

# FISCAL YEAR 2018 SNAPSHOT

71,493

participants reached by TECH ( C) ( )

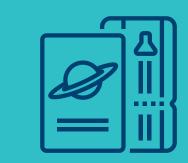
Trucks across 18,000 miles of DFW

6,084

people snored and explored on sleepover adventures!







24,465

households joined or renewed as members



750,396
Total FY18 attendance 950,396
Total FY18 served 1,146,829

26,000



visits by active-duty members and veterans of the United States military, first-responders, and their families



46,175

hours spent by 2,066 volunteers, who engaged and inspired guests

Total on-site visitors since opening 12/2012:

6,350,510 (AS OF 09/30/201

Financial aid awarded since opening 12/2012:

\$3,197,396



Captured imaginations and sparked curiosity and discovery on

2,539

school field trips



747

birthday parties hosted

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We aren't simply displaying discoveries, our scientists are making discoveries.

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# Dear Friends,

Every great story begins with a vision. If the first five years of the Perot Museum were an inspirational prologue, 2018 cracked open the exciting early chapters of a limitless adventure. An ambitious strategic plan, supported by four foundational principles, guides our bold vision for continued growth and excellence: increasing access to Museum experiences, building content in areas where the Museum excels, deepening our impact in the community, and amplifying our leadership on a global scale. Our story of innovation and discovery is just beginning.

Central to our mission to *inspire* minds through nature and science is creating unique experiences that lead to moments of personal discovery. More than 1 million learners of all ages engaged in transformational experiences with us last year - from taking a Journey to Space, to exploring Being Human, to celebrating a summer filled with dinosaurs. The exhilarating expeditions of Perot Museum scientists In the Field and breathtaking adventures of National Geographic explorers invited our audiences to dream and discover. As we continue to magnify our impact as a resource and catalyst for learning, the Perot Museum mission expands well beyond our walls into our community and literally around the world.

From the caves of Southern Africa to the rivers and hillsides of the Arctic, research and contributions of Museum scientists and collaborators expanded our collective understanding of our world. We aren't simply displaying discoveries, our scientists are making discoveries. Leveraging this expertise to engage the community and impact the global scientific conversation gained momentum this year through the Perot Museum's Centers of Excellence.

The official launch and achievements of our first Center of Excellence – the Center for the Exploration of the Human Journey – was a proud highlight of 2018. We formalized our partnership with the University of the Witwatersrand in Johannesburg, South Africa, and named Dr. Lee Berger as the Center's distinguished science advisor. We also welcomed research scientist Dr. Becca Peixotto (from Berger's team that discovered Homo naledi) as director of the new Center – who quickly got to work unveiling a virtual-reality exhibit as part of the new Being Human Hall. Big plans are coming in Fall 2019 to the Center for the Exploration of the Human Journey, whose growing reputation is quickly establishing the Museum as a global leader and trusted resource in the exploration of our shared human origins.

We proudly announced Kimberly Vagner as the new director of the Gems and Minerals Center of Excellence. She will further cultivate the synergetic relationships with collectors that are key to our pioneering "loan versus own" model for the gems and minerals

collection. This model – which has been revolutionary in the museum industry – empowers us to attract, display, and regularly rotate world-class specimens to excite and inspire guests. Gems and minerals are an important way to spark interest in a variety of STEAM subjects (science, technology, engineering, art, and math), and they represent another strategic area of focus through which the Museum is earning recognition as a leader on a national and international level.

Fresh Museum content and the *Ultimate Dinosaurs* traveling exhibition kicked off 2018's Summer of the Dinosaur. We unveiled a life-size cast of *T. rex* to greet guests atop the newly named "T. rexcalator" and debuted the Paleo Lab to showcase the groundbreaking work of our paleo team in real time. Before embarking on his 21st season of In the Field: Alaska, Dr. Anthony Fiorillo joined Dr. Ron Tykoski in demonstrating – and expanding awareness of – our expertise in Arctic paleontology through fun, educational videos that preceded showings of Jurassic World: Fallen

Kingdom in 10 states. Culminating the summer was our inaugural two-day Dino Fest, celebrating all things dinosaur.

Of course, this incredible work to inspire and encourage the world's current and future STEAM leaders would not be possible without the generosity of many supporters. An extraordinary \$5 million gift from Margot and Ross Perot furthered our goal to provide affordable access to STEAM education by expanding Community Partners to a year-round program, providing free admission for military and first responders, and bolstering financial aid for children at Title I schools who might not otherwise be able to experience the Perot Museum.

We are proud of and committed to our role in developing the next generation of innovators as we fuel the pipeline for a sustained STEAM-capable workforce. Thank you for your continued guidance, imagination, and trust as we assuredly and enthusiastically develop the story that lies ahead.





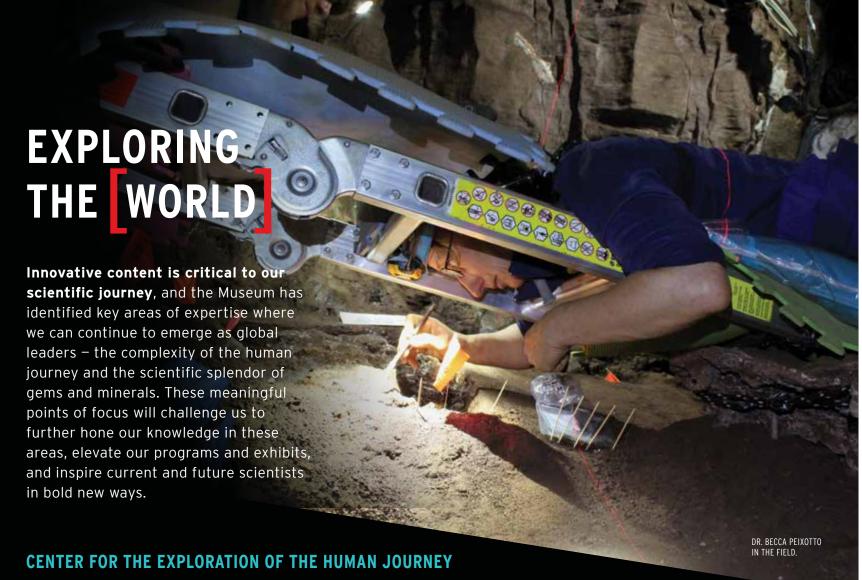


We honor and celebrate the extraordinary leadership of Margot and Ross Perot whose FY19 signature gift expands community access to the Perot Museum and continues their legacy of inspiring and supporting the leaders of tomorrow.

Full Sliver

DR. LINDA SILVER Eugene McDermott Chief Executive Officer

MAC McFARLAND
2018-2019 Chair, Board of Directors



The Center for the Exploration of the Human Journey will focus on supporting, curating, and disseminating the dynamic research developed by Dr. Lee Berger and his team of more than 160 scientists working around the world. With the goal of strengthening international scientific and academic cooperation, the Museum has formed a partnership with Berger, whose groundbreaking work has challenged the way early human and hominin evolution is understood. Joining Berger in this endeavor will be his colleague, Dr. Becca Peixotto, a research scientist who has been named the director for the Center. Peixotto brings with her an expertise in science communication and educational programming development that will amplify the Museum's work in this subject matter. In the months following the Center's launch, Peixotto created and facilitated numerous outreach programs for students

in North Texas and beyond. And, through collaboration with National Geographic Explorer, students across the U.S., Canada, and parts of Europe were able to learn about the important work in this field.

Just four months after forming this alliance, the Museum officially partnered with the University of Witwatersrand in Johannesburg. Signing a memorandum of understanding with the university will provide the groundwork for future collaboration such as research, exhibits, traveling exhibitions, and various projects in paleoanthropology, humanities, and other academic areas. These strategic partnerships will enhance the Museum's expertise in the area of human origins and further strengthen our ability to engage with our community here in Texas.



# GEMS AND MINERALS CENTER OF EXCELLENCE

In January 2019, the Museum unveiled its second transformed exhibit hall – the *Lyda Hill Gems and Minerals Hall*. Enhancements to the hall include a redesigned floor plan and new opportunities to engage and educate guests while highlighting one-of-a-kind signature displays and beautiful pieces. In conjunction with the beautifully reimagined hall, Museum leaders also announced the *Gems and Minerals Center of Excellence* that aims to elevate interest and understanding of gems and minerals while positioning the Museum in the international spotlight.

Spearheading the second strategic initiative is Kimberly Vagner, who joined

the Museum as the director of the Center. Vagner brings a vast amount of expertise in gemology to the position. That expertise, combined with our dynamic collections model and the Museum's access to world-class specimens, will shape a new slate of compelling programming and guest engagement.

The updated hall is the first step of the Museum's strategic focus to shine internationally in the gems and minerals realm. The Center marks the Museum's second initiative to elevate its status as a core for education and communication about the ever-changing sciences.

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# DEEPENING COMMUNITY IMPACT

We connect with our community through STEAM experiences (science, technology, engineering, art, and math), both at the Museum and off-site. We recognize that our city is divided by many types of boundaries – from physical highways and bridges to economic challenges and cultural differences. The Museum strives to be an institution where everyone feels included, is encouraged to pursue their dreams, and believes they are an essential part of the community and its future. Support from financial contributors and partners, paired with our ability to offer once-in-a-lifetime experiences geared toward sparking an interest in STEAM subjects, allows us to expand our reach to people who might not otherwise have access.

This year, a generous gift of \$5 million has allowed the Museum to build upon our past success engaging Title I schools, expand the *Community Partners* program that offers \$1 admission to those enrolled in state or federally funded supplemental programs, along with free access for active-duty members and veterans of the United States military, law enforcement officers, firefighters, and paramedics/EMTs.

## **DIVERSITY AND INCLUSION**

The Perot Museum is focused on breaking down more than just financial barriers. We strive to create an inviting and fun environment for learning for all – on- and off-site. One major way to do this is by ensuring our staff is culturally conscious.

Dallas was a big winner when the prestigious Institute of Museum and Library Services (IMLS) announced its list of 28 grants totaling approximately \$1.99 million for a new initiative of its Museums for America program. The Perot Museum was one of the few institutions to receive a grant of approximately \$25,000 for diversity and inclusion training so that our organization may better serve the needs of North Texas.

This audience diversity initiative aims to develop the staff capacity needed to help transition the Museum to a culturally competent, bilingual institution that will meet its long-range goal to have the diversity of the Museum's membership, visitors, and team reflect

the ethnic makeup of the city. The Museum plans to use this project to establish a framework that can be replicated with other communities.

The Museum is working in collaboration with various community groups, and civic leaders, and is engaging community members through focus groups, interviews, and surveys to collect perspectives on how language and culture shape museum experiences. Data collected over this year will ultimately be integrated into the cross-cultural training for Museum staff. Through this methodology, the training will be informed by the needs of the community. This professional development protocol will empower employees and volunteers to build awareness, understanding, and ownership of cultural issues, ensuring that the Museum is poised to better serve more diverse communities.

Funding provided by IMLS grant MA-41-17-0647-17.







"It's awesome that ALL of our 2,200 students of W.T. White High School were able to experience a Perot Museum program or the Museum itself this year thanks to the funding you all give! My teachers and our students truly appreciated the wonderful memories created by the education staff and the

> - Science Instructional Coach

Museum!"

# **FINANCIAL AID**

The generosity of donors throughout our community has been critical in the success and scale of our financial aid program. As the STEAM education gap between the U.S. and its international counterparts continues to grow, the Perot Museum is a critically needed resource to grow the next generation's workforce. Well-documented disparities in access to science education and technology – demarked by income, geography, language, culture, and gender – place some students at an even greater disadvantage.

The Perot Museum helps tackle educational inequities between economically disadvantaged students and their more-affluent peers by providing access to handson, informal STEAM education activities for at-risk children through a variety of school and community programs. These programs include providing financial aid to schools to visit the Museum and host outreach programs on their campuses, the Museum's *Community Partners* program, and the Museum's *TECH Truck* program.

This year the Museum distributed \$592,000 in financial aid and provided 132,823 STEAM educational experiences to students, teachers, and field trip chaperones in Dallas. This was an increase from the previous year, and a direct response from the needs of the schools and community.

A generous gift of \$5 million will enable the Museum to continue providing financial aid for field trips, lab-based education programs, and outreach experiences. This will allow the Museum to continue introducing the next generation of innovators to a world of ideas in science, technology, engineering, art, and math through interactive exhibits, multimedia presentations, and hands-on experiential learning.





"This neighborhood does not get access to many programs that focus on STEAM.
There is a great need here to show the community that they can be anything they want to be and have support for their dreams. The TECH Truck gave that to

– Branch Manager, Dallas Public Library

experience we had."

them. I am truly

grateful for the

# **COMMUNITY PARTNERS PROGRAM**

While the TECH Trucks go out into our community, the Community Partners program brings underserved families enrolled in state or federally funded supplemental programs directly into the Museum by providing \$1 general admission. This program has been a critical strategy for the Museum to reach traditionally underserved communities. Expanding this program to the full year, paired with the hire of our first director of community engagement, we are sure to reinvent the way we connect with this audience, provide access, and together move forward in shaping our city's future.

Not only did the summertime program see year-overyear growth for the fourth year since its inception, but it will become a year-round initiative through a gift from the Perot family.

This summer, we welcomed over 13,000 guests through the program, an increase of 11.5% over last year, and 87% of those guests also saw the hit exhibition *Ultimate Dinosaurs* for an additional \$1. Recognizing that the need for STEAM experiences and learning is a year-round initiative, this grant will give eligible families continuous \$1 access to the Museum.

# **TECH TRUCK**

The TECH Trucks have truly redefined the Museum's approach to community engagement. The deployment of the trucks into the community has created a unique way for participants to experience technology and engineering. The TECH Trucks – and the teams who lead programs – present activities in an approachable, fun, and dynamic way that allows participants to develop content knowledge through hands-on STEAM experiences and feel a sense of belonging and identity where they might have previously felt the subject matter wasn't "for them." Offering nearly 80% of the programming free to the public, the trucks served nearly 72,000 eager participants in FY18, compared to 35,000 in FY17, doubling the impact of the program year-over-year. The TECH Trucks take programming beyond the Museum's walls and directly to community centers, libraries, parks, public events, out-of-school programs, and more – taking low-tech to high-tech experiences to the public.

Research shows that opportunities for socioeconomic advancement in Dallas are divided along racial, economic, and social lines. In fact, studies have also shown that 90% of Dallas' impoverished children are concentrated in specific areas of the city. The Perot Museum helps bridge this gap in educational inequities by deploying the *TECH Trucks* to those communities. The *TECH Trucks* reach people who traditionally may not come to visit the Museum or have access to hands-on, informal STEAM education activities. Our evaluation of this program points to its ability to connect youth from underserved, economically disadvantaged communities with science and technology.



# REIMAGINING THE MUSEUM EXPERIENCE

The Museum offers unique ways to interact with and experience **science.** Offering hands-on interactions, multimedia displays, and rare content, this is not just a building full of objects, but a fully immersive opportunity to learn and be amazed. With a promise to keep content fresh, relevant, and exciting, the Museum began its reimagining process to transform the permanent exhibit halls. With each new unveiling, content will be fully bilingual, presented in English and Spanish, and will deliver on a commitment Museum leaders made early on – to keep visitors curious and engaged with scientific content that is fun, topical, and compelling.

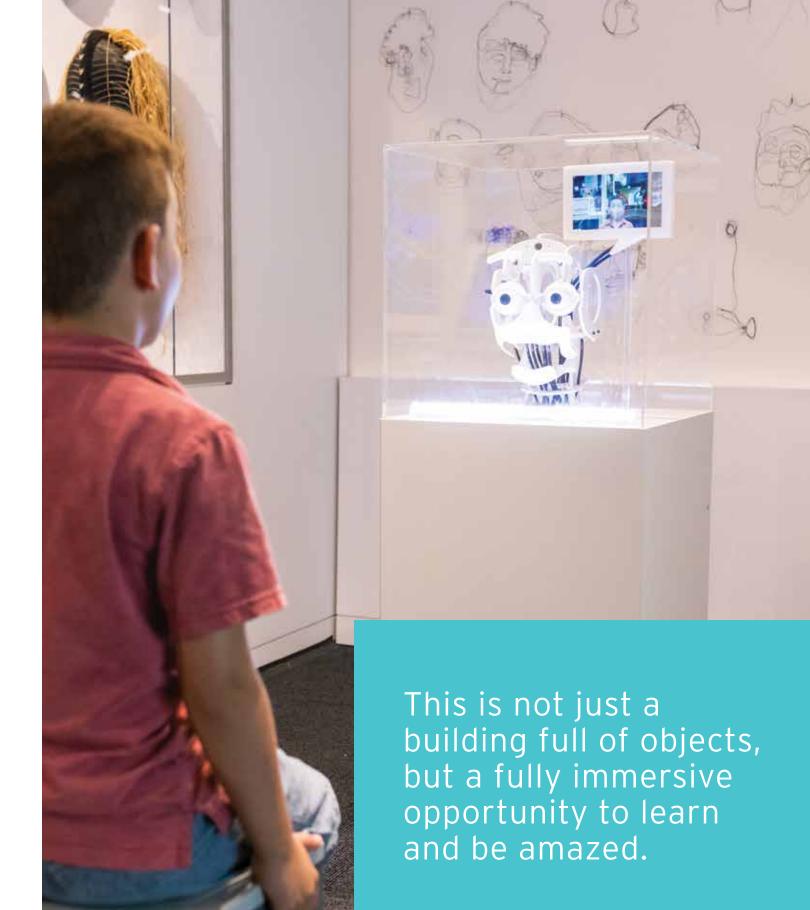
"So why did I donate this prize to the Perot Museum? My husband and I have supported this Museum since its inception. We both are committed to stimulating young people to get interested in science - people like you. And I am particularly thrilled to be part of this exhibit."

> - Dr. Helen Hobbs, geneticist, **UT Southwestern Medical Center**

# REFRESHED EXHIBIT CONTENT

The first completely renovated hall was unveiled in May 2018. The Being Human Hall reopened with twice as many interactive displays than the original **hall**, an array of innovative content, and dozens of experiences, all offered in English and Spanish. Guests are transported through seven components of the human journey and will explore the traits and abilities that are essential and unique to being human – from early origins and DNA, to the complexities of the brain, hands, face, and voice, to the miracle of movement. Not to be missed is a virtual-reality experience that puts guests in the middle of the South African cave where internationally acclaimed paleoanthropologist Dr. Lee Berger identified a new species of human relative. Homo naledi.

In addition to the Being Human Hall, other key exhibits throughout various exhibit halls have undergone minor transformations, including the climatechange exhibit in the Rees-Jones Foundation Dynamic Earth Hall, an all-new reaction-time exhibit in the Lamar Hunt Sports Hall, and the installation of an on-site Paleo Lab in the T. Boone Pickens Life Then and Now Hall. All of these changes have moved the institution to 17% bilingual content, with more plans already in the works. By the end of 2019, the Museum will be 31% bilingual.





### TRAVELING EXHIBITIONS

This year's two traveling exhibitions – *Journey* to Space and Ultimate Dinosaurs – expanded the Museum's capacity to dive deep into topics covered in our permanent exhibit halls. They also created an energetic buzz and an engaging atmosphere to show that we're always offering something new!

Journey to Space connected with kids and adults alike by allowing them to dive deep into the extraordinary challenges of space travel. The exhibition explored the very real dangers that astronauts face during their missions above Earth, the adaptations that engineers have developed to help them survive while in space, and offered guests the chance to get the sensation of zero gravity by climbing aboard two massive rotating simulations of the International Space Station Destiny module. This exhibition exceeded attendance projections by 13% as we welcomed nearly 124,000 guests.

Ultimate Dinosaurs was the headliner of the Summer of the Dinosaur and welcomed 133,000 guests - an astonishing 134% over the projected attendance **goal**. The exhibition took guests on a journey to reveal the rarely seen species from the Southern Hemisphere. Based on groundbreaking research, the exhibition exposed guests to fierce dinosaurs with gigantic skulls, crocodile-like faces, and exotic features. Everyone feasted their eyes on 17 fully articulated dinosaur casts, more than a dozen prehistoric specimens, augmented reality to experience the dinosaurs in the flesh, touchable fossilized dinosaur specimens, and hands-on play spaces featuring miniature dinosaur dioramas. *Ultimate Dinosaurs* told the story of the breakup of supercontinent Pangaea into today's continents and highlighted the amazing diversity of dinosaurs that evolved during the Mesozoic Era – the era beginning roughly 251 million years ago and ending 65 million years ago.

# **PALEONTOLOGY**

Our team of paleontologists continue to make scientific discoveries in the field. Chief Curator and Vice President of Research Collections Dr. Anthony Fiorillo marked his 21st trek to Alaska as part of his summer 2017 In the Field expedition. The team traveled to Aniakchak National Monument and far northwestern Alaska for further groundbreaking research in Arctic paleontology. On a trip to research thriving ancient dinosaur ecosystems, the team was detoured by not one but seven grizzly bears. Taking an alternate route, the team found large petrified tree stumps underneath the existing trees, as well as prehistoric large, crane-like bird tracks and dinosaur footprints. What started as a detour revealed new questions to be answered on future expeditions.

Another big find coming out of Denali National Park was the discovery that Alaska was possibly a "superhighway." A research paper of which Fiorillo was lead author was published in Scientific Reports and described co-occurring tracks from hadrosaurs and therizinosaurs, which are known to be from Asia. The tracks have provided additional evidence that Alaska was a major means of migration for dinosaurs between Asia and Western North America during the Late Cretaceous. Dr. Ron Tykoski co-authored the paper.

To the delight of dinosaur lovers and future paleontologists – an on-site Paleo Lab in the T. Boone Pickens Life Then and Now Hall was unveiled in September 2018. The new lab gives guests real-time views of the dynamic dinosaur research of Museum paleontologists as they process and prepare fossils fresh from the field. Cameras in the lab project closeup views of live fossil preparation while Museum educators explain and demonstrate the tools and techniques, followed by insights about how this work connects to the specimens displayed throughout the exhibit halls. The Museum's paleo research team has already discovered new species including Nanugsaurus hoglundi and Pachyrhinosaurus perotorum, both of which are on display in the hall.



# FINANCIALS

# STATEMENT OF FINANCIAL POSITION

#### **ASSETS**

TOTAL ASSETS\$189,936,867
Property and Equipment, Net\$129,339,660
Prepaid Expenses
Contributions Receivable, Net
Accounts Receivable
Investments
Cash and Cash Equivalents\$26,354,917

### LIABILITIES AND NET ASSETS

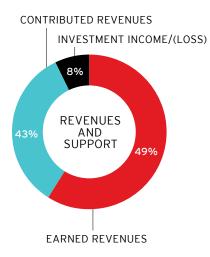
Total Liabilities	\$3,939,698
Unearned Revenues	. \$904,000
Accounts Payable and Accrued Expenses	\$3,035,698

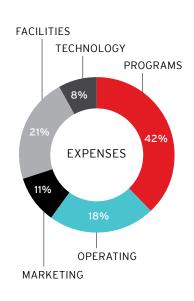
#### **NET ASSETS**

Unrestricted	\$134,371,529
Unrestricted, Board Designated	\$27,353,055
Temporarily Restricted	\$16,772,585
Permanently Restricted	\$7,500,000
Total Net Assets	\$185,997,169
TOTAL LIABILITIES AND NET ASSETS	\$189,936,867

ENDOWMENT ......\$24,548,031

(included in above totals)





# STATEMENT OF ACTIVITIES

#### **EARNED REVENUES**

Total Earned Revenues \$14,445,881	
Ancillary	8%
Education Program Fees\$1,694,992	6%
Membership	3%
Admission Fees	33%

#### **CONTRIBUTED REVENUES**

%
%
%
%
Q

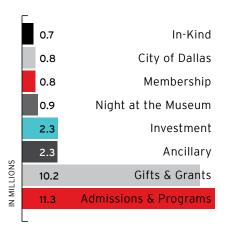
Total Contributed Revenues . . . . . . . \$12,601,455

Total Revenues & Support..... \$29,327,991

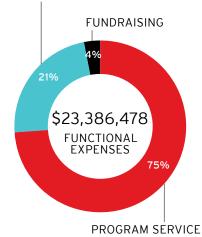
Investment Income/(Loss) . . . . . . . . . . . . \$2,280,655 8%

# EXPENSES

Programs	\$9,884,335
Operating	\$4,172,116
Marketing	\$2,561,766
Facilities	\$4,805,073
Technology	\$1,963,188
Total Expenses	\$23,386,478
Change in Net Assets	\$5,941,513
Depreciation/Amortization	(\$7,661,669
Depreciation/Amortization Net Assets at Beginning of Year	
	Operating  Marketing  Facilities  Technology  Total Expenses



#### MANAGEMENT & GENERAL



# THANK YOU TO OUR DONORS

Thank you to the following generous donors for your continued support of the Perot Museum.

# \$100.000 **AND MORE**

### \$50.000+

Alliance Data Systems **Balfour Beatty Construction** 

# \$25.000+

Lane and Kate Britain

# \$15,000+

Catherine and Will Rose

# \$10,000+

The Men and Women of

Tom and Charlene Marsh

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# HELP EXPAND OUR IMPACT

Since opening in 2012, the Perot Museum of Nature and Science has become a cultural cornerstone and vital resource for Dallas and North Texas. Under the leadership of Eugene McDermott CEO Dr. Linda Silver, the Museum is continuing its mission to inspire minds through nature and science with the following objectives:

- Ensure Perot Museum access (and fun!) for all
- Build content in areas where the Museum excels
- Deepen community impact in the North Texas region
- Amplify global Museum leadership

We look forward to sharing more exciting initiatives and hope you will consider joining us on our next adventure!

DR. LINDA SILVER Eugene McDermott Chief Executive Officer linda.silver@perotmuseum.org 214.756.5705

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# INSPIRING MINDS THROUGH NATURE AND SCIENCE.



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The Perot Museum is an AAM-accredited institution, supported in part by the City of Dallas Office of Cultural Affairs and the Texas Commission on the Arts. Satellite image of globe used within the Perot Museum logo provided courtesy of NASA.

