

FACTORY FACTS

- Founded: 2008
- Annual Attendance: 52,000+
- Visitorship:
 - 55% Lancaster County
 - 35% Surrounding Counties
 - 10% Out of State
- Size: 17,000 sq. ft.
- 75+ Interactive STEM exhibits
- Full-time Staff: 6
- Active Volunteers: 168
- Hours Volunteered in 2019: 1,344
- Value of 2019 Volunteer Hours: \$34,177.92
- Funding Sources:
 - 55% Earned Income
 - 45% Fundraised

Dear LSF Supporter,

Here at the Lancaster Science Factory, our mission is to inspire, educate and engage kids in science, technology, engineering, and math (STEM) through hands-on experimentation. In addition to engaging with more than 60 interactive exhibits in our Hall of Science, visitors to LSF may also engage in one of our eleven weeks of science camp, attend a weekend workshop with local STEM professionals, join our Girls Code Club, take part in our Pre-K STEM education series, earn an engineering or science expert pin, and other fun, educational programs.

Part of the mission of the Science Factory is to make our facility accessible to **all young people** in our community, and we can't accomplish that without the support of local businesses and individuals. Our non-profit has a growing list of programs designed to inspire curiosity in kids, and to show them that learning can be exciting and fun.

There are many ways businesses show their support here at the Science Factory. Some join as business members, providing value and benefits to their employees while supporting STEM education. Others donate as part of the state Educational Improvement Tax Credit program (EITC), receiving lucrative tax benefits. Many businesses use their donation as a marketing opportunity, reaching their target audience by sponsoring an event here at the Science Factory. Businesses might fund a program in need, sponsor an exhibit, or host a team-building activity after hours.

Enclosed you will find many ways that businesses may get involved with our mission here at the Lancaster Science Factory. If you don't find something that speaks to you, we would be happy to tailor a package that meets your marketing or charitable giving goals.

Thank you for your support of the Lancaster Science Factory.

Robert Reed
Development Director
The Lancaster Science Factory
rreed@tlsf.org
717-509-6363 ext. 106



BUSINESS MEMBERSHIPS



Campers at our “Bridge Mania” summer camp tour High Steel Structures to learn about welding, engineering, and other elements crucial to bridge-building from real-world STEM professionals.



“Lotions and Potions” is a girls-only summer camp that allows the female scientists of tomorrow a chance to build strong bonds and explore science in a supportive and fun learning environment.



During “Bridge Mania,” a camp designed for older children, campers learned to weld steel under the close supervision of real-world professionals.

Business memberships at the Lancaster Science Factory are a great way for companies to support youth STEM education in our community, while also marketing their business to over 52,000 annual visitors and 10,000 social media followers. Packages also include a wide variety of value-added benefits to all employees of our business members.

Tesla Membership - Annual Investment - \$15,000

- Dedicate a Plaque in our Hall of Heroes to the scientist of your choice
- Corporate Family Day for employees and families for 300 guests.
- FREE Facility Rental for Corporate Events
- FREE rental of Castagna Learning Center for meetings (w/ smart board)
- Unlimited free admission for employees + free admission for guests
- **Recognition and discount package**
 - 10% Employee Membership Discounts
 - Listing on Corporate Membership Plaque, displayed in lobby
 - Listing on LSF website with corporate link
 - Science Factory newsletter, The Factory Whistle
 - Invitations to Receptions and Special Events

Curie Membership - Annual Investment - \$10,000

- Dedicate a Plaque in our Hall of Heroes to the scientist of your choice
- Corporate Family Day for employees and families for 250 guests.
- 50% Discount on Facility Rental for Corporate Events
- 50% Discount on Castagna Learning Center rental (w/ smart board)
- Unlimited free admission for employees + free admission for guests
- **Plus recognition and discount package (see above)**

Edison Membership - Annual Investment - \$5,000

- Corporate Family Day for employees and families for 200 guests.
- 30% Discount on Facility Rental for Corporate Events
- 50% Discount on Castagna Learning Center rental (w/ smart board)
- 200 Free Passes + 50% discount for guests
- **Plus recognition and discount package (see above)**

Einstein Membership - Annual Investment - \$2,500

- 20% Discount on Facility Rental for Corporate Events
- 50% Discount on Castagna Learning Center rental (w/ smart board)
- 100 Free Passes + 50% discount for guests
- **Plus recognition and discount package (see above)**

Da Vinci Membership - Annual Investment - \$1,000

- 10% Discount on Facility Rental for Corporate Events
- 50% Discount on Castagna Learning Center rental (w/ smart board)
- 50 Free Passes + 50% discount for guests
- **Plus recognition and discount package (see above)**

Franklin Membership - Annual Investment - \$500

- 25 Free Passes + 50% discount for guests
- **Plus recognition and discount package (see above)**

GRANT-FUNDED PROGRAMS



The Lancaster Science Factory is free to all 501c3 youth-serving non-profits in Lancaster County who visit as part of a field trip. This program is available to over 80 organizations in our community.



Our Make It Yourself Workshops bring real-world STEM professionals to the Science Factory to teach workshops relating to their field of study. These have included programs on chemistry, robotics, programming, and much, much more.



During the summer months, daily robotics workshops are held by trained technology educators, in partnership with Thaddeus Stevens College.

Part of the Science Factory's mission is "to make our facility accessible to all members of our community." In order to do this, we offer many programs that offer either free or heavily subsidized access to different individuals. These programs would not be possible without grant funding from individuals, private foundations, and corporate giving. The following programs are currently in need of your support.

NOTE: Recognized sponsorships for all programs start at \$500 and up.

Make it Yourself STEM Workshop Series – \$11,000 annual budget

Make It Yourself! is a hands-on STEM workshop series for grades 3–8 hosted in the Science Factory Learning Center twice a month throughout the school year. Workshops are led collaboratively by volunteer STEM professionals and LSF's STEM Educator. Each workshop involves at least one creative, hands-on activity. Tinkering, experimentation and the physical act of making and building are emphasized. Professionals share personal stories about their profession, engage students, and enthusiastically relate the activity to their work.

Science that Sticks for Ages 4 to 6 —\$11,000 per 9-month series

A free, discovery-based, teacher-instructed program for pre-kindergarteners, where they have the opportunity to explore science, technology, engineering, and mathematics through engaging hands-on activities. This is held twice a month from September through May.

Girls Code Club—\$4,000 per 9-month series

A monthly, facilitated meet-up for girls to learn computer science concepts and coding applications. Girls learn to design their own website, video game, or computer program based on their individual interests. Sessions for 25 girls each are held monthly from September through May, with scholarships available for low-income students.

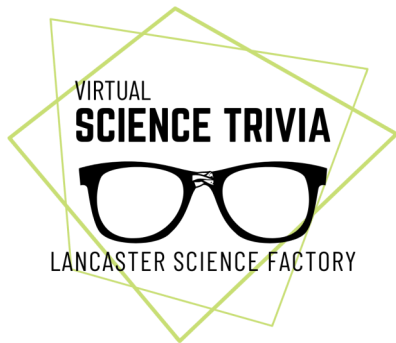
Library Pass Program—\$10,000 annually

To make the Science Factory accessible to all members of our community, guests can "check out" a free pass to the Science Factory from all 17 libraries in Lancaster County. This program serves over 1,000 people annually.

Blue Star Museums Program—\$5,000 annual budget

Every year between Memorial Day and Labor Day the Science Factory offers free admission to all active duty military and their families. This program currently welcomes over 500 visitors annually. With enough funding we hope to one day make this program available year-round, and extend benefits to veterans of the US Armed Forces as well.

MARKETING AND SPONSORSHIPS



Science Trivia Night is a new virtual event to be held on the Third Thursday of January, February, and March during the winter of 2021.



A Taste of Science draws over 300 over the Science Factory's biggest supporters for a night of incredible science-themed food, drink, games, and more!



Our Science is Amazing Festival is our biggest day of the year, every year. Opportunities for sponsorship may include tabling your own hands-on activity or demonstration, giving you direct access to thousands of highly enthusiastic attendees.

Throughout the year the Science Factory hosts a number of events that are prime marketing opportunities for the right business looking to reach a specific demographic. Sponsorship packages come in both pre-packaged and customizable forms. The Science Factory is committed to providing the greatest benefit for your marketing dollars, and we will gladly work with you to maximize the impact of your participation in these events.

VIRTUAL Science Trivia Night

- Held via Zoom the 3rd Thursday of January, February, and March
- Attendance— 250+ per night
- Our October virtual trivia welcomed 50 teams
- Attendee Demographics:
 - All ages
- Sponsorship levels: \$500-\$5,000

A Taste of Science (TBD due to pandemic)

- Held every October
- Annual attendance: 300+
- Attendee Demographics:
 - Major Donors
 - Business Partners
 - Board Members
 - Volunteers
 - Supporters
- Sponsorship levels: \$500-\$10,000

Science is Amazing Festival (TBD due to pandemic)

- Held every March
- Annual attendance: 1,500+
- Attendee Demographics:
 - Parents
 - Grandparents
 - Kids aged pre-K to eighth grade
- Sponsorship levels: \$500-\$5,000

Math Day (TBD due to pandemic)

- Held every September w/ Archie's Place
- Annual Attendance - 500+
- Attendee Demographics
 - Parents
 - Grandparents
 - Kids aged pre-K to eighth grade
- Sponsorship levels: \$500-\$5,000

ADDITIONAL OPPORTUNITIES



Get the most out of your over-sized novelty check by giving through the PA State EITC program and receiving up to 90% back in state tax credits alone (plus federal incentives).



Volunteers make our world go round! Whether leading a demonstration in our Science Café, answering questions on our Science Factory floor, or helping kids build a catenary arch, we couldn't do all we do without them!



BEHOLD... the giant catenary arch, perfect for your next team-building activity!

There are many ways you and your organization might support youth STEM education at the Lancaster Science Factory. If you don't see an opportunity that fits your needs, please reach out to LSF Development Director Rob Reed at 717-509-6363 ext 106 or rreed@tlsf.org to tailor a plan to match your goals.

Educational Improvement Tax Credits (EITC)

The Lancaster Science Factory is recognized by the PA Department of Community and Economic Development (DCED) as an Educational Improvement Organization, making us eligible for grants through the state's EITC program. This program allows businesses to receive substantial state tax credits of up to 90% of their donation through the program.

To learn more please visit the DCED's website at www.dced.pa.gov/eitc, and talk to your tax professional about how this program might benefit your business.

Volunteer

Here at the Science Factory we keep our budget lean so we can focus as many resources as possible on our programs and facility. We couldn't do this without the support of over 185 active volunteers. These dedicated individuals help by answering visitors' questions, facilitating projects during science summer camps, leading a demo in our Science Café, helping plan an event, and countless other ways. We couldn't do all we do without our volunteers! Please contact Audrey Lilley at 717-509-6363 ext 104 or alilley@tlsf.org for current volunteer opportunities.

Facility Rental

Looking to host a special party or corporate event? You can rent the Science Factory's exhibit hall, classroom (with SmartBoard), or both for your next meeting or event. Our space is perfect for:

- Meetings—Tables, chairs, and smartboard provided.
- Team Building Exercises—You can't build a giant catenary arch alone!
- Birthday Parties—Packages may include a science demo, cake, and more
- Overnights—Those that can't get enough of the Science Factory can stay overnight with the exhibits. Dinner and breakfast are provided!

And more!

Looking to collaborate with the Science Factory, but don't see something you're looking for? Please contact Rob Reed at the information at the top of this page to discuss ways the Science Factory might work with your business. Some of our most imaginative, effective, and successful partnerships have come from creating an opportunity from scratch!

We will support the Lancaster Science Factory via the following opportunities (please select all that apply)

- ☐ Tesla Annual Membership \$15,000 ☐ Building Blocks Sponsor of Science Trivia \$500
- ☐ Curie Annual Membership \$10,000 ☐ EITC/Other donation \$ _____
- ☐ Edison Annual Membership \$5,000 ☐ Extra Give Business Match . . . \$ _____
- ☐ Einstein Annual Membership \$2,500
- ☐ Da Vinci Annual Membership \$1,000
- ☐ Franklin Annual Membership \$500
- ☐ Sponsor a Make it Yourself Workshop. . . \$ _____
- ☐ Sponsor our Pre-K Program \$ _____
- ☐ Sponsor our Girls Code Club \$ _____
- ☐ Sponsor our Library Pass Program \$ _____
- ☐ Radioactive Sponsor of Science Trivia \$5,000
- ☐ Hydroelectric Sponsor of Science Trivia \$2,500
- ☐ Parachute Sponsor of Science Trivia \$1,000

Total Sponsorship Investment

Your Sponsorship Investment in the Lancaster Science Factory: \$ _____

☐ Our check made payable to "The Lancaster Science Factory" is enclosed.

Please charge: ☐ VISA ☐ MasterCard Name on Card: _____

Card #: _____ Expiration: _____

Cardholder's Signature: _____

I understand that our sponsorship investment in the Lancaster Science Factory will help LSF achieve its mission of creating an environment of learning which helps children develop curiosity, think creatively and build self-confidence as they learn the principles of science, and the application of science in engineering and technology. I look forward to maximizing my sponsorship efforts by becoming involved with LSF and its mission. I also allow a representative of LSF to contact me in order to acquire any additional information regarding my sponsorship.

Signature: _____ Date: _____

Thank you for investing in The Lancaster Science Factory!

*Please return this form with payment information and check to:
The Lancaster Science Factory, Attn: Rob Reed, 454 New Holland Avenue, Lancaster, PA 17602*