



**SQUAM LAKES**  
**NATURAL SCIENCE CENTER**  
**ANNUAL REPORT**  
**2017**

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

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November 2017 Staff Retreat at the Montshire Museum in Norwich, Vermont.

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*Note: Former (2017-18) Trustees and Staff are marked with an asterisk\*.*

## 2017 IN REVIEW

*"Nature is at the core of all we do..."* That is the opening sentence of the first Core Value we articulate in our current strategic plan. As an organization, we take that statement very seriously. It's why we are all here.

The statement goes on to say: *"...We value natural communities and ecological systems at local, regional, and global scales. We recognize the interconnectedness and biodiversity of the natural world, including human impacts on the environment."* Giving our visitors a broad perspective on environmental issues while making it relevant is the main interpretive goal of all our exhibits and programs.

So how do we do that? *"...Natural Science guides us..."* Very important! Especially in these strange times when science, truth, and facts are not always easily discerned. Here at the Science Center, science is our linchpin.

*"...We create positive outdoor experiences where learning is fun, engaging, and enduring. We recognize the intrinsic value of maintaining native wildlife and providing learning opportunities through direct observation, inquiry, interaction, and wonder."* That ends Core Value Two and describes the delivery methods of all our programs.

In Core Value Three, we focus on organizational structure and procedures and lay forth how we operate as an organization: *"We exemplify excellence through best practices in nature center management. We commit to quality, customer service, fiscal responsibility, and environmentally sustainable practices in all aspects of our operations. Through AZA accreditation we demonstrate our commitment to the highest standards of animal care."*

As with any non-profit organization worth its salt, we value people. Core Value Four describes how we define "our people" as a broad community: *"We celebrate our science center community and our role in the region. Our staff, neighbors, volunteers, trustees, members, donors, peers, partners, and visitors support, motivate, and inspire us."* Everyone who reads this is part of that broad community and helps to make the Science Center a very special place.

As we look through this report, we see examples on every page of how we achieve all of our Core Values. The staff and board take great pride in how we operate as a business and how we are perceived, and we strive every day to live up to our Core Values. We hope you agree that we do. We could not do it without your help and involvement.

Kenneth H. Evans, Jr.  
Chair, Board of Trustees




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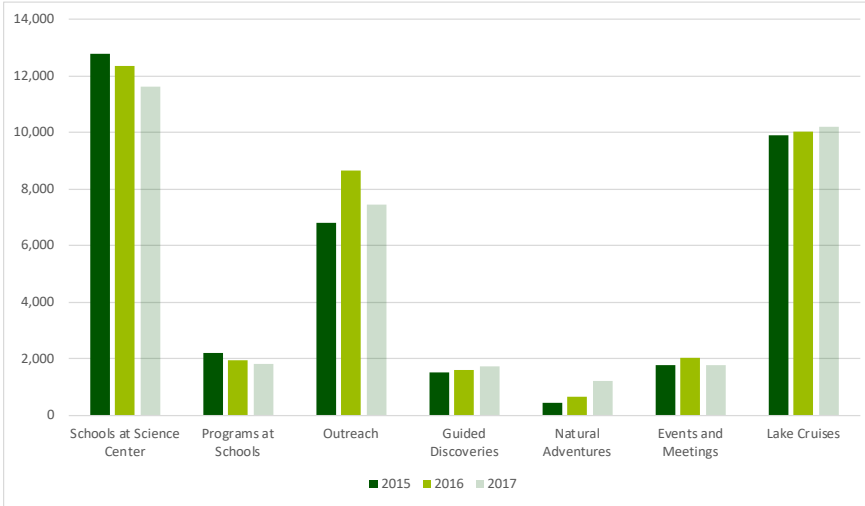



North American Porcupine

# AUDIENCE

Whether through a family visit to the live animal exhibit trail, a week-long summer camp for kids, a school field trip, a lake cruise, an evening adult lecture, or one of our many other adventures, people of all ages and from all walks of life experience discovery, engagement, and education at Squam Lakes Natural Science Center.

## PROGRAM ATTENDANCE



## TRAIL VISITORS



### Members and Guests

Year	Non-Members	Members and Guests
2011	33,293	11,195
2012	32,766	11,486
2013	35,865	13,060
2014	36,328	13,860
2015	37,584	15,910
2016	42,630	18,328
2017	42,148	18,996

	2015	2016	2017
Schools at Science Center	12,787	12,342	11,611
Programs at Schools	2,218	1,950	1,839
Outreach	6,810	8,642	7,455
Guided Discoveries	1,533	1,620	1,730
Natural Adventures	462	642	1,203
Events and Meetings	1,775	2,426*	1,774
Lake Cruises	9,895	10,028	10,214

\*Updated value

# 2017 BY THE NUMBERS

# 61,144 TRAIL VISITORS

18,996 MEMBERS  
42,148 NON-MEMBERS

# 10,214 CRUISE PASSENGERS

# 79 RIVER OTTER FEEDING TIMES

# 9 TURTLE TALKS

# 350 UP CLOSE TO ANIMALS PRESENTATIONS



# 77 PUBLIC NATURAL ADVENTURES

# 345 VOLUNTEERS DONATED OVER

# 23 SUMMER GUIDED DISCOVERIES CAMPS



# 278 CHILDREN SERVED THROUGH SUMMER GUIDED DISCOVERIES



# 8,930 HOURS OF SERVICE

# VOLUNTEERS

In 2017, 208 regular volunteers donated 8,519 hours. Another 137 one-time volunteers donated 411 hours. This is a total of 345 volunteers who donated over 8,900 hours of service.

The Parsons Volunteer Recognition Dinner is one of the ways the Science Center honors and celebrates its amazing volunteers. This complimentary dinner changes venues from year to year. In 2017, the event was held at Plymouth State University. Cross Insurance Agency and Patty Stewart Associates sponsored the dinner. Sixty-eight volunteers and staff attended. Board Chair Ken Evans was joined by Facilities Director Tim Curry to recognize the Wood Lot Crew for their work prepping cordwood for the wood energy plant and helping with other projects too.

The President's Volunteer Service Awards were handed out at the Parsons Volunteer Recognition Dinner. These awards recognize the influence volunteers have across America. Volunteers are awarded a pin and certificate. Volunteers who met the Bronze Award criteria (100 to 250 hours) are Dawn Bourret, Andy Eaton, Susan Gurney, Wayne Martin, Andie Robinson, Ken Ruhm, Carol Stewart, and Carol Thompson. The Silver Award (over 250 hours) went to Denise Moulis. For the first time, one volunteer received Gold Award (500 hours); congratulations Jim Barry!

There is a display in the Trailhead Gallery honoring volunteers. "Volunteers Complete the Picture" shows the names of current volunteers who donated at least 200 lifetime hours. Ken Evans, Donna Goldberg, Susan Gurney, Bill Lee, Wayne Martin, Andie Robinson, and Joey Tuveson were added to the 200-hour level. Dawn Bourret, Dennis Hager, Brenda Jackson, Barb Laverack, Dom Marocco, Irene Marocco, Mari O'Neil, Joe Oustucky, and Pam Stearns moved to the 500-hour level. Nance Ruhm and Betsy Whitmore achieved 1,000 hours. Nancy-Jane Duncan passed the 2,000 mark; congratulations Nancy-Jane!

We are grateful to all our volunteers for their devotion and willingness to be present and involved when tasks are at hand – and their spirit of volunteerism.

Service Area	Volunteers	Hours
Animal Care	24	533
Docents	67	1,134
Education	22	127
Exhibits, Trails, Maintenance	28	1,121
Gardeners	27	883
Greeters	31	1,066
Office	26	213
Other	74	276
Special Events	117	1,308
Training	130	1,308
Trustee	40	961
<b>Total Number of Hours</b>		<b>8,930</b>

*“What is the essence of life? To serve others and to do good.”  
Aristotle*



First Guide Jack Lyons shows a wood turtle.



First Guides Danny Cronin, Jack Lyons, Amanda Vansant, and Docent Lea Stewart.



River Otter Feeding with Docent Pat James.

# PROGRAMS, PROJECTS, AND SPECIAL EVENTS

## *Highlights from 2017 You Made Possible*

*Another record-breaking season with more than 61,000 visitors on the trail.*



**ABOVE:** The new solar-powered Lake Cruise Headquarters on the Squam channel opened in May. Friends and family of former trustee Alan T. English, led by former trustee Helen Mathieson, made donations in Alan's memory to fund educational interpretation about the lakes, which will be installed in 2018. Online ticketing was offered for the first time for Lake Cruises, making it easier for passengers to reserve seats, thanks to a donation by former trustee Peter Richards.



**ABOVE:** A grant from the Oleonda Jameson Trust funded two new mobility scooters, which are available for free for patrons who need assistance to tour the live animal exhibit trail. Show on the scooter is Denise Moulis, Visitor Services Associate, Animal Care Volunteer, and Docent.

**BELOW:** The Helen Clay Frick Foundation of Pittsburgh, Pennsylvania awarded a grant to fund improvements to the Bobcat Exhibit and their nighttime quarters.





**ABOVE:** The Davis Conservation Foundation and the Dorr Foundation made grants to fund a new exhibit, which will share the stories Naturalist Eric D'Aleo is uncovering through a new Trail Camera STEM (Science, Technology, Engineering, and Math) Project looking at how wild animals use the Science Center property. Here, two white-tailed deer are caught on camera.



**ABOVE:** New Hampshire Day was spread over two days – not by design. May 6 was a rainy, cool day and many people stayed away; a second attempt took place on May 13. Between the two days, we attracted over 1,000 people to the Holderness area. This annual season kick-off was once again generously sponsored by the Dead River Company and the New Hampshire Electric Co-op Foundation.

**BELOW:** A few new animals joined the collection: a Fisher arrived in July and now shares an enclosure with the Gray Fox (one out in the morning and one in the afternoon). A baby Turkey Vulture was “dropped off” and hand-reared by staff. It is now an outstanding program bird. In August, a new female mink joined the program animal ranks. Black-crowned Night-herons and Cattle Egrets were added to the aviary in the Celebrate Birds Exhibit.



*Top Left: Fisher; Left: Turkey Vulture; Above Left: Black-crowned Night-Heron; Above Right: Cattle Egret*

# THANK YOU ANNUAL FUND DONORS!

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, 2017.

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Senior Naturalist Dave Erler shows off a bat during an Up Close to Animals presentation.

Names in bold have given to the Annual Fund for at least five consecutive years (2013-2017). 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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*In memory of Anne Fosse*  
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*In memory of Peter M. Wood*  
George A. Carr



A young visitor views the August 2017 solar eclipse.

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Plumbing and Heating

## RED FOX

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## RIVER OTTER

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In honor of John and Tashia Morgridge from Max Leitenberger

Lily Ortiz  
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## SAW-WHET OWL

Eliana Cutillo  
Natalie Hackenberg  
Bill and Linda Lee

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Curtis Rodman Ford Sales  
Craig Warga

## SQUAM LAKES NATURAL SCIENCE CENTER CELEBRATES LAKE EDUCATION SUMMER SPLASH ON JULY 22

The tent is down, the music is over, the crowd is gone, and all that remains of Summer Splash, are the good memories of an enjoyable community event. To showcase our Lake Education programs, a video was shown, which featured Inter-Lakes students taking part in a Lake Ecology program with Naturalist Eric D'Aleo.

Our event volunteers – Nancy Beck, Andy Eaton, Barb Laverack, Lea A. Stewart, and Pam Stearns planned for months to make this a successful event. Almost 300 guests enjoyed dinner and dancing to music by “The Sweetbloods.” Net proceeds exceeded \$27,000 to support education programs, thanks to the generosity of many individuals and businesses.

Underwriters included: Barbara Nan Grossman, Anne Lovett and Steve Woodsum, Pam and Larry Tarica, The Common Man, and Meredith Village Savings Bank.



Table Sponsors included: Leslie and Austin Furst; Martha and Chris Grant; Squam Boat Livery; Jean and Murray Swindell; Carol and John Thompson; Bryant and Carolyn Tolles; Betsy and Bruce Whitmore; and Constance and Sankey Williams.

Grappone Automotive Group sponsored the invitation; Mill Falls at the Lake sponsored the bar; Wells Fargo Advisors and Matthew Lessard sponsored the band.

Cormack Construction Management; Dunkin Donuts of Plymouth; E.M. Heath; Lovering Volvo; Mid-State Health Center; Nobis Engineering; and Christopher P. Williams Architects, PLLC purchased ads in the event program.

Donations were given by: Anonymous (1); Priscilla T. Alvord; Edmund and Betsy Cabot Charitable Foundation; Cathy Denious; East Coast Foundation; Diane Garfield and Peter L. Gross, MD; Chris and Mark Goldstone; Liz and Tom Kelsey; Nuna MacDonald; Sandy and Louise McGinnes; Susan McKimens; Joseph and Victoria Prior; Penny Rodday; Sara Jayne Steen and Joseph Bourque; Davis Thurber; David and Stacy Trott; and Lisa Wardlaw.

Auction donors included: Carol and Marc Bard; Nancy and Paul Beck; Betsy Washburn Cabot; Ehlers Management Group; Experience Squam and Cindy O’Leary; Holderness Harbor; Orvis Company and Tiffany Teaford; Emily Preston; Barb and Sam Laverack; Sandra and Carl Lehner; Rockywold-Deephaven Camps; and Squam Lakes Association.

In kind donations were made by: The Common Man; Golden Pond Country Store/ E.M. Heath; Lakes Region Tent & Event; Lisa Lovett; Alex Ray; Holderness Harbor; and Tuckerman Brewing Company.

As always, we could not do so much without the time and dedication of volunteers and staff.



## VOLUNTEERS

These volunteers donated 20 or more hours in 2017. Names in bold gave 100 or more hours.

Rosie Angell	Deborah Doe	Fred Jackson	<b>Linda Michelson</b>	Shawnee Stevens
Sophia Baer	Betty Dokus	Pat James	<b>Denise Moulis</b>	<b>Carol Stewart</b>
<b>Jim Barry</b>	Isaiah Dokus	Susan Jayne	Tom Moulis	<b>Lea A. Stewart</b>
Chris Bird	Eliza Downs	Sam Jobin	Carolyn Murah	Rob Stewart
Nancy Beck	Nancy-Jane Duncan	Karin Karagozian	Mari O'Neil	Sydney Stewart
Lauren Bolstridge	Tina Dussault	Justin Lane	Marilyn Palmer	Shirley Stockwell
Charlie Bourret	Andy Eaton	<b>John Lauzon</b>	Tara Perkins	Laura Strohman
Dawn Bourret	<b>John Egolf</b>	Barbara Laverack	Sarah Porrazzo	Carol Thompson
Sarah Brown	Jenny Evans	Bill Lee	Diane Potter	Tessa Tremblay
Melissa Chapman	<b>Ken Evans</b>	Carl Lehner	Dalton Puffer	Bob Tuveson
Dot Chekas	Kyle Gable	Anne Lovett	Shayna Purdy	Joey Tuveson
Anna Ciechon	Donna Goldberg	Jack Lyons	Mina Rella-Hapeman	Justin Van Etten
Laura Clarenbach	<b>Amber Gordon</b>	Jean Merchant	Andie Robinson	Wayne VanGorden
Heather Clark	Eileen Gosselin	Don Margeson	<b>Karen Rosolen</b>	Amanda Vansant
Peggy Conver	Martha Grant	Dom Marocco	<b>Ken Ruhm</b>	Joan Vicinus
Kellie Cooke	<b>Karen Gaulty</b>	Irene Marocco	<b>Nance Ruhm</b>	Tracy Webster-Babcock
Tom Cowie	George Gurney	David Martin	Ed Rushbrook	Jan Welch
Marilyn Creamer	<b>Susan Gurney</b>	Joan Martin	Olivia Saunders	Marc White
Cailin Cronin	Steven Hackett	Peggy Martin	Leslie Skimmings	Betsy Whitmore
Danny Cronin	Dennis Hager	<b>Wayne Martin</b>	Travis Smith	Bruce Whitmore
<b>Marguerite Crowell</b>	Liz Hager	Missy Mason	Judy Sniffen	Sarah Wolf
Nancy Dailey	Barbara Hendrick	Susan McKimens	Dick Starbuck	Bebe Wood
Bob Davis	Lex Hetrick	Deb McNeish	Pam Stearns	
<b>Lisa Davis</b>	Devin Hilsinger	<b>John McRae</b>	Susan Stepp	
Sylvia Detscher	Brenda Jackson	Elaine Melquist	Liz Stevens	



Docent Marguerite Crowell with a Red-tailed Hawk.

## KIRKWOOD GARDENS

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

Anonymous (2)	Elsbeth T. Falk	Susan McKimens	Judy and Charles Sniffen
Barbara and Tom Beal	Karen and Al Firmin	Deb McNeish	Frank and Elizabeth Stevens
Nancy and Paul Beck	Anne Fosse	Anne and Frank Mele	Carol and Rob Stewart
John Bennett, Jr.	Janet and Don Frisch	Elaine Melquist and Kurt Schroeder	Lois and Will Stratton
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Jim and Jackie Colthart	Liz and Dennis Hager	Opechee Garden Club	Ellyn Tighe and Paul Yelle
Celia Connolly	Diana Kirkwood Horton	Roger Pedigo and Anne Packard	Bryant F. Tolles, Jr.
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Skip Corson	Patricia Kelly	Jane Rice	Bob and Joey Tuveson
Nancy and Bill Dailey	Dan and Susan Kemp	Zannie Richards	Joan Vicinus
Sylvia and David Detscher	Linda Lambert	Peg Ridgely	Eugenia I West
Dotty Dewitt	Carl and Sandra Lehner	Judy Ryerson	Betsy Whitmore
Andy Eaton	H. James and Esther Marshall	Rebecca Sinkler	Jo Ann Wood
Jane Ellingson	Missy Mason		

## SPECIAL PROJECTS

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

Anonymous  
Helen Clay Frick Foundation  
Peter Richards  
Squam Environmental Preservation Fund  
Richard Starbuck and Deane Hall  
Morgan and Lindsey Stepp  
Susan and Tom Stepp  
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Bruce Whitmore

## LAKES REGION SCHOLARSHIP FUND

Captain Douglas DiCenzo Camp Fund  
Deb McNeish  
Marjorie Osman

## SQUAM LAKES NATURAL SCIENCE CENTER

### BUSINESS MEMBERS

Advanced Lock & Alarm  
Bob's Shurfine Market  
Children's Dentistry  
Foreco  
Franklin Savings Bank  
Golden Pond Country Store  
Holderness Harbor  
Landaff Creamery  
MegaPrint  
Malone, Dirubbo & Company  
Pike Industries  
Wicked Accurate Bookkeeping Services

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Aubuchon Hardware, Moultonboro  
Amev Bailey  
Marc and Carol Bard  
Nancy and Paul Beck  
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Squam Boat Livery  
Squam Bridge Landing  
Squam Lake Marketplace  
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Melissa Stewart  
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True Colors Print & Design  
Tuckerman Brewing Company  
Wayside Farm and Great Northern Berries  
Bruce Whitmore  
Scott Willcutt  
Venture Print  
Winnepesaukee Cleaning



Business members and sponsors tour Lake Cruise Headquarters prior to a special cruise in the fall.



Plein Air Watercolor Painting Workshop at Kirkwood Gardens

# FINANCIAL SUMMARY

## STATEMENT OF FINANCIAL POSITION

ASSETS	2017	2016
Cash	\$609,910	\$307,144
Capital Campaign Pledges Receivable	59,400	291,910
Other Assets	125,974	155,803
Unrestricted Investments	2,562,813	2,112,015
Temporarily Restricted Investments	1,108,578	934,480
Permanently Restricted Investments	816,926	791,926
Total Fixed Assets	4,573,194	4,780,331
<b>TOTAL ASSETS</b>	<b>\$9,856,795</b>	<b>\$9,373,609</b>
<b>LIABILITIES</b>		
Total Liabilities	\$135,535	\$428,470
<b>EQUITY</b>		
Unrestricted Net Assets	\$7,242,265	\$7,206,441
Temporarily Restricted Funds	1,662,069	946,772
Permanently Restricted Funds	816,926	791,926
Total Equity	\$9,721,260	\$8,945,139
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$9,856,795</b>	<b>\$9,373,609</b>



A visitor enjoys the view on a Squam Lake Cruise.

## STATEMENT OF ACTIVITIES

REVENUE	2017	2016
Contributions	\$1,035,628	\$368,510
Program Service Fees	999,227	1,038,330
Memberships	235,104	211,425
Other Revenues	301,576	315,168
<b>TOTAL REVENUE</b>	<b>\$2,571,535</b>	<b>\$1,933,433</b>
<b>EXPENSE</b>		
Personnel	\$1,443,861	\$1,327,524
Capital Campaign	-	22,626
Other Operating Expenses	630,358	658,789
Depreciation	371,099	361,051
<b>TOTAL EXPENSE</b>	<b>\$2,445,318</b>	<b>\$2,369,990</b>
<b>INVESTMENT INCOME</b>	<b>649,904</b>	<b>300,201</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$776,121</b>	<b>\$(136,356)</b>



Pollinators at work in Kirkwood Gardens.

This year we again summarized our audited financial information to show the impact of our Nature Matters capital campaign in 2017 and 2016 as compared to regular operations. Complete Audited Financial Statements and the Form 990 Tax Return may be found on our website, [www.nhnature.org](http://www.nhnature.org), under the tab for Support.

Operationally, (not including depreciation, investments, and capital campaign) 2017 resulted in a deficit of \$12,015 compared to a 2016 surplus of \$41,718 and a surplus of \$29,293 in 2015.

Overall, our total assets increased by \$483,186, largely driven by an increase in the value of our investments.

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

Respectfully submitted,

Justin Van Etten  
Treasurer



Each fiscal year the Board of Trustees hired a certified public accountant to perform an independent audit of the financial statements and internal accounting procedures. The 2017 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](http://www.nhnature.org/support).

# CONGRATULATIONS AND THANK YOU

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

The 2017 Annual Meeting for members took place on August 12. A continental breakfast preceded the business meeting. Dr. Mary Earick was elected to a three-year term as a new trustee. Trustees Harriet Harris, Bill Lee, Carl Lehner, and Lea A. Stewart were re-elected to three-year terms.



Trustee Sandy McGinnes (left) retired from the board and was thanked for his dedicated service.



Former Board Member and volunteer extraordinaire, Bruce Whitmore (left) was honored with the Horizon Award in recognition for all his contributions.



Volunteer Manager Carol Raymond was recognized for 10 years of service.



Officers (L to R) Justin Van Etten, Treasurer; Lea A. Stewart, Vice Chair; Ken Evans, Chair; and Dave Martin, Secretary were re-elected to one-year terms.



**TOP:** The Science Center's program coyote. **TOP RIGHT:** New Hampshire Fish & Game Conservation Officer and the crew from Animal Planet's *North Woods Law: New Hampshire*. **BOTTOM RIGHT:** The Science Center's black bear enjoying Christmas in July for the Critters.