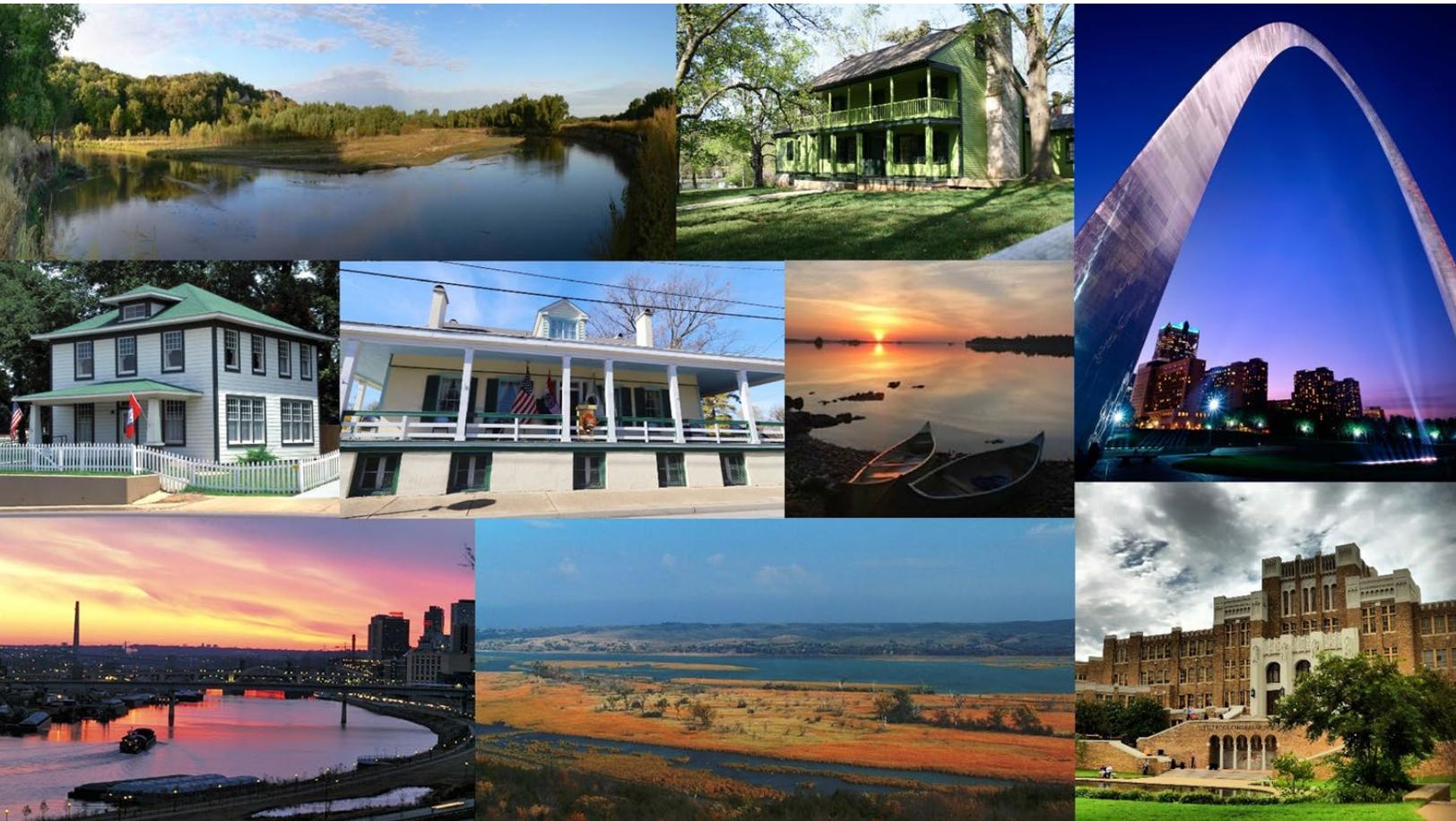




JEFFERSON  
NATIONAL PARKS  
ASSOCIATION

# 2023 Partnership Impact Report





JEFFERSON  
NATIONAL PARKS  
ASSOCIATION

# Dear Friends,

"Communication leads to community," observed noted American author and psychologist, Rollo May. Here at Jefferson National Parks Association, we have been taking a similar sentiment to heart.

Our belief in the importance of community is the primary reason behind this 2023 Partnership Impact Report. We conceived it as a helpful way for our partner parks to share their notable accomplishments of the past year, specifically the many innovative ways they served and educated visitors. In addition, we wanted to highlight instances where JNPA was able to help partners achieve their programmatic objectives.

The overall aim of this effort is to strengthen the community of the public lands partners we serve. We hope that by sharing their individual successes, our partner parks can inspire each other and find new ways to collaborate around shared goals and needs.

This report is just the latest result of an ongoing effort at JNPA to build a robust network of our sites, both to benefit each park and to increase our organization's own impact on our partners. We invite you to peruse the individual park reports here.

We are impressed by our partners' accomplishments over the past year, and we are honored to be able to support each of them.

Sincerely,

Ann Prenatt  
Board Chair

David A. Grove  
President & CEO

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# GATEWAY ARCH NATIONAL PARK

JNPA PARTNER SINCE 1961

**ABOUT THE SITE:** [Gateway Arch National Park](#), located in St. Louis, Missouri, tells the story of our nation's westward expansion and the vital role St. Louis played as a gateway to the American frontier. The iconic Gateway Arch is not just an architectural marvel but also an emblem of the pioneering spirit that drove the country forward. The Old Courthouse, a vital component of the national park, stands as the site where Dred and Harriet Scott, enslaved individuals, sought their freedom through a lawsuit in the 1840s. Their case eventually culminated in the infamous 1857 Dred Scott decision by the U.S. Supreme Court, a ruling that deepened the divisions over slavery.



## SIGNIFICANT ACCOMPLISHMENTS OF 2023



The park began the year by partnering with the University of Missouri-St. Louis to host former National Park Service Director Bob Stanton for an inspiring evening event. In April, the park partnered with Oxford American to present the No Tears Project - St. Louis. This included two panel discussions, one education concert, an in-school music workshop, and four community concerts. Approximately 650 people attended the events. Both panel discussions and one of the community concerts were recorded and streamed and have been viewed over 4,000 times. Jazz St. Louis created a mix of concert

selections to air on their radio program, *The Next Set: From Jazz St. Louis*, which reaches an average of 11,500 listeners. In preparation for the Old Courthouse renovations, the Collections, Archives, and Library were moved to the Old Post Office in downtown St. Louis. The park worked with TimeLooper and JNPA to complete the virtual reality project, *Cobblestones & Courage*. The Gateway to Inclusive History conference was held at the park on Juneteenth in collaboration with the Underground Railroad Network to Freedom, the Reconstruction Era Network, and the African American Civil Rights Network. Over 3,000 students were served through the "Every Kid Outdoors" program. A new website was created for the Gateway Arch Engineering Contest, and more schools participated than ever before.

## VALUE OF THE JNPA PARTNERSHIP

JNPA's financial assistance supported the Librarian and Education Specialist positions, which continue to be crucial to the success of the park's programs. JNPA funded numerous programs, including living history, the Bob Stanton reception, the No Tears Project, Gateway to Inclusive History Conference, and Gateway to the Stars. JNPA created a new website for the Gateway Arch Engineering Contest, which helped grow the program, and they managed the donations for the contest. Additionally, JNPA supported the move of the archives, collections, and library to the Old Post Office and assisted with the lease. JNPA continued its support and financial management of education programming at the park, including "Every Kid Outdoors" and a teacher workshop held in the fall. JNPA continues to coordinate the Challenging History collaborative, including the website. The annual Builders Event is supported by JNPA. As the Gateway Arch builders are aging, it is important to continue this event to honor them. Financial aid utilized in 2023: \$279,765.



## GOALS FOR 2024

- 150th anniversary of the Eads Bridge completion.
- Hiring an Archivist position through JNPA.
- The MS&I division will complete its strategic plan which will guide the division for the next five years. This is vital to the division following the CityArchRiver project at the Arch and preparing for the completion of the OCH renovations and exhibits.

# LITTLE ROCK CENTRAL HIGH SCHOOL NATIONAL HISTORIC SITE

JNPA PARTNER SINCE 2004

## **ABOUT THE SITE:** [Little Rock Central High School National Historic Site](#)

located in Little Rock, Arkansas, commemorates the critical events of the Civil Rights Movement in 1957, when nine African American students faced immense adversity and violence as they attempted to desegregate the previously all-white Central High School. The site stands as a symbol of the fight for desegregation and civil rights in the United States, showcasing the bravery and resilience of the Little Rock Nine and the significant impact they had on American society.



## **SIGNIFICANT ACCOMPLISHMENTS OF 2023**



In 2023, Little Rock Central High School NHS presented two commemorative programs in honor of the 66th anniversary of Central High's desegregation: one which engaged the entire senior class of the Little Rock School District with several members of the Little Rock Nine and one which presented a special performance of the No Tears Project to a theater audience in Little Rock. Using grant funds managed by JNPA, a new interpretive program entitled "NINE" engaged fourth grade students at 18 local schools; over 2,400 students participated in this pilot program which was

recognized with the Midwest Region Freeman Tilden Award for Excellence in Interpretation. Using financial aid provided by JNPA, the park presented a public program on book banning which included partners from the American Library Association, Central Arkansas Library System, UA Little Rock, and Vanderbilt University. Aid also supported an educational civil rights trip for students with Youth Advocate Resource Network, Inc. (YARN). Through a partnership with Arkansas Peace Week, a coalition of local, national, and international organizations and faith groups, special programming reached over 25,000 participants.

## **VALUE OF THE JNPA PARTNERSHIP**

In 2023, support from JNPA helped Little Rock Central High School NHS plan special interpretive and community programs with fiscally responsible and managed expectations. As a result, the park was able to present meaningful interpretive programming to diverse audiences through the financial assistance provided across these events. The timeliness and relevancy of the site's book banning program drew local media attention and coverage as well as provided a connection to the interpretive story of Little Rock Central High NHS. Participants at the program experienced a stirring conversation about local efforts, challenges, collaborative opportunities, and solutions to these current barriers. YARN's trip provided an immersive experience to a local group of students to sites of conscience in Arkansas and Alabama, while "NINE" narrated the story of the Little Rock Nine to students while providing stewardship opportunities and access to federal public lands through the "Every Kid Outdoors" program. Financial aid utilized in 2023: \$6,861.



## **GOALS FOR 2024**

- Interpretive programming to commemorate the 67th anniversary of the Little Rock Nine.
- Professional development on the 70th anniversary of the Brown v. Board of Education decision.
- Educational programming remembering the 60th anniversary of Freedom Summer and the Civil Rights Act of 1964.

# MISSISSIPPI NATIONAL RIVER AND RECREATION AREA

JNPA PARTNER SINCE 1997

**ABOUT THE SITE:** [Mississippi National River and Recreation Area](#) in Minnesota encompasses 72 miles of the Mississippi River, including the stretch between the twin cities of Minneapolis and St. Paul. It also includes St. Anthony Falls, the only waterfall on the Mississippi River. Mississippi National River and Recreation Area is considered a “partnership park,” as it is composed of several smaller city, regional, and state parks, as well as a national wildlife refuge and several private businesses and homes.



## SIGNIFICANT ACCOMPLISHMENTS OF 2023



2023 was a year of experimentation and reintroduction of diverse interpretive programs for the public. Major accomplishments for the park included offering weekly recreation-based programs, piloting new programs, and expanding existing programs.

Frequency of paddle programs increased to Saturdays, Sundays, and Mondays during the summer, growing from seven paddles to over twenty. The park introduced a "beginner paddle" program taking place in a closed-lake environment to introduce participants to beginner paddler concepts.

Other pilot programs included a history cruise that focuses on untold stories on the Mississippi River and new family-friendly programs. The suite of family programs included a monthly fishing clinic/event, monthly naturalist walk, and daily discovery tables at the park's year-round visitor center in the Science Museum of Minnesota.

Program expansion of Park After Dark, a nighttime exploratory program, was met with great success. In 2022, the program was offered twice for a total of 30 participants. In 2023, the program was held three times and expanded by including additional park partners (five total including NPS), each hosting a separate activity station. Activities included a nighttime ranger-led hike, insect discovery with an entomologist, learning about traditional star stories, a listening station to hear sound recordings of the Mississippi River, and bat detection with acoustic monitoring equipment. Each event saw more than 100 visitors, for an estimated and combined total of 500 participants.

## VALUE OF THE JNPA PARTNERSHIP

JNPA supports the site by highlighting park news, events, history, and stories through social media and the JNPA blog.

## GOALS FOR 2024

- Expand the park's family fishing program by introducing new activities. Proposed activities include urban birding, biking, and hiking to encourage recreation in an outdoor setting.
- Pilot new biking program route with existing park partner City of Hastings. The proposed route will lead participants along the Mississippi River to a bison prairie.
- Develop interpretive content for use on the park's website and a future visitor center exhibit. Content will focus on untold stories of individuals with connections to the Mississippi River.



# MISSOURI NATIONAL RECREATIONAL RIVER

JNPA PARTNER SINCE 2000

## **ABOUT THE SITE: [Missouri National Recreation River](#)**

safeguards a 100-mile stretch of the lower Missouri River in the states of South Dakota and Nebraska, making it a crucial component of the NPS's mission to protect and provide access to the nation's most cherished landscapes.

The importance of this park lies in its role as a living testament to the historical, ecological, and recreational value of the Missouri River. It serves as a unique educational resource, allowing visitors to explore the river's diverse ecosystems and learn about the river's role in American history, from Lewis and Clark's expedition to its use as a vital transportation corridor during the westward expansion.



## **SIGNIFICANT ACCOMPLISHMENTS OF 2023**



Missouri National Recreational River had several significant accomplishments in 2023. In March, the park participated in the Sioux Empire Watershed Festival in Sioux Falls, attended by over 1,000 elementary-age students. In May, the park hosted its annual Missouri River Watershed School Festival in Yankton, SD, attended by over 500 local middle and high school students with the help of the Friends of the Missouri National Recreational River (FOMNRR). Also in May, park interpretive staff interacted with hundreds of students from South Dakota and Nebraska at the Niobrara State Park Watershed Festival. The park hosted its annual Missouri River Cleanup with the help of the FOMNRR and park partners. Another significant accomplishment was new and successful programming at Clay County Park near Vermillion, SD. Park staff were also invited to speak at their rededication ceremony during the summer. The park worked with several partnerships

throughout the summer months to provide support for educational and large area events. Notable annual events included the Kids Art Festival and Riverboat Days with the city of Yankton and the Ponca Expo at Ponca State Park in Nebraska. The park uses its travelling visitor center, the Mobile Ranger Station, for these educational and outreach opportunities and made contact with over 6,000 visitors in 2023.

## **VALUE OF THE JNPA PARTNERSHIP**

JNPA manages designated funds for use in the park's educational and interpretive programs. Additionally, JNPA supports the site by highlighting park news, events, history, and stories through social media and the JNPA blog.

## **GOALS FOR 2024**

- Start a volunteer program with the assistance of a Community Volunteer Ambassador intern.
- Unveil the upgraded Mobile Ranger Station, a visitor center trailer used by Interpretation. Improvements include an accessibility ramp, interactive touch screens for children, a tactile touch model of the river, new interpretive panels, new lighting, and a new floor with river scene graphics.
- Take part in planning celebrations for the Meridian Bridge's 100th anniversary, which will occur throughout 2024.



# STE. GENEVIÈVE NATIONAL HISTORICAL PARK

JNPA PARTNER SINCE 2020

**ABOUT THE SITE:** Established to preserve and showcase the unique heritage of the region, [Ste. Geneviève National Historical Park](#) offers a window into the early French colonial history of the Mississippi River Valley. As the first permanent European settlement west of the Mississippi River, Ste. Geneviève has been home to many peoples throughout its history including Native Americans, French colonists, African Americans, and others. Its historical significance lies in its well-preserved French colonial architecture, which dates back to the 18th century.



## SIGNIFICANT ACCOMPLISHMENTS OF 2023



2023 marked the third anniversary of Ste. Geneviève National Historical Park's establishment. This past year, park staff worked on historic houses, participated in area events, and planned for the park's future. In March, the park hosted an inclusive storytelling workshop for park stakeholders, which included a presentation by representatives of the Osage Nation, a keynote by civil rights historian Déanda Johnson, and a facilitated dialogue workshop for park staff. The park also participated in many community events, including St. Louis Pride, Rural Heritage

Day, and the Ste. Geneviève Holiday Christmas Festival. In April, the park celebrated Junior Ranger Day with a boat building program and story time for families. In August, the park celebrated the annual NPS birthday bash by hosting musicians from New Orleans Jazz National Historical Park and introducing the new Junior Ranger mascot, Herminette!

Work was ongoing at many of the park's historic structures last year. The Bauvais-Amoureux House received a new roof, colleagues from the Historic Preservation Training Center replaced the decking on the porch at the Jean Baptiste Vallé House, and research updates were added to the Bauvais-Amoureux House historic structures report, which will be published in Fiscal Year 2024.

## VALUE OF THE JNPA PARTNERSHIP

JNPA's financial assistance allowed the park to achieve community engagement and outreach for young audiences by purchasing supplies for the Read with a Ranger programs at Ste. Geneviève County Library. Story time programs have engaged early childhood audiences that might not otherwise visit the park and for whom the park does not currently have other program offerings. Through these story time programs, park rangers have developed a rapport with the families that return month after month. JNPA further supported interpretive programming by purchasing supplies for our interactive gardening activity, which connects youth to the history and relevancy of farming in Ste. Geneviève. Financial aid utilized in 2023: \$48.



## GOALS FOR 2024

- Execution of the Interpretive Division's 3-year Strategic Plan
- Stabilization of the Delassus-Kern House, one of the park's 4 historic homes
- Completion of the Bauvais-Amoureux House roof and stabilization project
- Completion of the Jean Baptiste Vallé House Historic Structures Report, and updates to the Bauvais-Amoureux Historic Structures Report

# ULYSSES S. GRANT NATIONAL HISTORIC SITE

JNPA PARTNER SINCE 1989

## **ABOUT THE SITE: [Ulysses S. Grant National Historic Site](#),**

in St. Louis County offers a comprehensive narrative of Ulysses S. Grant, the 18th U.S. President and renowned Civil War general. It goes beyond the conventional historical account by delving into Grant's personal life and his marriage to Julia Dent Grant. This portrayal humanizes one of America's most significant figures, providing deep insights into his character and motivations. The park also explores his relationship with the enslaved people who worked on the sprawling plantation.



## **SIGNIFICANT ACCOMPLISHMENTS OF 2023**



Park staff curated and toured the Slavery in St. Louis exhibit throughout 2023, engaging numerous school groups in associated programming. The exhibit now travels to schools, libraries, and community organizations. The park hosted various events, including a summer concert series spotlighting African American musical contributions, a Flamenco guitarist, a Historic Dance performance, and the living history event "Night Walk." The annual holiday open house, held in collaboration with Historic Saint Louis, introduced an evening program with musical entertainment at White Haven and in the theater.

More than 700 fourth graders, including virtual participants from Pennsylvania, South Carolina, Ohio, and Virginia, engaged in the NPS "Every Kid Outdoors" program. Ulysses S. Grant NHS, in collaboration with Gateway Arch National Park, organized middle school summer workshops for African American youth in north St. Louis City and County. Students delved into the untold stories of 19th-century African Americans using the park's Slavery in St. Louis exhibit, Arch visit insights, and personal research. Workshops included guest speakers, living history programs, and visits to local African American cemeteries. The park received an award at the Organization of American Historians' annual meeting for Grant Bicentennial programming, and staff finalized the site's Long-Range Interpretive Plan.



## **VALUE OF THE JNPA PARTNERSHIP**

A new cooperative agreement with JNPA was essential in making the summer youth workshops possible. JNPA staff and the park's interpretive team worked together to ensure that the workshops ran smoothly and were successful. Most of the park's programs this year complemented the Slavery in St. Louis exhibit. JNPA's assistance with these events allowed the park to attract large audiences and introduce them to the variety of offerings at Ulysses S. Grant NHS. Financial aid utilized in 2023: \$11,435.

## **GOALS FOR 2024**

- Present two more youth summer workshops for local African American middle school students.
- Increase partnership efforts with Challenging History and Black Heritage Network.
- Work with US Grant Association on planning and presenting their annual meeting in St. Louis.
- Partner with Grant's Farm on providing tours of Hardscrabble.
- Strategic planning for interpretive team using Long Range Interpretive Plan.

# VOYAGEURS NATIONAL PARK

JNPA PARTNER SINCE 2010

**ABOUT THE SITE:** [Voyageurs National Park](#) in Minnesota covers an expansive 218,555 acres. The park is named for the *voyageurs*, or French-Canadian travelers, who engaged in the fur trade in the area in the late 1700s and early 1800s. Filled with lakes, streams, southern boreal forests, and northern hardwood forests, this land also provided abundant resources to the Native American tribes that inhabited the region.



## SIGNIFICANT ACCOMPLISHMENTS OF 2023



In 2023, Voyageurs National Park saw significant growth in Interpretation, Education, and Visitor Services. Over 70,000 visitors engaged with park resources, including 1,500 kids becoming Junior Rangers. Boat tours attracted nearly 7,000 visitors, while 300 joined North Canoe Voyages.

Over 10,000 K-12 students participated in Environmental Education, with 1,000 onsite and 9,000 in virtual learning. Nationally, 29,000 viewed Expeditions in Education's Night Sky Challenge, filmed during Boreal Stargazing.

Volunteer involvement peaked, with 25 volunteers contributing 9,879 hours. The park utilized a mix of local volunteers to help support Voyageurs' Winter Boreal Star Gazing weeklong event and Summer Star Party weekend, in addition to gateway community events such as the International Falls 4th of July parade and Ranier Days Summer Festival. Volunteers also participated in interpretive opportunities such as the Night Sky programs and living history Voyageurs' North Canoe programs. Voyageurs National Park also partnered with Voyageurs Conservancy to host a Digital Media Field Fellow this summer, who contributed 384 hours of service in support of Interpretation and Education efforts.

## VALUE OF THE JNPA PARTNERSHIP

With JNPA's support in hiring a part-time employee this past summer, Voyageurs was able to set a sales record at the visitor centers for the second year in a row, up 36% from the year before. This new hire allowed the park staff and volunteers to spend more time giving programs and interacting with visitors, creating more meaningful experiences for them. Additionally, Voyageurs National Park received funds to support the overall interpretation programs and special events. With this aid, the park was able to purchase supplies such as ski equipment and Junior Ranger booklets and badges, as well as fund Night Sky programs, Interpretation and Education professional development (including seasonal training for Interpretation rangers and volunteers), research, and exhibitry for the new Crane Lake Visitor Center. Financial aid utilized in 2023: \$11,081.



## GOALS FOR 2024

- Expanded dark sky programs.
- Increased tour boat operations.
- New Crane Lake Visitor Center.

## ADDITIONAL SITES SUPPORTED BY JNPA

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### GAVINS POINT PROJECT – LEWIS AND CLARK VISITOR CENTER

*JNPA PARTNER SINCE 2001*

**ABOUT THE SITE:** [Gavins Point Project - Lewis and Clark Visitor Center](#) is located on the edge of Lewis and Clark Lake in Crofton Nebraska and managed by the U.S. Army Corps of Engineers. This picturesque location in the Missouri River Valley is also home to the Gavins Point Dam. Calumet Bluff, where the visitor center now stands, is the location where Meriwether Lewis and William Clark were welcomed by the Yankton Sioux tribe as they made their way along their famed expedition west. Today, the visitor center interprets the history of the Lewis and Clark expedition, as well as Native American history, steamboats, and local geology.



#### VALUE OF THE JNPA PARTNERSHIP

JNPA operates the bookstore at the Lewis and Clark Visitor Center. Proceeds from the store help sustain educational programs and exhibits about the Lewis and Clark Expedition, as well as the area's natural and cultural history.

### PRESIDENT WILLIAM JEFFERSON CLINTON BIRTHPLACE HOME NATIONAL HISTORIC SITE

*JNPA PARTNER SINCE 2011*

**ABOUT THE SITE:** [President William Jefferson Clinton Birthplace Home National Historic Site](#) in Hope, Arkansas, holds historical significance as it was the childhood home of the 42nd President of the United States, Bill Clinton. Bill Clinton lived in this stately house from his birth until the age of four, which encompasses the years 1946-1950. This site preserves not only the physical structure but also the memories of his formative years, offering visitors a unique insight into the life of a future president.



#### VALUE OF THE JNPA PARTNERSHIP

JNPA operates a store at the park's Visitor Center. Proceeds from the sale of the store's products benefit the educational programs of the park. In addition to books and interpretive products that interpret the life of William Jefferson Clinton and his family, the store also offers fair-trade craft products from around the world, upon the request of the former President.

# LOWER MISSISSIPPI DELTA INITIATIVE

CO-ADMINISTERED BY JNPA SINCE 2021

**ABOUT THE PROGRAM:** Established in 1994, the [Lower Mississippi Delta Initiative \(LMDI\)](#) has provided more than \$3 million in grants to organizations exempt from federal income tax, such as non-profit organizations, tribal groups, Historically Black Colleges and Universities and state and local governments. Administered by the National Park Service in partnership with JNPA, LMDI funds are appropriated by Congress to support the Delta's cultural entities in their work toward research, interpretation, and preservation goals for the region's cultural resources.



## SIGNIFICANT ACCOMPLISHMENTS OF 2023



In 2023, the Lower Mississippi Delta Initiative Local Heritage Grants Program awarded \$186,781 to 11 projects across five states. The LMDI grants fund a variety of projects, from building stabilization and museum exhibits to music heritage and cultural programming. This year's grants will support projects including the creation of an exhibit highlighting the role of women on the Ozark Frontier between 1800 and World War II; restoration of the Beulah Cemetery, a final resting place for members of Vicksburg, Mississippi's African American community; and a film featuring Duncan Morgan, a brick mason from

Natchez, Mississippi who has worked for decades to preserve historic structures in his community.

Additionally, 10 of the projects which received awards in 2022 were completed this year. Each recipient submits a final report upon completion of their project, and these reports have shown the tremendous impact this program has had on the communities of the Delta Region. Highlights included a museum exhibit and event series about the history of foodways in Vicksburg, MS which showcased the connection between food and culture in the Mississippi Delta. Another project presented a series of programs which included the history of the blues in New Orleans, a performance demonstration of the evolution of the blues, and an in-depth interview with a blues historian. Additionally, a project entitled "Arkansas Peace Week" was able to successfully implement interpretation and maintenance for a series of murals in Little Rock. They also hosted several youth programs around the theme of peace, including art and essay contests.

## VALUE OF THE JNPA PARTNERSHIP

As the co-administrator for the program, JNPA manages the application process, communications with recipients, management and distribution of the funding, and the reporting process for completed projects. The majority of LMDI grant recipients are small, emerging organizations with little to no experience with grants, and many of the projects, such as preservation of historic structures, are time sensitive. JNPA has streamlined the process for grant recipients, making it much easier and faster to get funding to organizations who preserve, protect, and promote the region's history, culture, and heritage.



# FISCAL YEAR 2023 REVENUES AND EXPENSES

with location detail

	FYE 2023	FYE 2022	\$ Change	% Change	Line #
<b>Revenues and Public Support</b>					
Gateway Arch National Park					
The Arch Store	\$ 6,499,093	\$ 5,922,387	\$ 576,706		1
Gateway Arch Photos	1,142,277	820,756	321,520		2
Old Courthouse Shop (closed for construction)	-	-	-		3
<b>Subtotal Gateway Arch National Park</b>	<b>7,641,370</b>	<b>6,743,143</b>	<b>898,227</b>	<b>13%</b>	<b>4</b>
Voyageurs National Park	341,893	250,619	91,274		5
LR Central High School National Historic Site	113,471	89,589	23,883		6
Ulysses S. Grant National Historic Site	71,957	68,756	3,201		7
Lewis & Clark Visitor Center at Gavins Point Project	29,222	33,228	(4,007)		8
Ste. Genevieve National Historical Park	35,363	33,030	2,333		9
WJ Clinton Birthplace Home National Historic Site	13,259	16,124	(2,865)		10
<b>Subtotal Regional Sites</b>	<b>605,165</b>	<b>491,345</b>	<b>113,820</b>	<b>23%</b>	<b>11</b>
National Blues Museum	-	131,484	(131,484)		12
Wholesale and Website	51,372	42,719	8,653		13
Kiener Plaza Visitor Center	-	271	(271)		14
<b>Subtotal Blues Museum &amp; Fulfillment</b>	<b>51,372</b>	<b>174,474</b>	<b>(123,102)</b>	<b>-71%</b>	<b>15</b>
<b>Gross Sales</b>	<b>8,297,906</b>	<b>7,408,962</b>	<b>888,944</b>	<b>12%</b>	<b>16</b>
Less: Direct Cost of Sales/Inventory	3,766,898	3,333,552	433,346	13%	17
<b>Gross Profit</b>	<b>4,531,008</b>	<b>4,075,410</b>	<b>455,598</b>	<b>11%</b>	<b>18</b>
Grant Revenue (LMDI & ULSG Summer Camp)	254,551	430,459	(175,908)		19
Virtual Reality Revenue	98,696	-	98,696		20
Other Support and Income	202,533	170,783	31,750		21
Contributions	79,712	80,294	(582)		22
<b>Total Revenues and Support</b>	<b>5,166,500</b>	<b>4,756,946</b>	<b>409,554</b>	<b>9%</b>	<b>23</b>
<b>Expenses</b>					
Financial Aid Used by Partners	311,242	239,206	72,036	30%	24
<b>Program Services Expenses:</b>					
Interpretive Materials and Program Operations	2,342,467	2,364,786	(22,319)		25
<b>Total Aid to Partners</b>	<b>2,653,709</b>	<b>2,603,992</b>	<b>49,717</b>	<b>2%</b>	<b>26</b>
Management & General	502,157	441,028	61,129		27
Fundraising	17,491	21,401	(3,910)		28
<b>Total Expenses</b>	<b>3,173,357</b>	<b>3,066,421</b>	<b>106,936</b>	<b>3%</b>	<b>29</b>
<b>Income (Loss) From Operations</b>	<b>1,993,143</b>	<b>1,690,525</b>	<b>302,618</b>	<b>18%</b>	<b>30</b>
Investment Income (Loss)	308,486	(246,367)	554,853		31
Gain/Loss on Sale of Asset	1,310	2,265			32
Debt Forgiveness (PPP) & Earnings Retention Credits (ERC)	-	465,900	(465,900)		33
<b>Total Other Activity</b>	<b>309,796</b>	<b>221,798</b>	<b>88,953</b>	<b>40%</b>	<b>34</b>
<b>Increase (Decrease) in Net Assets</b>	<b>2,302,939</b>	<b>1,912,323</b>	<b>391,571</b>	<b>20%</b>	<b>35</b>
<b>Net Assets - Beginning of Year</b>	<b>8,336,172</b>	<b>6,423,849</b>			<b>36</b>
<b>Net Assets - End of Year</b>	<b>10,639,111</b>	<b>8,336,172</b>			<b>37</b>