

Colorado State Science Fair, Inc.
Board of Directors Meeting
July 31, 2010
Minutes

The meeting was held at the Great Sand Dunes National Park and Preserve in Mosca, CO.

Members Present: Sam Bartlett (Colorado Engineering Council), Dave Cenedella (Xcel Energy), Dan Kowal (US Department of Commerce/NOAA), Carol Morrow (Colorado Dental Association), Robert Morrow (Colorado Dental Association), Jody Oaks (San Luis Valley Regional Science Fair, Inc.), Ryan Patterson (Lockheed Martin), Laura Roberts (Xcel Energy), Larry Sveum (San Luis Valley Regional Science Fair, Inc.), Courtney Butler – CSEF Director, and Lucy Adams – Recording Secretary.

Members Absent: Al Bedard (US Department of Commerce/NOAA), Mike Bemski (AREVA Federal Services), Elemer Bernath, Marty Cameron (Xcel Energy), Russell Chadwick (US Department of Commerce/NOAA – Alternate), David Holm (San Luis Valley Regional Science Fair, Inc.), Gina Holland (Colorado Engineering Council), Dean Holzkamp (Colorado Medical Society Education Foundation), A. Bill Kieger (Colorado Medical Society Education Foundation), Bill Meersman (Lockheed Martin), Jan Neger (Colorado State University), Amanda Parker (Parker Family Trust), John Parker (Parker Family Trust), Stephen Thompson (Colorado State University), Amy Weich (US Department of Commerce/NTIA).

I. Meeting called to order by President S. Bartlett.

II. Treasurer's Report

Presented by. C. Butler. There is \$17,975 in the checking account at this time. There is approximately \$1,124 in outstanding bills. There is \$10,000+ in the Fisher CD, a \$5,000 CD and a \$12,000 CD as well. The Ryan Patterson Scholarship also needs to be paid as well.

S. Bartlett will send out an email to the rest of the BOD regarding the CSEF Director & Recording Secretary salaries so a vote can be done at the September meeting.

L. Adams is once again on the Advisory Council for ISEF and requested that her airline ticket be paid for by the CSEF as she represents the entire state on this committee. It was agreed that this should be done.

III. Goals for the Day

The goals for the day included ideas that the BOD wants to do for the CSEF and how they might be accomplished. The specific discussions around the meeting are being transcribed by people at Xcel.

Colorado State Science Fair, Inc.
Board of Directors Meeting
September 11, 2010
Minutes

The meeting was held at the Colorado Dental Association Building in Aurora, CO.

Members Present: Sam Bartlett (Colorado Engineering Council), Elemer Bernath, Marty Cameron (Xcel Energy), Russell Chadwick (US Department of Commerce/NOAA – Alternate), Paul Cheng (Colorado Engineering Council), David Holm (San Luis Valley Regional Science Fair, Inc.), Dan Kowal (US Department of Commerce/NOAA), Robert Morrow (Colorado Dental Association), Jody Oaks (San Luis Valley Regional Science Fair), Amanda Parker (Parker Family Trust), John Parker (Parker Family Trust), Laura Roberts, (Xcel Energy), Courtney Butler – CSEF Director, Lucy Adams – Recording Secretary.

Members Absent: Al Bedard (US Department of Commerce/NOAA), Mike Bemski (Areva Federal Services), Dean Holzkamp (Colorado Medical Society Education Foundation), Lisa Hough (BP America), A. Bill Kieger (Colorado Medical Society Education Foundation), Bill Meersman (Lockheed Martin), Carol Morrow (Colorado Dental Association), Jan Nerger (Colorado State University), Ryan Patterson (University of Colorado - Boulder), Joe Paulus (Covidien), Larry Sveum (San Luis Valley Regional Science Fair, Inc.), Jeremy Teiber (ICAT Managers), Curtis Thomas (BP America), Andrew Warnock (Colorado State University), Amy Weich (US Department of Commerce/NTIA).

I. Meeting called to order by President S. Bartlett.
A quorum was present.

II. Introductions and Installation of new BOD Members
Paul Cheng will be the new board member to replace Gina Holland for the Colorado Engineering Council.

Lisa Hough was not present to be introduced, but will be a new board member from BP America.

D. Holm moved to accept both new members to the board of directors. B. Morrow seconded, motion passed.

III. Announcements and Additions to the Agenda
Potatoes will be brought to the November meeting.

Lucy will be attending the ISEF Advisory Council Executive Committee meeting in Washington, DC in October.

Laura will be working on a business plan for the science fair as part of her graduate work.

IV. Approval of April 10, 2010 Minutes
Corrections include that it should read that Courtney will receive a \$1,000 bonus and Lucy will receive \$300 bonus, there will be a family thank you and contract amounts will be decided at the September meeting.

J. Parker moved to accept the minutes with the corrections. D. Holm seconded, motion passed.

V. Reports

A. Treasurer's Report

Presented by A. Parker. See Schedules A, F & G for full report.

- The checking account at this time is over \$9,000 – last year at this time, we had to move money from the savings account to pay bills.
- Courtney mentioned that the two CSU account amounts have been reversed.
- We do not have the in-kind reports yet from NOAA and NTIA.
- Courtney and Amanda will compare notes to make sure the yearend report is correct.

J. Parker moved to accept the report as given. B. Morrow seconded, but will accept the corrected versions at the November meeting.

B. Finance Report

- M. Bemski will be asked to continue as a member of this committee.
- This committee needs a chair.
- Are there any new sponsors that need to be contacted?
- At the 2010 CSEF, there was a plea for help, but only 7 cards were returned.
- The purpose of this committee is to keep track of the current sponsors and bring new sponsors on board.
- Money has already been received from the CNS Dean's Office and the Provost's Office at CSU.
- We need to transfer the money moved last year from the savings account back into the savings from the checking.
- John would like to have a complete report of who the sponsors are, the contact person and the amount given to the fair.

C. Regional Fair Support Committee Report

A. Bedard was not present – report tabled.

D. CSEF Director's Report

Presented by C. Butler. See Schedule B for full report.

- The Colorado Science Convention will be November 19th in Denver. Candus Muir will be giving a presentation on her science fair program.
- The statistics on how Colorado students did at the ISEF was presented. See Schedule D for full report.
- The statistics on how students did at the CSEF include 41% of the projects receiving a grand award, 44.8% received a special award, with a total of 342 awards going to 166 different projects. See Schedule C for full Report.
- A draft of the Annual Report will be created. If a different layout is desired, email Courtney. She will send out a draft version for people to comment on by the end of October so the reports can be printed by the November meeting.

E. Annual Report

Presented by C. Butler. A draft of the Annual Report will be created. If a different layout is desired, email Courtney. She will send out a draft version for people to comment on by the end of October so the reports can be printed by the November meeting.

- F. CSEF Director Support Committee Report
Presented by J. Parker.
- We need to raise \$55,000 - \$100,000.
 - Need to identify contacts.
 - Paul Cheng will join this committee.
 - Need a graphic artist to design a pamphlet/booklet on what the CSEF is.
 - There is \$1,000 in the CSU foundation account that can be used for creating and printing the brochure.
 - Members of the committee are J. Parker, P. Cheng, D. Holm, S. Bartlett, and M. Cameron.
 - Need to find the policy on the naming rights of the fair – should be on the agenda for the November meeting.
 - Need signature sponsors of \$25,000 for at least three years.

- G. Nomination Committee Report
Presented by D. Holm for L. Sveum. The nominations for BOD Officers are:
President – Sam Bartlett from Colorado Engineering Council
Vice President – Carol Morrow from the Colorado Dental Association
Secretary – Ryan Patterson from Lockheed Martin
Treasurer – Amanda Parker from Parker Family Trust

P. Cheng moved to close the nominations. B. Morrow seconded, motion passed.

- H. Alumni Committee Report
Presented by B. Morrow for C. Morrow. There will be a full report at the November meeting.

VI. Old Business

- A. CSEF Director & Recording Secretary Contracts
Bonuses given at the April meeting include \$1,000 to Courtney, \$300 for Lucy and \$300 for Courtney's family.

Courtney's salary will be raised to \$975/month (\$11,700 for the year) effective September 1, 2010. Lucy's salary will be raised to \$150/meeting effective September 1, 2010 as long as minutes are sent out within a month of the meeting with all official written reports attached.

- B. Fisher Monies (update)
Presented by C. Butler. There is nothing new to report due to the fact that in the server crash, Courtney lost Russ Stoner's contact information. Russ will send an annual report and a written letter to Russ asking him for his input on the use of the funds.
- C. Report of July Retreat
Presented by S. Bartlett. A written condensed version of the summer meeting outcomes was presented and asked that members of the board come forward to be a champion for the different goals.
- D. Publicity/Media
Need to do a search for someone that can send out the press releases and update the state media listings.

- E. Controversial Projects (update)
This was approved at the January meeting. Sam did some additional editing on the document and then resent it to Al. Al is suppose to review and then send out for the November meeting.
- F. New Sponsorship Category/Naming Rights
Taken off the agenda
- G. Grand Awards Coordination
Nancy Glissmann, the mother a three CSEF Alumni who works with the Peak to Peak Charter School science fair will be taking over for Gina Holland. The abstract review will probably be pulled out for someone else to do because of the fast turn around time for the process. Paul and Russ will probably take over this piece. The board needs to do something for Gina – perhaps if we can get her to attend the awards ceremony this coming spring.
- H. Meeting with DPS Science Coordinator
- Attended by J. Parker, S. Bartlett, C. Butler, and M. Cameron.
 - Met with Patti Kincaid, science coordinator for DPS.
 - The DPS science fair has been moved to allow students to move from the district fair to the Denver Metro Regional Science Fair.
 - The CSEF BOD will help DPS increase their judging pool.
 - Need to have a workshop for teachers, could help find mentors for students if needed.
 - Need to set up another meeting with Patti.

VII. New Business

- A. Election of Officers for 2010/2011
The slate of officers was accepted.
- B. Budget for 2010/2011
Presented by C. Butler. See Schedule E for full report.
- Needs to be adjusted for the salary increases.
 - Activities under Finalists includes the pizza party, the social, the speaker and tours.
 - Courtney's office is going to be getting a printer that will allow her to scan all of the paperwork into pdf files to post on the web for SRC review. This will cut down on printing and mailing costs for the SRC/Display & Safety.
 - We only paid half of the cost for the pins this year because of a spelling error.
 - A smaller amount was put in for Volunteers because the previous year had two year's worth of t-shirt costs in the actual expenditures.
 - Courtney's travel to ISEF is covered by SSP since she is on the Display & Safety Committee and this reduces our costs to ISEF.
- D. Holm moved to accept the budget with the noted changes. R. Chadwick seconded, motion passed.
- C. Audit Committee Appointment
J. Parker, R. Chadwick, and D. Kowal.

D. Pioneers of Science Awards 2011

A signup sheet was sent around.

E. Speaker for 2011

The speaker for this year's CSEF will be Temple Grandin from CSU.

F. Next Meeting

The next meeting will be November 13th, in Fort Collins, CO at Colorado State University in the offices of CNS EOC. The Advisory Council Meeting will be at 9 AM followed by the BOD meeting.

The January meeting will either be the 8th or the 15th depending on when the ISEF meeting is for Jody and Courtney at the CDA offices. The April meeting will follow the fair on April 9th at CSU. The July summer meeting will be July 16th in Alamosa(?).

Treasurer Report

Amanda Parker

9/11/2010

Account balances seem to be within expected ranges.

Account	9/10/2010 Balance
Bank Accounts	
CD (3 Month Reinvest)-91823	5,771.87
CD (6 Month Reinvest)-91824	12,555.88
Checking-CSEF Inc - FIB	9,186.20
CSU 1-33736-CSU Sponsorship	2,057.53
CSU Foundation	640.59
Fisher CD (1 Year Reinvest)-Dr. H. Calvin Fis...	10,454.79
Savings-CSEF	794.03
TOTAL Bank Accounts	41,460.89
Cash Accounts	
Cash Account-CSEF Cash	65.95
In Kind-In Kind Contributors and Sponsors	2,079.48
TOTAL Cash Accounts	2,145.43
OVERALL TOTAL	43,606.32

I've prepared fiscal year end reports which compare performance to budget and performance year over year. It's worth noting that for FY2010 our income exceeded our expenses by \$7643.40, a significant improvement over last year. The large difference in both income and expenses is due to the Department of Commerce in-kind contribution of \$12,000+.

It should be noted that the tee shirt expense for FY2009 is shown in FY2010 in the Annual Budget Report. This is due to the fact that the bill for the tee shirts was not paid until 10/22/2009. I have re-dated this check for the purpose of the reports, but I didn't reprint the Annual Budget Report. A corrected copy will be emailed to board members, along with electronic copies of all reports. I will take the action to make sure that we close out our fiscal year accounts payable prior to the close of the fiscal year so we don't have this problem in the future.

CSEF Director's Report – Schedule B
September 11, 2010

1. Announcements

- The CSU Community Expo was held September 1st and I had a table there. I did recruitment for CSEF. We also had a table at the Ram Welcome Street Fair on August 20th.
- Lucy, Sam, Candus Muir and I will be attending the Colorado Science Convention November 18 & 19 and CSEF will have a booth again this year. Candus, Lucy and I will also be doing a presentation on incorporating science fair research projects into the classroom.
- Aaron Reyes from the Arkansas Valley Regional Science Fair has moved to Massachusetts and there will be a new RFD for that region, but I don't have the name as of yet.
- I am now the Assistant Director of the center where I work at CSU and it has a new name – the College of Natural Sciences Education Innovation Center (EIC).
- The HHMI grant that CSU submitted that had science fair participation written into it was not funded.
- One of my tasks for the new center is to create a science fair project booklet that is accompanied by a kit. I hope to have this mostly completed by the January meeting.

2. Summer Accomplishments

- Processed and submitted the Science Service awards.
- Processed the ISEF paperwork for CSEF winners.
- Put together official photo materials for Amy.
- Attended the ISEF in San Jose CA.
 - Worked as a member of the Display & Safety team for ISEF.
 - Arranged for an all Colorado dinner on Thursday – we had about 50 people attend this year.
 - Made contact with all regions attending by Monday evening. Most stayed in the same hotel – I need to survey the RFDs to see if my holding rooms for all of Colorado is helpful for them. The process for putting names to the rooms is sometimes difficult however.
 - Compiled ISEF statistics.
 - Colorado had 24 projects entered in the 2010 ISEF.
 - Colorado was 7th in number of Grand Awards won by US states with 11 (\$9,500).
 - Colorado was 9th in number of Special Awards won by US states with 9 (\$4,250).
 - Colorado was tied for 7th in number of Governmental Awards won by US states with 2 (\$7,000).
 - Colorado was 7th in number of total awards won with 22 (\$20,750).
 - The percentage of projects winning awards was 54.2%.
- Compiled CSEF statistics. (see attached sheets for details)
- Submitted ISEF affiliation reports.
- Created a CD of CSEF Awards Ceremony photos and took care of orders.
- Created ISEF press release.
- Worked on updating web site. Although this was wiped out by the server crashing mid-summer and I have not had time to go back in and redo the work.
- Created an electronic version of poster artwork.
- Helped create 2010/2011 proposed budget and compile expenses for 2010.

3. Looking Forward

- Create the 2009/2010 Annual Report for review and printing.
- Complete the 2010 photo album.
- Complete web site updates.
- Send out RFD mailing.
- Complete the Adult Sponsor Guidebook.
- Arrange for Advisory Council meeting in November.
- Send out Fundraising Packets.
- Process Science Service Awards when they arrive.
- Send out Adult Sponsor packets.
- Arrange for all Colorado delegates attending ISEF in Los Angeles to stay in one hotel with a group block through SSP.

All Regional Science Fairs – Schedule C
277 projects entered

Grand Awards Won by All Regional Science Fairs

126 awards went to 114 projects

Of all CSEF projects entered, 41.2% received a Grand Award.

Special Awards Won by All Regional Science Fairs

216 awards went to 124 projects.

Of all CSEF projects entered, 44.8% received a Special Award.

Total Awards Won by All Regional Science Fairs

342 awards went to 166 projects.

Of all CSEF projects entered, 59.9% received an award.

Ranking by Number of Projects Entered:

<u>Rank</u>	<u>Regional Science Fair</u>	<u>Number of Projects</u>	<u>Percentage</u>	<u>Change from 2009</u>
1.	Pikes Peak	40	14.4%	1.1%
2.	Morgan/Washington	24	8.7%	(0.6%)
3.	Longs Peak	23	8.3%	0.1%
4.	Boulder Valley	22	7.9%	0.4%
4.	Denver Metro	22	7.9%	(2.1%)
6.	San Luis Valley	21	7.6%	0.4%
7.	Northeast Colorado	20	7.2%	0.0%
7.	San Juan Basin	20	7.2%	0.0%
9.	East Central	19	6.9%	(0.3%)
9.	Western	19	6.9%	0.1%
9.	Southern Colorado	19	6.9%	0.4%
12.	Southeast Colorado	18	6.5%	(0.7%)
13.	Arkansas Valley	10	3.6%	1.1%

Ranking by Percent of Grand Awards Won

<u>Rank</u>	<u>Regional Science Fair</u>	<u>Number of Awards</u>	<u>Percentage</u>	<u>Change from 2009</u>
1.	Pikes Peak	26	20.6%	0.0%
2.	Boulder Valley	21	16.7%	3.9%
3.	Denver Metro	17	13.5%	2.2%
4.	San Luis Valley	15	11.9%	2.7%
5.	Longs Peak	11	8.7%	2.3%
6.	Morgan/Washington	10	7.9%	1.5%
7.	Western Colorado	9	7.1%	0.0%
8.	San Juan Basin	7	5.6%	(4.3%)
9.	East Central Colorado	3	2.4%	(1.9%)
9.	Northeast Colorado	3	2.4%	(1.1%)
11.	Southern Colorado	2	1.6%	(2.7%)
12.	Arkansas Valley	1	0.8%	(1.3 %)
12.	Southeast Colorado	1	0.8%	(1.3%)

Ranking by Percent of Special Awards Won

<u>Rank</u>	<u>Regional Science Fair</u>	<u>Number of Awards</u>	<u>Percentage</u>	<u>Change from 2009</u>
1.	Boulder Valley	40	18.5%	10.2%
2.	San Luis Valley	29	13.4%	(1.4%)
3.	Pikes Peak	28	13.0%	1.6%
4.	San Juan Basin	21	9.7%	(0.8%)
5.	Longs Peak	18	8.3%	0.0%
6.	Western Colorado	17	7.9%	0.0%
7.	Morgan/Washington	14	6.5%	(3.1%)
8.	Denver Metro	13	6.0%	(5.4%)
9.	East Central Colorado	11	5.1%	0.7%
10.	Southern Colorado	10	4.6%	1.5%
11.	Arkansas Valley	9	4.2%	1.1%
12.	Southeast Colorado	4	1.9%	(3.3%)
13.	Northeast Colorado	2	0.9%	(1.3%)

Ranking by Percent of Total Awards Won

<u>Rank</u>	<u>Regional Science Fair</u>	<u>Number of Awards</u>	<u>Percentage</u>	<u>Change from 2009</u>
1.	Boulder Valley	61	17.8%	7.8%
2.	Pikes Peak	54	15.8%	0.9%
3.	San Luis Valley	44	12.9%	0.2%
4.	Denver Metro	30	8.8%	(2.6%)
5.	Longs Peak	29	8.5%	0.9%
6.	San Juan Basin	28	8.2%	(2.1%)
7.	Western Colorado	26	7.6%	0.0%
8.	Morgan/Washington	24	7.0%	(1.4%)
9.	East Central Colorado	14	4.1%	(0.2%)
10.	Southern Colorado	12	3.5%	0.0%
11.	Arkansas Valley	10	2.9%	0.2%
12.	Southeast Colorado	5	1.5%	(2.6%)
12.	Northeast Colorado	5	1.5%	(1.2%)

Ranking by Percent of Projects Entered Winning An Award

<u>Rank</u>	<u>Regional Science Fair</u>	<u>Percentage</u>	<u>Change from 2009</u>
1.	Boulder Valley	86.4%	5.4%
2.	San Luis Valley	76.2%	(18.8%)
3.	Pikes Peak	75.0%	(14.2%)
4.	Western	73.7%	(5.2%)
5.	Denver Metro	72.7%	4.8%
6.	San Juan Basin	65.0%	(25.0%)
7.	Longs Peak	60.9%	(4.3%)
8.	Morgan/Washington	54.2%	(7.3%)
9.	Arkansas Valley	50.0%	7.1%
10.	Southern Colorado	47.4%	(8.2%)
11.	East Central Colorado	36.8%	(13.2%)
12.	Southeast Colorado	27.8%	(27.2%)
13.	Northeastern Colorado	25.0%	(20.0%)

Male/Female Ratios

Percentage of Students (305 Finalists)

147 Male – 48%
158 Female – 52%

Percentage of Projects (277 Projects)

136 Male – 49%
141 Female – 51%

Percentage of Special Awards (216 Awards)

89 Male – 41%
127 Female – 59%

Percentage of Grand Awards (126 Awards)

59 Male – 47%
67 Female – 53%

Percentage of Projects by Category

Animal Sciences

7 Male – 30%
16 Female – 70%

Behavioral & Social Sciences

9 Male – 36%
16 Female – 64%

Chemistry

13 Male – 50%
13 Female – 50%

Earth & Space Sciences

3 Male – 30%
7 Female – 70%

Energy & Transportation

14 Male – 64%
8 Female – 36%

Engineering

17 Male – 77%
5 Female – 23%

Environmental Sciences

13 Male – 54%
11 Female – 46%

Mathematics & Computer Sciences

7 Male – 64%
4 Female – 36%

Medicine & Health

8 Male – 26%
23 Female – 74%

Microbiology

9 Male – 35%
17 Female – 65%

Physics

22 Male – 71%
9 Female – 29%

Plant Sciences

14 Male – 54%
12 Female – 46%

Percentage of Awards by Category

Animal Sciences

7 Male – 30%
16 Female – 70%

Behavioral & Social Sciences

12 Male – 50%
12 Female – 50%

Chemistry

10 Male – 33%
20 Female – 67%

Earth & Space Sciences

6 Male – 22%
21 Female – 78%

Energy & Transportation

17 Male – 52%
16 Female – 48%

Engineering

18 Male – 67%
9 Female – 33%

Environmental Sciences

25 Male – 52%
23 Female – 48%

Mathematics & Computer Sciences

9 Male – 47%
10 Female – 53%

Medicine & Health

10 Male – 29%
24 Female – 71%

Microbiology

5 Male – 22%
18 Female – 78%

Physics

13 Male – 46%
15 Female – 54%

Plant Sciences

14 Male – 54%
12 Female – 46%

Ethnicity Ratios

Percentage of Students (305 Finalists)

230 Caucasian – 75%
27 Hispanic – 9%
14 Asian – 5%
1 African American – 1%
33 Other/Unknown – 10%

Percentage of Projects (277 Projects)

212 Caucasian – 77%
24 Hispanic – 9%
14 Asian – 5%
1 African American – 1%
26 Other/Unknown – 8%

Percentage of Special Awards (216 Awards)

156 Caucasian – 72%
15 Hispanic – 7%
25 Asian – 12%
0 African American – 0%
20 Other/Unknown – 9%

Percentage of Grand Awards (126)

98 Caucasian – 78%
7 Hispanic – 6%
12 Asian – 10%
0 African American – 0%
9 Other/Unknown – 6%

Percentage of Projects by Category

Animal Sciences

20 Caucasian – 87%
2 Hispanic – 9%
0 African American – 0%
0 Asian – 0%
1 Other/Unknown – 4%

Chemistry

16 Caucasian – 62%
5 Hispanic – 19%
0 African American – 0%
2 Asian – 8%
3 Other/Unknown – 11%

Energy & Transportation

18 Caucasian – 75%
1 Hispanic – 4%
0 African American – 0%
2 Asian – 8%
3 Other/Unknown – 13%

Environmental Sciences

19 Caucasian – 79%
1 Hispanic – 4%
0 African American – 0%
1 Asian – 4%
3 Other/Unknown – 13%

Medicine & Health

24 Caucasian – 78%
1 Hispanic – 3%
0 African American – 0%
5 Asian – 16%
1 Other/Unknown – 3%

Physics

22 Caucasian – 68%
4 Hispanic – 13%
1 African American – 3%
1 Asian – 3%
4 Other/Unknown – 13%

Behavioral & Social Sciences

19 Caucasian – 76%
2 Hispanic – 8%
0 African American – 0%
2 Asian – 8%
2 Other/Unknown – 8%

Earth & Space Sciences

8 Caucasian – 80%
1 Hispanic – 10%
0 African American – 0%
1 Asian – 10%
0 Other/Unknown – 0%

Engineering

14 Caucasian – 64%
5 Hispanic – 23%
0 African American – 0%
1 Asian – 5%
2 Other/Unknown – 8%

Mathematics & Computer Sciences

10 Caucasian – 84%
1 Hispanic – 8%
0 African American – 0%
1 Asian – 8%
0 Other/Unknown – 0%

Microbiology

18 Caucasian – 69%
1 Hispanic – 4%
0 African American – 0%
1 Asian – 4%
6 Other/Unknown – 23%

Plant Sciences

24 Caucasian – 92%
0 Hispanic – 0%
0 African American – 0%
1 Asian – 4%
1 Other/Unknown – 4%

Grade Level Ratios

Percentage of Students (305 Finalists)

6th grade – 12%
7th grade – 21%
8th grade – 28%
Junior Division – 61%

9th grade – 8%
10th grade – 8%
11th grade – 10%
12th grade – 13%
Senior Division – 39%

Percentage of Projects (277 Projects)

6th grade – 12%
7th grade – 23%
8th grade – 27%
Junior Division – 62%

9th grade – 8%
10th grade – 8%
11th grade – 10%
12th grade – 12%
Senior Division – 38%

Percentage of Grand Awards per Division

6th grade – 6/64 awards - 9%
7th grade – 19/64 awards - 30%
8th grade – 39/64 awards - 61%

9th grade – 7/62 awards - 11%
10th grade – 15/62 awards - 24%
11th grade – 19/62 awards - 31%
12th grade – 21/62 awards - 34%

Percentage of Students Winning Grand Award

6th grade – 6/37 students – 41%
7th grade – 17/65 students – 31%
8th grade – 42/85 students – 55%

9th grade – 8/23 students – 35%
10th grade – 16/25 students – 64%
11th grade – 21/31 students – 68%
12th grade – 21/39 students – 54%

Percentage of Special Awards

6th grade – 18/216 awards – 8%
7th grade – 27/216 awards – 12%
8th grade – 51/216 awards – 24%
Junior Division – 96/216 awards – 44%

9th grade – 13/216 awards – 6%
10th grade – 23/216 awards – 11%
11th grade – 48/216 awards – 22%
12th grade – 36/216 awards – 17%
Senior Division – 120/216 awards – 56%

Percentage of Students Winning Special Awards

6th grade – 15/37 students – 41%
7th grade – 20/65 students – 31%
8th grade – 47/85 students – 55%

9th grade – 9/23 students – 39%
10th grade – 17/25 students – 68%
11th grade – 24/31 students – 77%
12th grade – 29/39 students – 74%

Research Institution & Qualified Scientist Ratios

% of Projects Using an RI

6th grade – 3/33 - 9%
7th grade – 5/63 - 8%
8th grade – 8/75 - 11%
Junior Division – 16/171 - 9%
9th grade – 4/22 - 18%
10th grade – 5/22 - 23%
11th grade – 6/29 - 21%
12th grade – 8/33 - 24%
Senior Division – 23/106 - 22%
TOTAL % of Projects Using an RI – 14%

% of Projects Using a QS

6th grade – 5/33 - 15%
7th grade – 14/63 - 22%
8th grade – 21/75 - 28%
Junior Division – 23%
9th grade – 7/22 - 32%
10th grade – 8/22 - 36%
11th grade – 11/29 - 38%
12th grade – 11/33 - 33%
Senior Division – 77/277 - 35%
TOTAL % of Projects Using a QS – 28%

% of Grand Awards to Projects Using an RI

1st Place – 10/28 - 36%
2nd Place – 8/28 - 29%
3rd Place – 5/28 - 18%
Honorable Mention – 5/36 - 14%
Team Awards – 3/6 - 50%
TOTAL – 31/126 - 25%
Junior Division – 7/64 - 11%
Senior Division – 24/62 - 39%

% of Grand Awards to Projects Using a QS

1st Place – 14/28 - 50%
2nd Place – 12/28 - 43%
3rd Place – 8/28 - 29%
Honorable Mention – 12/36 - 33%
Team Awards – 4/6 - 67%
TOTAL – 50/126 - 39%
Junior Division – 20/64 - 30%
Senior Division – 30/62 - 48%

% of Special Awards to Projects Using an RI

6th grade – 4/216 - 2%
7th grade – 1/216 - 0.5%
8th grade – 9/216 - 4%
Junior Division – 14/216 - 6%
9th grade – 7/216 - 3%
10th grade – 11/216 - 5%
11th grade – 15/216 - 7%
12th grade – 15/216 - 7%
Senior Division – 48/216 - 22%
TOTAL – 62/216 - 29%

% of Special Awards to Projects Using a QS

6th grade – 5/216 - 2%
7th grade – 3/216 - 1%
8th grade – 19/216 - 9%
Junior Division – 27/216 - 13%
9th grade – 9/216 - 4%
10th grade – 14/216 - 6%
11th grade – 21/216 - 10%
12th grade – 19/216 - 9%
Senior Division – 63/216 - 29%
TOTAL – 90/216 - 42%

% of Projects Winning Awards Using an RI

6th grade – 2/171 - 1%
7th grade – 3/171 - 2%
8th grade – 7/171 - 4%
Junior Division – 12/171 - 7%
9th grade – 4/106 - 4%
10th grade – 5/106 - 5%
11th grade – 6/106 - 6%
12th grade – 8/106 - 8%
Senior Division – 23/106 - 22%
TOTAL – 35/277 - 13%

% of Projects Winning Awards Using a QS

6th grade – 4/171 - 2%
7th grade – 7/171 - 4%
8th grade – 16/171 - 9%
Junior Division – 27/171 - 16%
9th grade – 5/106 - 5%
10th grade – 6/106 - 6%
11th grade – 10/106 - 9%
12th grade – 10/016 - 9%
Senior Division – 31/106 - 29%
TOTAL – 58/277 - 21%

ISEF Award Statistics by State/Country – Schedule D

State/Country	# of Projects	% of Projects	# of Grand Awards	\$ of Grand Awards	% of Grand Awards	# of Special Awards	\$ of Special Awards	% of Special Awards	Total # of Awards	Total \$ of Awards	% of Total Awards	# of Winning Projects	% of Projects Winning
Albania	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
American Samoa	2	0.16%	1	\$1,000	0.27%	1	\$600	0.24%	2	\$1,600	0.25%	1	50.0%
Argentina	6	0.48%	2	\$2,500	0.54%	3	\$1,000	0.72%	5	\$3,500	0.63%	3	50.0%
Australia	4	0.32%	2	\$1,500	0.54%	1	\$0	0.24%	3	\$1,500	0.38%	2	50.0%
Austria	1	0.08%	1	\$1,500	0.27%	0	\$0	0.00%	1	\$1,500	0.13%	1	100.0%
Belarus	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Brasil	21	1.67%	10	\$22,500	2.70%	11	\$84,150	2.63%	21	\$106,650	2.66%	10	47.62%
Canada	20	1.59%	10	\$9,500	2.70%	12	\$3,150	2.86%	22	\$12,650	2.79%	10	50.0%
Chile	1	0.08%	1	\$500	0.27%	0	\$0	0.00%	1	\$500	0.13%	1	100.0%
China	22	1.75%	10	\$11,000	2.70%	12	\$3,150	2.86%	22	\$14,150	2.79%	14	63.6%
Chinese Taipei	8	0.64%	7	\$8,500	1.89%	0	\$0	0.00%	7	\$8,500	0.89%	7	87.5%
Colombia	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Costa Rica	3	0.24%	1	\$500	0.27%	0	\$0	0.00%	1	\$500	0.13%	1	33.3%
Czech Republic	5	0.40%	2	\$2,000	0.54%	0	\$0	0.00%	2	\$2,000	0.25%	2	40.0%
Denmark	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Egypt	6	0.48%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Estonia	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Georgia Republic	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Germany	2	0.16%	1	\$500	0.27%	1	\$96,000	0.24%	2	\$96,500	0.25%	1	50.0%
Hong Kong	6	0.48%	0	\$0	0.00%	1	\$1,000	0.24%	1	\$1,000	0.13%	1	16.7%
Hungary	1	0.08%	1	\$1,500	0.27%	1	\$0	0.24%	2	\$1,500	0.25%	1	100.0%
India	6	0.48%	3	\$2,500	0.81%	2	\$500	0.48%	5	\$3,000	0.63%	3	50.0%
Ireland	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Israel	2	0.16%	1	\$500	0.27%	1	\$1,000	0.24%	2	\$1,500	0.25%	1	50.0%
Italy	2	0.16%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Japan	6	0.48%	3	\$2,000	0.81%	3	\$25,750	0.72%	6	\$27,750	0.76%	3	50.0%
Jordan	9	0.72%	2	\$1,000	0.54%	0	\$0	0.00%	2	\$1,000	0.25%	2	22.2%
Kazakhstan	3	0.24%	1	\$500	0.27%	0	\$0	0.00%	1	\$500	0.13%	1	33.3%
Lebanon	6	0.48%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Malaysia	5	0.40%	0	\$0	0.00%	1	\$1,500	0.24%	1	\$1,500	0.13%	1	20.0%
Mexico	9	0.72%	0	\$0	0.00%	1	\$1,500	0.24%	1	\$1,500	0.13%	1	11.1%
Morocco	2	0.16%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Nigeria	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Northern Ireland	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Norway	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Pakistan	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Palestine	3	0.24%	0	\$0	0.00%	1	\$750	0.24%	1	\$750	0.13%	1	33.3%
Philippines	4	0.32%	2	\$1,000	0.54%	0	\$0	0.00%	2	\$1,000	0.25%	2	50.0%
Portugal	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Puerto Rico	42	3.35%	1	\$1,000	0.27%	6	\$153,150	1.43%	7	\$154,150	0.89%	7	16.7%
Romania	2	0.16%	2	\$3,500	0.54%	1	\$1,000	0.24%	3	\$4,500	0.38%	2	100.0%
Russia	12	0.96%	5	\$3,500	1.35%	4	\$950	0.95%	9	\$4,450	1.14%	5	41.7%
Saudi Arabia	18	1.43%	3	\$2,500	0.81%	1	\$1,000	0.24%	4	\$3,500	0.51%	3	16.7%
Singapore	3	0.24%	1	\$1,500	0.27%	1	\$150	0.24%	2	\$1,650	0.25%	2	66.7%
Slovakia	6	0.48%	1	\$1,500	0.27%	1	\$0	0.24%	2	\$1,500	0.25%	2	33.3%
South Africa	3	0.24%	1	\$500	0.27%	0	\$0	0.00%	1	\$500	0.13%	1	33.3%
South Korea	9	0.72%	4	\$10,000	1.08%	1	\$10,000	0.24%	5	\$20,000	0.63%	3	33.3%
Sri Lanka	3	0.24%	1	\$3,000	0.27%	3	\$2,000	0.72%	4	\$5,000	0.51%	1	33.3%
Sweden	1	0.08%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Thailand	6	0.48%	3	\$2,000	0.81%	1	\$250	0.24%	4	\$2,250	0.51%	4	66.7%
Turkey	7	0.56%	2	\$1,500	0.54%	2	\$1,500	0.48%	4	\$3,000	0.51%	3	42.9%

State/Country	# of Projects	% of Projects	# of Grand Awards	\$ of Grand Awards	% of Grand Awards	# of Special Awards	\$ of Special Awards	% of Special Awards	Total # of Awards	Total \$ of Awards	% of Total Awards	# of Winning Projects	% of Projects Winning
Ukraine	5	0.40%	1	\$1,500	0.27%	0	\$0	0.00%	1	\$1,500	0.13%	1	20.0%
United Kingdom	4	0.32%	4	\$8,500	1.08%	4	\$13,700	0.95%	8	\$22,200	1.01%	2	50.0%
Uruguay	3	0.24%	1	\$1,000	0.27%	0	\$0	0.00%	1	\$1,000	0.13%	1	33.3%
Vietnam	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Virgin Islands	3	0.24%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Alabama	18	1.43%	4	\$1,000	1.08%	8	\$58,250	1.91%	12	\$59,250	1.52%	7	38.9%
Alaska	5	0.40%	0	\$0	0.00%	2	\$50,000	0.48%	2	\$50,000	0.25%	2	40.0%
Arizona	13	1.04%	4	\$3,000	1.08%	4	\$104,250	0.95%	8	\$107,250	1.01%	6	46.2%
Arkansas	19	1.51%	0	\$0	0.00%	2	\$3,000	0.48%	2	\$3,000	0.25%	2	10.5%
California	54	4.30%	22	\$33,500	5.95%	28	\$474,500	6.68%	50	\$508,000	6.34%	31	57.4%
Colorado	24	1.91%	11	\$9,500	2.97%	11	\$11,250	2.63%	22	\$20,750	2.79%	13	54.2%
Connecticut	6	0.48%	2	\$4,000	0.54%	2	\$250	0.48%	4	\$4,250	0.51%	4	66.7%
District of Columbia	2	0.16%	1	\$1,500	0.27%	1	\$500	0.24%	2	\$2,000	0.25%	1	50.0%
Florida	100	7.97%	24	\$24,000	6.49%	36	\$938,800	8.59%	60	\$962,800	7.60%	36	36.0%
Georgia	24	1.91%	5	\$5,500	1.35%	8	\$21,350	1.91%	13	\$26,850	1.65%	9	37.5%
Hawaii	15	1.20%	5	\$10,500	1.35%	2	\$1,000	0.48%	7	\$11,500	0.89%	4	26.7%
Illinois	14	1.12%	6	\$5,500	1.62%	9	\$18,300	2.15%	15	\$23,800	1.90%	7	50.0%
Indiana	27	2.15%	7	\$6,000	1.89%	4	\$7,500	0.95%	11	\$13,500	1.39%	11	40.7%
Kansas	2	0.16%	0	\$0	0.00%	1	\$0	0.24%	1	\$0	0.13%	1	50.0%
Kentucky	24	1.91%	8	\$13,000	2.16%	7	\$64,800	1.67%	15	\$77,800	1.90%	10	41.7%
Louisiana	22	1.75%	5	\$10,500	1.35%	3	\$1,300	0.27%	8	\$11,800	1.01%	6	27.3%
Maryland	17	1.35%	5	\$4,500	1.35%	17	\$324,500	4.06%	22	\$329,000	2.79%	11	64.7%
Massachusetts	17	1.35%	1	\$1,000	0.27%	1	\$8,000	0.24%	2	\$9,000	0.25%	2	11.8%
Michigan	26	2.07%	7	\$11,000	1.89%	7	\$114,800	1.67%	14	\$125,800	1.77%	10	38.5%
Minnesota	37	2.95%	5	\$5,000	1.35%	14	\$250,500	3.34%	19	\$255,500	2.41%	13	35.1%
Mississippi	18	1.43%	3	\$1,500	0.81%	4	\$6,750	0.95%	7	\$8,250	0.89%	5	27.8%
Missouri	23	1.83%	5	\$5,000	1.35%	5	\$6,250	1.19%	10	\$11,250	1.27%	7	30.4%
Montana	14	1.12%	1	\$500	0.27%	2	\$2,000	0.48%	3	\$2,500	0.38%	3	21.4%
Nebraska	4	0.32%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Nevada	8	0.64%	1	\$1,000	0.27%	6	\$7,250	1.43%	7	\$8,250	0.89%	3	37.5%
New Jersey	9	0.72%	4	\$10,000	1.08%	4	\$6,000	0.95%	8	\$16,000	1.01%	3	33.3%
New Mexico	30	2.39%	6	\$20,000	1.62%	17	\$37,100	4.06%	23	\$57,100	2.92%	10	33.3%
New York	65	5.18%	41	\$54,500	11.08%	33	\$285,900	7.88%	74	\$313,400	9.38%	44	67.7%
North Carolina	12	.096%	0	\$0	0.00%	1	\$0	0.24%	1	\$0	0.13%	1	8.3%
North Dakota	14	1.12%	0	\$0	0.00%	1	\$1,500	0.24%	1	\$1,500	0.13%	1	7.1%
Ohio	25	1.99%	9	\$7,000	2.43%	12	\$56,200	2.86%	21	\$63,200	2.66%	14	56.0%
Oklahoma	14	1.12%	3	\$2,000	0.81%	0	\$0	0.00%	3	\$2,000	0.38%	3	21.4%
Oregon	27	2.15%	21	\$144,000	5.68%	27	\$242,350	6.44%	48	\$386,350	6.08%	17	62.9%
Pennsylvania	19	1.51%	4	\$3,500	1.08%	9	\$106,750	2.15%	13	\$110,250	1.65%	9	47.4%
Rhode Island	2	0.16%	1	\$500	0.27%	1	\$2,000	0.24%	2	\$2,500	0.25%	1	50.0%
South Carolina	16	1.27%	3	\$2,000	0.81%	2	\$1,000	0.48%	5	\$3,000	0.63%	3	18.8%
South Dakota	10	0.80%	3	\$3,000	0.81%	4	\$15,000	0.95%	7	\$18,000	0.89%	3	30.0%
Tennessee	13	1.04%	2	\$1,500	0.54%	2	\$1,000	0.48%	4	\$2,500	0.51%	3	23.1%
Texas	49	3.90%	18	\$97,500	4.86%	15	\$488,850	3.58%	33	\$586,350	4.18%	19	39.8%
Utah	29	2.31%	4	\$3,000	1.08%	10	\$399,450	2.39%	14	\$402,450	1.77%	11	37.9%
Vermont	2	0.16%	0	\$0	0.00%	0	\$0	0.00%	0	\$0	0.00%	0	0.0%
Virginia	28	2.23%	13	\$16,500	3.51%	10	\$8,150	2.39%	23	\$24,650	2.92%	14	50.0%
Washington	7	0.56%	4	\$4,500	1.08%	3	\$1,450	0.72%	7	\$5,950	0.89%	4	57.1%
West Virginia	5	0.40%	1	\$500	0.27%	1	\$0	0.00%	2	\$500	0.25%	2	40.0%
Wisconsin	13	1.04%	6	\$5,000	1.62%	1	\$0	0.24%	7	\$5,000	0.89%	7	53.9%
Wyoming	6	0.48%	1	\$1,500	0.27%	1	\$0	0.24%	2	\$1,500	0.25%	1	16.7%

General ISEF Statistics

1255 projects

1004 first time ISEF Finalists or teams where all members were first time Finalists

251 repeat ISEF Finalists or teams that had at least one member who had been a Finalist before

Animal Sciences - 52 projects (14 teams)

Behavioral & Social Sciences – 68 projects (21 teams)

Biochemistry – 54 projects (11 teams)

Cellular & Molecular Biology – 67 projects (12 teams)

Chemistry – 70 projects (16 teams)

Computer Sciences – 61 projects (8 teams)

Earth & Planetary Sciences – 33 projects (5 teams)

Electrical & Mechanical Engineering – 108 projects (29 teams)

Materials Sciences & Bioengineering – 86 projects (23 teams)

Energy & Transportation – 80 projects (22 teams)

Environmental Management – 81 projects (26 teams)

Environmental Sciences – 83 projects (31 teams)

Mathematical Sciences – 69 projects (10 teams)

Medicine & Health – 123 projects (23 teams)

Microbiology – 72 projects (12 teams)

Physics & Astronomy – 72 projects (11 teams)

Plant Sciences – 62 projects (10 teams)

Individual Projects – 971

Team Projects – 284

Grand Awards

There were 370 Grand Awards given.

262 of those awards were presented to first time ISEF Finalists.

108 of those awards were presented to repeat ISEF Finalists.

370 awards went to 344 projects.

27.4% of all projects entered received a Grand Award.

Special Awards

There were 336 Special Awards given.

225 of those awards were presented to first time ISEF Finalists.

111 of those awards were presented to repeat ISEF Finalists.

336 awards went to 241 projects.

19.2% of all projects entered received a Special Award.

Government Awards

There were 83 Government Awards given.

52 of those awards were presented to first time ISEF Finalists.

31 of those awards were presented to repeat ISEF Finalists.

83 awards went to 78 projects.

6.2% of all projects entered received a Government Award

All Awards

There were 789 awards given over all.

539 of those awards were presented to first time ISEF Finalists.

250 of those awards were presented to repeat ISEF Finalists.

789 awards went to 484 projects.

38.6% of all projects entered received an award.

2010/2011 CSEF Budget – Schedule E

INCOME		BUDGETED
Sponsorships		\$35,400
Contributions		\$5,000
In-Kind		\$12,400
Registration Fees		\$11,025
Grants		\$12,500
General Income		\$18,385
TOTAL INCOME		\$94,710
EXPENSES		BUDGETED
Awards Ceremony	Cash Awards	\$11,950
	Other Awards	\$4,000
	Photos	\$200
	Press Release	\$400
	Programs	\$375
	Room Rental	\$500
	TOTAL Awards Ceremony	\$17,525
CSEF Expenses	Adult Sponsors	\$300
	Advisory Council	\$150
	Fund Raising	\$100
	Personnel	\$9,120
	Publicity	\$200
	Regional Fair Directors	\$100
	Supplies	\$750
	Volunteers	\$1,600
TOTAL CSEF Expenses	\$12,320	
CSSF, Inc. Board	Communications	\$382
	Meetings	\$1,750
	Operations	\$7,795
	Services	\$0
	Supplies	\$200
	Thank Yous	\$400
TOTAL CSSF, Inc. Board	\$10,527	
Finalists	Activities	\$3,600
	Publications	\$1,400
	Registration	\$14,250
	Room Rental	\$1,300
	Transportation	\$1,050
TOTAL Finalists	\$21,600	
ISEF	Affiliation	\$600
	Travel	\$8,200
TOTAL ISEF	\$8,850	
Judging	Communications	\$600
	Room Rental	\$275
	Supplies	\$450
	Thank Yous	\$3,525
TOTAL Judging	\$4,850	
Outreach		\$1,000
RSF Outreach		\$10,000
SRC/Display & Safety	Communication	\$50
	Meetings	\$550
	Supplies	\$100
TOTAL SRC/Display & Safety	\$700	
TOTAL EXPENSES		\$87,372

Yearly Comparison – Schedule F

Category	9/1/08 – 8/31/09 Amount	9/1/09 – 8/31/10 Amount	Difference
INCOME			
Sponsorships	\$25,800.00	\$34,250.00	\$8,720.00
Contributions	\$2,506.81	\$4,208.68	1,701.87
In-Kind	\$13,707.86	\$10,768.07	(\$2,939.79)
Grants	\$10,000.00	\$12,500.00	\$2,500.00
Registrations	\$11,200.00	\$10,962.00	(\$238.00)
General Income			
Interest	\$543.83	\$129.98	(\$413.85)
Sales	\$2,368.00	\$1,072.00	(\$1,296.00)
Goodsearch	\$10.89	\$9.77	(\$1.12)
RSF Outreach Funds	\$10,000.00	\$10,000.00	\$0.00
Scholarships/Special Awards	\$1,660.00	\$3,660.00	\$2,000.00
Teacher of the Year	\$3,000.00	\$3,000.00	\$0.00
TOTAL General Income	\$17,582.72	\$17,871.75	\$289.03
TOTAL INCOME	\$80,797.39	\$90,745.00	\$9,947.61
EXPENSES			
Awards Ceremony			
Cash Awards	\$11,200.00	\$10,810.00	(\$390.00)
Other Awards	\$6,430.43	\$5,118.40	(\$1312.03)
Photos	\$226.70	\$151.45	(\$75.25)
Press Release	\$308.50	\$431.00	\$122.50
Program	\$374.81	\$374.80	(\$0.01)
Room Rental	\$50.00	\$469.00	\$419.00
TOTAL Awards Ceremony	\$18,590.44	\$17,354.65	(\$1,235.79)
CSSF, Inc Board			
Communications	\$418.89	\$425.00	\$6.11
Equipment	\$0.00	\$0.00	\$0.00
Meetings	\$1,436.05	\$1,276.60	(\$159.90)
Operations	\$7,478.00	\$7,607.98	\$129.98
Services	\$206.20	\$10.00	(\$196.20)
Supplies	\$216.13	\$0.00	(\$216.13)
Thank Yous	\$0.00	\$364.09	\$364.09
TOTAL CSSF, Inc. Board	\$9,755.27	\$9,618.56	(\$136.71)
Finalists			
Activities	\$1,883.47	\$3,567.29	\$1,683.82
Publications	\$1,235.40	\$1,106.51	(\$128.89)
Registration	\$13,046.18	\$10,824.90	(\$2,221.28)
Room Rental	\$1,224.00	\$1,300.00	\$76.00
Transportation	\$1,065.00	\$1,054.50	(\$10.50)
TOTAL Finalists	\$18,454.05	\$17,853.20	(\$600.85)
ISEF			
Affiliation	\$500.00	\$500.00	\$0.00
Travel	\$5,284.13	\$5,967.33	\$683.20
TOTAL ISEF	\$5,784.13	\$6,467.33	\$683.20
Judging			
Communications	\$1,101.00	\$492.43	(\$608.57)
Room Rental	\$340.00	\$275.00	(\$65.00)
Supplies	\$390.30	\$435.24	\$44.94
Thank Yous	\$2,896.86	\$3,339.05	\$442.19
TOTAL Judging	\$4,728.16	\$4,541.72	(\$186.44)

Outreach	\$865.90	\$961.02	\$95.12
RSF Outreach	\$10,000.00	\$10,000.00	\$0.00
CSEF Expenses			
Adult Sponsors	\$119.47	\$303.85	\$184.38
Advisory Council	\$92.34	\$110.29	\$17.95
Fund Raising	\$82.04	\$90.66	\$8.62
Personnel	\$8,134.29	\$7,806.05	(\$328.24)
Publicity	\$275.59	\$0.00	(\$275.59)
RFD	\$14.73	\$91.08	\$76.35
Supplies	\$438.53	\$732.59	\$294.06
Volunteers	\$761.27	\$1,514.35	\$753.08
TOTAL CSEF Expenses	\$9,918.26	\$10,648.87	\$730.61
SRC/D&S			
Communication	\$107.18	\$114.79	\$7.61
Meetings	\$280.65	\$516.04	\$235.39
Supplies	\$201.10	\$80.54	(\$120.56)
TOTAL SRC/D&S	\$588.93	\$711.37	\$122.44
TOTAL EXPENSES	\$77,685.14	\$78,156.72	\$471.58

Actual vs. Budget Comparison – Schedule G

Category	Actuals	Budget	Difference
INCOME			
Sponsorships	\$34,250.00	\$35,400.00	(\$1,150.00)
Contributions	\$4,208.68	\$2,725.00	\$1,483.68
In-Kind	\$10,768.07	\$12,400.00	(\$1,631.93)
Registrations	\$10,962.00	\$11,025.00	(\$63.00)
Grants	\$12,500.00	\$9,500.00	\$3,000.00
General Income			
Interest	\$129.98	\$550.00	(\$420.02)
Sales	\$1,072.00	\$2,500.00	(\$1,428.00)
Goodsearch	\$9.77	\$25.00	(\$15.23)
RSF Outreach Funds	\$10,000.00	\$10,000.00	\$0.00
Scholarships/Special Awards	\$3,660.00	\$3,620.00	\$40.00
Teacher of the Year Award	\$3,000.00	\$3,000.00	\$0.00
TOTAL General Income	\$17,871.75	\$19,695.00	(\$1,823.25)
TOTAL INCOME	\$90,560.50	\$90,745.00	(\$184.50)
EXPENSES			
Awards Ceremony			
Cash Awards	\$10,810.00	\$11,990.00	\$1,180.00
Other Awards	\$5,118.40	\$4,160.00	(\$958.40)
Photos	\$151.45	\$250.00	\$98.55
Press Release	\$431.00	\$300.00	(\$131.00)
Program	\$374.80	\$375.00	\$0.20
Room Rental	\$469.00	\$500.00	\$31.00
TOTAL Awards Ceremony	\$17,354.65	\$17,575.00	\$220.35
CSSF, Inc. Board			
Communications	\$359.89	\$425.00	\$65.11
Equipment	\$0.00	\$0.00	\$0.00
Meetings	\$1,276.60	\$1,500.00	\$223.40
Operations	\$7,607.98	\$8,030.00	\$422.02
Services	\$10.00	\$100.00	\$90.00
Supplies	\$0.00	\$200.00	\$200.00
Thank Yous	\$364.09	\$0.00	(\$364.09)
TOTAL CSSF, Inc. Board	\$9,618.56	\$10,255.00	\$636.44
Finalists			
Activities	\$3,567.29	\$2,750.00	(\$817.29)
Publications	\$1,106.51	\$1,400.00	\$293.46
Registration	\$10,824.90	\$15,225.00	\$4,400.10
Room Rental	\$1,300.00	\$1,225.00	(\$75.00)
Transportation	\$1,054.50	\$1,065.00	\$10.50
TOTAL Finalists	\$17,853.20	\$21,665.00	\$3,811.80
ISEF			
Affiliation	\$500.00	\$500.00	\$0.00
Travel	\$5967.33	\$10,525.00	\$4,557.67
TOTAL ISEF	\$6,467.33	\$11,025.00	\$4,557.67
Judging			
Communication	\$492.43	\$750.00	\$257.57
Room Rental	\$275.00	\$340.00	\$65.00
Supplies	\$435.24	\$350.00	(\$85.24)
Thank Yous	\$3,339.05	\$3,175.00	(\$164.05)
TOTAL Judging	\$4,541.72	\$4,615.00	\$73.28

Outreach	\$961.02	\$1,000.00	\$38.98
RSF Outreach	\$10,000.00	\$10,000.00	\$0.00
CSEF Expenses			
Adult Sponsors	\$303.85	\$150.00	(\$153.85)
Advisory Council	\$110.29	\$100.00	(\$10.29)
Fund Raising	\$90.66	\$100.00	\$9.34
Personnel	\$7,806.05	\$8,300.00	\$493.95
Publicity	\$0.00	\$300.00	\$300.00
RFD	\$91.08	\$100.00	\$8.92
Supplies	\$732.59	\$500.00	(\$232.59)
Volunteers	\$1,514.35	\$2,000.00	\$485.65
TOTAL CSEF Expenses	\$10,648.87	\$11,550.00	\$901.13
SRC/D&S			
Communication	\$114.79	\$150.00	\$35.21
Meetings	\$516.04	\$400.00	(\$116.04)
Supplies	\$80.54	\$200.00	\$119.46
TOTAL SRC/D&S	\$711.37	\$750.00	\$38.63
TOTAL EXPENSES	\$78,156.72	\$88,435.00	\$10,278.28

Colorado State Science Fair, Inc.
Board of Directors Meeting
November 13, 2010
Minutes

The meeting was held at Colorado State University in Fort Collins, CO.

Members Present: Sam Bartlett (Colorado Engineering Council), Mike Bemski (Areva Federal Services), Elemer Bernath, David Holm (San Luis Valley Regional Science Fair, Inc.), Dan Kowal (US Department of Commerce/NOAA), Robert Morrow (Colorado Dental Association), Jody Oaks (San Luis Valley Regional Science Fair), Amanda Parker (Parker Family Trust), John Parker (Parker Family Trust), Laura Roberts, (Xcel Energy), Courtney Butler – CSEF Director, Lucy Adams – Recording Secretary.

Members Absent: Al Bedard (US Department of Commerce/NOAA), Marty Cameron (Xcel Energy), Russell Chadwick (US Department of Commerce/NOAA – Alternate), Paul Cheng (Colorado Engineering Council), Dean Holzkamp (Colorado Medical Society Education Foundation), Lisa Hough (BP America), A. Bill Kieger (Colorado Medical Society Education Foundation), Bill Meersman (Lockheed Martin), Carol Morrow (Colorado Dental Association), Jan Nerger (Colorado State University), Ryan Patterson (University of Colorado - Boulder), Joe Paulus (Covidien), Larry Sveum (San Luis Valley Regional Science Fair, Inc.), Jeremy Teiber (ICAT Managers), Curtis Thomas (BP America), Andrew Warnock (Colorado State University), Amy Weich (US Department of Commerce/NTIA).

I. Special Thank You Ceremony
Courtney's family was thanked for their support of the CSEF in 2010.

II. Meeting called to order by President S. Bartlett.
A quorum was present.

III. Introductions and Installation of new BOD Members
None

IV. Announcements and Additions to the Agenda
July Retreat update was added to the agenda.

D. Kowal has Annual Reports and posters for everyone to take.

V. Approval of September 11, 2010 Minutes
Corrections include that NOAA should read NOOA.

J. Parker moved to accept the minutes with the corrections. B. Morrow seconded, motion passed.

VI. Reports

A. Treasurer's Report

Presented by A. Parker. See Schedules A, B, C, E & H for full report.

- Schedule A is the yearend report from 2010 corrected.
- Schedule B is the Annual Budget Report which is not correct as the total budget amount for Income is incorrect.

- Schedule C is the Account Balance report through November 2010. Expenses are low, the \$9,000 is from 2 different accounts at CSU and \$3,000 is from BP that came in late for last year's fair.
- Schedule E is the Cash Flow report for November.
- Schedule H is the Annual Budget Report for 2010/2011. The total income budget is in error, but the expense budget is correct.

D. Holm moved to accept the 2010/2011 budget report. B. Morrow seconded, motion passed.

D. Holm moved to accept the Treasurer's Report. J. Parker seconded, motion passed.

B. Finance Report

Presented by C. Butler.

- There are 2 accounts at CSU – a Foundation account where funds that are given to CSEF from other entities are placed and a general 1-3 account where the money from CNS and the Provost are placed.
- We have received the first installment of \$15,000 from Intel Foundation - \$2,000 will be for the Ryan Patterson Scholarship, \$3,000 for general CSEF expenses, and \$10,000 for Regional Fair support.

C. CSEF Director's Report

Presented by C. Butler. See Schedule D for full report.

- It was mentioned that we should have a way for people to give CSEF support through the Facebook page. Amanda will look into getting a PayPal account for CSEF.

D. Regional Fair Support Committee Report

A. Bedard was not present – report tabled.

E. Alumni Committee Report

Presented by B. Morrow for C. Morrow. There will be a full report at the January meeting.

F. Audit Committee Report

- Financial records from 2009/2010 are ready for review. John, Russ, and Dan will review. Discussion was held on whether to have an outside audit done. B. Morrow's accountant has reviewed the books in the past. Bob will ask him if he will be willing to do so again.

G. Business Plan

Presented by L. Roberts. See Schedule I for full report.

VII. Old Business

A. Controversial Projects (update)

A. Bedard was not present – report tabled.

B. Fisher Monies (update)

Presented by C. Butler. There is nothing new to report due to the fact that in the server crash, Courtney lost Russ Stoner's contact information. Courtney will contact R. Chadwick to see if he has been able to contact Russ.

- C. Speaker for 2011 (update)
The speaker for this year's CSEF will be Temple Grandin from CSU. We need to get publicity out of this. Lucy will contact John at the CSU Bookstore to see if they will put her books out for people to purchase and ask about the possibility of a book signing.
- D. July Retreat (update)
Presented by S. Bartlett. There are four areas that need BOD members to take charge of: 1) Increased student/teacher participation; 2) Increase the stakeholders; 3) Streamline the process; and 4) Financial stability.

L. Adams asked if it would be okay to invite Jennifer Carter, the grant coordinator from Society for Science & the Public, to attend CSEF in April or join the BOD for the summer meeting in 2011.

- E. Financial Stability
Presented by J. Parker. See Schedules F & G for full report.
- John would like to vote on making the CSEF Director the CEO of the CSSF, Inc organization at the January meeting.
 - We need to decide what standing committees we need to have.
 - We need to have committee meetings first as part of the BOD meeting and then work on committee recommendations.
- F. Grand Awards Coordination (update)
- Nancy Glissmann will be the main coordinator.
 - Paul Cheng will help with the abstract review process.
 - We need to do something to honor Gina at the awards ceremony if we can get her there.
- G. Adoption of Regional Science Fairs (update)
Each BOD Member is encouraged to adopt a Regional Science Fair, attend that fair and help the RFD as requested.
- H. Naming Rights (update)
We need a policy on how/where logos from companies may be displayed.
- I. DPS Support (update)

VIII. New Business

- A. Records Retention Policy
Courtney and Lucy will write a possible policy and send it out before the next BOD meeting.
- B. Brochure
S. Bartlett has someone who would be willing to design a tri-fold brochure for us, but that cost does not include printing.
- C. Next Meeting
The next meeting will be January 8th, in Denver, CO at the Colorado Dental Association Building. The Regional Fair Director's Meeting will be at 9 a.m. followed by the BOD meeting.

Account Balances Report FY09 - As of 8/31/2010:3
As of 8/31/2010

Schedule A

11/11/2010

Page 1

Account	8/31/2010 Balance
Bank Accounts	
CD (3 Month Reinvest)-91823	5,771.87
CD (6 Month Reinvest)-91824	12,555.88
Checking-CSEF Inc - FIB	9,186.20
CSU 1-33736-CSU Sponsorship	300.00
CSU Foundation	5,103.84
Fisher CD (1 Year Reinvest)-Dr. H. Calvin Fish...	10,454.79
Savings-CSEF	794.03
TOTAL Bank Accounts	44,166.61
Cash Accounts	
Cash Account-CSEF Cash	65.95
In Kind-In Kind Contributors and Sponsors	0.00
TOTAL Cash Accounts	65.95
Credit Card Accounts	
Credit Card at First National Bank Fort	0.00
TOTAL Credit Card Accounts	0.00
OVERALL TOTAL	44,232.56

99960
94710
5250

*Last year
ma*

Schedule B

Annual Budget Report FY2010:4
9/1/2009 through 8/31/2010 Using Budget

11/11/2010

Page 1

Category Description	9/1/2009 Actual	- Budget	8/31/2010 Difference
INCOME			
INCOME	85,020.50	99,960.00	-14,939.50
TOTAL INCOME	85,020.50	99,960.00	-14,939.50
EXPENSES			
Adjustment	0.03	0.00	-0.03
AWARDS CEREMONY	17,054.65	17,525.00	470.35
CSEF EXPENSES	10,648.87	12,320.00	1,671.13
CSSF, INC. BOARD	9,615.95	10,527.00	911.05
FINALISTS	17,853.20	21,600.00	3,746.80
ISEF	6,467.33	8,850.00	2,382.67
JUDGING	4,541.72	4,850.00	308.28
OUTREACH	811.02	1,000.00	188.98
RSF Outreach	10,000.00	10,000.00	0.00
SRC - DISPLAY & SAFETY	711.37	700.00	-11.37
TOTAL EXPENSES	77,704.14	87,372.00	9,667.86
OVERALL TOTAL	7,316.36	12,588.00	-5,271.64

in error

year end budget

CSEF Account Balances Report - As of 8/31/2011

As of 8/31/2011

11/11/2010

Page 1

Account	8/31/2011 Balance
Bank Accounts	
CD (3 Month Reinvest)-91823	5,771.87
CD (6 Month Reinvest)-91824	12,555.88
Checking-CSEF Inc - FIB	9,946.81
CSU 1-33736-CSU Sponsorship	5,937.03
CSU Foundation	4,953.84
Fisher CD (1 Year Reinvest)-Dr. H. Calvin Fish...	10,454.79
Savings-CSEF	794.23
TOTAL Bank Accounts	50,414.45
Cash Accounts	
Cash Account-CSEF Cash	51.64
In Kind-In Kind Contributors and Sponsors	0.00
TOTAL Cash Accounts	51.64
Credit Card Accounts	
Credit Card at First National Bank Fort	-471.95
TOTAL Credit Card Accounts	-471.95
OVERALL TOTAL	49,994.14

CSEF Director's Report November 13, 2010

1. Announcements
 - EOC had a table at the STEMpalooza on October 8th & 9th and we had information about CSEF there and talked with a few teachers about science fair.
 - Lucy, Sam, Candus and I will be attending the Colorado Science Convention November 19 & 20 and CSEF will have a booth again this year and Candus will be doing a presentation on science fairs and student research projects.
 - EOC is hosting a session for Longs Peak RSF student participants to come and get help on their science fair projects from CSEF Alumni on November 29th.

2. Recent Accomplishments
 - Received and processed SSP Special Awards.
 - Worked on fixing the CSEF web site from the summer server crash – still working on that.
 - Arranged and held the Advisory Council meeting.
 - Submitted the request for funds to Intel.
 - Arranged for housing for Colorado delegation in Los Angeles.
 - Ordered new CSEF pens for this year.
 - Requested the use of Thompson Valley HS for the awards ceremony since the church was booked.
 - Sent RSF packets for affiliation with CSEF.

3. Looking Forward
 - Arrange for parking and shuttles in April.
 - Send out letters and information on this year's CSEF to past Adult Sponsors.
 - Finish the Finalist Handbook and get printed.
 - Order CSEF pins.
 - Order nametag supplies.
 - Print certificate blanks.
 - Arrange for Regional Fair Director's Meeting in January.
 - Print registration envelopes.
 - Create this year's CSEF database.

CSEF Cash Flow Report

9/1/2010 through 8/31/2011

11/11/2010

Page 1

Category Description	9/1/2010- 8/31/2011
INFLOWS	
INCOME	
General Income	
Interest	0.20
TOTAL General Income	0.20
Special Awards & Scholarships	180.00
Sponsorships	
Platinum	9,000.00
TOTAL Sponsorships	9,000.00
TOTAL INCOME	9,180.20
TOTAL INFLOWS	9,180.20
OUTFLOWS	
CSEF EXPENSES	
Personnel	
CSEF Assistant Director	85.24
TOTAL Personnel	85.24
Supplies	211.53
TOTAL CSEF EXPENSES	296.77
CSSF, INC. BOARD	
Communications	
Mail Box Rental	60.00
Postage	6.38
Voice Mailbox	48.00
TOTAL Communications	114.38
Meetings	
Recording Secretary	
Salary	150.00
Travel	174.28
TOTAL Recording Secretary	324.28
Refreshments	70.36
TOTAL Meetings	394.64
Operations	
Bank Fee	26.75
CSEF Director	780.00
TOTAL Operations	806.75
TOTAL CSSF, INC. BOARD	1,315.77
FINALISTS	
Registration	
CSEF Pens	115.82
TOTAL Registration	115.82
TOTAL FINALISTS	115.82
JUDGING	
Thank Yous	
CSEF Pens	108.59
TOTAL Thank Yous	108.59
TOTAL JUDGING	108.59
OTHER FAIR EXPENSES	
Personnel	

CSEF Cash Flow Report

9/1/2010 through 8/31/2011

11/11/2010

Page 2

Category Description	9/1/2010- 8/31/2011
CSEF Director	1,170.00
TOTAL Personnel	1,170.00
Regional Fair Directors	
RFD Mailings	7.93
TOTAL Regional Fair Directors	7.93
Supplies	66.20
TOTAL OTHER FAIR EXPENSES	1,244.13
OUTREACH	337.54
TOTAL OUTFLOWS	3,418.62
OVERALL TOTAL	5,761.58

Financial Stability

John Parker
11/15/2010

Financial Stability Focus Areas

- ▶ More Donors
- ▶ Broaden Base
- ▶ Good Story on Need for \$
- ▶ Establish Endowment
- ▶ Publicity
- ▶ Defining Board Expectations
- ▶ Fundraising Strategy
- ▶ Find Right Skill Set for Fundraising



I don't know much about fundraising

- ▶ Daniel P. Harris
Vice President, Regional Manager
Philanthropic Services
Wells Fargo Bank | 1740 Broadway | Denver, CO
80274
- ▶ Forces for Good: The Six Practices of High-Impact Nonprofits
Crutchfield, Leslie R. and Heather McLeod Grant
San Francisco, CA: John Wiley & Sons, Inc. 2008
- ▶ Telephone/Web research with 6 SEFs



Fundraising

- ▶ Approach: Identified by your product or your goal/vision
 - We are **advocates** of science education with a vision/goal. Need to be recognized as such.
- ▶ Fundraising is a full-time activity.
 - Collectively, we need to perform the role of an executive director.
- ▶ Solid governance and stability
- ▶ Alliance and support for/from other organizations



Why will people give us \$

- ▶ They support our product
 - They believe in the product on its merits
 - They are vested in our product
- ▶ They support our vision/goal
 - The vision is compelling
 - They have a similar vision
 - They believe we can accomplish the goal



Compelling Mission

- ▶ Vision: Colorado school produce students fully prepared to meet the challenges of the 21st Century.
- ▶ Mission: Promote science, technology, engineering and mathematics education in Colorado's middle and high schools through inquiry-based learning.
- ▶ Goal: Every student in Colorado middle and high schools have the opportunity to participate in a science and engineering fair.



Case for Science Fair

- ▶ Schools that have Science Fair do better on standardized tests
- ▶ An experience you'll never forget – “I became an engineer because of my success at the science fair.”
- ▶ Cost-effective and timely response to Education Crisis



Strong Governance

- ▶ Board: Typical duties of boards of directors include
 - governing the organization by establishing broad policies and objectives;
 - selecting, appointing, supporting and reviewing the performance of the chief executive;
 - ensuring the availability of adequate financial resources;
 - approving annual budgets;
 - accounting to the stakeholders for the organization's performance.



CSSF BOD

- ▶ President is CEO
- ▶ Committees
 - Four Standing Committees
 - Science Fair Committee
 - Finance Committee – Fundraising
 - Audit Committee
 - Nominating Committee
 - Ad Hoc Committees
 - Executive Committee – Officers + 2



Governance Recommendations

- ▶ Create position of Executive Director
 - Current fair director position essentially Ex Dir
 - Consider internal board member & CEO designation.
- ▶ Strengthen Standing Committees
 - Governance responsibility to each committee
 - Committee chairs meet to define structure
- ▶ Executive Committee to include committee chairs



Executive Director

- ▶ Design, develop and implement strategic plans for the organization in a cost-effective and time-efficient manner
- ▶ Day-to-day operation of the organization
- ▶ The board grants the executive director the authority to run the organization. i.e. CEO
- ▶ The Executive Director is accountable to the President of the Board
- ▶ Internal member of Board; reports to the board at regularly scheduled meetings
- ▶ leadership role for the organization



Stability

- ▶ Continuity – 50 plus years
- ▶ Financial – “exemplary”



5 year plan

- ▶ We need to take the excellent goals established at the retreat and turn them into an executable plan.
- ▶ Add goals, like affiliation, needed to broaden our influence and underscore our vision with regard to education
- ▶ Prioritize our goals on a year-by-year basis



Affiliation

- ▶ We need a strong partner
 - CSU would seem a likely choice
 - If not, consider a media partner
- ▶ We need to develop affiliations with like-minder organizations
 - Seek out organizations with commitments to science education, education in general
 - CEA, Boettcher Foundation, Waiting for Superman



Forces for Good: The Six Practices of High-Impact Nonprofits

Crutchfield, Leslie R. and Heather McLeod Grant
San Francisco, CA: John Wiley & Sons, Inc. 2008
313 pages.

Introduction

During the last several decades, a new cadre of entrepreneurial nonprofits has created extraordinary levels of social impact. These pioneering “change makers” are the vanguard of a growing civic sector – a segment of the U.S. economy now valued at more than \$1 trillion (source: National Center for Charitable Statistics, The Urban Institute, “The Nonprofit Sector in Brief: Facts and Figures from the Nonprofit Almanac 2007,” www.urban.org). Operating at the interstices of government and the market – a broad and ill-defined “grey space” – these organizations play an increasingly important role in shaping our world.

The authors set out in 2004 to research and write about some of the most successful nonprofits of our era. They surveyed thousands of nonprofit CEOs and conducted more than sixty interviews in order to select the twelve exemplary organizations featured in this book. They then spent two years studying these organizations intensively to uncover their secrets to success. In the course of their research, the authors discovered six practices that help great nonprofits achieve significant results.

Twelve Exemplary Organizations

<i>Organization</i>	<i>Issue Area</i>
America’s Second Harvest	Hunger relief
Center on Budget and Policy Priorities	Federal and state budget analysis
City Year	National service, youth leadership
Environmental Defense	Environment
Exploratorium	Museums, science education
Habitat for Humanity	Housing
The Heritage Foundation	Conservative public policy
National Council of La Raza	Hispanic interests
Self-Help	Housing and economic development
Share Our Strength	Hunger relief
Teach for America	Education reform
YouthBuild USA	Youth leadership, housing, job training

Chapter 1: Forces for Good

- **Shattering the Myths of Nonprofit Management**
 1. Myth 1: Perfect management. Some management is necessary, but it is not sufficient to explain how these organizations achieve such high levels of impact.
 2. Myth 2: Brand-name awareness. Although some organizations studied are household names due to traditional mass marketing, others do very little marketing.
 3. Myth 3: A breakthrough new idea. Some groups came up with radical innovations, while others took old ideas and tweaked them to achieve success.

4. Myth 4: Textbook mission statements. All of the twelve nonprofits are guided by compelling missions, visions, and shared values. However, only a few took time to fine-tune their mission statements on paper.
 5. Myth 5: High ratings on conventional metrics. Many of the twelve did not score well according to traditional measures of nonprofit efficiency, such as those used by Charity Navigator. These ratings web sites can discuss overhead expenditures, but do not discuss impact.
 6. Myth 6: Large budgets. The authors discovered that size doesn't matter much when it comes to making an impact.
- **The Six Practices of High-Impact Nonprofits**

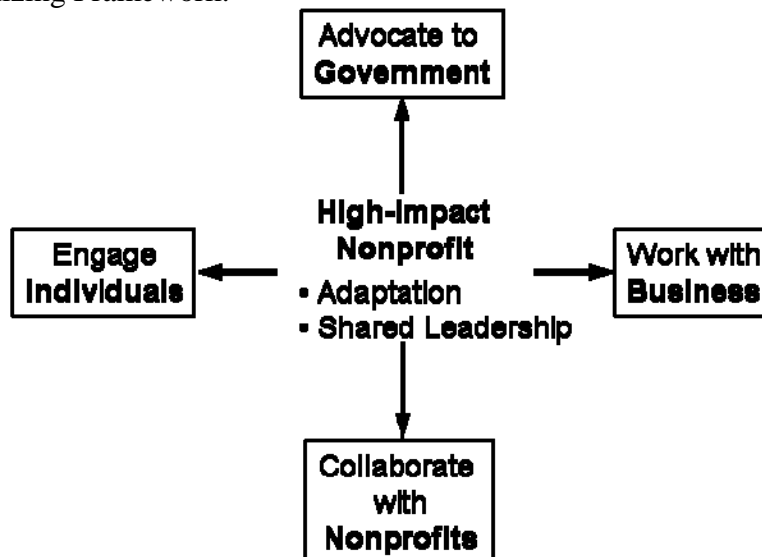
The secret to success lies in how great organizations mobilize every sector of society – government, business, nonprofits, and the public – to be a force for good. In other words, greatness has more to do with how nonprofits work outside the boundaries of their organizations than how they manage their own internal operations. Textbook strategies like relentless fundraising, well-connected boards, and effective management are necessary, of course, but they are hardly sufficient. The high-impact nonprofits studied are satisfied with building a “good enough” organization and then spending their time and energy focused externally on catalyzing large-scale systemic change. Great organizations work with and through others to create more impact than they could ever achieve alone.

1. **Advocate and serve.** High-impact organizations don't just focus on doing one thing well. They may start out providing great programs, but eventually they realize that they cannot achieve systemic change through service delivery alone. So they add policy advocacy to access government resources or to change legislation, thus expanding their impact. They bridge the divide between service and advocacy, and become good at doing both.
2. **Make markets work.** Tapping into the power of self-interest and the laws of economics is far more effective than appealing to pure altruism. No longer content to rely on traditional notions of charity or to see the private sector as the enemy, great nonprofits find ways to work with markets and help business “do well by doing good.” They influence business practices, build corporate partnerships, and develop earned-income ventures – all ways of leveraging market forces to achieve social change on a grander scale.
3. **Inspire evangelists.** Great nonprofits see volunteers as much more than a source of free labor or membership dues. They create meaningful ways to engage individuals in emotional experiences that help them connect to the group's mission and core values. They see volunteers, donors, and advisors not only for what they can contribute to the organization in terms of time, money, and guidance but also for what they can do as evangelists for their cause. They build and sustain strong communities to help them achieve their larger goals.
4. **Nurture nonprofit networks.** Although most groups pay lip service to collaboration, many of them really see other nonprofits as competition for scarce resources. But high-impact organizations help the competition succeed, building networks of nonprofit allies and devoting remarkable time and energy to advancing their larger field. They freely share wealth, expertise, talent, and power

with their peers, not because they are saints, but because it's in their self-interest to do so.

5. **Master the art of adaptation.** All of the organizations discussed in the book are exceptionally adaptive, modifying their tactics as needed to increase their success. They have responded to changing circumstances with one innovation after another. They have mastered the ability to listen, learn, and modify their approach based on external cues – allowing them to sustain their impact and stay relevant.
6. **Share leadership.** The CEOs of the twelve nonprofits are exceptionally strategic and gifted entrepreneurs, but they also know they must share power in order to be a stronger force for good. They distribute leadership throughout their organization and their nonprofit network – empowering others to lead. And they cultivate strong second-in-command, build enduring executive teams with long tenure, and develop highly engaging boards in order to have more impact.

Organizing Framework:



- Methodology
 - Defining “high impact.” The authors created a two-part definition. One part was a measurement of concrete outputs, such as the number of people served or products produced. They asked, “*did the organization achieve substantial and sustained results at the national or international level?*” The second part of the definition was more qualitative. They chose organizations that had impacted a larger system, such as government policies or common practices in their fields. They asked, “*did the organization have an impact on an entire system?*”
 - Four phases of research. The authors first conducted a national peer survey, seeking input from Fortune 500 CEOs, Inc. 100 entrepreneurs, and nonprofit CEOs for nominations of visionary or high-impact organizations. Phase 2 was field-expert interviews. Phase 3 case study research and analysis, and phase 4 was pattern identification and testing.

Criteria for Selection

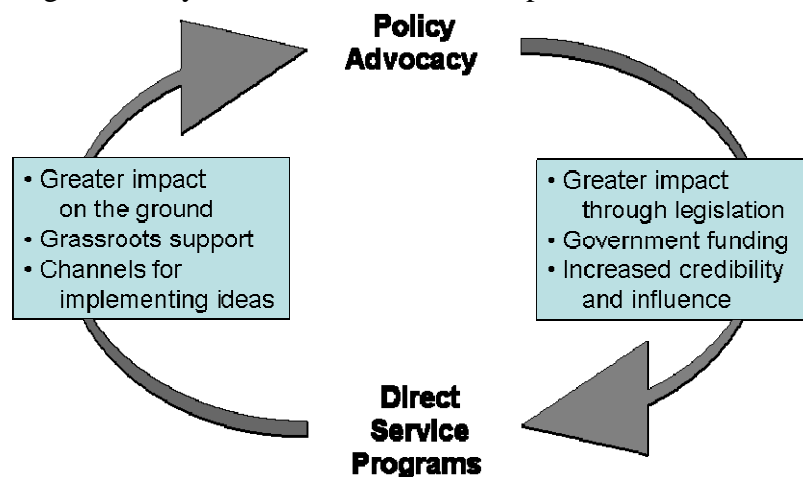
	<i>Baseline Criteria</i>	<i>Excluded</i>
Type of Organization	<ul style="list-style-type: none"> • 501(c)(3) nonprofit • Founded in the United States 	<ul style="list-style-type: none"> • Churches, membership organizations • Grantmaking foundations • Organizations founded abroad
Definition of Impact	<ul style="list-style-type: none"> • Has achieved substantial, sustainable results • Has created larger systemic change 	<ul style="list-style-type: none"> • Impact at both levels not substantiated or sustained
Scale	<ul style="list-style-type: none"> • National or international impact 	<ul style="list-style-type: none"> • Only local impact
Time Frame	<ul style="list-style-type: none"> • Founded 1965-1994 	<ul style="list-style-type: none"> • Founded before 1965 or after 1994
Final Sample	<ul style="list-style-type: none"> • Deliberately selected a diverse sample in terms of issue area, geographic location, size, and business model 	<ul style="list-style-type: none"> • Some organizations that met all other criteria were not included.

Chapter 2: Advocate and Serve

Most organizations in the social sector can be divided into two camps: direct service organizations that run programs in local communities, and advocacy organizations that raise public awareness and push for policy reform. The research indicates that high-impact organizations engage in both direct service and advocacy. Simultaneously doing both creates a virtuous cycle. Rather than causing an organization to lose focus, the two together can create impact that is greater than the sum of the parts.

By operating programs, organizations gain a firsthand view of the problems facing their constituents, enabling them to see their impact directly. Nonprofits that provide public services create local solutions, which can then inform their policy positions. On the flip side, when engaging in advocacy, nonprofits sometimes discover new policy solutions that can be implemented through their programs.

Combining Advocacy and Service Increases Impact



- Chapter Highlights

- **Policy advocacy is a powerful force for social change.** High-impact nonprofits understand that they cannot achieve maximum results without advocating for policy reform or without accessing the power and resources of government. To achieve large-scale change, government needs to be part of the solution.
- **The best nonprofits both advocate and serve.**
- **Don't be afraid to jump into the political fray.** Many direct service organizations are hesitant to engage in policy reform. They fear that funders will stop supporting them, that advocacy impact is hard to measure, or that they don't have the skills to manage lobbying. But great nonprofits overcome these challenges.
- **It's never too late to advocate.** At least half of the organizations in the book started out as service organizations, and then added advocacy.
- **Follow a few principles of success:**
 - Balance pragmatism with idealism: work within the political system by focusing on centrist solutions that appeal to the broad majority of the American people, rather than advocate for extreme positions.
 - Practice principled bipartisanship: work with and publicly credit both sides of the political aisle for policy victory, while maintaining integrity around the interests that they represent.
 - Preserve credibility and integrity: take care not to compromise basic data, scientific facts, or analysis.
 - Hire policy experience: hire skilled lobbyists with access to key decision makers.
 - Find funding for advocacy: find flexible funding sources, such as earned income or individual donations.

Chapter 3: Make Markets Work

The nonprofits in the study harness market forces and leverage the resources and power of business to have more impact than they could alone. They recognize that tapping into self-interest is more effective than appealing to altruism. They are finding ways to help companies do well by doing good, and are proving that social responsibility and profit aren't mutually exclusive.

- Three Ways to Leverage Business
 1. **Change business practices.** In some cases, the nonprofits in the study change business practices to make companies more socially responsible, and in so doing, they often change their entire industries. They might help transform how a business operates, in order to reduce pollution, influence the company's labor practices, or help it move into underserved markets. Often the company benefits just as much as the nonprofit's cause. Most of these nonprofits make a compelling business case, not just a moral case, about how changes can bolster the bottom line.
 2. **Partner with business.** Partnerships can mean everything from simply accessing corporate donations and volunteers to creating more strategic corporate sponsorships or even operational alliances. These partnerships usually represent the easiest starting point for a nonprofit seeking to leverage market forces. As

they develop more corporate partnerships, they can become increasingly strategic in these alliances over time.

3. **Run a business.** Nonprofits also serve markets by running earned-income business ventures. They charge for a product or service, and that income is then channeled back into the charitable mission of the organization, increasing its own financial stability. For example, corporate partnerships led Share Our Strength to create Community Wealth Ventures, a for-profit consulting subsidiary that teaches other nonprofits to build cause-marketing partnerships and generate earned income. This effort in turn has helped build the entire social enterprise field.
- Chapter Highlights
 - **It's hard to change the world without changing business.** High-impact nonprofits recognize that the private sector has substantial resources and wields enormous power. These groups see business as an ally, not an enemy, and they help companies become forces for good.
 - **There are three ways to harness market forces.** (See above.) Great nonprofits figure out how to leverage free-market systems for social impact.
 - **Nonprofits bring valuable assets to the table.** The best groups understand that they have as much to offer business as companies have to offer them. And effective cross-sector alliances create wins for both partners.
 - **Manage the risks.** It's difficult to work effectively with business. Risks include the potential to be co-opted by corporate interests, the perception of "selling out" among peers or the public, and all the dangers inherent in any joint venture or effort to run a business. But high-impact nonprofits see more opportunities than obstacles.
 - **Earned income can be a boon, but it's not a silver bullet.** Many of the groups studied have found ways to run businesses. The fortunate ones benefit from robust revenue streams; others are unusually creative about finding ways to generate income. However, earned income is not for every nonprofit. Some models don't lend themselves to generating revenue.

Chapter 4: Inspire Evangelists

- Chapter Highlights
 - **Turn outsiders into evangelists.** Most high-impact nonprofits create ways for many people to engage with their organization. And when they offer the right types of experiences, the best organizations convert their volunteers into passionate evangelists for the cause.
 - **Build larger communities.** The best groups move beyond mere individual engagement to create larger communities of supporters. Communities are treated as ends in themselves, and can be mobilized for larger social change.
 - **Follow the rules of engagement:**
 - *Communicate your mission, vision, and values.* Start by communicating your values, building a strong culture, and creating emotional "hooks" to engage and inspire others around your values.
 - *Create meaningful experiences.* Give volunteers meaningful experiences that align with the mission of your organization. Involve them in more

than volunteering or writing a check. Have them experience your work in person.

- *Cultivate evangelists.* Convert your volunteers into evangelists who will spread the word among their social networks. Cultivate high-powered super-evangelists whose values and interests align with yours and who can help create organizational momentum.
- *Build a beloved community.* Once you've built a larger community, cultivate it over time by providing ways for members to connect through conferences, communication tools, technology, and alumni programs.
- **Mobilize your communities as a powerful force for change.** If you follow these rules of engagement, you can create a powerful community of individual supporters that is ever expanding. You can then mobilize them for collective action, such as through coordinated media campaigns, lobbying, or large-scale advocacy.

Chapter 5: Nurture Nonprofit Networks

Chapter Highlights

- **High-impact nonprofits adopt a network mindset.** Great nonprofits collaborate rather than compete with their social sector peers. They don't see other groups as competition for scarce resources. Instead, they understand that only by working collaboratively with like-minded allies can they have more impact.
- **To build the larger field, share resources and empower others.** Successful organizations help other organizations succeed by sharing hard-to-attain resources – money, special knowledge, training, and a growing pool of talent. They engage in most of these practices:
 - *Grow the pie.* They help expand the funding pie for all, or redistribute resources to the network or field.
 - *Share knowledge.* They share information openly and provide training to other nonprofits to increase these groups' capacity.
 - *Develop leadership.* They invest in building leadership for the larger field, and share their talent with like-minded allies.
 - *Work in coalitions.* Whether or not they have a network structure, these nonprofits work in formal and informal alliances to advance the larger cause.
- **Give credit where credit is due.** The best groups look for ways to share credit and shine the spotlight on other organizations. They join coalitions and decide when to lead and when to play a secondary role – and put equal effort into both. Often the most influential player in a coalition is the one that operates from behind the scenes.

Chapter 6: Master the Art of Adaptation

- Chapter Highlights
 - **Great nonprofits constantly adapt and modify their tactics.** Because successful organizations leverage the power of other sectors – government, business, other nonprofits, and the general public – they must be unusually receptive to outside signals, agile enough to change course, and flexible enough to respond to new opportunities.

- **Find the balance between stifling bureaucracy and unbridled creativity.** Less successful nonprofits may excel at generating new ideas, but they can't fully execute on them because they lack structure. Other organizations become mired in bureaucracy and are unable to change. But high-impact nonprofits strike the balance between structure and innovation.
- **Master each step of the cycle of adaptation:**
 - *Listen.* Stay tuned to external cues from the environment and to ideas generated within the organization, and perceive opportunities for change.
 - *Experiment and innovate.* Develop new ideas for programs (product innovation) and constantly improve your existing programs and how you deliver them (process innovations).
 - *Evaluate and learn.* Rigorously assess what works and what doesn't work; share information across your network.
 - *Modify.* Alter future plans based on the results of evaluation. This can include changing the overall direction of the organization, or sharing knowledge across existing sites to improve all programs.
- **Different styles support adaptation.** Some organizations take a more free-spirited approach to adaptation, emphasizing the hands-on experimentation. Others approach innovation more systematically, with rigorously constructed plans and systems; they learn as much from evaluating and planning as from doing. A few groups fall somewhere in between.
- **Successful nonprofits focus on what not to do.** As these organizations change, they cut programs as often as they add new ones. This can mean making tough choices, but by winnowing out the old, they make room for the new to emerge.

Chapter 7: Share Leadership

- Chapter Highlights
 - **Great nonprofit leaders share power.** Wise CEOs recognize that they must share power if they are to unleash and magnify the potential of their organizations. They learn to let go to have greater impact.
 - **Let many leadership styles bloom.** There is no one type of leader who is most successful at creating a high-impact organization. Instead, many different styles can succeed (charismatic, humble, strategic, detail-oriented) if leaders are willing to put their cause, and their organization, above their egos.
 - **To relinquish control, hire a COO.** Many CEOs either start with or eventually hire a second-in-command. Regardless of his or her title, this person usually focuses more on internal management, so that the director can focus more on external leadership.
 - **Empower your executive team.** The best nonprofit leaders build their bench strength by creating strong executive teams and giving the top managers real authority and accountability for the organization's success. This approach helps retain top talent over time.
 - **Great leaders last.** Many of the executives at these nonprofits have been with their organizations much longer than the sector average, or even the typical CEO. Longevity and leadership continuity help these nonprofits succeed.

- **Develop a succession plan.** Great leaders also know when it's time to go. Create a transition plan with the board that prepares for that day. Get ready for the change by cultivating leadership within the organization and preparing to hire a new director from the outside.
- **Build a big and strategic board.** Although the trend these days is toward smaller boards, the nonprofits discussed in this book all have relatively large and diverse boards. But quality matters, too. Board members should be highly committed and should bring a diverse range of skills, perspectives, and social networks to help the organization and its cause.
- **Balance power.** Many leaders try to minimize their interactions with their board, or they perpetually fight with them, whereas great nonprofits have a positive relationship with the board. They share leadership to advance the larger cause.

Chapter 8: Sustaining Impact

- Three Critical Elements to Sustain Impact
 1. **People: develop a people strategy and invest heavily in top performers.** Every one of these organizations cited their staff as a critical success factor. Although all nonprofits rely heavily on employees, great nonprofits have developed particular capacities for hiring, developing, and retaining top talent that can serve as examples for other organizations.
 - *Focus first on what, then who.* (This is the opposite of Jim Collins's "get the right people on the bus" from *Good to Great*.) In the nonprofit world, it's actually "first what, then who." All of the top performing organizations studied are guided first and foremost by their *mission*, and this purpose is the primary reason a person will take the job. These groups look for new hires with a passion for their mission, and a strong cultural fit. In other words, they already know where the bus is headed; they're looking for good people who are going in the same direction.
 - *Pay to play.* Although nonprofit leaders don't take their jobs *because* of the money, in order for them to stay, it is important to establish a base salary that at least makes the financial equation palatable. Unlike the stereotypical nonprofit, these organizations don't burn out their talent with entry-level wages. *It's both mission and money that matter, in that order.*
 - *Create non-management career paths.*
 - *Let go of underperformers.*
 2. **Capital: find the right sources of funding.** None of these groups could keep going without having one or more sustainable funding mechanisms – the critical input that fuels their outputs or impact. Their sources of support may vary, but successful groups integrate fundraising with their strategy, and they find ways to diversify these sources over time to reduce their financial risks.
 3. **Infrastructure: invest in overhead, despite the pressure to look lean.** All the groups have reached a point in their growth at which they needed to invest heavily in information technology, buildings, or management systems and build their own organizational capacity. They've found creative ways to raise capital for those needs.

Chapter 9: Putting It into Practice

(This chapter provides a summary of each chapter.)

The New Nonprofit Paradigm

<i>High-Impact Nonprofits Do This</i>	<i>...Not This</i>
Work externally with all sectors of society.	Focus exclusively on their own organization.
Use leverage to change entire systems.	Use only organizational growth to scale impact.
Do whatever it takes – short of compromising their core values.	Would rather “be right” than “win.”
Advocate for policy change and run programs.	Only provide direct services, avoid politics.
Harness market forces and work with business.	Avoid working with business or capitalism.
Engage outsiders in meaningful experiences; build long-term relationships.	Treat volunteers as free labor or donors as check writers; focus on transactions.
Nurture networks of nonprofits, build the field.	See fellow nonprofits as competitors.
Constantly adapt and balance creativity with structure.	Become mired in bureaucracy, or get overwhelmed with too many ideas.
Empower others to lead and take action.	Maintain a command-and-control hierarchy and allow the CEO to be the hero.
Invest in the basics: people, fundraising, and systems.	Neglect building basic infrastructure through insufficient spending on overhead.
Focus on impact and measure progress against results or larger systemic change.	Focus on process; measure inputs, not outputs.

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Category Description	9/1/2010 Actual	- Budget	8/31/2011 Difference
INCOME			
INCOME			
Campaign Contributions	0.00	0.00	0.00
Contributions	0.00	5,025.00	-5,025.00
General Income			
Interest	0.20	200.00	-199.80
Misc. Sales	0.00	1,500.00	-1,500.00
RSF Outreach Funds	0.00	10,000.00	-10,000.00
Special Awards & Scholarships	180.00	3,660.00	-3,480.00
Other INCOME:General Income	0.00	0.00	0.00
TOTAL General Income	180.20	15,360.00	-15,179.80
Grants	0.00	12,500.00	-12,500.00
In-Kind			
Other INCOME:In-Kind	0.00	12,400.00	-12,400.00
TOTAL In-Kind	0.00	12,400.00	-12,400.00
Memorial Contributions	0.00	0.00	0.00
Registrations-Finalist \$35 Reg fee			
Arkansas Valley	0.00	770.00	-770.00
Boulder Valley	0.00	770.00	-770.00
Denver Metro	0.00	1,120.00	-1,120.00
East Central	0.00	770.00	-770.00
Longs Peak	0.00	770.00	-770.00
Morgan-Washington	0.00	910.00	-910.00
Northeastern	0.00	770.00	-770.00
Pikes Peak	0.00	1,295.00	-1,295.00
San Juan Basin	0.00	770.00	-770.00
San Luis Valley	0.00	770.00	-770.00
Southeast	0.00	770.00	-770.00
Southern Colorado	0.00	770.00	-770.00
Western	0.00	770.00	-770.00
Other INCOME:Registrations-Finalist \$35...	0.00	0.00	0.00
TOTAL Registrations-Finalist \$35 Reg fee	0.00	11,025.00	-11,025.00
Sponsorships			
Gold	0.00	12,650.00	-12,650.00
Platinum	9,000.00	18,500.00	-9,500.00
Regular	0.00	3,500.00	-3,500.00
Silver	0.00	9,000.00	-9,000.00
Other INCOME:Sponsorships	0.00	0.00	0.00
TOTAL Sponsorships	9,000.00	43,650.00	-34,650.00
Other INCOME	0.00	0.00	0.00
TOTAL INCOME	9,180.20	99,960.00	-90,779.80
TOTAL INCOME	0.00	0.00	0.00
TOTAL INCOME	9,180.20	99,960.00	-90,779.80
EXPENSES			
AWARDS CEREMONY			
Cash Awards			
1st Place	0.00	3,000.00	3,000.00
2nd Place	0.00	1,800.00	1,800.00

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Category Description	9/1/2010 Actual	- Budget	8/31/2011 Difference
3rd Place	0.00	1,200.00	1,200.00
Best Individual Project	0.00	250.00	250.00
Pioneers Of Science	0.00	360.00	360.00
Poster Art Contest	0.00	100.00	100.00
Ralph Desch Memorial Award	0.00	100.00	100.00
Student Choice	0.00	200.00	200.00
Teacher Of The Year	0.00	3,000.00	3,000.00
Team Category Award	0.00	1,940.00	1,940.00
Other AWARDS CEREMONY:Cash Awar...	0.00	0.00	0.00
TOTAL Cash Awards	0.00	11,950.00	11,950.00
Other Awards			
Ballons	0.00	50.00	50.00
Certificates	0.00	100.00	100.00
Medals	0.00	0.00	0.00
Ribbons	0.00	50.00	50.00
Special Awards & Scholarships	0.00	3,300.00	3,300.00
Trading Pins for ISEF	0.00	300.00	300.00
Trophies-Plaques	0.00	300.00	300.00
Other AWARDS CEREMONY:Other Awa...	0.00	0.00	0.00
TOTAL Other Awards	0.00	4,100.00	4,100.00
Photos	0.00	200.00	200.00
Press Release	0.00	400.00	400.00
Program	0.00	375.00	375.00
Room Rental	0.00	500.00	500.00
Other AWARDS CEREMONY	0.00	0.00	0.00
TOTAL AWARDS CEREMONY	0.00	17,525.00	17,525.00
CSEF EXPENSES			
Adult Sponsors	0.00	300.00	300.00
Advisory Council	0.00	150.00	150.00
Fundraising	0.00	100.00	100.00
Personnel			
CSEF Assistant Director	85.24	1,500.00	1,414.76
CSEF Director	1,170.00	7,620.00	6,450.00
Other CSEF EXPENSES:Personnel	0.00	0.00	0.00
TOTAL Personnel	1,255.24	9,120.00	7,864.76
Publicity			
Posters	0.00	100.00	100.00
Press Release	0.00	100.00	100.00
Video	0.00	0.00	0.00
Other CSEF EXPENSES:Publicity	0.00	0.00	0.00
TOTAL Publicity	0.00	200.00	200.00
Regional Fair Directors	7.93	100.00	92.07
Supplies	277.73	750.00	472.27
Volunteers			
Communication	0.00	50.00	50.00
Food	0.00	150.00	150.00
Parking Permits	0.00	550.00	550.00
Recruitment	0.00	50.00	50.00
T-Shirts	0.00	800.00	800.00
Other CSEF EXPENSES:Volunteers	0.00	0.00	0.00

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Category Description	9/1/2010 Actual	- Budget	8/31/2011 Difference
TOTAL Volunteers	0.00	1,600.00	1,600.00
Other CSEF EXPENSES	0.00	0.00	0.00
TOTAL CSEF EXPENSES	1,540.90	12,320.00	10,779.10
CSSF, INC. BOARD			
Communications			
Long Distance	0.00	30.00	30.00
Mail Box Rental	60.00	60.00	0.00
Postage	6.38	100.00	93.62
Voice Mailbox	48.00	192.00	144.00
Other CSSF, INC. BOARD:Communicati...	0.00	0.00	0.00
TOTAL Communications	114.38	382.00	267.62
Equipment			
Meetings	0.00	0.00	0.00
Printing	0.00	50.00	50.00
Recording Secretary			
Salary	150.00	750.00	600.00
Travel	174.28	800.00	625.72
Other CSSF, INC. BOARD:Meetings:R...	0.00	0.00	0.00
TOTAL Recording Secretary	324.28	1,550.00	1,225.72
Refreshments			
Other CSSF, INC. BOARD:Meetings	70.36	150.00	79.64
Other CSSF, INC. BOARD:Meetings	0.00	0.00	0.00
TOTAL Meetings	394.64	1,750.00	1,355.36
Operations			
Annual Report	0.00	500.00	500.00
Bank Fee	26.75	0.00	-26.75
CANPO Membership	0.00	95.00	95.00
CAST Membership	0.00	0.00	0.00
Corporate Report	0.00	20.00	20.00
CSEF Director	780.00	5,080.00	4,300.00
Insurance	0.00	1,500.00	1,500.00
Training	0.00	100.00	100.00
Travel	0.00	300.00	300.00
Website	0.00	200.00	200.00
Other CSSF, INC. BOARD:Operations	0.00	0.00	0.00
TOTAL Operations	806.75	7,795.00	6,988.25
Services			
Supplies	0.00	0.00	0.00
Supplies	0.00	200.00	200.00
Thank You	0.00	400.00	400.00
Other CSSF, INC. BOARD	0.00	0.00	0.00
TOTAL CSSF, INC. BOARD	1,315.77	10,527.00	9,211.23
FINALISTS			
Activities			
Graduation Cards	0.00	50.00	50.00
Guest Speaker	0.00	200.00	200.00
Pizza Party	0.00	1,200.00	1,200.00
Social	0.00	2,100.00	2,100.00
Tours	0.00	50.00	50.00
Other FINALISTS:Activities	0.00	0.00	0.00
TOTAL Activities	0.00	3,600.00	3,600.00
Publications			

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Category Description	9/1/2010 Actual	- Budget	8/31/2011 Difference
CSEF Programs	0.00	750.00	750.00
CSEF Rulebooks	0.00	300.00	300.00
Finalist Handbooks	0.00	350.00	350.00
Other FINALISTS:Publications	0.00	0.00	0.00
TOTAL Publications	0.00	1,400.00	1,400.00
Registration			
CSEF Pens	115.82	150.00	34.18
CSEF Pins	0.00	425.00	425.00
Give Aways	0.00	6,000.00	6,000.00
Nametags	0.00	200.00	200.00
Official Photos	0.00	5,000.00	5,000.00
Packet Envelopes	0.00	150.00	150.00
Participation Certificates	0.00	25.00	25.00
Printed Material	0.00	100.00	100.00
T-Shirts	0.00	2,200.00	2,200.00
Other FINALISTS:Registration	0.00	0.00	0.00
TOTAL Registration	115.82	14,250.00	14,134.18
Room Rental-Main Ball Room			
Other FINALISTS:Room Rental-Main Ball...	0.00	1,300.00	1,300.00
TOTAL Room Rental-Main Ball Room	0.00	1,300.00	1,300.00
Transportation	0.00	1,050.00	1,050.00
Other FINALISTS	0.00	0.00	0.00
TOTAL FINALISTS	115.82	21,600.00	21,484.18
ISEF			
Affiliation	0.00	650.00	650.00
Travel			
Airfare	0.00	2,800.00	2,800.00
Ground Transportation	0.00	300.00	300.00
Hotel	0.00	3,000.00	3,000.00
Per Diem	0.00	1,050.00	1,050.00
Registration	0.00	750.00	750.00
Shipping for Projects	0.00	300.00	300.00
Other ISEF:Travel	0.00	0.00	0.00
TOTAL Travel	0.00	8,200.00	8,200.00
Other ISEF	0.00	0.00	0.00
TOTAL ISEF	0.00	8,850.00	8,850.00
JUDGING			
Communications			
Postage	0.00	300.00	300.00
Printing	0.00	300.00	300.00
Other JUDGING:Communications	0.00	0.00	0.00
TOTAL Communications	0.00	600.00	600.00
Room Rental			
Other JUDGING:Room Rental	0.00	275.00	275.00
TOTAL Room Rental	0.00	275.00	275.00
Supplies			
Other JUDGING:Supplies	0.00	450.00	450.00
TOTAL Supplies	0.00	450.00	450.00
Thank Yous			
CSEF Pens	108.59	75.00	-33.59

CSEF Annual Budget Report
9/1/2010 through 8/31/2011 Using Budget

11/11/2010

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Category Description	9/1/2010 Actual	- Budget	8/31/2011 Difference
Grand Awards Judges Certificates	0.00	50.00	50.00
Luncheon	0.00	1,800.00	1,800.00
Pins	0.00	200.00	200.00
Snacks & Beverages	0.00	1,100.00	1,100.00
T-Shirts for Judging Captains	0.00	300.00	300.00
Other JUDGING:Thank Yous	0.00	0.00	0.00
TOTAL Thank Yous	108.59	3,525.00	3,416.41
Other JUDGING	0.00	0.00	0.00
TOTAL JUDGING	108.59	4,850.00	4,741.41
OUTREACH	337.54	1,000.00	662.46
RSF Outreach	0.00	10,000.00	10,000.00
SRC - DISPLAY & SAFETY			
Communication			
Other SRC - DISPLAY & SAFETY:Comm...	0.00	50.00	50.00
TOTAL Communication	0.00	50.00	50.00
Meetings			
Food	0.00	100.00	100.00
Lodging & Travel	0.00	450.00	450.00
Other SRC - DISPLAY & SAFETY:Meetin...	0.00	0.00	0.00
TOTAL Meetings	0.00	550.00	550.00
Supplies	0.00	100.00	100.00
Other SRC - DISPLAY & SAFETY	0.00	0.00	0.00
TOTAL SRC - DISPLAY & SAFETY	0.00	700.00	700.00
TOTAL EXPENSES	0.00	0.00	0.00
TOTAL EXPENSES	3,418.62	87,372.00	83,953.38
OVERALL TOTAL	5,761.58	12,588.00	-6,826.42

Customer Analysis

Segment Description

Colorado Middle and High school Students, 6th through 12th grade

Segment Size

Approximately 350,000

21% participate in academic afterschool activities

Value Drivers

Fun

Social

Technology

Learn

Prepare for college

How They Use the Product/Service

Enhance science skills

Challenge yourself

Gain money for college

Meet other science students

College application enhancer

Product/Feature Preferences

Fun activity

Involves other students

They get something from it (prize, award, friends)

Decision Process

Parents involved (influencer)

Friends are also influencers

Cost to participate

Potential reward

Future benefit from participation

High involvement from student

Significant time commitment

Complex buyer behavior

Support Requirements

Mentor

Support through application process

How to Reach Them

School – flyers, posters, handouts

Teachers

Parents

Students

Museums – flyers, posters, handouts

Price Sensitivity

Somewhat price sensitive

Parent's price sensitivity needs consideration