Dear Friends,

Thanks to your support, 2018 was a pivotal year for the Port Townsend Marine Science Center.

At the center of our strategic plan is our goal to demonstrably increase the number of people we serve. In 2018, we served 46% more visitors than in 2015. This success is due in part to an innovative “admission by donation” policy which yielded a 130% increase in attendance from October through March, while netting a 6% increase in revenue over the same period.

Furthermore, the plan calls for strategic investments of staff time in areas that would really move the needle on inspiring conservation of the Salish Sea. In 2018, we hosted the second Puget Sound Citizen Science Summit and convened a consortium of eight community marine centers from around Puget Sound to collaborate on marketing and research projects.

Last fall, we began laying the groundwork for our long-term facilities plan. Working with State Parks and Fort Worden PDA, we are developing a plan for the marine area at Fort Worden. As we go to print with this annual report, State Parks is rolling out the preferred site plan, which includes options for our proposed expansion.

We are grateful for your support and look forward to continuing our work with you for a healthier Salish Sea.

Onward!

Janine Boire, Executive Director
Conservation Lab

Octopus Learning Project

Kelp Forest
**2018 Revenue**

- **Individual Donors** 40%
- **Foundation/Corporate** 24%
- **Government Grants** 9%
- **Programs** 12%
- **Admissions** 7%
- **Membership** 2%
- **Gift Shop** 4%
- **Other** 2%

**2018 Expenses**

- **Administration** 17%
- **Education Programs** 27%
- **Exhibitions** 21%
- **Citizen Science** 6%
- **Volunteer Support** 6%
- **Special Events** 9%
- **Fundraising** 7%
- **Depreciation** 6%
- **Capital Planning** 1%

**INCOME STATEMENT**

**REVENUE**
- Individual Donors: $329,217
- Foundation/Corporate: $192,141
- Government Grants: $70,006
- Programs: $98,113
- Admissions: $55,740
- Membership: $15,458
- Gift Shop: $36,018
- Other: $16,083
- TOTAL: $812,776

**EXPENSES**
- Education Programs: $205,075
- Exhibitions: $161,047
- Citizen Science: $48,041
- Volunteer Support: $49,198
- Special Events: $70,417
- Depreciation: $48,394
- Fundraising: $57,193
- Capital Planning: $4,985
- Administration: $130,994
- TOTAL: $775,345

**BALANCE SHEET** (as of 12/31/18)

**Assets**
- Current Assets: $226,767
- Fixed Assets: $677,491
- Investments: $378,511
- TOTAL: $1,282,769

**Liabilities & Fund Balance**
- Fund Balance: $1,297,075
- Short Term Liabilities: $(14,306)
- Net Assets: $1,282,769
2018 By The Numbers

6,322 youth and adults participated in educational programming focused on marine life and Salish Sea conservation

21,595 guests visited PTMSC exhibits, a 34% increase over 2017

$66,995 invested in free science programs and scholarships for students and summer campers

396 individuals donated 10,622 volunteer hours – up 18% over 2017 -- valued at $270,117
PTMSC STAFF:

Janine Boire, Executive Director
Liesl Slabaugh, Development & Marketing Director
Diane Quinn, Program Director
Brian Kay, Marketing & Development Coordinator
Betsy Carlson, Citizen Science Coordinator
Carolyn Woods, Education Coordinator
Phil Dinsmore, Facilities & Aquarium Manager
Gabriele Sanchez, Volunteer & Program Coordinator
Alexandra Redman, Aquarist
Debra Diner, Administrative Specialist

BOARD OF DIRECTORS:

Diane Baxter, President
Linda Dacon, Vice President
John Mackey, Treasurer
Sue Long, Secretary
Mike Henson
Gary Pascoe
Betty Petrie
Peter Rhines
Doug Rogers

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PTMSC is a 501(c)(3) organization as determined by the Internal Revenue Service.