support our efforts, we are fulfilling the mission and moving closer to building a regional science center to inspire generations.

We invite you to celebrate the successes of 2018 and beyond.



Adalene "Nene" Spivy  
Executive Director



Jill Corso McNabb  
Board Chair



*"People want to know where to give and they need trusted information. Based on our in-depth review, we believe the **Children's Science Center** is one of the best community-based nonprofits in the region."*

Barbara Harman, Founder and President  
*Catalogue for Philanthropy*



## OUR MISSION

To inspire a love of learning science, technology, engineering, and mathematics (STEM) by providing unique opportunities to explore and create.



# IGNITING CURIOSITY

## FOUNDERS SOCIETY GIVING CIRCLE AND SUSTAINABILITY

Building relationships to sustain the Center's mission through the annual Founders Society Events is paramount to igniting curiosity for tens of thousands of visitors at the Lab and across the region. We are grateful to the families and companies who share our enthusiasm for hands-on learning with their financial commitments year after year. In 2018, over 300 community and business leaders gathered over two events to meet our youth ambassadors, hear powerful testimony and be moved to lend their support for the next 5 years as members of the Founders Society Giving Circle.

## VOLUNTEERS MAKE A DIFFERENCE

Since the Children's Science Center began in 2004, it has relied upon hundreds of volunteers from all over Northern Virginia to help in fulfilling the mission. STEM experts from every field have lent their expertise as we curate innovative hands-on activities. Parents and youth volunteers have stocked and restocked materials and supplies for our Lab visitors; corporate volunteer partners have driven hundreds of miles across the region to be part of our team during Family Science Nights; and many more community leaders have offered their experiences and advocacy across all areas of the Science Center. We love to say, this Science Center is built for the community, by the community.

Meet Emily Marshall, a senior at Broad Run High School and a volunteer with the Children's Science Center since 2017. Emily has had an interest in science since she was a young child and one of her favorite experiments was building a zipline for her stuffed animals that went down the stairs. Her interests currently include robotics, electrical engineering, and computer science which she wants to pursue as a career. She dreams of being the first person to set foot on Mars. Emily finds the atmosphere at the Children's Science Center the perfect place for children to grow and learn about science in a fun and hands-on way. Emily finds the welcoming staff the perfect people to volunteer alongside.



“ By allowing kids to have hands-on experience, they can discover that there's more to science than just memorizing what the teacher tells you. Science is not boring, it's exciting! “ — Emily Marshall, volunteer



26,976 visitors served offsite

807 Volunteers

10,995 Volunteer hours donated

## VITAL CORPORATE SPONSORSHIP

### UNITED BANK

Partnerships with business and community leaders are vital to the Center's mission and in 2018 United Bank became a Premier Sponsor of Family Science Nights. One of our earliest outreach programs, Family Science Night, transformed over 50 elementary schools into a science center for one night. With the support of United Bank 25 of these evenings were held at Title I schools (those serving significant populations of families socioeconomically disadvantaged) at no charge. United Bank's partnership of this important program didn't end with their vital financial support. Forty-two bank employees volunteered 152 hours of their time at 10 Family Science Nights.

Supporting STEM education is a cornerstone of United Bank's outreach efforts. From sparking an early interest in math education to bridging the needs of a future workforce needing significant STEM skills, United Bank's commitment to STEM education is contributing to the economic vitality of our region. Thank you team United Bank for inspiring tomorrow's innovators today!



5,384 Miles traveled to community programs

5 Regions served

40 Title 1 schools served



*"We are proud to help deliver these opportunities and inspire our future leaders while creating memorable family experiences that build a stronger community."*  
**Kevin Reynolds, Regional President, United Bank**





# MISSION TODAY



The Children's Science Center serves over 70,000 visitors each year with hands-on STEM learning opportunities at our Lab located in Fairfax, Virginia and at community outreach programs across five jurisdictions in the region.

## Family Science Night

Traveling hands-on STEM program serving over 50 schools in five jurisdictions each year, with 50% provided to Title 1 schools at no charge

## Discovery Days

Fully subsidized Lab field trips for Title 1 school students in Northern Virginia

## STEM Starter

Partially and fully subsidized admissions to at-risk families and groups

## Latina Sci Girls

Eight-part biannual program to engage Latina youth under-represented in STEM

## Budding Scientists

Early STEM and literacy education programs for children aged 2-5

## Youth Advisory Board

Leadership program to engage middle and high school youth



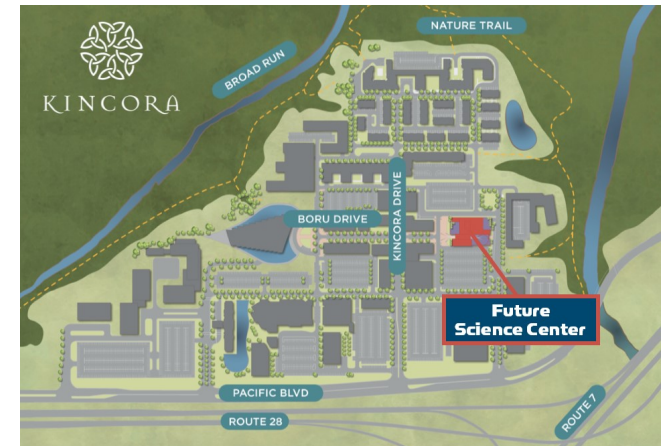
# 78,817

total visitors served

# VISION TOMORROW

## A WORLD-CLASS SCIENCE CENTER IN NORTHERN VIRGINIA

The future science center, located on donated land in Dulles Virginia, will have a transformative impact on our children and community. Each year over 300,000 visitors, including schools, families and citizens of all ages, will experience awe-inspiring, interactive exhibits and innovative, hands-on programs inside and outside on Kincora's 150 acres of parkland. We are building a public-private partnership to make this extraordinary opportunity a reality.



### Pivotal Partnership

Science Museum of Virginia partnership brings:

- Decades of industry experience
- Resources to enable growth and sustainability
- State-wide network of science centers

### Compelling Design

- Master plan by Roto, lead museum design firm
- Core concepts defined by broad community input
- Facility and galleries that showcase our region's assets and aspirations

### Sound Economics

- Fuels future STEM workforce
- Major attraction driving significant new economic impact to region
- Proven business model



# FINANCIAL STATEMENTS

Statement of activities for the year ending December 31, 2018.

## BALANCE SHEET

### Current Assets

Cash	\$218,414
Due from CC service provider	23,480
Pledges receivable, net	260,593
Other receivables	3,885
Prepaid expenses	<u>4,135</u>

**Total Current Assets** **\$510,507**

Pledges, receivable, net	296,525
Property and Equipment, net	463,363
Intangible Assets, net	6,803
Security Deposits	<u>9,737</u>

**Total Assets** **\$ 1,286,935**

### Current Liabilities

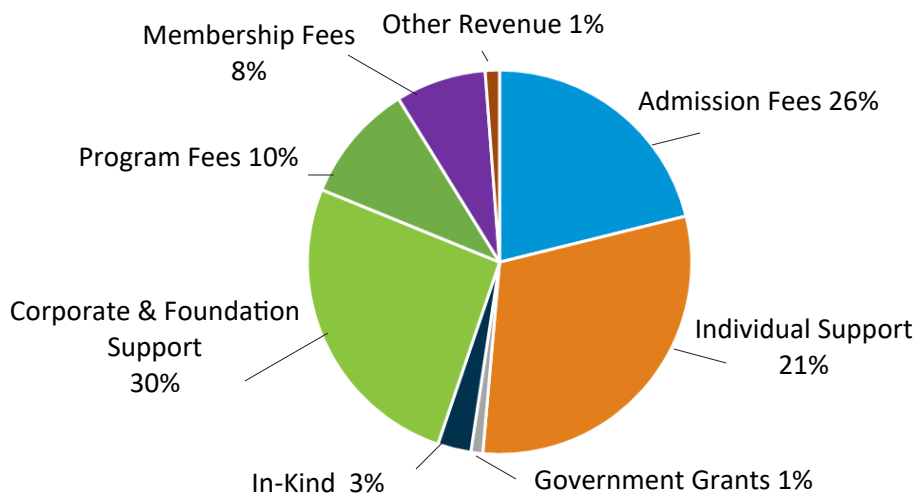
Accounts Payable	\$ 29,839
Accrued Wages and Payroll Taxes	16,557
Deferred Rent Payable	6,814
Accrued Vacation	5,035
Deferred Revenue	<u>69,779</u>
<b>Total Current Liabilities</b>	<b>\$ 128,024</b>

### Net Assets

Without donor restrictions	
Undesignated	\$ 445,916
Designated by Board for New Science Center	25,000
With donor restrictions	687,995
<b>Total Net Assets</b>	<b>\$1, 158,911</b>

**Total Liabilities and Net Assets** **\$1,286,935**

## REVENUE BY SOURCE



The financial statement was audited by an independent accounting firm for year ending December 2018.



# FINANCIAL STATEMENTS

Statement of activities for the year ending December 31, 2018.

## STATEMENT OF OPERATING ACTIVITIES

### Earned Revenue

Admission Fees	\$ 346,866
Program Fees	134,258
Membership Fees	102,601
Other Revenue	15,954

### Contributed Revenue

Individual Support	\$ 282,026
Corporate and Foundation Support	403,491
Government Grants	11,974
In-Kind Contributions	37,749

<b>Total Earned and Contributed Revenue</b>	<b>\$1,334,919</b>
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### Expenses

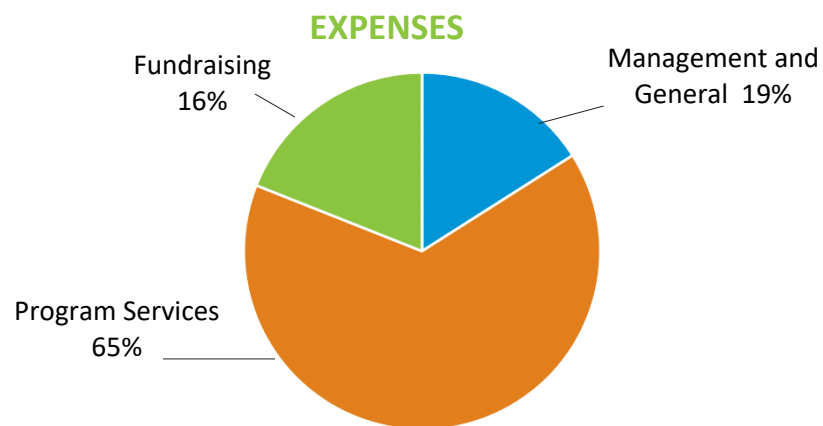
Program Services	\$ 1,001,020
Management and General	285,567
Fundraising	244,376

<b>Total Expenses</b>	<b>\$ 1,530,963</b>
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Change in net assets	\$ (205,545)
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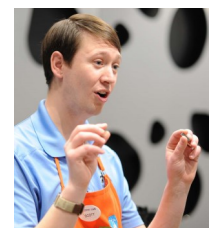
Net assets at beginning of year	\$ 676,461
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<b>Net assets at end of year</b>	<b><u>\$ 470,916</u></b>
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\* 2018 expenses include depreciation expenses of \$199,413.

*The financial results demonstrate our commitment to delivering on our mission with 65% of our overall expenses dedicated to programs. We continue to develop a diverse and viable donor base, achieving sustaining growth from both individuals and our corporate partners who pledged major gifts in 2018. Admission and program revenue continue to show a steady increase since the opening of the Lab in 2015. Through the effective management of operating cash and expenses, we saw a positive trend in current assets of \$99k, which will continue to enable our mission delivery into 2019 and beyond.*





# THANK YOU!

## FOUNDERS SOCIETY DONORS

We are grateful to the following individual donors who have made a multi-year commitment to the mission and vision of the Children's Science Center. Listing as of December 31, 2018.

### Gift of Inspiration

Hudson and Tanya La Force ★  
Monica and Brian Buroker  
Sharilyn and Griffith Green in  
Memory of Mackenzie Anne Green  
Russ and KC Reeder  
★ *Founding Donor*

### Gift of Creativity

Simone Acha  
Natalie Lorenz-Anderson and Bruce  
Anderson  
Michele Bolos and Chris Powell  
Nannette and Brian Henderson  
Elizabeth Parks  
Jeff\* and Elizabeth\* Sessions  
Sumeet and Joya Shrivastava  
Art and Nene Spivy

### Gift of Exploration

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The Children's Science Center is grateful to the following companies and foundations who have provided vital funds to support its mission and vision. Listing as of December 31, 2018.

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\$100,000 and above

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## VOLUNTEERS

Our management team is supported  
by more than 807 volunteers serving  
in all aspects of operations including,  
marketing, volunteer management,  
fundraising and educational  
outreach.

## VOLUNTEER RECOGNITION

Development Volunteer Award  
Kathy Schmitt

Education Volunteer Award  
Yousseff Seifeldin

Lab Volunteer Award  
Young Men’s Service League  
Vienna-Oakton

Marketing Volunteer Award  
Melissa Nord, WUSA9

Platinum Volunteer Awards  
Lee Ann Brownlee  
Mark Murphy

Emeritus Volunteer Awards  
Susan Joyce  
Tanya La Force  
Jennifer Plank  
Angie Wong

Corporate Gold Volunteer Award  
Unanet and Fran Craig

*Board, Advisors and Leadership of 2018*





## SHARE THE VISION

Invite people to our Inspiration Tours! Held monthly, this hour-long event is a great way to learn about our work today, plus our long term vision.

## DONATE

Your financial and in-kind contributions are critical to the mission. We are a tax-exempt 501(c)(3) organization.

## VOLUNTEER

Share your time and expertise!

## CONNECT

[childsci.org](http://childsci.org)

