2017

marked another pivotal year for the Children’s Science Center as we made great strides in planning for our Future Science Center and served nearly 70,000 visitors in the Lab and at community programs delivered across the region.

Every day we facilitated unique, fun, hands-on activities at the Children’s Science Center Lab as well as in schools, libraries, and STEM-themed festivals across the region. Last year, we were grateful for over 500 volunteers who donated their time and talents, working alongside our educators and staff seven days a week at the Lab and at more than 70 events around the region. With their support, tens of thousands of children had unique learning opportunities, like building a satellite and watching it fly, playing a slime piano, exploring physics through catapults and rocket cars and many more activities to discover the world around them through science. Our Board, advisors, staff and volunteers plus community and business leaders, STEM professionals, educators, parents, grandparents and caregivers are vital partners in this mission, and we greatly appreciate this broad and enthusiastic support.

Planning activities in 2017 put us in an excellent position to develop the public-private partnership needed to fulfill the vision of a world-class interactive science center for our region. We worked with a leading museum design firm, Roto, to host a series of design sessions that included input from more than 250 members of our community to create an innovative and compelling master plan. As part of this planning process, Dr. Stephen Fuller from George Mason University completed an economic study to evaluate the Future Science Center’s impact on our region including economic activity and quality of life.

Everything we do today and in planning for tomorrow is possible because of the generous support of you – our donors. We are grateful for all the ways you, your company, foundation and family, support our mission and vision. Together we are inspiring generations of STEM-innovators and life-long learners.

Adalene “Nene” Spivy
Executive Director

Amy Burke
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 instill a love of learning science, technology, engineering, and mathematics (STEM) in all children by providing unique opportunities to explore, create and inspire.
MASTER PLANNING THE FUTURE

For three days in May, the Children Science Center and museum-design firm, Roto, gathered over 250 businesses, community leaders, elected officials, students, teachers and parents for a series of ten design sessions to envision the Future Science Center. In addition, we commissioned a cost-analysis of the capital project with Regan Associates and Cumming and an economic impact study through the Fuller Institute at George Mason University.

The result is a thoughtful and modern architectural plan, filled with exciting and educational galleries that reflect the essence and aspirations of our region. All built on sound economics. This vital regional resource will attract an estimated 300,000 visitors annually offering inspiring, fun, hands-on learning for audiences aged 1 to 101.

To actualize this vision, the Children’s Science Center’s board and leadership continued working with the Science Museum of Virginia to galvanize public and private support across our region and state by developing a public private partnership. We look forward to the day when we have a right-sized science center that will fully serve our region’s large population of children, families and schools. This world-class science center will:

- INSPIRE a love of learning science, technology, engineering and mathematics that fuels the next generation workforce.
- SHOWCASE our community and the identity of Northern Virginia as a technology hub — actively demonstrating what our region is and aspires to be.
- PROVIDE high-quality interactive, hands-on experiences for families, schools, and learners of all ages to explore, create, and be inspired.
- FILL a major gap—Northern Virginia is the largest metro area in the nation without a children’s museum or science center.

$99M  One-time economic impact to region

$11M  Annual economic impact to region

The Stephen S. Fuller Institute for Research on the Washington Region’s Economic Future, Schar School of Policy and Government, George Mason University, The Economic Impact of the Proposed Regional Science Center on Loudoun County, Northern Virginia, and the Commonwealth of Virginia.

“I’d like to see the inside of a robot and learn how they work!”

James, 4th grade student
PROGRAM PARTNERSHIPS

Our story began over a decade ago with a group of passionate community leaders who were motivated to fill a significant gap for children, families and educators in Northern Virginia, the largest metro area in the country without a children’s museum or interactive science center. Our first museum without walls programs were developed in partnership with the Junior League of Northern Virginia. From those beginnings, the Center’s mission and vision has thrived because of our partners and champions who share an enthusiasm for the transformative power of hands-on STEM learning. We are fortunate to have many who lend advice, expertise, and financial support to ensure we can serve thousands of children and their families every day. One exciting program partnership in 2017 included working with meteorologists at WUSA 9 to excite and educate families about the solar eclipse with engaging interactive experiences. We appreciate the many companies, foundations and individual families who support and join in our efforts to inspire a love of learning STEM with children, families and schools across the region!

LATINA SCIGIRLS

Funded by National Science Foundation, Latina SciGirls is a program developed by Twin Cities Television and PBS SciGirls to address barriers preventing Hispanic girls and their families from engaging in STEM, and building confidence in their ability to achieve in STEM. The Children’s Science Center was selected as 1 of 16 science centers across the country to deliver this program. Latina SciGirls has grown from that initial pilot into a flagship program for the Center, inspiring Latina girls in grades 3-5 with an immersive, multi-week program twice a year.

In 2017, with major support from corporations like General Motors and Leidos (plus our donor families’ annual contributions), we served over 100 Latina girls, their extended families and teachers in the Herndon, Falls Church and Annandale communities. Over the course of 8 consecutive weeks, participants explored the Lab, delved into hands-on STEM topics featuring PBS SciGirls curriculum, and were mentored by professional Latinas working in STEM careers across our region. We are proud of the partnerships we have built with Latina SciGirls and the impact we are having on providing access to STEM experiences to young Latinas in our community.

4,684 hours donated by volunteers
19,179 served by our community and school outreach programs
1,498 miles driven by our van

“I watched my students’ confidence with science grow so much while they were in the Latina SciGirls program! It was wonderful to see.”
Teacher, Fairfax County Public Schools
Opened in 2015 as Northern Virginia’s first interactive museum, the Children’s Science Center Lab is located at Fair Oaks Mall in Fairfax, Virginia and is open to the public daily. The Lab is home to four galleries: Experiment Bar, Tinker Shop, Discovery Zone, and Inspiration Hub. In addition, the Center offers the following community programs:

**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 and memberships to at-risk families

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

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

**Youth Leadership Corps**
Leadership program to engage middle and high school youth

49,572 visitors served at the Lab
VISION TOMORROW
A WORLD-CLASS SCIENCE CENTER IN NORTHERN VIRGINIA

The Future Science Center will be located on donated land in Dulles, Virginia in the Kincora development. We will offer hands-on interactive exhibits for visitors aged 1 to 101, plus outdoor programs taking advantage of Kincora’s 150 acres of parkland on the Broad Run stream valley.

BENEFITS

• Inspire a love of learning STEM that fuels the next generation workforce

• Showcase our community and identity as major technology hub

• Access for all children to an interactive science center on par with major metro areas

• Major attraction driving significant new economic impact to region
## FINANCIAL STATEMENTS

Statement of activities for the year ending December 31, 2017.

### BALANCE SHEET

#### Current Assets
- Cash: $122,988
- Due from CC service provider: $43,350
- Pledges receivable, net: $240,703
- Prepaid expenses: $4,425

**Total Current Assets:** $411,466

#### Pledges receivable, net: $382,101
#### Property and Equipment, net: $658,241
#### Intangible Assets, net: $11,338
#### Security Deposits: $9,737

**Total Assets:** $1,472,883

#### Current Liabilities
- Accounts Payable: $27,387
- Accrued Wages and Payroll Taxes: $14,146
- Deferred Rent Payable: $6,703
- Accrued Vacation: $6,234
- Deferred Revenue: $63,458

**Total Current Liabilities:** $117,928

#### Net Assets
- Unrestricted: $676,461
- Temporarily Restricted: $678,494

**Total Net Assets:** $1,354,955

**Total Liabilities and Net Assets:** $1,472,883

### Change in net assets
- Net assets at beginning of year: $1,501,150
- **Net assets at end of year:** $1,354,955

The financial results demonstrate our commitment to delivering on our mission with approximately 70% of our overall expenses dedicated to programs. We are developing a diverse and sustainable donor base, achieving 68% growth in pledged gifts in 2017. Admission and program revenue continue to show strong growth two and a half years since the opening of the Lab. Careful management of operating expenses allowed for efficient delivery of our mission. That, in addition to building long-term pledge receivables, greatly contributed to our economic health and sustainability into 2018.

The financial statement was audited by an independent accounting firm for year ending December 2017.
# Financial Statements

Statement of activities for the year ending December 31, 2017.

## Statement of Operating Activities

<table>
<thead>
<tr>
<th>Earned Revenue</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Admission Fees</td>
<td>$300,021</td>
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<tr>
<td>Program Fees</td>
<td>$107,260</td>
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<tr>
<td>Membership Fees</td>
<td>$97,475</td>
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<tr>
<td>Other Revenue</td>
<td>$14,387</td>
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</table>

<table>
<thead>
<tr>
<th>Contributed Revenue</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Corporate and Foundation Support</td>
<td>$519,374</td>
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<tr>
<td>Individual Support</td>
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<tr>
<td>Government Grants</td>
<td>$3,316</td>
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<tr>
<td>In-Kind Support</td>
<td>$85,670</td>
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</tbody>
</table>

**Total Earned and Contributed Revenue**  
$1,452,339

### Earned Revenue Breakdown

- Admission Fees: 20.7%
- Program Fees: 7%
- Membership Fees: 6%
- Other Revenue: 0.1%

### Contributed Revenue Breakdown

- Corporate and Foundation Support: 35.8%
- Individual Support: 22.3%
- Government Grants: 0.1%
- In-Kind Support: 8%

### Revenue by Source

- Program Fees: 7%
- Admission Fees: 20.7%
- Membership Fees: 6%
- Corporate & Foundation Support: 35.8%
- Individual Support: 22.3%
- Other Revenue: 0.1%
- In-Kind: 8%

### Expenses

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$1,100,484</td>
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<tr>
<td>Management and General</td>
<td>$222,984</td>
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<tr>
<td>Fundraising</td>
<td>$259,804</td>
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<tr>
<td>Software Impairment Loss</td>
<td>$15,698</td>
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</tbody>
</table>

**Total Expenses**  
$1,598,534

*2017 expenses include depreciation expenses of $195,698. Expenditures for Future Science Center planning were based on grants received in both 2016 and 2017.*
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, 2017.

Gift of Inspiration
Hudson and Tanya La Force
Monica and Brian Buroker
Sharilyn and Griffeth Green
Memory of Mackenzie Anne Green
Russ and KC Reeder
*Founding Donor

Gift of Creativity
Simone Acha
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Gift of Exploration
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Diane Allemand and Dr. James A. Egenrieder
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Bette Crockett
Walker Cross
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*Denotes Employee Matching Gift  
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Mike Tillman
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Jamie Johnson
Finance Manager

VOLUNTEERS
Our management team is supported by more than 350 volunteers serving in all aspects of operations including, marketing, volunteer management, fundraising and educational outreach.

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Development Volunteer Award
Kathy Schmitt
Education Volunteer Award
Youssef Seifeldin
Lab Volunteer Award
Young Men’s Service League
Vienna-Oakton
Marketing Volunteer Award
Melissa Nord, WUSA9
Emeritus Volunteer Awards
Lee Ann Brownlee
Mark Murphy
Platinum Volunteer Awards
Susan Joyce
Tanya La Force
Emeritus Volunteer Awards
Jennifer Plank
Angie Wong
Corporate Gold Volunteer Award
Unanet and Fran Craig

Board, Advisors and Leadership as of 2017
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
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