



**THE CHILDREN'S MUSEUM**  
of Science and Technology

**ANNUAL  
REPORT  
2010**



## Letter from the Chair and the President/CEO

On behalf of the Board, staff, volunteers, members, and the more than 65,000 guests we'll see in 2010, thank you your support of The Children's Museum of Science and Technology – CMOST. As you know, CMOST has been experiencing a renaissance over the past several years, and we wanted to share some details of our successes with our most valued supporters through this brief annual report. Your past support has made the good news enclosed in this report possible, and we're pleased to share with you both a look back at our recent past, and a look ahead to our exciting future.

You'll see in the pages that follow CMOST has steadily grown into the leading informal science education facility in the area. With the second highest attendance of any museum in the Capital Region, and national recognition from respected sources like Parents Magazine - which has named CMOST one of the Top 20 science centers in the U.S. two years running – The Museum's leadership has put your past investments to work for the community, and we hope you're proud to have played such an integral role in our growth and success.

We realize that there are a variety of ways to measure the success and impact of an institution like CMOST, so we've tried to include a variety of metrics in this report for you to make your own evaluation. You'll see a snapshot of The Museum's steadily improving finances through our independently audited numbers, a listing of some of the accolades that CMOST has been awarded from local and national sources, and some comparisons to other well-known institutions in the area as points of reference. Perhaps most compelling, however, are the pictures of area children – tomorrow's scientists, inventors, and educators – using The Museum as a source of inspiration, wonder, and discovery as they begin their lifelong exploration of science and technology.

Please take some time to look through this exciting report, and reflect upon the ways that your support has made these success stories possible. You may also wish to consider some ways that CMOST can continue to improve in the coming months and years, and we truly hope you'll share these thoughts with us so that we can put to good use all of the intellectual capital our community has to offer for the betterment of all.

As Helen Keller so eloquently stated, "Alone we can do so little, together we can do so much." With your continued support, The Children's Museum of Science and Technology can sustain our work with community leaders, educators, philanthropists, and others to continue to "instill a sense of wonder and discovery in young minds, and inspire a lifelong exploration of science and technology." Happy reading, and please come by for a visit soon.

Sincerely,

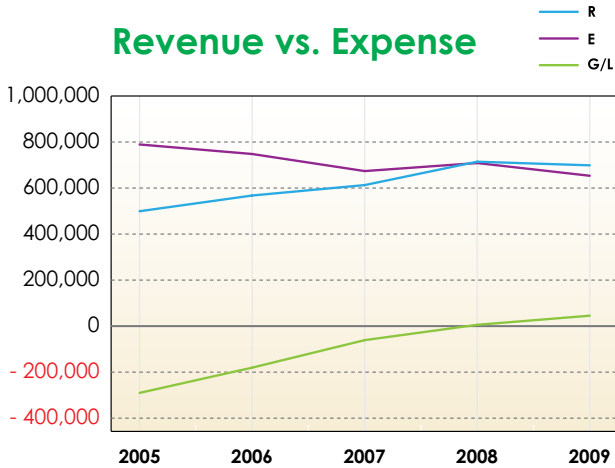


**Paul Fahey**  
*Volunteer Board Chair*



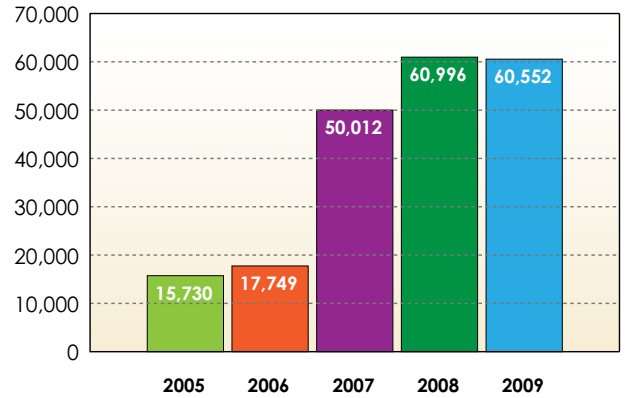
**John Graydon Smith**  
*President and Chief Executive Officer*

## Revenue vs. Expense



Despite the recent recession, CMOST has steadily increased its ability to raise funds, all while decreasing expenses, resulting in a break-even or better position.

## Visitorship



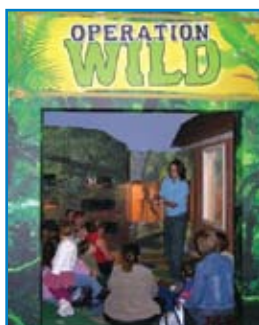
Through partnerships with schools and targeted marketing, CMOST has become the second-most attended museum in the area.

## The Children's Museum of Science and Technology (CMOST)...

- ★ inspires young minds to engage in a lifelong exploration of science and technology, instilling a sense of wonder and discovery
- ★ named one of the top 20 science centers in the nation by Parents magazine (2008 and 2009)
- ★ is the second most attended museum in the Capital District
- ★ is the only science center in Tech Valley specifically designed for kids and their families to explore, discover and imagine the world of science together
- ★ voted Best Museum for Kids in the 2009 Times Union Best of the Capital Region
- ★ voted Best Kids Camp in 2009 Capital Region Living Magazine Best of the Capital Region



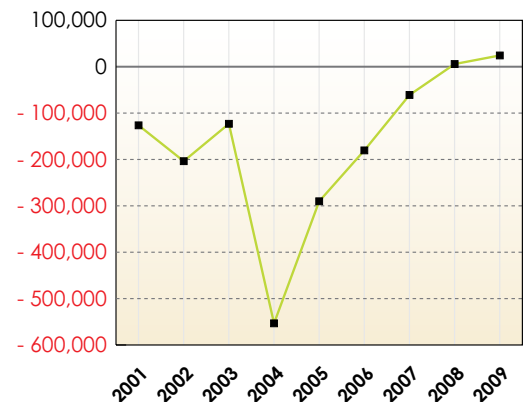
Another fun experiment during a day at Summer Science Camp.



### Operation W.I.L.D.

"Working In the Living Domain" houses CMOST's impressive living collection of exotic animal species in an interactive and sensory stimulating environment.

## Net Gain



After years of operating in the red, a new strategic business plan and responsible management has reversed that trend.



CMOST uses New York State curriculum standards in creating and carrying out our programs.

## Rank among museums

(ranked by number of visitors in 2009)

From The Business Review, May 2010, The List: Tourism & Attractions

- 1 Saratoga Gaming & Raceway (2,000,000)
- 2 New York State Museum (719,207)
- 14 Fort William Henry (70,000)
- 16 Columbia County Agricultural Society (65,000)
- 17 The Children's Museum of Science & Technology (60,552)**
- 18 Capital Repertory Theatre (60,000)
- 21 The Yaddo Gardens (45,000)
- 22 Schenectady Museum & Planetarium (40,855)
- 23 Tang Museum & Gallery (40,000)
- 24 National Museum of Racing (35,000)

## Statement of Financial Position

December 31, 2009

	Unrestricted			Temporarily Restricted	TOTAL	
	Land, Buildings and Equipment	Undesignated	Total Unrestricted		2009	2008
<b>Assets</b>						
<b>CURRENT ASSETS</b>						
Cash (including money market fund and Certificates of Deposits)	\$ -	\$ 36,722	\$ 36,722	\$ -	\$ 36,722	\$ 20,706
Grants & Other Receivables	-	11,512	11,512	-	11,512	12,407
Prepaid Expenses	-	11,098	11,098	-	11,098	7,448
Inventory	-	3,617	3,617	-	3,617	4,248
Total Current Assets	\$ -	\$ 62,949	\$ 62,949	\$ -	\$ 62,949	\$ 44,809
<b>LAND, BUILDINGS &amp; EQUIPMENT - Net of Accumulated Depreciation</b>						
Equipment	\$ 88,239	\$ -	\$ 88,239	\$ -	\$ 88,239	\$ 22,985
Leasehold Improvements	38,726	-	38,726	-	38,726	48,408
Total Land, Buildings & Equipment	\$ 126,965	\$ -	\$ 126,965	\$ -	\$ 126,965	\$ 71,393
<b>TOTAL ASSETS</b>	<b>\$ 126,965</b>	<b>\$ 62,949</b>	<b>\$ 189,914</b>	<b>\$ -</b>	<b>\$ 189,914</b>	<b>\$ 116,202</b>
<b>Liabilities and Net Assets</b>						
<b>CURRENT LIABILITIES</b>						
Accounts Payable & Accrued Expenses	\$ -	\$ 58,247	\$ 58,247	\$ -	\$ 58,247	\$ 44,338
Notes Payable - Current	-	2,001	2,001	-	2,001	-
Deferred Revenues	-	20,000	20,000	-	20,000	7,822
Total Liabilities	\$ -	\$ 80,248	\$ 80,248	\$ -	\$ 80,248	\$ 52,160
<b>NET ASSETS</b>						
Unrestricted	\$ 126,965	\$ (17,299)	\$ 109,666	\$ -	\$ 109,666	\$ 64,042
Temporarily Restricted	-	-	-	-	-	-
Permanently Restricted	-	-	-	-	-	-
Total Net assets	\$ 126,965	\$ (17,299)	\$ 109,666	\$ -	\$ 109,666	\$ 64,042
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 126,965</b>	<b>\$ 62,949</b>	<b>\$ 189,914</b>	<b>\$ -</b>	<b>\$ 189,914</b>	<b>\$ 116,202</b>



The Children's Museum of Science and Technology  
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