



PACIFIC SCIENCE CENTER 

Annual Report 2003 - 2004



Excellence

Trust

Service

Integrity

Respect

Printing generously donated by The Boeing Company

Fast Facts



Our Mission:

Pacific Science Center inspires a lifelong interest in science, math and technology

by engaging

diverse communities through

interactive and innovative

exhibits and programs.

[occurrence in a brief period of time
about the state of things as they are]

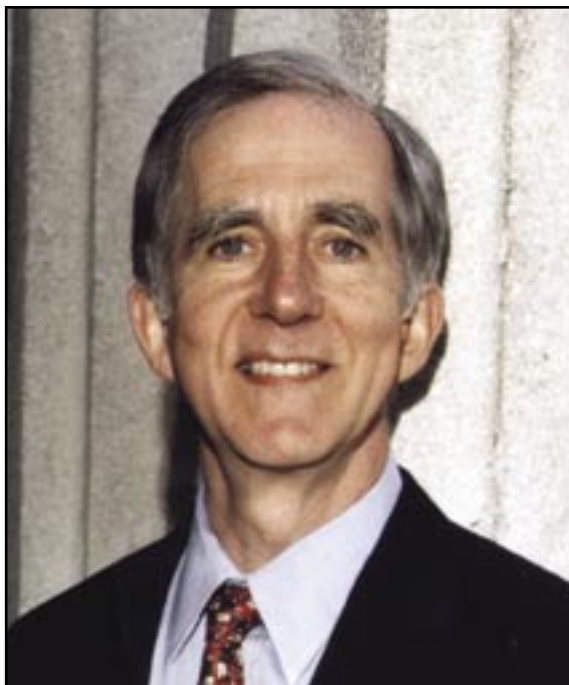
PACIFIC SCIENCE CENTER

- ★ Serving the community for 41 years
- ★ 7.1 acres of hands-on science adventures for all ages
- ★ 300-plus exhibits
- ★ 66,838 sq. ft. of exhibit space

Key 2003-2004 Numbers

- ★ 112 full-time employees
- ★ 184 part-time employees
- ★ 757 volunteers
- ★ 775,246 visitors on-site
- ★ 27,373 household memberships
- ★ 1,042 teachers reached through teacher education programs
- ★ 185,276 students served





Science now plays more of a role in our lives than ever. Yet the field of science has become so complex that the average person has trouble understanding new developments and their implications. In addition, fewer people are pursuing careers in science even though the need for more scientists nationwide and in our own region continues to grow. All of which makes Pacific Science Center more relevant than ever.

We know people learn best when they have an inquiry-based experience that lets them ask and answer questions in a hands-on way. Through our innovative, interactive programs and exhibits, Pacific Science Center provides this experience to an increasingly diverse audience, with a particular focus on children.

This past year our organization created a long-range plan. At the heart of this plan is a redesigned mission statement, which appears on the opposite page. The plan also identifies our core values: trust, respect, integrity, excellence and service. And it sets our goals, objectives and guiding principles by which we can measure our progress as an institution. In the following pages, you'll find references to the plan, which we've already begun implementing.

One of the plan's key components is financial sustainability. To achieve it, Pacific Science Center needs to make people aware that despite our location we're not part of the City of Seattle or funded by it. Rather we are a private, nonprofit organization that depends on individual and corporate support.

With the long-range plan to guide us, Pacific Science Center's future looks bright. If you've ever seen the excited look on a face of a child who has learned about science through the Science Center's efforts, you'll understand why all of us at Pacific Science Center are proud to be working at one of the Northwest's most important and influential institutions.

A handwritten signature in black ink, appearing to read "R. Bryce Seidl". The signature is fluid and cursive, written on a white background.

R. Bryce Seidl
President and CEO



Ex·'cel·lence

[something in which a person excels;
particular virtue]

Education

During the last fiscal year, 64,135 students and 19,069 teachers and aides from 33 of 39 counties in Washington visited Pacific Science Center for school field trips.

School Group Visits

Region	Students & Adults	Percent
Eastern WA	5,703	7%
Northwest WA	4,698	6%
Puget Sound	66,758	80%
Southwest WA	4,767	6%
Out of State	1,278	1%
Total	83,204	100%



Changing the Way Science is Taught

Science helps explain the world. It explains the way we breathe, the way we smile, the way we walk and talk. Pacific Science Center’s excellent education program shows people, especially children, how pervasive—and fascinating—science can be in their lives.

The Cutting Edge of LASER

Our educational program is unique among most science centers because of the leadership role we take in the way science is taught in our state’s schools. Nothing illustrates this better than *LASER* (which stands for Leadership and Assistance for Science Education Reform).

Launched in 1999, this program involves alliances between the Science Center and various organizations that assist school districts in reforming their K-8 science education programs. Since *LASER* began, it has reached more than 110 school districts and 60% of the state’s K-8 students.

LASER is changing the way science courses are taught, by encouraging the adoption of curricula that employ a hands-on, inquiry-based approach. That’s how scientists operate and how the Science Center has approached science education since opening in 1962.

Exceptional Educational Offerings

In addition to *LASER*, other components of our broad-based education program include:

- *Storybook Science*, a program that brings

science workshops in a story-time format to the state’s public libraries.

- *Science on Wheels*, one of the nation’s most extensive van outreach programs. During 2003-2004 five Science Center vans—*Blood & Guts*, *Mathfinder*, *Physics on Wheels*, *Rock & Roll* and *TECH (Teach Every Child How)*—along with two other van programs brought hands-on science to every county in Washington with 492 van visit days.
- A strong core of educational offerings—everything from camps to planetarium shows to floor demonstrations—at our Seattle facility and the Mercer Slough Environmental Educational Center (operated in partnership with Bellevue’s Parks and Community Services Department).

In accordance with our long-range plan, we intend to expand our educational offerings in both Seattle and Bellevue.

Embracing Diversity

The long-range plan also mandates that we serve an increasingly diverse audience. One way we did this during the 2003-2004 fiscal year was by collaborating with Self Reliance Foundation, a Latino advocacy group. Through this relationship, we increased our van visits to venues and events in southeast Washington, including festivals and small museums that Pacific Science Center had never visited.

Enrichment Programs

Program	Attendance
Camp-In	5,790
Camps	1,555
Community Education	69,402
Community Leadership	2,176
Mercer Slough	7,775
Special Enrichment Programs	3,888

Science on Wheels Van Delivery Days

Region	Days	Percent
Eastern WA	155	32%
Northwest WA	76	15%
Puget Sound	200	41%
Southwest WA	61	12%
TOTAL	492	100%

Ser·vice

[an act giving assistance or
advantage to another]

Special Events Attendance

17th Annual Bubble Festival	19,712
NBC Today's Toy Test	36,242
Reptile & Amphibian Show	4,447
Lego RCX Challenge No. 7	1,931
30th Annual Model Railroad Show	15,080
Science Wonderland: Bug Bonanza	32,943
Everyone Loves Chocolate	6,777
Horses, Of Course!	6,588
Lego RCX Challenge No. 8	2,510
Gross Out!	5,456
A Day for Dad	1,970
Stories & Such	1,089
Total	134,745



Enhancing the Visitor Experience and Attracting New Visitors

Pacific Science Center serves visitors by delivering an educational, fun-filled experience that makes them eager to return again and again. The more often people visit, the more they learn about science, math and technology. Plus, returning visitors boost attendance, which helps us remain fiscally sound, a key long-range plan goal.

IMAX® For Everyone

Our two IMAX® theaters are one of our main visitor attractions. This past year's film offerings were exceptionally diverse. In addition to science films like *Bugs! 3D* and *Volcanoes of the Deep Sea*, we showed *NASCAR 3D* and *Harry Potter and the Prisoner of Azkaban™: The IMAX Experience*, which we augmented with a Science Center sleepover that had a magic potion theme. Besides showcasing the latest in digital technology, the NASCAR and Harry Potter films helped us attract a variety of people that wouldn't ordinarily visit the Science Center.

Making Visits Extra Special

Each year we hold about a dozen special events. Last year, in addition to such perennial favorites as the *Bubble Festival* and the *Model Railroad Show*, we had *Everyone Loves Chocolate* and *Horses, Of Course*, which included lots of science about horses and drew a large contingent of young girls.

Championing Science Literacy

Our long-range plan calls for us to be a champion of science literacy. That's one reason we partnered with other organizations, such as NASA and the Jet Propulsion Laboratory, to create our Space Lecture Series. This past year we held 11 lectures at our Seattle facility on topics that included planetary formation, robotic planetary exploration and travel to Mars.

Keeping Exhibits Fresh

Under the long-range plan, we will renew or refresh our permanent exhibits every five years—both for aesthetics and for content. Last year we took this step with the *King 5 Weather Center*. As we update existing exhibits and create new ones, we intend to seek out regional companies and other organizations to collaborate on exhibit development.

Every year we bring traveling exhibits created elsewhere to the Science Center. This past year we were the first tour stop for *Space: A Journey to Our Future*. The 12,000-square-foot exhibit let visitors touch a Moon rock and a Mars meteorite as well as feel the rumble and pulsing of a simulated Saturn V rocket.

The Science Center staff also creates exhibits that travel to other venues. During 2003-2004 four such exhibits traveled: *Adventures in 3 Dimensions*; *Head to Toe*; *Mostly Music*, which

completed a hugely successful seven-year tour and is now back as a permanent exhibit in Seattle; and *The Space Spot*, which traveled to unusual locations—local malls.

Making a Difference: Members and Volunteers

At the end of the fiscal year 2003-2004, we had more than 27,000 household members and had raised in excess of \$1.8 million from membership sales. Members don't just support us financially, they also support us in many other ways, such as by attending special events, IMAX® films, camps and participating in other Science Center offerings.

Our volunteers are a diverse group ranging from teenagers—who logged more than half the 33,033 volunteer hours contributed last year—to retired Boeing engineers. In addition to staffing exhibits, volunteers provide visitors with the kind of personal interaction that can spark a lifetime interest in science.



Finance

Statement of Activities Year Ended June 30, 2004 (unaudited)

(in thousands)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenue				
Admissions, memberships and other program fees	\$ 9,433	\$	\$	\$ 9,433
Contributions and sponsorships	2,007	258	763	3,028
Government and private contracts	1,523	594		2,117
Auxillary activities - Gift Shop & Café	682			682
Other	978			978
Net assets released from restriction	2,014	(2,014)		0
Total Revenue	\$ 16,637	\$ (1,162)	\$ 763	\$ 16,238
Expenses				
Program				
Visitor Services and Public Programs	\$ 6,144			6,144
Educational	4,261			4,261
Science and Exhibits	1,224			1,224
Traveling Exhibits	965			965
Auxillary - Gift Shop & Café	577			577
Supporting Services				
Memberships	717			717
Fundraising and Development	912			912
Administration	1,881			1,881
Total Expenses	\$ 16,681			16,681
Change in Net Assets	(44)	(1,162)	763	(443)
Net Assets				
Beginning of year	1,105	32,423	1,060	34,588
End of Year	\$ 1,061	\$ 31,261	\$ 1,823	\$ 34,145

Additional financial Information
Year Ended June 30, 2004
(unaudited)

Selected Balance Sheet Data (all funds) (in thousands)

Assets

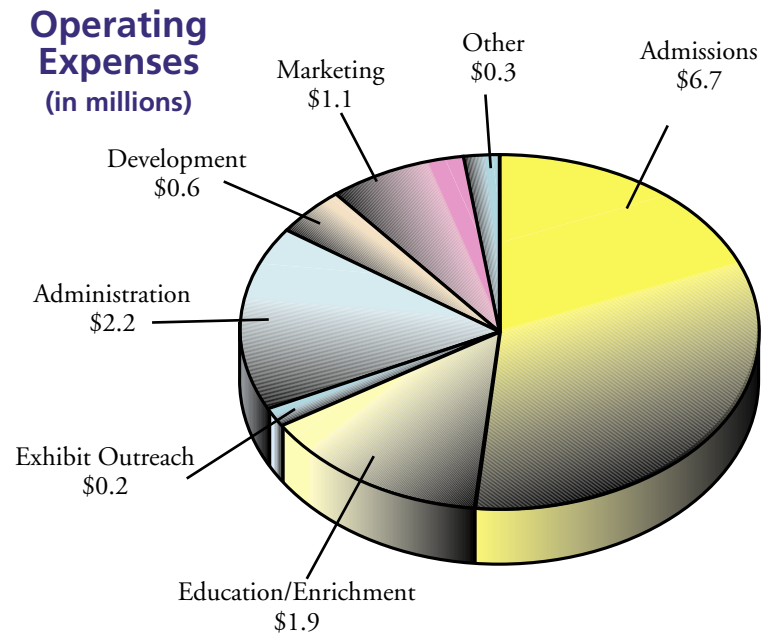
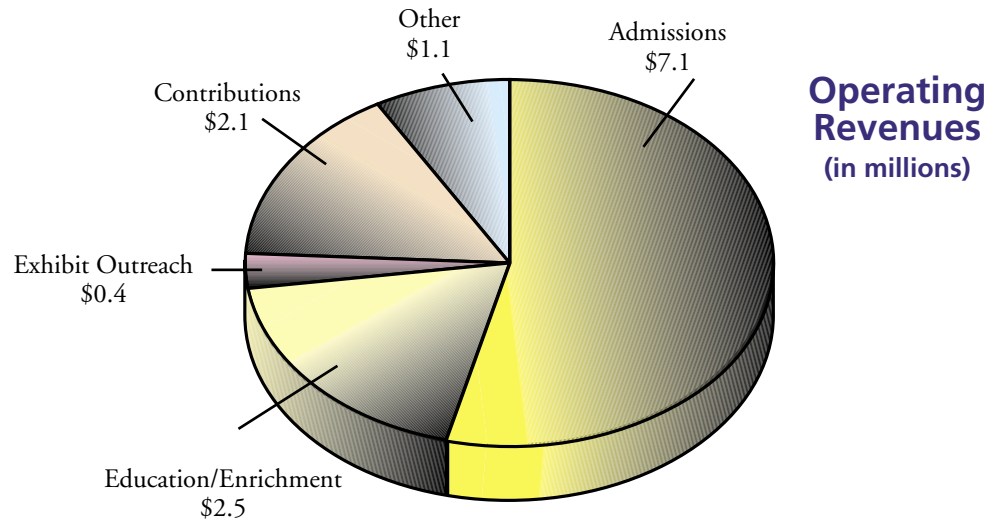
Operating Cash	\$	580
Board Reserved Cash		294
Restricted Cash		63
Endowment		1,245
Accounts/Pledges Receivable		3,229
Other Current Assets		438
PP&E (net of accum. depreciation)		36,842
Other Assets		742
Total Assets	\$	43,433

Liabilities

Accounts Payable	\$	\$1,173
Leases Payable		535
Accrued Liabilities		1,271
Deferred Revenue		1,847
Line of Credit		600
Current Portion of Long Term Debt		286
Long Term Debt		3,576
Total Liabilities	\$	9,288
Net Assets	\$	34,145

We are pleased that our consolidated and operating financial activity (before depreciation) resulted in a surplus this year. We are especially pleased with the level of financial support that we received from the general public, the corporate community and our Board. This is the highest level of annual contributions that we have attained since our successful capital campaign of the 1990s.

Please note that the information contained on these pages is unaudited. Audited financial statements are available on request. Operating revenues and expenses (before depreciation) exclude activity associated with restricted grants and capital or endowment campaigns.



In·teg·ri·ty

[the quality or state of being of
sound moral principle; uprightness,
honesty and sincerity]

Corporate Volunteer Campaign

Each year employees from area companies come together to help our staff raise corporate donations. During the last fiscal year, 48 dedicated corporate volunteers from five companies collectively raised more than \$40,000 to support science education. Our deep gratitude to these outstanding individuals and their fine companies: The Boeing Company, Ernst & Young, Flow International, Kiewit Construction Company and Safeco Corporation.



Achieving Financial Sustainability Through Increased Fundraising

Our core value of integrity requires us to manage our resources wisely. Consistent with this requirement, our long-range plan's number one goal is for Pacific Science Center to be financially sustainable through economic cycles. To achieve this goal, we are pursuing two strategies. The first is to build a strong endowment. The second is to boost contributed revenue while not decreasing earned revenue. Historically, contributed revenue has constituted only about 13% of total revenue. This past year that percentage rose to 16%. We want to increase it in future years to no less than 20%.

In pursuing these strategies, we are emphasizing major gifts and seeking to increase planned giving by individuals. In addition, we are working with companies committed to our mission to partner with us and provide the Science Center with multi-year gifts.

2003-2004 Fundraising Results

Last year donors continued to generously support our mission. We raised more than \$2 million in contributed revenue, exceeding our budget by \$94,000.

Helping us accomplish this feat was a new event, the Foundations of Science Breakfast. Chaired by Chris Ackerley with a keynote speech by Nobel Prize winner and Fred Hutchinson Cancer Research Center president Dr. Lee Hartwell, the breakfast introduced scores of new

people to Pacific Science Center. It also netted more than \$130,000, significantly exceeding our expectations. This money will support our commitment to science education on-site and through statewide outreach.

Lighting the Arches

During the past fiscal year we completed our Light the Arches Campaign, which raised nearly \$300,000 to renew the Arches. These were designed by the late Minoru Yamasaki, who also designed other great structures such as New York City's World Trade Center, making our restoration all the more poignant. The Arches are a landmark of our Seattle Yamasaki Courtyard.

What We Are Not

We have discovered that many members of the public don't understand how Pacific Science Center is funded. For that reason, we have devoted considerable time and energy to educate the public as to what we are not:

- ★ We are *not* city-owned
- ★ We are *not* funded by Seattle Center
- ★ We receive *no general operating support* from the government

In addition, we have worked hard to create a heightened awareness of the importance of philanthropy. To underscore the board's commitment to fundraising, the board chair will now serve for two years rather than one in order to achieve maximum fundraising results.



Public & Private Support

Since 1962, Pacific Science Center has delivered science, math and technology to the public in innovative and inspiring ways. We rely on and are exceedingly grateful to our many S.C.I.E.N.C.E. (Science Curricula In Every Northwest Child's Education) Fund donors who make this possible and celebrate them here. We commit to using your gifts wisely, effectively and efficiently.

Twenty-Twelve

Pacific Science Center extends deep thanks to the following people who choose to support the S.C.I.E.N.C.E. Fund through the Twenty-Twelve major gifts level.

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Christopher & Diana Ackerley
Mr. & Mrs. Edward Ackerley
Ginger & Barry Ackerley
Barbara & George Akers
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\$25,000 - \$49,999

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\$5,000 - \$9,999

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\$1,200 - \$4,999

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