



CHILDREN'S MUSEUM

of NEW HAMPSHIRE

IMPACT REPORT 2018-2019

The museum continues to focus on fulfilling our strategic goals and Mission and Vision, honed by our Staff and Board of Directors.

GOAL #1 DEEPENING IMPACT

Enabling us to stay relevant and positioning the Museum as a day-to-day resource and touchstone in families' lives.



OBSERVING WHAT WORKS

Engaged with UNH researchers to study parent engagement in the Museum setting and ways to deepen parent engagement with nearly 100 families participating to-date.

NEW PROGRAMS

Created new programs to deepen engagement - *Little Learners Playtime*, *Girls + STEAM*, and *Family Book Club*.



GOAL #2 EXPANDING IMPACT

Building new relationships that expand our reach with new audiences.

MORE VISITORS

Record breaking number of children and families served - 110,600!

2,555

Number of museum guests who visited for only \$1 per person by showing their EBT cards.



LIBRARIES ACROSS THE STATE

Continued to reach a statewide audience visiting the Museum and outreach to 30 public libraries throughout the state.

NEW AUDIENCES

Introduced the Museum to new family audiences through our free anniversary celebration and expanded free and reduced admission programs for under-served audiences.

GOAL #3 ENGAGING IN BEST BUSINESS PRACTICES

Building a firm foundation through policies and initiatives that express best practices and help the museum to invest resources to ensure long-term sustainability.

RAISING FUNDS

Piloted three new fundraisers – *Dover Dine Around*, *Mini Golf at the Museum* and *Cider Flights and Tasty Bites*. Secured new and unprecedented grant funding for the Museum’s 35th anniversary exhibit projects, including the new Play Patio opening in 2020!

NEW EXHIBITS

Invested in several new exhibit enhancements to drive visitorship – *One World* exhibit re-do, *Build It/Fly It* changes and the new *Lights! Shadow! Action! Interactive classroom*.

MAINTAINING QUALITY & GOING GREEN

Partnered with the city of Dover and Revision Energy to install solar panels on the Museum roof, which will lead to lower energy costs in six years. Engaged in facility maintenance, installed a new shingle roof and rubber roof seams.

PLANNING FOR THE FUTURE

Completed a new 3-year strategic plan and added new talent to our Board to bring a variety of expertise to our organization.



BOARD MEMBERS

Jacques Corriveau, *Chair*
Erica Johnson, *Vice Chair*
Mike Pagan, *Treasurer*
Jill Carmichael, *Secretary*
Jonathan Shapleigh, *Past Chair*

Mary Barnea
Justin Gagnon
Marc Goodman
Jared Koelker
Joe Shoemaker

Paul Silvio
Kelly True
Spike Trueworthy
Susan Wolowitz

FINANCIAL STATEMENT 2018-2019

Unrestricted Net Assets

REVENUE & PUBLIC SUPPORT

Admissions	\$404,255
Memberships	\$191,820
Grants and sponsorships	\$51,000
Fundraising events income	\$300,203
Museum programs	\$84,585
Contributions	\$59,825
Merchandise, net of costs of \$16,192	\$18,525
Donated goods and services	\$148,950
Miscellaneous income	\$10,025

Total unrestricted revenue & public support **\$1,269,188**

Temporarily Restricted Net Assets

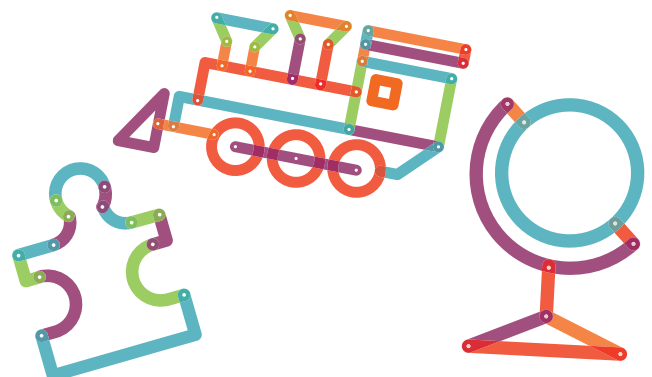
Grants and sponsorships	\$275,101
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Total revenue & public support **\$1,544,289**

EXPENSES

Museum programs and exhibits	\$787,642
Support Services	
Management & General	\$351,281
Fundraising	\$225,414

Total expenses **\$1,364,337**
INCREASE IN NET ASSETS **179,952**



Thank you to all of our generous donors, both individuals and the corporate and foundation supporters listed below. Because of your contributions we are able to keep families engaged, learning, and curious.

CORPORATE AND FOUNDATION SUPPORT

THANK YOU THANK YOU

3M
Abbie F. Moseley Charitable Trust
Albany Engineered Composites
Alexander Technology Group
Alliance for Dental Care
Atlas-Heritage Title
Barbara K. and Cyrus B. Sweet III Fund, a fund of the New Hampshire Charitable Foundation
Beacon Retirement Group
Berwick Academy
Beswick Engineering
Bob's Discount Furniture
Bonterra Farms Fund, a fund of the New Hampshire Charitable Foundation
Burns, Bryant, Cox, Rockefeller & Durkin, PA
Calling All Cargo Moving & Storage
Chinburg Properties
Cognia (formerly Measured Progress)
Core Physicians, LLC
D.F. Richard Energy
Dover Auto World
Dover Dental Associates
Dr. Michael St. Germain, DMD
Exeter Hospital
Favorite Foods, Inc.
Fences Unlimited, Inc.
Finlay Foundation
First Seacoast Bank (formerly Federal Savings Bank)
Formax
Georgia-Pacific Foundation
Gladys L. Smith Fund, a fund of the New Hampshire Charitable Foundation
Granite State Development Corporation
Great Bay Community College
Great Outdoors Pediatric Dentistry
Hannaford Charitable Foundation
Harvey Family Dental
Heinemann
Holy Rosary Credit Union
Jack & Dorothy Byrne Foundation
Kennebunk Savings
La Festa Brick & Brew
Leone, McDonnell & Roberts, PA
Liberty Mutual
Lickee's & Chewy's Candies & Creamery
Lincoln Financial Foundation
Martel Plumbing & Heating, Inc.
Martha Briggs Kenslea Fund, a fund of the New Hampshire Charitable Foundation

McIninch Foundation
Michael Jon & Eric Ryan Rush Foundation for Children
New England Tutors
New Hampshire State Council on the Arts
Newburyport Bank
North Hampton Dental Group
Northeast Credit Union
Ocean Shades Dental
People's United Bank
Piscataqua Dental Partners
Piscataqua Region Community Fund, a fund of the New Hampshire Charitable Foundation
Portsmouth Christian Academy
Port City Nissan
Portsmouth Pediatric Dentistry
Portsmouth Regional Hospital
Prime Buchholz
Profile Bank
QA Café
Relyco
Roger R. & Theresa S. Thompson Endowment Fund
Rowley Agency, Inc.
Samuel P. Hunt Foundation
Sawtelle Fund, a fund of the New Hampshire Charitable Foundation
Seacoast Endodontic Associates
Seacoast Periodontics & Dental Implants
Seacoast Rotary Club
Sprague
Summit Land Development, LLC
Barbara K. and Cyrus B. Sweet Fund, a fund of the New Hampshire Charitable Foundation
TD Bank
TD Charitable Foundation
Thermo Fisher Scientific
Tri-City Subaru
UNIQUE College Investing Plan managed by Fidelity
Weathervane Seafood Restaurants
Welch Oil
Wentworth-Douglass Hospital
Whittier Falls Housing
Willem Verweij & Associates Physical Therapy

3,778

Number of museum guests who received free or reduced admission thanks to the Blue Star Museum Summer Program and the Museum's Military Appreciation Program for active duty military personnel and their families.

OUR MISSION:

Actively engage families in hands-on discovery

OUR VISION:

To inspire all to become the next generation of innovators and creative thinkers