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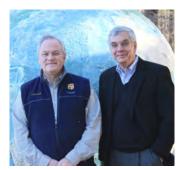


Dear Friend of the Museums,

It's not often that people in our roles can prove that the support of one donor makes a tangible difference in the life of a child. But because we keep careful track of such things, we can attest that thousands of kids last year—25% of the total we served, in fact—had Discovery Museums experiences that cost their families little or nothing, and were solely made possible by the generosity of those who support us.

In 2014, we served more than 172,000 children and the adults in their lives with a total budget of less than \$1.5 million. In this Annual Report, you'll see quotes representing the views of our members, voices in our broader community, and industry experts who believe in the power of play and what we do for children. Their testimony is powerful evidence that

through play, we ignite a critically important spark of creativity and curiosity in young kids, one that sets them on a course for future success whether they are inspired to pursue scientific inquiry, the artistic process, or anything in between.



Board Chair Bill Ryan and CEO Neil Gordon in front of our Our Earth, Our World *exhibit*.

You may be surprised to know that, above and beyond their support of our daily operations, donors in 2014 committed more than \$1 million in private support to the Campaign for The Discovery Museums. This will help make possible a future expansion of our facilities and top-to-bottom renovation of our campus. The culmination of this project, once we have all necessary funds in-hand, will be the most important moment in this museum's history, and the start of its new future. We are excited and inspired.

Please take a moment to browse through this Annual Report. Read a few of the quotes sprinkled throughout, take note of the ways we were recognized and awarded in 2014, and, if your name appears in one of our donor or volunteer lists, accept our deepest thanks for your stewardship of a place that changes kids' lives.

Bill Lyan

Neil H. Gordon, CEO

Bill Ryan, Chair, Board of Directors

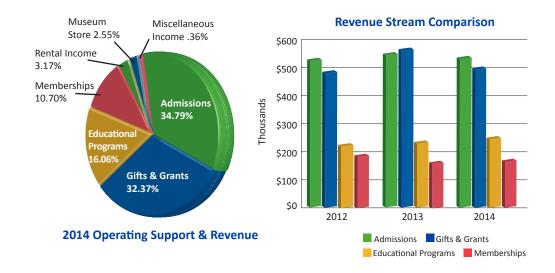
2014 by the Numbers

Preliminary unaudited results

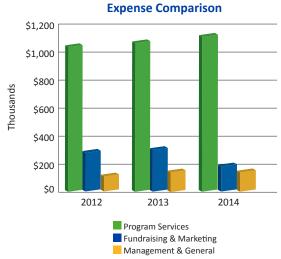
Operating Support & Revenue	2012	2013	2014
Admissions	\$543,727	\$564,315	\$551,586
Gifts & Grants	\$498,375	\$581,787	\$513,290
Educational Programs	\$229,313	\$237,773	\$254,600
Memberships	\$190,164	\$164,846	\$169,623
Rental Income	\$45,824	\$44,538	\$50,302
Museum Store	\$38,350	\$39,395	\$40,469
Miscellaneous Income	\$4,338	\$11,361	\$5,701
Total	\$1,550,091	\$1,644,015	\$1,585,571



Program Services	\$1,075,173	\$1,103,652	\$1,150,142
Management & General	\$111,498	\$146,075	\$142,755
Fundraising & Marketing	\$287,240	\$309,164	\$185,597
Total	\$1,473,911	\$1,558,891	\$1,478,494
Change in Net Assets from	\$76,180	\$85,124	\$107,077









Gubernatorial Visit

Governor Deval Patrick, Secretary of Education Matthew Malone, and Commissioner of Early Education and Care Tom Weber visited The Discovery Museums in April to launch the Governor's "Read, Explore, Learn More" initiative. He also helped us kick off World Autism Awareness Month by painting our dinosaur Bessie blue, in recognition of the "Light It Up Blue" campaign. The Governor closed his visit by saying, "I knew the museum was here but did not realize how robust it is, the number of visitors, and the range of the emphasis on science—which is incredibly important for our young people's future." He reflected a moment and said, "I am very proud of the work that The Discovery Museums does."



Our Supporters

We gratefully acknowledge the individuals, corporations, foundations, organizations, and government agencies whose generosity and goodwill provided critical support for The Discovery Museums in 2014. It is a special honor to recognize those who have shown their loyalty to the Museums by giving for many years consecutively (see key).

Individuals \$7.500 and above

Bruce Enders

\$5,000 - \$7,499 Thomas and

Chervl Beaudoin+

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Consecutive Support Key:

+ 5-plus years

++ 10-plus years

+++ 15-plus years

It's so refreshing to go somewhere where the kids can create their own fun using their creativity. Please don't change a thing!

—Irene Stankard, Member of The Discovery Museums since 2011

Marty W. Gilpatrick and Russell Wolf++ Gail Greenlee+ Karen and Gerard Hartigan Lenore and Peter Henry++ Stephen and Ann Hogan Elliot Isen Jeff Kallas Edythe Kames+ Sandy Kendall+ Amy Kennedy and David Sette-Ducati Johan Kullstam and Elizabeth Driscoll Brian and Jeanne Lanigan Russ Layton and Lee Ann **Hutchinson-Layton** Martin Lueck and **Nancy Traversy** Jeff and Cindy McCarthy Thomas and Barbara Moloney Lynne Morrison J. Kevin Nugent and Una McGeough-Nugent David Oran and Silvia Arrom++ Andrew Panagotopulos+ Christopher and Nancy Pazienza+ Thomas and Suzanne Peterman+ Anne and Kevin Plante Frederick and Bonnie Rich+ Richard and Tammy Sarnelli+ Barbara and Edward Scolnick Lessia and Asta Shajenko

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Up to \$99

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2014 Speaker Series

In the second year of our Discovery Museums Speaker Series, we continued to enable meaningful conversations between our community and experts in areas of importance to parents and families. We've clearly hit on an unmet need, as registration waiting lists developed even in venues with capacity of over 200. 2014 Speakers were: Dr. Anthony Rao, nationally recognized child psychologist and author; George Overholser, CEO and co-founder at Third Sector Capital Partners; Heather Jack, founder of The Volunteer Family and Future Philanthropists; and *New York Times* parenting columnist Jessica Lahey.

We are very grateful to our lead sponsors Enterprise Bank and Nuance Communications, along with Middlesex Savings Bank, for making the 2014 series possible; to Congregation Beth Elohim, Oak Meadow School, Mount Calvary Lutheran Church, and iRobot for hosting us when we outgrew our space; to Idylwilde Farms of Acton for donating food for our guests; and to the MIT Club of Boston, our partner in offering this series since it began.



Institutions \$25.000 and above

MathWorks+ Raytheon Yawkey Foundations

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Middlesex Savings Bank+++
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Theodore Edson Parker
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Consecutive Support Key:

+ 5-plus years ++ 10-plus years

+++ 15-plus years

66

Play allows children to use their creativity while developing their **imagination**, dexterity, and physical, cognitive, and emotional strength.

-American Academy of Pediatrics

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Next Generation
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Revolution Community Yoga

\$100 - \$499

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Up to \$99

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Benefactor Members

Thank you to the following individuals whose membership at the Benefactor level provides families in need the gift of a complimentary membership.

Anonymous (1)
Susan Berry and Kate Grant
Amanda and Mike
Comperchio
Emily and David Greenwood
Stephen and Ann Hogan
Amitha and James Knight
Gabriel Lopez-Calva
and Olesya Baker
Ben McLellan
and Lauren O'Sullivan
Richard and Karen Napoli
Mark and Rebecca Scheier

Tributes

In Honor of Sunindiya Bhalla Barbara Dowds

In Honor of Tom Beaudoin Stephen Falite

In Recognition of Kate Ambash Kristen Gastaldo

These lists reflect gifts made between January 1 and December 31, 2014, and are complete and accurate to the best of our ability. To notify us of an error, please contact Marie Beam, Chief Development Officer, at mbeam@discoverymuseums.org.







We grew to almost 1,900 member families, up from 1,110 in 2009. Our Bid for Kids online auction raised \$22,833 in support of our

in support of our

Especially For Me series,
allowing us to offer

23 events this year (up from two in 2010) for kids with an autism spectrum disorder or who are deaf or hard of hearing. Thank you!

We brought hands-on STEM programming to more than 28,000 kids through our Traveling Science Workshops program, now in its

Thanks for being part of our year!

Let's **reflect** on some of the high points.



We hosted our second full year of Portal to the Public,

our professional development program for practicing scientists and engineers. These Science Communication Fellows then presented

6 hands-on science programs

We served nearly 172,000 visitors, our third busiest year ever.

We were honored with the

William L. Ryan Community Service Award

for our impact on area young people.

25% of our visitors enjoyed the museums for free or at a deeply reduced cost through our Open Door Connections program.



We opened our newest exhibit, Backyard at Night, to rave reviews of youngsters exploring their

relationship

with the dark.



We donated nearly \$23,000

in free admission passes and memberships to human services, animal welfare, faith-based, environmental, and educational nonprofits for their fundraising efforts. We held 4 capacity-crowd events in year two of our Discovery
Museums Speaker Series, which facilitates conversations with experts on topics that matter to families.

We received a

"Best of the Best"

award from Boston Parents Paper.



We were honored by Boston
Business Journal as a Partner of the Year, along with our friends at

MathWorks.



We earned
Gold,
Best
Museum

in the 2014 Wicked Local Readers' Choice Awards.



We were awarded nearly \$300,000 in grants from the Sudbury Foundation and Institute of Museum and Library Services to develop a new exhibit on brain development, for children ages 0-3 and their caregivers.

We were awarded our **Second Nanotechnology mini-grant award** and fifth consecutive NanoDays kit from the NISE Network for our programs on nanotechnology.

We were awarded a Promising Practice Award

Reimagined by the Association of Children's Museums, for our proposal to benefit homeless families through Horizons for Homeless Children



Full STEAM Ahead with Concord Teachers and Students

With a grant from the Concord Ed Fund, 16 Concord K-5 teachers—including art, technology, and library teachers—participated in eight days of workshops with staff from The Discovery Museums, learning about interdisciplinary and inquiry-based science learning, and designing and prototyping classroom projects that incorporated the elements of STEAM (Science, Technology, Engineering, Art, and Math).

Concord teachers, students, and families were at the Museums on a Friday night in June, to showcase student projects. Project Coordinator Susan Erickson, a 5th grade teacher at Thoreau School, said, "The work we did on inquiry-based science learning with the Museums staff was really useful, and we saw tremendous engagement and excitement from students working across disciplines in a hands-on way as they designed, built, created, and shared their work."



Gifts in Kind

Anonymous(2) 5 Wits **ABC Television Network** Ace Hardware Achieve Taekwondo Acton Coffee House Acton Fire Department Acton Skin Care Alchemy Yoga Alexander Aronson Finning CPAs American Express **Angeles Corporation Animal Adventures** Area Four Bay Area Discovery Museum BB Kidz Klub Marie Beam Mark Beamis Bella Famiglia, Inc. Bertucci's Italian Restaurant **Big Apple Circus** Jarod Bloom Boston Children's Museum **Boston Chocolate Walking** Tours **Boston Duck Tours Boston Frame Works Boston Organics Boston Red Sox**

Boston's Best Bartending Services Alan Bourgault **Bridgeport Bluefish Bromley Mountain** Cambridge Brewing Company Candy Castle Canobie Lake Park Carlisle & Co. Celebrity Series of Boston Children's Discovery Museum of San Jose Circle Furniture Citizens Bank **Colonial Spirits** Community Boating, Inc. The Concord Cheese Shop The Concord Conservatory of Music Concord Museum Conducti Copley Wolff Design Group Cranmore Mountain Resort Crush Boutique **Curtis Street Bakers** Gluten Free Dark Matter Chocolate Laboratory Debra's Natural Gourmet

deCordova Sculpture Park and Museum The Designers: Leather Clothiers **Domino Veterinary Hospital** Maddy Douglass Drawbridge Puppet Theater **Dunkin' Donuts** Ecotarium Einstein's Workshop Nancy Eisenberg Annette S. Ekberg EKG Networking, Inc. The Elephant Walk Elite Island Resorts **Enterprise Bank** Frikson's Ice Cream **Especially For Pets** Fay School Robert Ferrara The Fireplace Restaurant Fitchburg Art Museum Mark Fried Fruitlands Museum George Howell Coffee Company Carol Gifford Neil H. Gordon **Grafton Group Restaurants** Maura Haberman Maxwell B. Hall

"

Some people talk about play as if it were a relief from

serious learning or even worse: a waste of time. But for children,

play is exceedingly serious—and important!

—Fred Rogers

Hop On In



New Board Members 2014

We were pleased to welcome five new members to our Board of Directors in 2014.



Katharine Denault (Acton) began her involvement with the Museums when she moved to Acton in 1980, when she met the founder, Don Verger, and became a volunteer. Katharine has also served on the parents associations of

her children's three schools: Nashoba Brooks, Fenn, and Lawrence Academy. She has volunteered at the Acton Food Pantry, served on the Emerson Hospital Gala Committee, and was a founding co-chair of the Nashoba Brooks Board of Visitors. Katharine currently volunteers at the Concord Trinitarian Congregational Church and at the Oak Meadow School library.



Paula Bentinck-Smith

(Sudbury) worked in the Brookline Public Schools for many years as a health educator, guidance counselor and special needs advocate. She recently stepped down as vice president of the Board of Trustees and

chair of the Enrollment and Placement Committee at the Fay School after more than 10 years of service. Paula currently serves on Sudbury's Goodnow Library Foundation Board and also volunteers her time in Florida, currently with the Sanibel Chamber of Commerce, the Big Arts Volunteer Fund, and Golisano Children's Hospital in Fort Meyers. Paula earned a BA in Education from Lesley University, and a Masters in Counseling from Boston University.



Margaret (Meg) Ramsey

(Lincoln) has been involved with The Discovery Museums for more than 15 years as Founder and Managing Trustee of the Ramsey McCluskey Family Foundation, a supporter of the Museums for many years. Meg

currently serves on the Boards of Trustees of Belmont Day School and the Foundation for MetroWest, and on the Advisory Board of Youth in Philanthropy, where she is also Chair of the Distribution Committee. She spent 12 years on the Lincoln Scholarship Committee, retiring as Chair. Meg's professional career includes working as a Lead Engineer at AT&T Bell Laboratories; Adjunct Professor of Computer Science at Rutgers University; a self-employed software process consultant; and owner/manager of a commercial real estate venture. Meg holds a BS in Computer Science from Drexel University, and an MSE in Computer Science and Electrical Engineering from the University of Pennsylvania.



Carolyn Platt (Acton) was a founding Board member of The Discovery Museums, and served as Board Chair from 1988-1990. She taught grades two through six for 35 years, at Ecole Bilingue in Cambridge, the American School of Paris,

Sudbury Public Schools, and most recently the Carlisle Public Schools. She served as a consultant for the Lowell Model of Educational Excellence initiated by Paul Tsongas. Carolyn has worked as a consultant for Primary Source in Watertown, MA, an educational non-profit that connects educators with peoples and cultures around the world; led US teacher tours to China; and was co-editor of *China Since 1644: A History Through Primary Sources*. She volunteers at Church of the Good Shepherd in Acton, and at Esperanza Academy in Lawrence, MA, a tuition-free private middle school for girls.



Bruce Osterling (Sudbury) started his career as a Peace Corps volunteer and served in the US Navy as a supply officer. Early in his career he worked for Ford Motor Company before spending 16 years at Digital Equipment Corporation in fi-

nance and operations. Following Digital, Bruce served as the CFO for three startup companies.

Most recently, he was one of three founding partners of Electrolytic Research Corporation, which focused on scaling up and commercializing MIT technologies. Bruce serves in the MIT Venture Mentoring Service; as a Board member of Greater Boston chapter of Trout Unlimited; and Board member and Treasurer of Sudbury Valley Trustees. He earned a BA from Oberlin College and an MBA from Harvard Business School.

Unscheduled, unsupervised, playtime is one of the most valuable educational opportunities

we give our children. —Jessica Lahey, educator, writer, and speaker featured in The New York Times and The Atlantic; 2014 Discovery Museums Speaker Series presenter



Planning for Our Future

We thank the following donors for making an early investment in the **Campaign for The Discovery Museums.**

Anonymous (5) Peter and Mary Lee Aldrich Joan and Samuel Appleton The Astra Foundation Wendy and John Baker Thomas and Cheryl Beaudoin Jarod and Mindy Bloom Scott and Pamela Bundy JD and Lori Chesloff Patricia and Don Chisholm Charles and Katharine Denault Anthony and Janice DiBona Mary Dockray-Miller and Michael Miller Harvey Eisenberg **Bruce Enders**

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Expanding Access

In 2014 we launched a new program to offer \$1 admission to holders of a Massachusetts Electronic Benefits Transfer (EBT) card and up to five additional guests. We also formalized our Discovery Memberships program, which provides full, free Family memberships to families in need through partner social service agencies, including Cradles to Crayons, Acton Housing Authority, SMOC Head Start, Open Table of Concord and Maynard, Boys and Girls Club of Assabet Valley, Big Brother Big Sister of Central Massachusetts, Acre Family Childcare, Clarendon Early Educational Services, and others.

These programs are part of our Open Door Connections intiative to provide free or deeply discounted access to the Museums for those who face financial, developmental, or cultural barriers to visiting. In 2014, the Museums served nearly 43,000 individuals at free or deeply reduced cost in the museums and in classrooms throughout New England, 25% of the almost 172,000 served. Open Door would not be possible without the support of our generous sponsors and supporters.

For more information about the Campaign for The Discovery Museums, please contact Marie Beam, Chief Development Officer, at mbeam@discoverymuseums.org





"Play is the child's lab."

—National Association for the Education of Young Children



Our Volunteers

Individuals

Christina Agapakis Paulo Alvero Nillani Anandakugan Joan Appleton Peter Ashton Sunindiya Bhalla Jack Bierwagen Parizad Bilimoria, PhD Arushi Bialchandra Issy Bohling Julie Bradley William J. Brady Laura Brown Georgia Burns Lily Byan Walter Campbell Anirban Chakraborty Stephanie Chan Terrell Clark Suanna Selby Crowley, PhD **Charles Denault** Anthony DiBona Peter Doyle Elizabeth Dunham Erika Ebbel Angle **Brandon Edmunds** Peter Fearey

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Free play is nature's means of teaching children that they are not helpless.

—Dr. Peter Gray, author of Free to Learn: Why Unleashing the Instinct to Play Will Make Our Children Happier, More Self-Reliant, and Better Students for Life

Our Staff

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Evie Ali

Explorer

Kelton Artuso Admissions Staff

Maija Barnett

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Monica Baum Explorer, Birthday Party Manager

Morgan Baum Explorer

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Sarah Donovan *Explorer*

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Kathie Watt Scheduling Manager

Devon Webster Explorer

Becky Werner School Relations Manager

Isabelle Williams
Explorer

Julia Wolf Explorer, Admissions Staff





Celebrating supporters and friends at the annual Evening of Thanks.

66 Every moment that a child exercises the power of imagination, his or her mind changes and grows. Discovery is the catalyst and the reward of play.

—Dr. Anthony Rao, author, psychologist, and 2014 Discovery Museums Speaker Series presenter



Design: Erin Ash Sullivan | Photography by Jennifer Erickson, Ann Sgarzi, and Erin Ash Sullivan. Additional photos courtesy of Raytheon.







discoverymuseums.org







