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## TREASURER'S REPORT

September 2011

**A**t the Museum as across the nation, a weak but recovering economic environment continued in 2010. Thanks, however, to a transformative year at MSI and strong fiscal management, we finished 2010 strong—with a surplus and well positioned for 2011 and beyond.

As in previous years, the Museum kept a close watch on finances in 2010. In May, when it became clear revenue would fall short of plan, expenses were cut back. Additional pressure came in the form of a second year of decreased Park District funding and a flat year-over-year draw from the endowment. Yet despite these hurdles, the Museum was able to reinstate the 5 percent pay reduction made in 2009.

Making good on its vision, in 2010 MSI once again led all Chicago museums in school group visits—in both absolute numbers (322,863) and year-over-year growth (21 percent). Attendance, however, saw an 8 percent drop, to 1,406,182, largely due to the lack of an attraction on the scale of 2009's *Harry Potter: The Exhibition*. But when that exhibit's blockbuster incremental numbers are factored out, attendance from 2009 to 2010 grew 8 percent—a great achievement in such a difficult environment. And while MSI's 2010 attendance placed it third among the Museums In the Park, it ended the year strong as the leading draw during the holiday months of November and December.

Driving this robust end-of-year performance was everything we did to transform the Museum in 2010—a transformation that will have an even greater impact moving forward. In March, *Science Storms*—the second new iconic permanent exhibit made possible through the *Science Rediscovered* campaign—opened in the new Allstate Court. The tornado, avalanche, tsunami and science unleashed in its 26,000 square feet drew immediate raves and the exhibit was awarded best-in-class industry accolades. In conjunction with the opening of *Science Storms*, the Museum launched a new brand identity with the largest advertising campaign in its history, including its first-ever TV ads. And in the fall, the first *Month at the Museum* focused worldwide attention on MSI.

Also at the end of the year, the Museum renegotiated all of its bank agreements to more favorable terms, including lower fees. This saved us money during the last two months of the year and will save even more in the years ahead.

Finally, as the *Science Rediscovered* campaign came to a close, the Museum's supporters expressed their continued confidence in our mission and vision with a record-breaking \$2 million in support of the annual Columbian Ball. As MSI looks to the future, and more transformative exhibits and enhanced educational opportunities for students and teachers, this and all the philanthropic support MSI receives throughout the year is critical.



William A. Osborn  
Treasurer

## STATEMENTS OF OPERATING ACTIVITY

Statement of Operating Activity for the Years Ended December 31, 2010 and 2009

### Revenue and Support

	2010	2009
Admissions	\$ 11,166,563	\$ 11,601,577
Special Exhibit	947,908	3,496,323
Museum Stores, Food Services and Other Ancillary Services	6,014,852	6,261,830
Membership	3,132,040	3,423,754
Government Support	5,853,762	6,277,649
Private Contributions	5,592,863	5,458,693
Investment Income	3,326,983	3,331,278
Other Income	470,455	477,658
<b>TOTAL REVENUE</b>	<b>\$ 36,505,426</b>	<b>\$ 40,328,762</b>

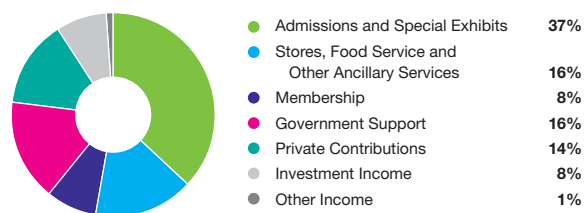
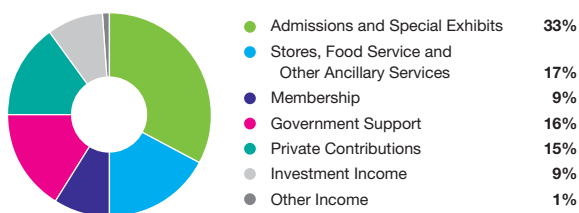
### Expenses

Public Programs	\$ 11,255,999	\$ 12,123,315
Education Programs	1,017,780	904,839
Program Support Services	5,946,721	5,334,513
Management and General	7,892,042	8,688,273
Development and Membership	2,496,781	3,152,383
Marketing	4,975,583	5,190,799
Museum Stores, Food Services and Other Ancillary Services	2,378,454	2,148,865
<b>TOTAL EXPENSES</b>	<b>\$ 35,963,360</b>	<b>\$ 37,542,987</b>
<b>OPERATING INCOME</b>	<b>\$ 542,066</b>	<b>\$ 2,785,775</b>
<b>MAINTENANCE CAPITAL NOT INCL. ABOVE</b>	<b>\$ 355,628</b>	<b>\$ 412,410</b>

### Revenue and Support

Year Ended December 31, 2010

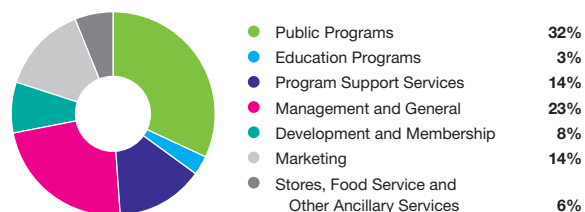
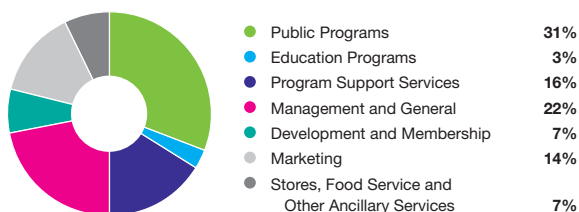
Year Ended December 31, 2009



### Expenses

Year Ended December 31, 2010

Year Ended December 31, 2009



## BALANCE SHEET

for the Years Ended December 31, 2010 and 2009

### Assets

2010

2009

#### Current Assets

Cash	\$ 2,043,395	\$ 460,605
Short-term investments	6,855,125	17,714,288
Accounts and interest receivable	2,470,790	2,277,561
Pledges receivable, net	14,684,965	15,292,368
Inventories and prepaid expenses	1,274,917	915,066
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 27,329,192</b>	<b>\$ 36,659,888</b>

LONG-TERM PLEDGES RECEIVABLE, NET	\$ 18,409,415	\$ 21,466,178
LONG-TERM INVESTMENTS	80,034,219	73,542,437
MUSEUM PROPERTIES, NET	190,860,644	199,463,050
OTHER ASSETS, NET	1,284,622	1,388,414
<b>TOTAL ASSETS</b>	<b>\$ 317,918,092</b>	<b>\$ 332,519,967</b>

### Liabilities and Net Assets

#### Current Liabilities

Accounts payable	\$ 1,961,188	\$ 6,071,750
Accrued liabilities	6,502,760	10,332,443
Current portion of notes payable	16,800,000	25,807,157
Other liabilities	1,520,487	1,530,753
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 26,784,435</b>	<b>\$ 43,742,103</b>

DEFERRED REVENUE, LESS CURRENT PORTION	\$ 1,666,667	\$ 1,916,667
LONG-TERM LIABILITIES, LESS CURRENT PORTION	452,804	626,128
NOTES PAYABLE, LESS CURRENT PORTION	64,000,000	64,000,000
<b>TOTAL LIABILITIES</b>	<b>\$ 92,903,906</b>	<b>\$ 110,284,898</b>

#### NET ASSETS

Unrestricted	\$ 164,201,721	\$ 145,157,133
Temporarily restricted	55,327,465	71,592,936
Permanently restricted	5,485,000	5,485,000
<b>TOTAL NET ASSETS</b>	<b>\$ 225,014,186</b>	<b>\$ 222,235,069</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 317,918,092</b>	<b>\$ 332,519,967</b>

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## 2010 ANNUAL REPORT CREDITS

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Maggie Morrison  
Museum of Science and Industry, Chicago

**PRINTING**  
Lake County Press

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The savings below are achieved when postconsumer recycled fiber is used in place of virgin fiber. This project uses 3,358 lbs of paper, which has a postconsumer recycled percentage of 30%.

8 trees preserved for the future  
24 lbs waterborne waste not created  
3,595 gallons wastewater flow saved  
398 lbs solid waste not generated  
783 lbs net greenhouse gases prevented  
5,994,030 BTUs energy not consumed





museum of  
**science+industry**  
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