



SQUAM LAKES
NATURAL SCIENCE CENTER
ANNUAL REPORT
2019



THE MISSION

of Squam Lakes Natural Science Center is to advance understanding of ecology by exploring New Hampshire's natural world.



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2019 IN REVIEW

The year 2019 was one for the record books. Many will remember it as the Year of the Dinosaur. From July 1 to September 30, five animatronic life-sized Dinosaurs ruled the trail. The public response was amazing making it a blockbuster year at the admissions window with more than 71,000 visitors. The major construction project on site was the completion of the new Early Childhood Education Center – new home of the Blue Heron School. Now ten years old, the school was able to double its capacity in its lovely new space and 39 students were enrolled. The building was designed by architects Sonya Misiaszek and Rob Turpin of Misiaszek Turpin pllc, with construction management by Barry Gaw and Sippican Partners. The Early Childhood Education Center was made possible by contributions to our Education Matters Capital Campaign, which continued throughout the year.

Senior Naturalist Dave Erler celebrated 40 years at the Science Center and received the Legacy Award from the New Hampshire Environmental Educators and a commendation from Governor Chris Sununu for his dedication to nature ecology. Dave taught his last program on November 1 before his retirement. His impact lives on. The Science Center would not be what it is today without Dave's remarkable contribution. At our Annual Meeting in August, in addition to celebrating Dave, we recognized the 25 years of service of Naturalist Eric D'Aleo, 15 years for Finance Director Brian Eaton, 15 years for Administrative Assistant Mary Noyes, five years for Education Director Audrey Eisenhauer (in her current role), five years for Facilities Assistant Keith Hosking, and five years for Operations Manager Sharon Warga. At that same meeting,

we thanked retiring trustees Peggy Conver, Mary Earick, Barbara Laverack, David Martin, and Susan McKimens for their service and honored Blue Heron School Director Laura Mammarelli with the Horizon Award.

Down at Lake Cruise Headquarters we added new interactive exhibits about Lake Turnover, Landscaping for Water Runoff Mitigation, and Solar Energy. Nine thousand six hundred people took a Lake Cruise, enjoyed the splendor of Squam Lake, and learned about its wildlife and history on our fleet of five boats.

The Board and staff started work on a new Strategic Plan. This will be our roadmap for the next five years. It's always energizing to think ahead and imagine and plan for what the future holds, especially when you are in the midst of a hugely successful year.

So 2019 was a wonderful year in many ways. Little did we know what 2020 would bring . . . but that report is for next year!



Justin Van Etten
Board Chair




Iain MacLeod
Executive Director



Children watch the *Deinonychus* at Dinosaurs Alive!

AUDIENCE

2019 BY THE NUMBERS

71,904
TRAIL VISITORS
 17,808 MEMBERS
 54,096 NON-MEMBERS

9,723
CRUISE
PASSENGERS



39

**BLUE HERON
 SCHOOL STUDENTS
 ENROLLED FOR
 THE 2019-2020
 SCHOOL YEAR**

**OVER 107,000 PEOPLE REACHED
 THROUGH ALL PROGRAMS**



KIRKWOOD GARDENS

276 ANNUALS PLANTED
448 PERENNIALS PLANTED
28 SHRUBS PLANTED
61 BULBS PLANTED
1 ROSE PLANTED

1,225 PLANTS SOLD ON
 KIRKWOOD GARDENS DAY

91

MILES OF TOILET
 PAPER USED DURING
 TRAIL SEASON

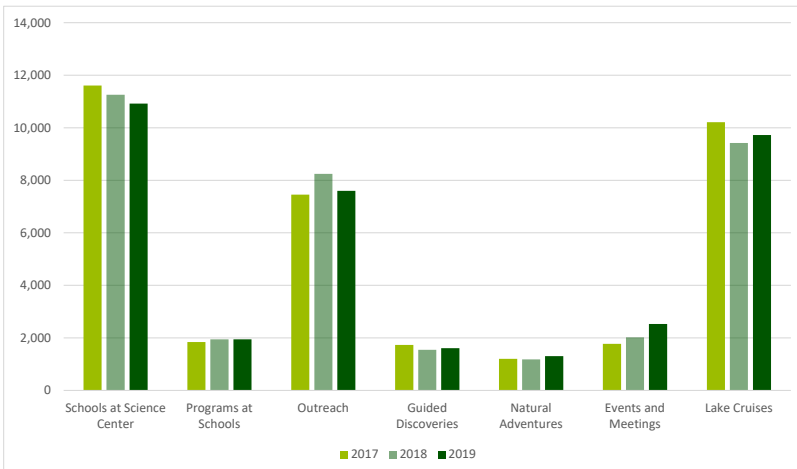
41

ANIMALS TAKEN IN
 FOR REHABILITATION
 OF THEIR INJURIES

153

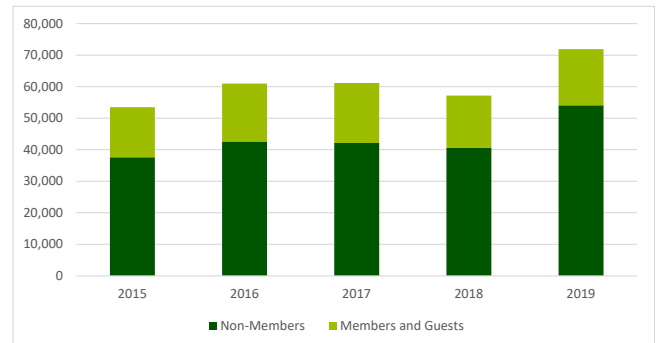
T-REX PLUSH
 TOYS SOLD AT THE
 HOWLING COYOTE

PROGRAM ATTENDANCE



	2017	2018	2019
Schools at Science Center	11,611	11,254	10,922
Programs at Schools	1,839	1,948	1,946
Outreach	7,455	8,247	7,599
Guided Discoveries	1,730	1,543	1,611
Natural Adventures	1,203	1,183	1,305
Events and Meetings	1,774	2,018	2,528
Lake Cruises	10,214	9,420	9,723

TRAIL VISITORS



	Non-Members	Members and Guests
2015	37,584	15,910
2016	42,630	18,328
2017	42,148	18,996
2018	40,558	16,603
2019	54,096	17,808

VOLUNTEERS

We often look to the past to reflect on the present. In 2019, we looked way back to prehistoric eras and welcomed animatronic dinosaurs as ambassadors from times long ago. Volunteers happily participated in sharing this special display with the thousands of guests who came to see Dinosaurs Alive! Greeters welcomed visitors, many dressed in their finest dinosaur garb, and docents dedicated time on the trail to give information about the dinosaurs and relate their lives to present-day species.

In 2019, a total of 194 regular volunteers and 109 one-time volunteers donated 7,942 hours of service. Americorps, Eversource, Hypertherm, J. Jill, Proctor Academy, Stonyfield, and the University of New Hampshire Cooperative Extension's Natural Resources Stewards, were among the corporate and school groups that volunteered for special projects. One hundred and ninety-four regular volunteers assisted staff and visitors, giving educational support and helping hands behind the scenes.

The annual Parsons Volunteer Recognition Dinner, named for long-standing volunteers Don and Natalie Parsons, was celebrated at the Common Man Inn and Spa in Plymouth. Board Chair Justin Van Etten announced the 2018 volunteer group highlighted for outstanding service: Field Camera Assistants. Naturalist Eric D'Aleo, who created the new position, spoke about the dedication they demonstrated as they regularly trekked into the back woods of Science Center property. Throughout the year, this group maintained the trail cameras used to capture wildlife images for the new exhibit, Hidden Stories. The volunteer team consisted of Charlie, Dawn, and Caitlyn Bourret, John and Elaine Egolf, Michelle Janosa, Barb Laverack, Lea A. Stewart, Tess Tremblay, and Betsy Whitmore.

The Volunteers Complete the Picture display, in the Trailhead Gallery shows the names of current volunteers who have donated at least 200 hours in total. Those added for 200 or more hours are Sylvia Detscher, John Egolf, Karen Grauly, George Gurney, Lex Hetrick, Linda Michelsen, Karen Rosolen, and Tess Tremblay. Volunteers who donated 500 or more hours are Joan Martin, Peggy Martin, Wayne Martin, and Ken Ruhm. Gary Robertson's name was added to the group who donated 1,000 or more hours.

Volunteers who donated 100 or more hours in 2018 were presented with the President's Volunteer Service Award pin and certificate. This award, initiated by the Corporation for National and Community Service, celebrates the impact volunteers make in bettering our communities and our world. Those who received the Bronze Award for donating between 100 and 249 hours in 2018 were David Detscher, John Egolf, Susan Gurney, Michelle Janosa, Karin Karagozian, David Martin, Wayne Martin, Ellena Merrill, Linda Michelsen, Karen Rosolen, Nance Ruhm, Carol Stewart, and Lea A. Stewart. Jim Barry received the Silver Award for donating over 250 hours, and Ken Evans was recognized as a Gold Award recipient for giving over 500 hours of service.

Through their generous gifts of time, skills, and dedication, our volunteers embody the wonderful support we receive from our community. We are grateful to our amazing team of volunteers.

Service Area	Volunteers	Hours
Animal Care	17	620
Docents and First Guides	64	1,152
Education	16	87
Exhibits, Trails, Maintenance	29	1,168
Gardeners	25	805
Greeters	14	509
Office	20	200
Other	57	453
Special Events	110	1,236
Training	114	848
Trustees and Committees	38	864
Total Number of Hours		7,942



Docent Nance Ruhm helps with the Dinosaur Dig at Dinosaurs Alive Day.



Natural Resources Stewards worked to clear invasive plants.

PROGRAMS, PROJECTS, AND SPECIAL EVENTS

Highlights from 2019 You Made Possible

Whether during a family visit to the live animal exhibit trail, a weeklong summer camp for kids, a school field trip, a lake cruise, or an evening adult lecture, or one of many other adventures, more people than ever from all ages from all walks of life experienced and experienced discovery, engagement, and education at Squam Lakes Natural Science Center.

The Dinosaurs Alive! Exhibit was a popular draw for visitors from near and far. Five spectacular, gigantic, animatronic dinosaurs looked, moved, and sounded like the real thing, as displayed in natural settings along the live animal exhibit trail from July through September

**DINOSAURS
ALIVE!** 



Blue Heron School began its tenth year in its new location with 39 students, thanks to funding from the Education Matters Capital Campaign.



The Helen Clay Frick Foundation of Pittsburgh, Pennsylvania, gave funding to build a new kiosk in Kirkwood Gardens. Surplus funds were used for an upcoming interactive Solar Energy Exhibit. Frick Trustees Natalie Della Rosa and Ned Dane helped to acquire the funding.



The First Guides Teen Volunteer Program celebrated 10 years with over 100 teens ages 14 to 17 completing the program, some returning as docents. In 2019, the teen participants focused on community action projects such as trail maintenance and invasive species removal with Squam Lakes Association, a loon census with Loon Preservation Committee, bat counts for the NH Bat Colony Count, and invasive plants removal at the Science Center.

→ Science Pubs, held at local restaurant Walter's Basin, were popular with area adults. These off-season evening programs and community discussions were held in collaboration with Squam Lakes Association and Squam Lakes Conservation Society and will continue.



New exhibits were added to Lake Cruise Headquarters. They include one about lake turnover (the seasonal movement of water in a lake); a solar exhibit explaining the photovoltaic panels and battery system used to power lake cruise headquarters; information about plants and shrubs to use near water; and a large-scale map of Squam Lake showing the cruise route.



Members, staff, volunteers, and trustees, current and past, gathered in August to celebrate a major milestone: Senior Naturalist Dave Erler's 40 years on staff. Dave received the Legacy Award from the New Hampshire Environmental Educators and a commendation from Governor Chris Sununu for his dedication to nature ecology. He taught his last program on November 1 before his retirement. It's impossible to sum up Dave's influence on the Science Center or count the number of lives he shaped. His enthusiasm for teaching natural history never dimmed.



Pollinator Party in July was a great success with more than 800 people attending. The Caterpillar Lab showed their fascinating exhibits of live caterpillars and visitors learned about wildflowers, beekeeping, and more. Belknap Landscape Company sponsored the event.



Birthday Bash for the Critters in August showed enrichment activities to almost 900 visitors who learned how our animals are cared for physically and mentally through demonstrations throughout the day. The animals enjoyed birthday "cakes," presents to unwrap, and new enrichment items.

The record-breaking year for visitors this season meant just under 72,000 visitors enjoyed the live animal exhibit trail between May 1 and November 1. Over 9,600 passengers enjoyed guided Squam Lake Cruises; in total more than 107,000 people learned about environmental education from the Science Center.



THANK YOU ANNUAL FUND DONORS!

Your support is vital. Thank you for inspiring others to explore, discover, experience, appreciate, and understand the natural world. These gifts were made between January 1 and December 31, 2019.

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Names in bold have given to the Annual Fund for at least five consecutive years (2015-2019). We gratefully acknowledge all Squam Lakes Natural Science Center supporters and have prepared this report with care. Please notify Development and Communications Director Janet Robertson if listings are inaccurate in any way.

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The Naturalist's Legacy Society recognizes and honors those who have made or plan to make a bequest or deferred gift.

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SQUAM LAKES NATURAL SCIENCE CENTER

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These generous donors made tribute gifts, which were received between January 1 and December 31, 2019.

In memory of Betsy O'Leary Abelson
Diane Garfield and Peter Gross
Mary Gibb

In memory of Anne and James Alvord
DeHaven Family

In memory of William Bierlin
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Black Bear



Red Fox



White-tailed Deer

SQUAM LAKES NATURAL SCIENCE CENTER CELEBRATES HIDDEN STORIES 2019 SUMMER SPLASH

A gala fundraising event was attended by almost 300 guests on Sunday, July 21, at the Barn on the Pemi in Plymouth. The evening featured dinner by the Common Man, silent and live auctions, and dancing to the music of Brandy. Net proceeds exceeded \$23,000 in support of education programs. We are grateful to the volunteer committee of Nancy Beck, Cathy Crane, Cathy Denious, Andy Eaton, Liz Hager, Joan Martin, Pam Stearns, and Lea A. Stewart for their dedication and hard work to plan and carry out the event.

We are grateful to these businesses and individuals for their generous support.

Underwriters: The Common Man, Barbara Nan Grossman, and Pam and Larry Tarica.

Sponsors: Meredith Village Savings Bank, Mill Falls at the Lake, Minuteman Press, John and Tashia Morgridge, and Samyn-D-Elia Architects.

Table Sponsors: Carol and Marc Bard, Sarah and Win Brown, Donald and Ingrid Graham, Martha and Chris Grant, Barbara and Sam Laverack, Malone, Dirubbo & Company PC CPAs, Peabody & Smith Realty, Kim and Mark Schifrin, Patricia and Daniel Smith, Squam Lakes Financial Advisors, and Lea A. Stewart.

Donations: The Edmund and Betsy Cabot Charitable Foundation, Martin Carmichael and Lisa Gruenberg, Peggy and David Conner, Cormack Construction Management, Cathy Crane and Mark Burzynski, Jacob Dunnell, East Coast Foundation, Richard and Carol Gerken, Myra and Roy Gordon, E.M. Heath, Irwin Automotive Group, Tom Kelsey, Jonna and David Poole, Monica Ranniger, Bayne Stevenson, Carol and Rob Stewart, Jean and Murray Swindell, and Michelle Tremblay and Michael Wellens.

Program Sponsors: Center Sandwich Fine Craft Gallery, Dunkin Donuts, Plymouth, Giuseppe's Pizzeria & Ristorante, New England Commercial Solar Services, and Christopher P. Williams Architects

Donors who made gifts to the live auction, silent auction, and in kind donations are listed on page 14.

As always, we could not do so much without help from our dedicated volunteers and staff.



Wildlife images from Hidden Stories trail cameras.



VOLUNTEERS

These volunteers donated 20 or more hours in 2019. Names in bold donated over 100 hours.

Jim Barry
Laurie Beeson
Chris Bird
Charlie Bourret
Dawn Bourret
Natalie Boyer
Ashley Bray
Paul Brochu
Sarah Brown
Emma Caldwell
Marissa Carter
Beth Chalmers
Tom Cowie
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SPECIAL PROJECTS

Thank you to these donors for their gifts to support Special Projects.

Anonymous
Peter Richards
Robert Ridgely

LAKES REGION SCHOLARSHIP FUND

Captain Douglas DiCenzo Camp Fund

KIRKWOOD GARDENS

Thank you to these donors for their gifts to support Kirkwood Gardens.

Anonymous (5)
Will and Alicia Abbott
Barbara Beal
Bearcamp Valley Garden Club
Nancy and Paul Beck
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Eileen Torrey
Bob and Joey Tuveson
Eugenia West
JoAnn Wood



Samantha Brown's *Places to Love* visited in June. The "Lakes & Mountains of New Hampshire" episode aired in March 2020.



Naturalist Eric D'Aleo with Blue Heron School students.

SQUAM LAKES NATURAL SCIENCE CENTER

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Rockyworld-Deephaven Camps
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Van Berkum Nursery
Wayside Farm and Great Northern Berries
Webster Lake Ice Fishing Derby
White Mountain Country Club
Wholly Tara
Winnepesaukee Playhouse
Yeaton Agway
Marcia Zahr

FINANCIAL SUMMARY

STATEMENT OF FINANCIAL POSITION

ASSETS	<u>2019</u>	<u>2018</u>
Cash	\$138,488	\$643,048
Capital Campaign Pledges Receivable	408,077	413,803
Other Assets	162,930	205,352
Unrestricted Investments	2,601,606	2,296,356
Temporarily Restricted Investments	2,403,290	1,103,217
Permanently Restricted Investments	5,363,315	816,926
Total Fixed Assets	\$11,077,706	4,400,380
TOTAL ASSETS	\$11,139,800	\$9,879,082
LIABILITIES		
Total Liabilities	\$174,075	\$225,541
EQUITY		
Unrestricted Net Assets	\$8,084,758	\$6,735,557
Temporarily Restricted Funds	2,818,873	2,101,058
Permanently Restricted Funds	\$10,903,631	816,926
Total Equity	\$11,077,706	\$9,653,541
TOTAL LIABILITIES & EQUITY	\$11,139,800	\$9,879,082
STATEMENT OF ACTIVITIES		
REVENUE	<u>2019</u>	<u>2018</u>
Contributions	\$1,119,707	\$1,189,270
Program Service Fees	1,302,719	1,093,031
Memberships	251,665	237,793
Other Revenues	461,496	354,327
TOTAL REVENUE	\$3,135,587	\$2,874,421
EXPENSE		
Personnel	\$1,632,060	\$1,510,956
Capital Campaign	69,480	40,609
Other Operating Expenses	708,536	741,125
Depreciation	390,152	374,459
TOTAL EXPENSE	\$2,800,228	\$2,667,149
INVESTMENT INCOME/(LOSS)	914,731	(274,991)
NET SURPLUS/(DEFICIT)	\$1,250,090	\$(67,719)



Children dig for fossils during Dinosaur Day.



Spotted Turtle

This year we again summarized our financial information to show the impact of our Education Matters Capital Campaign in 2019 and 2018, as compared to regular operations. Audited Financial Statements and the Form 990 Tax Return are available on our website, www.nhnature.org, under the tab for Support.

Operationally, (not including depreciation, investments, and capital campaign) 2019 resulted in a deficit of \$3,142 compared to a 2018 deficit of \$33,855.

Overall, our total net assets increased by \$1,250,090, primarily due to an increase in the value of our investments during 2019.

If you have questions about the Science Center's financial information, please contact Finance Director Brian Eaton or Treasurer Anne Lovett.

Please note this statement replaces unaudited statements published in August 2020 with audited information as of November 7, 2020.

Respectfully submitted,

Anne R. Lovett
Anne R. Lovett, Treasurer



Each fiscal year the Board of Trustees hires a certified public accountant to perform an independent audit of the financial statements and internal accounting procedures. The 2019 audit was completed by Malone, Dirubbo & Company, P.C. of Laconia, NH. Copies of the audit are available upon request and at our website, www.nhnature.org/support.

CONGRATULATIONS AND THANK YOU

to these members of the Squam Lakes Natural Science Center family...

Members and guests enjoyed a complimentary continental breakfast before the 2019 Annual Meeting held on August 10, outside at the Lake Cruise Headquarters.

Board Chair Ken Evans thanked outgoing Trustees Peggy Conner, Mary Earick, Barb Laverack, Dave Martin, and Susan McKimens for their dedicated service.

Governance Committee Chair Sarah Brown presided over elections. Kevin Barrett, Laurie Beeson, Paul Brochu, and Laurie Thomsen Burke were elected as new Trustees. Sarah Brown, Tom Cowie, Ken Evans, Anne R. Lovett, Emily Preston, and Dick Starbuck were re-elected. Officers were elected: Justin Van Etten, Chair; Lea A. Stewart, Vice Chair; Anne R. Lovett, Treasurer; and Tom Cowie, Secretary. Honorary Trustee candidate Tashia Morgridge was elected unanimously.

Executive Director Iain MacLeod presented the Horizon Award to Blue Heron School Director Laura Mammarelli. He also recognized seven staff members for their years of service: Senior Naturalist Dave Erler - 40 years; Naturalist Eric D'Aleo - 25 years; Finance Director Brian Eaton - 15 years; Administrative Assistant Mary Noyes - 15 years; Education Director Audrey Eisenhauer - 5 years; Facilities Assistant Keith Hosking - 5 years; and Operations Manager Sharon Warga - 5 years.



Officers (L to R): Lea A Stewart, Vice Chair; Tom Cowie, Secretary; Justin Van Etten, Chair; Anne R. Lovett, Treasurer



Staff (L to R): Brian Eaton, Mary Noyes, Keith Hosking, Sharon Warga



New trustees (L to R): Kevin Barrett, Laurie Beeson, Laurie Thomsen Burke, Paul Brochu



Retiring Trustees (L to R): Susan McKimens, Dave Martin, Peggy Conner. Missing: Mary Earick, Barb Laverack.



Blue Heron School Director and Horizon Award recipient Laura Mammarelli speaks to students.



Common Loon