



Stamford **Museum**
& **Nature** Center

January 11, 2021

The Honorable David Martin
Mayor, City of Stamford
888 Washington Boulevard
Stamford, Connecticut 06904-2152

Dear Mayor Martin:

On behalf of the Board of Directors of the Stamford Museum & Nature Center (SM&NC), we are pleased to submit our Operating Budget request for 2021.22 with support materials. Through your leadership, we are heartened that you recognize our educational, cultural, and economic value to the City, our community, and our schools.

In these years like no other, we have suffered profound losses of business, just like so many organizations and businesses throughout the community and the state.

We are doing everything in our power to maintain our service to school children, families and adults. We know that we are an exceptional investment for the City of Stamford and are working creatively to weather the severe pandemic impacts.

We humbly request a small Operating Budget increase from **\$1,260,000 to \$1,325,000** for your consideration and support. We work hard every year to raise 63-65% of our operating funding.

We so value our public-private partnership with the City, which began in 1936. We are Stamford's museum and Stamford's nature center, **and this is our 85th Anniversary Year!**

We do truly depend on the generosity and historic financial support of the City to meet essential expenses required to operate this complex and diverse campus and safely serve Stamford's residents and visitors.

We are deeply grateful for the City's support as we continue the process of enhancing the Stamford Museum & Nature Center for the educational enrichment and recreational enjoyment of the community for decades to come.

With heartfelt thanks,

Harry Day
President, Board of Directors

Melissa H. Mulrooney
Executive Director & CEO

cc: Jay Fountain, Director of OPM

STAMFORD MUSEUM & NATURE CENTER
MISSION, GOALS & INSTITUTIONAL GROWTH City of Stamford 2021.22 Funding Request

Mission Statement

The Stamford Museum & Nature Center is dedicated to the preservation and interpretation of art and popular culture, the natural and agricultural sciences, and history. The Museum is a vital cultural and educational resource for the community, and a focal point for family activity and interaction. We seek to inspire creativity, foster self-discovery, steward environmental sustainability, and nurture an appreciation for lifelong learning through exhibits, educational programs, and special events that enhance the visitor's experience of our unique site.

SM&NC 2021.22 Budget Request

\$1,325,000

Our Key Community Program Impact & Results

Since 1936, the Stamford Museum & Nature Center, a 501 (c) (3) private, non-profit, has served as **Stamford's museum** and by 1955, one of the largest nature-based educational institutions in Connecticut and the largest in the City of Stamford.

- From our annual Audited Financials, 79% of our operating budget goes directly to support the delivery of programs and services for our constituencies. This is a source of great pride.
- **Annually, we must raise 63-67%** of our \$3.5 million operating income through earned and contributed sources in a highly-competitive non-profit field.

Spring 2020 Covid Pandemic Impacts & Challenges:

- At the close of FY 2019.20, **we showed a deficit of \$306,000** due to closure and losses in our earned and contributed income streams at what would have been **our spring "High Season" for membership, admission, and spring events.**
 - Our Fundraising Event revenue was down 24%. Nights Out Adult program revenue down 41%. SM&NC-Aligned-With-Ours-Schools program was down 51%, due to public and private school closures. Our educators could not go into the schools and no schools visited our site due to closures. Our Festival Event revenue was down 22%.

Stamford Museum & Nature Center	2019-2020 Participants	2018-2019 Participants	Difference
General Admission	76,788	106,980	-28%
Regional Camp Visits	3,788	3,492	8%
SM&NC Camp Programs	5,458	5,010	9%
Pre-School Programs	8,515	13,360	-36%
SM&NC-in-Schools & Onsite	24,974	42,270	-41%
Facility Rentals	3,610	3,878	-7%
Community Events	6,537	8,375	-22%
Fund-Raising Events/Adult Programs	889	998	-11%
Volunteer Support	1,201	4,100	-71%
Total Visitors/Community Served	131,760	188,463	-30%

STAMFORD MUSEUM & NATURE CENTER
MISSION, GOALS & INSTITUTIONAL GROWTH City of Stamford 2021.22 Funding Request

The construction of the **Knobloch Family Farmhouse** complex, which opened in November 2018 on time and on budget, is a five decade milestone in our 85 year history. We knew this capital addition to our Heckscher Farm would be a sure-fire capacity builder for our renowned Education Programs. What a pallet the Farmhouse has become for an enriched portfolio of intergenerational learning, entertainment, and engagement.

In this year like no other, our 118 acre campus is open. Our Members and visiting public are connected here and deeply grateful. We are developing school programs with care and creativity. Public program offerings are being reimaged

With the Summer 2020 Re-Opening With Significant Covid Constraints

Bright Ideas – “What can we do to help ourselves and be of service?”

Our innovative Education Team nimbly built our distance learning program from the ground up with online offerings immediately after the SM&NC closed. From mid-March through the end of June, the SM&NC offered 95 digital programs that reached only 2,500 students. With so many challenges facing school children and families, our educators continue to develop creative support programs.

Digital Learning Classrooms @ the Knobloch Family Farmhouse
Monday – Friday | Grades 2 – 5 | 9 am – 3 pm

Our team assisted students with their daily online school assignments in the morning, broke for lunch, and spent the afternoon out-of-doors on Heckscher Farm and around campus for supplemental curriculum education and fun.

FarmerGarten in Heckscher Barn
Mondays & Wednesdays | Ages 4 & 5 | 9 am – noon

Children were provided with a safe outdoor learning space and the opportunity to help farmers with daily chores like feeding and walking animals, gardening, and trail exploration. Our expert educators also supported families with Homeschool/Learning Pods/Micro-Schools; Digital Programming for Your Classroom; and renowned After-School Programs.

Reimagined: Nights Out Programming & Events - A Creative Pivot

Authentic Drive-In Movies

Unable to continue with our typical offerings due to the pandemic, we created an authentic Drive-In Movie experience utilizing our new 168-space North Parking Lot. The series produced six family-friendly movies over the summer, and will continue through the end of October with six more, due to popular demand.

Knobloch Family Farmhouse Lobster & Clam Bake

In lieu of our traditional Farm-to-Table Supper, we hosted our first annual Lobster & Clam Bake on the Fedele Family Farmhouse Plaza with reserved socially distanced seating and live music.

STAMFORD MUSEUM & NATURE CENTER
MISSION, GOALS & INSTITUTIONAL GROWTH City of Stamford 2021.22 Funding Request

Fall Family Fest Sundays

For six Sundays in October and November, we celebrated the beautiful Fall season at the SM&NC. A creative way to reimagine our traditional Harvest Festival by once again utilizing all of our outdoor spaces for special activities, music, and games.

SM&NC Sunday Farm Market

The SM&NC Sunday Farm Market, a staple of our Summer season, streamlined guest entry for safety. We closed the main gate so the Farm Market found a new home in our North Lot. It has been a more-than welcomed change. Market attendance has reached record highs and all of our vendors and guests have enjoyed a safe way to "shop local" through November.

Our 2020.21 Covid Pandemic Impacts & Challenges:

- Our approach to 2020.21 Budget development was extremely conservative given the uncertainty of the impact of Covid-19 and associated restrictions.
- We reduced our 2020.21 Budget revenue by \$370,000, primarily due to the severe negative impact on Pre-School enrollment, School Groups and Education programs.
- We were extremely conservative on budgeted expenses, reducing total budgeted expenses by 8% from the prior year budget. However, we have also had to bear the unexpected burden related to base period unemployment claims which have tripled to \$70,000 vs \$26,000 last year.
- As our Year-to-date Budget reflects, net income is down \$127,000 with some of this shortfall due to timing and uncertainty of how the pandemic restrictions will affect our Summer Camp, Educational Programs and School Group participation. We are cautiously optimistic about what progress on the pandemic the late spring will bring to our recovering this loss.

Looking ahead to FY2021.22

- For the 2021.22 Budget year, we truly hope the Covid 19 pandemic with all of its uncertainty and imbalance, will be further in the rear-view mirror.
- We will have reimagined programming models with more certainty and we will continue to be of valued service to our constituencies throughout Stamford, far, and wide.
- We are presenting a balanced budget for FY 2021.22 reflecting our strong creative work on our recovery and the City's generous support
- **On behalf of the Board of Directors, we respectfully request the City of Stamford's continued investment in the Stamford Museum & Nature Center.**



**The Campaign
for Future Generations**
Stamford Museum & Nature Center

Our Master Plan Vision is Simple.

A Farmhouse Complex Completed in fall 2018

A Planetarium & Astronomy Center bright on the horizon



Your Investment is Working.

Phase I: Farmhouse Complex

A welcoming guest entry ... a parking lot ... a farmhouse plaza ... a fire pit ... a millstone fountain
a maple sugar house + cidery ... a farmhouse great room ... an overlook terrace
a professional kitchen ... an outdoor classroom ... a horseshoe pit

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In this year like no other, our 118 acre campus is open. Our Members and visiting public are connected here and deeply grateful. We are developing school programs with care and creativity. Public program offerings are being reimaged in ways that would never have been possible without the Farmhouse.

Bright Ideas

Drop-Off Programs – Leading with Educational Innovation

Our innovative Education Team nimbly built our distance learning program from the ground up with online offerings immediately after the SM&NC closed. From mid-March through the end of June, the SM&NC offered 95 digital programs that reached nearly 2,500 students. With so many challenges facing school children and families, our educators continue to develop creative support programs.

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Our team will assist students with their daily online school assignments in the morning, break for lunch, and spend the afternoon out-of-doors on Heckscher Farm and around campus for supplemental curriculum education and fun.

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Mondays & Wednesdays | Ages 4 & 5 | 9 am – noon

Children will be provided with a safe outdoor learning space and the opportunity to help farmers with daily chores like feeding and walking animals, gardening, and trail exploration.

Our expert educators will also be supporting families with **Homeschool/Learning Pods/Micro-Schools**; **Digital Programming for Your Classroom**; and renowned **After-School Programs**.

Reimagined

Nights Out Programming & Events – A Creative Pivot

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FALL FAMILY FEST SUNDAYS

Fall Family Fest Sundays

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Sunday Farm Market

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Stamford Museum & Nature Center
2019-2020 Financial Statements
Actuals and Budget

	2019.20 Actual	2019.20 Budget	Variance	Variance %
Revenues				
Contributions	266,007	\$ 290,000	\$ (23,993)	-8%
Annual Appeal	65,672	80,000	(14,328)	-18%
NAA	35,370	25,000	10,370	41%
Fund-Raising Events	136,168	180,000	(43,832)	-24%
Membership	259,162	305,000	(45,838)	-15%
Adult Programs	29,307	50,000	(20,693)	-41%
Facility Use				
FarmHouse	95,857	110,000	(14,143)	-13%
Gate House	34,800	31,000	3,800	12%
Bendel & Other	35,075	55,000	(19,925)	-36%
Classes			-	
Pre-School	462,377	520,000	(57,623)	-11%
Camp	157,272	168,550	(11,278)	-7%
Education Programs	33,805	68,540	(34,735)	-51%
Groups	127,527	202,910	(75,383)	-37%
Admission	164,638	250,000	(85,362)	-34%
Festival Events	69,803	90,000	(20,197)	-22%
Investment Allocation	228	500	(272)	-54%
Sales-Retail	45,590	70,000	(24,410)	-35%
Other	13,660	13,000	660	5%
SBA EIDL Grant	10,000	-	10,000	100%
City of Stamford	1,260,000	1,260,000	-	0%
Total Revenues	3,302,318	3,769,500	(467,182)	-12%
Expenses				
Compensation	1,940,817	2,083,000	142,183	-7%
Payroll Taxes	184,185	166,000	(18,185)	11%
Benefits Other Comp	149,043	204,000	54,957	-27%
Professional Services	195,892	147,000	(48,892)	33%
Supplies:				
General	42,645	36,670	(5,975)	16%
Events	25,512	31,200	5,688	-18%
Adult Programs	18,061	20,000	1,939	-10%
Programs/Facility Use	85,966	92,430	6,464	-7%
Equipment	44,769	53,000	8,231	-16%
Exhibitions	97,216	118,000	20,784	-18%
Repairs & Maintenance	290,058	230,000	(60,058)	26%
Farm Operations	100,877	106,700	5,823	-5%
Utilities	119,153	132,000	12,847	-10%
Brochures & Print	41,916	70,000	28,084	-40%
Postage	9,449	16,000	6,551	-41%
Advertising & Marketing	42,662	42,000	(662)	2%
Meetings & Dues	10,979	26,000	15,021	-58%
Insurance	114,034	115,000	966	-1%
Merchandise Purchase	22,763	30,000	7,237	-24%
Bank Fees	29,993	23,000	(6,993)	30%
Misc (Cap-ex required)	42,025	25,000	(17,025)	68%
Total Expenses	3,608,015	3,767,000	158,985	-4%
Net Income	(305,697)	2,500	(308,197)	-12328%

**Stamford Museum & Nature Center
City of Stamford Proposal**

	2020.21 YTD October Actual	Budget & Anticipated Results	Adjustments to 2020.21 Anticipated	2021.22 Proposed Budget	% Increase
Revenues					
Contributions	\$ 47,984	\$ 290,000	\$ -	\$ 290,000	0.0%
Annual Appeal	12,176	70,000	-	70,000	0.0%
NAA	-	35,000	-	35,000	0.0%
Fund-Raising Events	6,496	180,000	-	180,000	0.0%
Membership	162,914	290,000	-	290,000	0.0%
Adult Programs	55,282	30,000		30,000	0.0%
Facility Use				-	
FarmHouse	38,716	100,000	(15,000)	85,000	-15.0%
Gate House	11,600	34,800		34,800	0.0%
Bendel & Other	7,830	50,000	(5,000)	45,000	-10.0%
Classes				-	
Pre-School	95,000	353,500		353,500	0.0%
Camp	6,479	162,600	(7,000)	155,600	-4.3%
Education Programs	8,953	34,250		34,250	0.0%
Groups	24,583	135,000		135,000	0.0%
Admission	170,044	235,000		235,000	0.0%
Festival Events	36,972	90,000		90,000	0.0%
Investment Allocation	27	500		500	0.0%
Sales-Retail	16,922	45,000		45,000	0.0%
Other	2,567	2,500		2,500	0.0%
City of Stamford	392,000	1,260,000	65,000	1,325,000	5.2%
Total Revenues	1,096,545	3,398,150	38,000	3,436,150	1.1%
Expenses					
Compensation	669,442	1,928,000		1,928,000	0.00%
Payroll Taxes	84,299	176,500		176,500	0.00%
Benefits Other Comp	41,845	146,500		146,500	0.00%
Professional Services	51,953	142,500	(10,000)	132,500	-7.02%
Supplies:					
General	9,452	49,000	(5,000)	44,000	-10.20%
Events	7,154	31,200	(5,000)	26,200	-16.03%
Adult Programs	28,219	15,000		15,000	0.00%
Programs/Facility Use	22,832	75,000	(15,000)	60,000	-20.00%
Equipment	21,552	70,000		70,000	0.00%
Exhibitions	61,050	71,500		71,500	0.00%
Repairs & Maintenance	76,214	230,000	(10,000)	220,000	-4.35%
Farm Operations	27,955	102,000		102,000	0.00%
Utilities	30,491	128,000		128,000	0.00%
Brochures & Print	9,054	42,000		42,000	0.00%
Postage	2,073	8,800		8,800	0.00%
Advertising & Marketing	9,005	50,000		50,000	0.00%
Meetings & Dues	2,055	15,000		15,000	0.00%
Insurance	37,488	128,000		128,000	0.00%
Merchandise Purchase	5,373	22,500		22,500	0.00%
Bank Fees	18,845	31,000		31,000	0.00%
Misc (Cap-ex required)	7,291	16,000	-	16,000	0.00%
Total Expenses	1,223,642	3,478,500	(45,000)	3,433,500	-1.29%
Net Income	-\$127,097	-\$80,350	\$83,000	\$2,650	

**Stamford Museum & Nature Center
2021-2022 Proposed Budget
City of Stamford Proposal**

	2021.22 Proposed Budget
Revenues	
Contributions	\$ 290,000
Annual Appeal	70,000
NAA	35,000
Fund-Raising Events	180,000
Membership	290,000
Adult Programs	30,000
Facility Use	-
FarmHouse	85,000
Gate House	34,800
Bendel & Other	45,000
Classes	-
Pre-School	353,500
Camp	155,600
Education Programs	34,250
Groups	135,000
Admission	235,000
Festival Events	90,000
Investment Allocation	500
Sales-Retail	45,000
Other	2,500
City of Stamford	1,325,000
Total Revenues	3,436,150
Expenses	
Compensation	1,928,000
Payroll Taxes	176,500
Benefits Other Comp	146,500
Professional Services	132,500
Supplies:	
General	44,000
Events	26,200
Adult Programs	15,000
Programs/Facility Use	60,000
Equipment	70,000
Exhibitions	71,500
Repairs & Maintenance	220,000
Farm Operations	102,000
Utilities	128,000
Brochures & Print	42,000
Postage	8,800
Advertising & Marketing	50,000
Meetings & Dues	15,000
Insurance	128,000
Merchandise Purchase	22,500
Bank Fees	31,000
Misc (Cap-ex required)	16,000
Total Expenses	3,433,500
Net Income	\$2,650

Stamford Museum & Nature Center
Fiscal Year 2021.22
City of Stamford Budget Notes
2021.22 SM&NC Budget Notes for City Budget Request

CONTRIBUTED INCOME

No increase is anticipated. We will concentrate on maintaining support from current contributors and continue to pursue prospective new benefactors.

Annual Contributions	\$290,000, no change	+\$0
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We continue to explore new funding sources and sponsor for events and educational programs with contributions from new individuals, corporations and foundations.

Annual Appeal	\$70,000, no change	+\$0
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We do not anticipate an increase in our annual appeal fundraising.

NAA Funds (Neighborhood Assistance Act)	\$35,000, no change	+\$0
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Fundraising Events	\$180,000, no change	+\$0
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We are re-imagining our fundraising events under the current Covid-19 restrictions.

Membership	\$290,000, no change	+\$0
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Given sensitivity to price increases during these difficult times, we do not anticipate an increase in our membership goal this year.

EARNED INCOME

No increase is anticipated given the uncertainty surrounding covid-19 and related restrictions.

Adult Programming	\$30,000, no change	+\$0
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No anticipated increase in programming or participation for Adult Programs.

Facility Use	From \$150,000 to \$130,000	-\$20,000
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Anticipated decrease for facility rentals given ongoing restrictions.

Gate House Rental	\$34,800, no change	+\$0
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Anticipated tenant Rental Revenue to remain the same.

Classes	From \$550,350 to \$543,350	-\$7,000
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No anticipated increase in enrollment in pre-school, summer camp size restrictions.

Groups	\$135,000, no change	+\$0
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No anticipated increase in in school group visits.

Admissions	\$235,000, no change	+\$0
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Given sensitivity to price increases during these difficult times, we do not anticipate an increase in admissions revenue this year.

Events	\$90,000, no change	+\$0
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The budgeted figure is a continual annual target that requires regular innovation.

Sales Retail	\$45,000, no change	+\$0
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No increase in SMNC retails sales due to indoor occupancy restrictions due to Covid-19.

Other & Investment	\$2,500, no change	+\$0
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No increase is anticipated in sales of farm animals. Revenues received here are allocated to reinvest in animals for Heckscher Farm.

EXPENSES

To help mitigate the uncertainty surrounding revenue, The Museum is forecasting decreases in structural operating expenses such as professional services, supplies and repairs and maintenance.

Compensation	\$1,928,000, no change	+\$0
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No Increase is anticipated.

Payroll Taxes	\$176,500, no change	+\$0
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Payroll taxes are in line with Compensation and expected unemployment claims.

Benefits	\$146,500, no change	+\$0
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We do not anticipate any incremental increases in Healthcare costs at this time. Retirement contributions have been placed on hold for vested employees.

Professional Services	From \$142,500 to \$132,500	-\$10,000
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Costs for professional services will be monitored closely to keep increase to a minimum amount.

Supplies	From \$170,200 to \$145,200	-\$25,000
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We are trimming our supply budgets and are monitoring supply spending closely

Adult Programs	\$15,000, no change	+\$0
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No increase anticipated.

Equipment	\$70,000, no change	+\$0
No increase anticipated.		
Exhibitions	\$71,500, no change	+\$0
No increase anticipated..		
Repairs and Maintenance	From \$230,000 to \$220,000	-\$10,000
A small decrease for Repairs and Maintenance of facilities and Grounds. While routine maintenance keeps buildings in good shape preventing larger problems to arise we will make every effort to manage to the budget and defer any projects that can safely be addressed at a later time.		
Farm Operations	\$102,000, no change	+\$0
No increase anticipated.		
Utilities	From \$128,000, no change	+\$0
No increase anticipated.		
Brochures and Print	\$42,000, no change	+\$0
No increase anticipated.		
Postage	From \$8,800, no change	+\$0
No increase anticipated		
Advertising & Marketing	\$50,000, no change	+\$0
No increase anticipated.		
Meetings and Dues	\$15,000, no change	+\$0
No increase anticipated		
Insurance	\$128,000, no change	+\$0
No increase anticipated.		
Merchandise Purchases	\$22,500, no change	+\$0
No increase is consistent with retail sales.		
Bank, Interest & Discount Fees	\$31,000, no change	+\$0
Misc (cap ex)	\$16,000, no change	+\$0
Maintain same level as Fiscal Year 2020.21		



Stamford Museum
& Nature Center

Stamford Museum & Nature Center
FY 2019.20 SM&NC Education Programs

	FY 2019.20	FY 2018.19	FY 2017.18	FY 2016.17	FY 2015.16	FY 2014.15	FY 2013.14	FY 2012.13	FY 2011.12
SM&NC Aligned w/ Schools Program									
On-Site School Programs	522*	807	835	807	776	720	732	638	505
On-Site Program Participants	9,970	16,341	17,386	16,727	16,072	15,142	15,322	13,262	10,202
Year-Over-Year									
In-School Programs	910*	998	862	918	875	798	522	471	243
In-School Program Participants	13,104	16,174	16,650	17,946	17,278	16,432	9,892	8,961	5,255
Year-Over-Year									
Digital Learning Programs	95								
Digital Learning Participants	2,468								
Total Number of Programs	1,527	1,805	1,697	1,725	1,651	1,518	1,254	1,109	748
Number of Students Served	25,542	32,516	34,076	34,673	33,350	31,574	25,214	22,223	15,457
Year-Over-Year									
Total Number of Schools Served	102	155	158	144	144	140	132	119	105
Year-Over-Year -34%									
SM&NC After-School Programs									
Number of After-School Programs	339**	396	266	247	241	253	235	163	108
After-School Program Participants	3488	4,315	3,047	2,816	2,651	2,783	2,597	1,927	1,228
Year-Over-Year -47%									
SM&NC Summer Camp									
Summer Sessions	897	900	1,050	955	929	965	992	916	916
Individual Campers	498	505	575	468	468	522	513	415	415
Year-Over-Year -0.3%									
SM&NC Public Programs									
Total in-person & Digital programs	107	170	110	126	87	85	75	73	75
Total Participants	5,965	11,184	16,488	16,735	15,486	15,018	12,385	12,109	12,046
Astronomy Program Participants	185	45	400	1,127	1,350	950	1,250	1,200	1,264
Outdoor Adventures Participants	59	100	110	175	220	215	262	250	220
Take-A-Hike Week Attendance	n/a	1199	1014	915	205	884	1175	1288	825
Junior Curator Program Hours	1600	2000	2000	2200	2200	2200	2200	2200	2000
SM&NC Early Childhood									
Pre-School Students Enrolled	84	93	102	105	125	136	135	130	100
Parent/Child Class Participants	404	488	346	434	516	484	570	498	568
Heckscher WILD! (opened 3/7/15)									
Exhibit Attendance	14,302	28,003	30,509	37,847	37,228	15,338			
Public Programs Offered	41	60	69	81	70	74			
Public Program Attendance	468	814	959	1001	1057	1112			

Stamford Museum & Nature Center, Inc.

Financial Statements

June 30, 2020 and 2019

Draft 1.11.21

INDEPENDENT AUDITORS' REPORT

Board of Directors Stamford Museum & Nature Center, Inc.

We have audited the accompanying financial statements of Stamford Museum & Nature Center, Inc., which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Stamford Museum & Nature Center, Inc. as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The statement of financial position by fund and the statement of activities by fund for the year ended June 30, 2020 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Stamford, Connecticut
Date, 2020

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Stamford Museum & Nature Center, Inc.

Statement of Activities by Fund
Year Ended June 30, 2020

	Museum Operations				Capital Campaign			
	Operating	Board Designated	Property and Equipment	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT AND REVENUE								
City of Stamford	\$ 1,260,000	\$ -	\$ -	\$ -	\$ 1,260,000	\$ -	\$ -	\$ 1,260,000
Contributions	282,946	-	-	38,536	321,482	57,210	-	378,692
In-kind contribution	10,330	-	-	-	10,330	-	-	10,330
Membership	259,162	-	-	-	259,162	-	-	259,162
Classes/workshops/programs	810,288	-	-	-	810,288	-	-	810,288
Admission and community events	234,441	-	-	-	234,441	-	-	234,441
Museum store income, net of cost of sales of \$22,763	24,150	-	-	-	24,150	-	-	24,150
Special event income, net of direct donor benefit of \$47,233	139,168	-	-	-	139,168	-	-	139,168
Facility use income	165,732	-	-	-	165,732	-	-	165,732
Other income	12,337	-	-	-	12,337	-	-	12,337
Net assets released from restriction	87,866	-	-	(87,866)	-	-	-	-
Total Public Support and Revenue	3,286,420	-	-	(49,330)	3,237,090	57,210	-	3,294,300
EXPENSES								
Program	2,746,769	1,206	472,707	-	3,220,682	-	-	3,220,682
Management and general	410,168	-	12,002	-	422,170	-	-	422,170
Development	400,099	-	45,587	-	445,686	57,210	-	502,896
Total Expenses	3,557,036	1,206	530,296	-	4,088,538	57,210	-	4,145,748
Change in Net Assets Before Transfers and Non-operating Income	(270,616)	(1,206)	(530,296)	(49,330)	(851,448)	-	-	(851,448)
Transfers	(45,309)	(7,450)	109,687	-	56,928	(56,928)	-	-
Change in Net Assets Before Non-operating Income	(315,925)	(8,656)	(420,609)	(49,330)	(794,520)	(56,928)	-	(851,448)
NON-OPERATING INCOME								
Investment return	228	75,871	-	-	76,099	3,048	-	79,147
Loss on disposal of property and equipment	-	-	-	-	-	-	-	-
Economic injury disaster advance	10,000	-	-	-	10,000	-	-	10,000
Government grants for capital improvements	-	-	-	-	-	5,000	-	5,000
Contributions for capital improvements	-	-	-	-	-	44,068	-	44,068
City of Stamford	-	-	9,316	-	9,316	56,928	-	66,244
Net assets released from restriction	-	-	66,270	-	66,270	(66,270)	-	-
Total Non-operating Income	10,228	75,871	75,586	-	161,685	64,976	(22,202)	204,459
Change in Net Assets	(305,697)	67,215	(345,023)	(49,330)	(632,835)	8,048	(22,202)	(646,989)
NET ASSETS (DEFICIT)								
Beginning of year	202,785	1,243,855	7,619,325	429,687	9,495,652	14,051	1,036,998	10,546,701
End of year	\$ (102,912)	\$ 1,311,070	\$ 7,274,302	\$ 380,357	\$ 8,862,817	\$ 22,099	\$ 1,014,796	\$ 9,899,712

Capital Project Request FY 2022-2028

10/9/2020 10:13:49 AM

133 CP3343 SITE & INFRASTRUCTURE IMPROVEMENTS

Agency: 0680 Non City Agencies: Stamford Museum
 Contact: Melissa H. Mulrooney - (203) 977-6565 - mmulrooney@stamfordmuseum.org
 Location: 39 Scofieldtown Rd, Stamford, CT 06903
 Neighborhood: North Stamford Voting District: 20

HTE Date	2020-10-04	Dept Priority	1	Tier	0
Encumbered	50,427.67	YTD Balance			-4,176.27
Advanced	4,176.27	Amount Available			0.00
		Unfunded			-4,176.27

Project Description - From our 2010 Master Plan, eliminating tents on the Meadow and erecting a permanent 30' x 90' pavillion on a 40' x 100' slab foundation.

Detailed Project Cost		Justification for Inclusion in Capital Plan		Expenditures by Year			
				Fiscal Year	Authorization	Encumbered	Expenditure
Design Development	\$5,000	<input checked="" type="checkbox"/> Cost Savings		2021	0.00	50,427.67	24,389.18
Construction Related	\$80,000	<input checked="" type="checkbox"/> Life Safety		2020	0.00	0.00	48,100.88
Equipment Acquisition	\$0	<input checked="" type="checkbox"/> Continues On-Going Project		2019	0.00	0.00	4,266.49
Miscellaneous Costs	\$5,000	<input checked="" type="checkbox"/> Leverages Other Funds		2018	0.00	0.00	139,406.17
Professional Services	\$5,000	<input checked="" type="checkbox"/> Infrastructure		<2018	300,000.00	0.00	37,663.06
Land Acquisition	\$0	<input checked="" type="checkbox"/> Quality of Life					
Art Work	\$0	<input checked="" type="checkbox"/> Plan Related					
		<input checked="" type="checkbox"/> Public Safety Health					
		<input checked="" type="checkbox"/> Mandated Legal					
		<input checked="" type="checkbox"/> Positive Revenue Impact					
		<input checked="" type="checkbox"/> Positive Operational Impact/Efficiency					
		<input type="checkbox"/> Other					
FY 21/22 Total	\$95,000			Total Expenditures	\$300,000.00	\$50,427.67	\$253,825.78

Method Used in Estimating Cost:	Estimated change in annual operating cost:
Contractor Estimates	\$0

Request		FY 21/22					Capital Forecasts						
Funding Source	Term	Dept	Planning	Mayor	BOF	Adopted	FY 22/23	FY 23/24	FY 24/25	FY 25/26	FY 26/27	FY 27/28	Total
Bond (City)	20	95,000	0	0	0	0	0	0	0	0	0	0	95,000
		95,000	0	0	0	0	0	0	0	0	0	0	95,000

Comments - From our 2010 Master Plan, eliminating tents on the Meadow and erecting a permanent 30' x 90' pavillion on a 40' x 100' slab foundation would improve the safety and efficiency of our camp, school, and public programs. Three connected vinyl tents are not cost effective with damage replacement, set-up/take-down, inspections, and safety issues each year. We can take advantage of our 2010 utility upgrades (electric and plumbing) and use the Pavilion year-round. This would support a new earned-income area of business and enhance our programs. We have served over 200,000 visitors annually including over 40,000 school children.

39 Scofieldtown Road
Stamford, CT 06903
203.322.1646 telephone
203.322.0408 fax
stamfordmuseum.org



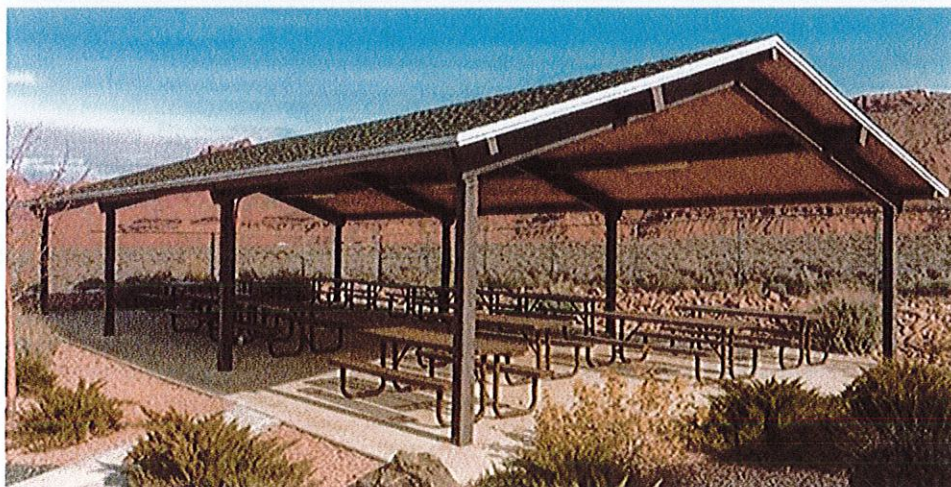
Stamford **Museum**
& **Nature** Center

Capital Project Request FY 2022-2028 133 CP3343 Site & Infrastructure Improvements

Agency: 0680 Non City Agencies: Stamford Museum & Nature Center
Contact: Melissa H. Mulrooney – (203) 977-6565 – mmulrooney@stamfordmuseum.org
Location: 39 Scofieldtown Road, Stamford, CT 06903
Neighborhood: North Stamford Voting District: 20



From our 2010 Master Plan, eliminating tents on the Meadow and erecting a permanent 30'x90' pavilion on a 40'x100' slab foundation would improve the safety and efficiency of our camp, school, and public programs. Three connected vinyl tents are not cost effective with damage replacement, set-up/take down, inspections, and safety issues each enhance our programs. We have served over 200,000 visitors annually, including over 40,000 school children.



This Pavilion Project is "shovel-ready." We have all the utility infrastructure in place. A 30'x90' prefab pavilion will be large enough for multiple picnic tables and will provide ample space for events and education programs as well as safe shelter from weather. Electricity will allow us to utilize this space year round. The SM&NC continues to look for every opportunity to present outdoor programs in light of the COVID-19 pandemic.

Capital Project Request FY 2022-2028

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1223 001223 TECHNOLOGY REPLACEMENT & UPGRADE

Agency: 0680 Non City Agencies: Stamford Museum

Contact: Melissa H. Mulrooney - (203) 977-6565 - mmulrooney@stamfordmuseum.org

Location: 39 Scofieldtown Rd, Stamford, CT 06903

Neighborhood: North Stamford

Voting District: 20

HTE Date	Dept Priority	2	Tier	0
Encumbered	YTD Balance			
Advanced	Amount Available			
	Unfunded	0.00		

Project Description - Computer, phone, and technology infrastructure upgrade.

Detailed Project Cost	Justification for Inclusion in Capital Plan
Design Development	<input checked="" type="checkbox"/> Cost Savings
Construction Related	<input checked="" type="checkbox"/> Life Safety
Equipment Acquisition	<input checked="" type="checkbox"/> Continues On-Going Project
Miscellaneous Costs	<input checked="" type="checkbox"/> Leverages Other Funds
Professional Services	<input checked="" type="checkbox"/> Infrastructure
Land Acquisition	<input checked="" type="checkbox"/> Quality of Life
Art Work	<input checked="" type="checkbox"/> Plan Related
	<input checked="" type="checkbox"/> Public Safety Health
	<input checked="" type="checkbox"/> Mandated Legal
	<input checked="" type="checkbox"/> Positive Revenue Impact
	<input checked="" type="checkbox"/> Positive Operational Impact/Efficiency
	<input type="checkbox"/> Other
FY 21/22 Total	

Method Used in Estimating Cost:	Estimated change in annual operating cost:
	\$0

Request	Funding Source	Term	FY 21/22							Capital Forecasts				Total
			Dept	Planning	Mayor	BOF	Adopted	FY 22/23	FY 23/24	FY 24/25	FY 25/26	FY 26/27	FY 27/28	
Bond (City)		5	80,000	0	0	0	0	0	0	0	0	0	0	80,000
			80,000	0	0	0	0	0	0	0	0	0	0	80,000

Comments - The SM&NC has relied on the City for IT, computer, and phone service for 15 years.

39 Scofieldtown Road
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203.322.1646 telephone
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Stamford Museum
& Nature Center

Capital Project Request FY 2022-2028

1223 001223 Technology Replacement & Upgrade

Agency: 0680 Non City Agencies: Stamford Museum & Nature Center
Contact: Melissa H. Mulrooney – (203) 977-6565 – mmulrooney@stamfordmuseum.org
Location: 39 Scofieldtown Road, Stamford, CT 06903
Neighborhood: North Stamford Voting District: 20

Background:

The City of Stamford has provided IT, telephony equipment, and support services to the Stamford Museum & Nature Center (SM&NC) for the last fifteen years. This included servers, cybersecurity, file and print services, phone service and equipment, and all technology support services. The City of Stamford has recently indicated that they will be unable to provide technology support at the same level to the SM&NC going forward.

The SM&NC is in critical need of integrated infrastructure, system, and equipment upgrades and seeks financial support from the City of Stamford for this significant technology transition.

Proactively, the SM&NC has engaged Absolute Logic to assess our technology needs. The following overview was written by Al Alper, Chief Executive Officer, Absolute Logic.

Technology Needs:

In order to maintain and support its own operational integrity, the SM&NC will need to ensure that the proper equipment, software, and support in place. The transition will expand their technology needs to include:

- Servers:
 - Active Directory
 - Application
 - Distributed File and Print
 - Email upgrade
- Software
- Telephone Equipment and Service
- Support Services

Campus Configuration:

The Stamford Museum & Nature Center campus consists of three sites:

1. The Knobloch Family Farmhouse Complex located at 151 Scofieldtown Road
 - Admission Booth
 - The Knobloch Family Farmhouse
 - Sugar House + Cidery
2. Heckscher Farm
 - Farm Offices
 - Heckscher Wild!
 - Heckscher Barn
3. South Campus located at 39 Scofieldtown Road
 - Bendel Mansion
 - Art, Nature & Me Preschool
 - Overbrook Visitor Center
 - Admission Booth



Currently, the above locations are not inter-connected and, therefore unable to support the technology needs of the SM&NC. Those needs include:

- One campus-wide unified network to facilitate a cohesive cybersecurity posture while allowing employees from all sites to share applications, files, programs and other information needed to carry out the SM&NC's school and community service mission.
- A common internet backbone to be used for the campus; eliminating multiple providers and/or accounts that presently exist
- Back-up and redundancy of information to ensure the SM&NC's operational continuity

Broadly, these needs would be satisfied in three phases, employed in overlapping project plans to go-live at the earliest possible point in time. These phases include:

- Phase 1: Interconnect
- Phase 2: Network Infrastructure
- Phase 3: Telephony Infrastructure

Phase 1: Interconnect

Cost: \$70,000

Establish a campus-wide network by connecting the three sites on a single backbone capable of supporting the above outlined needs of the current and currently planned campus facilities.

Scope: Supply and install poles, dark fiber, termination panels, cable and all materials, hardware and software, including switching and networking equipment (Point of Entry, as needed).

Timeline: 4-6 weeks based on supplier and vendor availability.

Phase 2: Network Infrastructure

Cost: \$60,000

Employ a client-server, role-based network infrastructure to deploy and utilize the SM&NC's line-of-business applications, centralized files, file management, email and print functionality.

Scope: Architect, supply and install server hardware and software, configured to secure deliver operational efficiency and integrity in the execution of utilizing the above network-delivered systems and services.

Timeline: 6-8 weeks depending on vendor availability.

Phase 3: Telephony Infrastructure

Cost: \$15,000

Institute a unified, extensible phone system to enable phone service throughout the campus and to remote staff.

Scope: Supply, configure and install a cloud-based Voice-Over-IP phone system to follow the call paths and routes currently in use on the existing SM&NC phone system.

Timeline: 2-4 weeks depending on vendor availability.