The museum continues to focus on fulfilling our strategic goals and our Mission and Vision, honed by our Staff and Board of Directors this year.
GOAL #1 DEEPENING IMPACT
Enabling us to stay relevant and positioning the Museum as a day-to-day resource and touchstone in families’ lives.

ENHANCING EXHIBITS
The Build It! Fly It exhibit was reimagined to add new interactive components and variables for experimentation including a Bernouli Blower and a mock airplane cockpit.

LEARNING FROM OUR NEIGHBORS
New relationships with immigrant groups were fostered to help plan changes to the One World exhibits and to also help build relationships with families who do not visit the Museum. A partnership between the Museum and the Dover Adult Learning Center was formed to help create the Gallery 6 Immigrant Alphabet art exhibition, which showcased world cultures represented in our local community.

OBSERVING WHAT WORKS
With support from the Roger R. & Theresa S. Thompson Endowment Fund, the museum piloted a program with fourth grade students to measure the impact of multiple museum visits focused on student learning.

MEASURING IMPACT
Our participation in the New England Museum Association “Assessing Museum Impacts” project helped the museum to measure its impact by gathering, analyzing and sharing data.

GOAL #2 EXPANDING IMPACT
Building new relationships that expand our reach with new audiences.

MORE VISITORS
Increased number of visitors served by the Museum to reach more than 101,100 people.

GROWN-UP FUN
Launched a series of new Grown-up Playdates to introduce adults to the Museum and engage a new community.

REACHING TRAVELERS
Established a museum advertising presence on several electronic billboards inside the Manchester-Boston Regional Airport.

SUPPORTING DISCOVERY
Introduced new reciprocal marketing partnerships with other family attractions in the state to grow Museum awareness amongst new audiences.

Number of museum guests who visited for only $1 per person by showing their EBT cards: 2,464
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.

STANDARD OPERATING PROCEDURES
Created Standard Operating Procedures for each department to ensure the continuation of historical knowledge and best practices.

FINANCIAL STATEMENT 2017-2018

Unrestricted Net Assets

REVENUE & PUBLIC SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>$389,392</td>
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<tr>
<td>Memberships</td>
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<tr>
<td>Grants and sponsorships</td>
<td>$33,000</td>
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<tr>
<td>Fundraising events income</td>
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<tr>
<td>Museum programs</td>
<td>$94,559</td>
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<tr>
<td>Contributions</td>
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<tr>
<td>Merchandise, net of costs $16,192</td>
<td>$19,011</td>
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<tr>
<td>Donated goods and services</td>
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<tr>
<td>Miscellaneous income</td>
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<tr>
<td><strong>Total unrestricted revenue &amp; public support</strong></td>
<td><strong>$1,224,077</strong></td>
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Temporarily Restricted Net Assets

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<th>Source</th>
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<tbody>
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<td>Grants and sponsorships</td>
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<tr>
<td><strong>Total revenue &amp; public support</strong></td>
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EXPENSES

<table>
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<tr>
<th>Category</th>
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</thead>
<tbody>
<tr>
<td>Museum programs and exhibits</td>
<td>$824,426</td>
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<tr>
<td>Support Services</td>
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<tr>
<td>Management &amp; General</td>
<td>$359,7237</td>
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<tr>
<td>Fundraising</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$1,401,584</strong></td>
</tr>
<tr>
<td>DECREASE IN NET ASSETS</td>
<td><strong>(18,457)</strong></td>
</tr>
</tbody>
</table>
Thank you to all of our generous donors, both individuals and the corporate and foundation supporters listed below. Because of your support, we are able to keep families engaged, learning, and curious.

**CORPORATE AND FOUNDATION SUPPORT**

Anonymous  
Ahern, Nichols, Ahern & Hersey  
Albany Engineered Composites  
Alexander Technology Group  
Alliance for Dental Care  
Anne B. Filler, DMD  
Atlantic Gymnastics  
Atlas-Heritage Title  
BAE Systems  
Bank of New Hampshire  
Berwick Academy  
Beswick Engineering  
Bob’s Discount Furniture  
Brenda Berkal, DMD  
Burns, Bryant, Cox, Rockefeller & Durkin  
Jack & Dorothy Byrne Foundation  
Chartier Charitable Foundation  
Chinburg Properties  
Dr. Louis Clarizio, DMD  
Cochecho Family Dentistry  
Cogswell Benevolent Trust  
Core Medical Group  
Daniel H. DeTolla, DDS  
Delta Dental  
D.F. Richard  
Dover Auto World  
Dover Dental  
Eastern Bank Charitable Foundation  
Eversource Energy Foundation  
Exeter Hospital  
Federal Savings Bank  
Fidelity Investments  
Finlay Foundation  
Formax  
Fuller Foundation  
Georgia-Pacific Foundation  
Granite State Development Corporation  
Great Outdoors Pediatric Dentistry  
Hannaford Charitable Foundation  
Harvey Family Dental Heinemann  
Hillside Dental  
Holy Rosary Credit Union  
H.O.P.E. Behavioral Consulting  
R. Susan Horsley, DMD  
La Festa Brick & Brew  
Lakeside Smiles Pediatric Dentistry  
Lenk Orthopedics  
Leone, McDonnell & Roberts, PA  
Lincoln Financial Foundation  
LTC Partners  
Martel Plumbing & Heating  
McIninch Foundation  
McLane Law Firm  
Measured Progress  
Abbie F. Moseley Charitable Trust  
New Hampshire Charitable Foundation  
New Hampshire State Council on the Arts  
North Hampton Dental Group  
Northeast Credit Union  
Northwood Family Dental  
Pediatric Associates of Hampton & Portsmouth  
People’s United Bank  
Piscataqua Dental Partners  
Portsmouth Pediatric Dentistry  
Portsmouth Regional Hospital  
Prime Buchholz Profile Bank  
RE/MAX Realty Group  
Relyco  
The Rowley Agency  
Michael Jon Rush Foundation  
Michael St. Germain, DMD  
Saint Mary Academy  
Salem Family Dental  
Seacoast Endodontic Associates  
Seacoast Pediatric Dentistry  
Smithsonian Institution  
Sprague  
Barbara K. & Cyrus B. Sweet II Fund  
Stonewall Kitchen  
Roger R. & Theresa S. Thompson Endowment Fund  
Unique College Investing Plan managed by Fidelity Investments Velcro® Weathervane Restaurants  
Wentworth Senior Living  
Westinghouse  
Willem Verweij & Associates Physical Therapy

**OUR MISSION:**  
Actively engage families in hands-on discovery

**OUR VISION:**  
To inspire all to become the next generation of innovators and creative thinkers

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