Cha-Ching!

The One & Only On The Road Game Show
Classroom Programs
Family Nights
Afterschool
Live Science Shows
Library Programs

PreK–12th Grade
$60–$225
$45,000/year
3–4 staff
25,000 students/year
1,040 Programs/Year
Meet your contestants...
Science on Wheels
Family Nights
Preschool – 8th Grade

$175–$225
$182,500
3 staff
45,000 students
866 programs per year
Hands-on Classroom PreK–8th Grade
Family Nights $125–$850
Stage Presentations $335,335 (2015)
Multimedia Assemblies 6 Full Time Staff/4–8
Afterschool Workshops Part Time Staff
Inflatables 189,000 Students

650 Programs
Traveling Science Workshops – School & Group Programs
PreK–8th Grade

$180 – $630
$268,000 per year
8 staff
29,500 students
1,417 programs per year
Audience Participation

- Ask questions about outreach...and MAKING MONEY!
- NO Grants!! (That is session Saturday @ 9am – After the Grant...)

Examples:
- How many vehicles do you have?
- What do you keep in your vehicles?
- What do you charge for a program that is 45 minutes?
- How many people do you see a year in PAID outreach?

Choose your contestant...
Ready Go!
Additional Tips on increasing $

- **Supplies:**
  - Use grant funded programs to get the BIG STUFF and then USE IT FOR YOUR PAID OUTREACH too!
  - Reusable, not consumable

- **Staff:**
  - PT college students deliver
  - Full Time salaried staff develop and deliver high profile programs and grant/evaluated programs

- **Fees:**
  - Charge for mileage
  - Be sure to include staff time of preparation, not just delivery

- **Scheduling:**
  - When traveling, try to line up more schools that just the one booking… “hey we will be in your area…”
Mileage – from NEON

- **World of Wonders**
  - NO Charge 15 miles
  - Over 15 miles charge standard mileage (IRS)

- **Discovery Center Museum (Chicago)**
  - $.555 per mile round trip
  - $50 fee for places more than 3 hours round trip

- **New England Aquarium**
  - $1 per mile round trip

- **Exploration Place**
  - No charge 30 miles
  - $25 per 30 miles outside of radius

- **Carnegie Science Center**
  - No charge under 24 miles
  - 25–49 $35/50–75 $75/76–100 $110/101–150 $165…
  - Overnight fee $125

- **Chewonki (Keith Crowley)**
  - 75 cents per mile – long drives $100 for 2nd person