

2014-2015
ANNUAL
REPORT

2014-2015
AUDIT

2014-2015
FUNDERS

2015-2016
PROGRAM

salvadori CENTER

See it. Build it. Know it.



2015 SALVADORI ANNUAL REPORT



Dear Friends:

When we think about the future of our companies, we can't help but wonder about the next generation of leaders ~ the architects, engineers, scientists, and innovators. More importantly, we wonder if today's students have what it takes to succeed.

The Salvadori Center prepares students for successful futures!

For nearly four decades, the Salvadori Center has done more than just teach math, science, and the arts. Our unique approach empowers students with the skills we value for the 21st century workforce. As students work in teams to build projects with their hands and test their hypotheses, they develop the vital skills needed to succeed in college and in careers. Salvadori students learn to:

- work collaboratively
- apply acquired knowledge to new problems
- communicate complex ideas
- think critically as they develop creative solutions

The Salvadori Center is STEM education at its best and an important part of educating tomorrow's leaders.

Your support makes a difference...

At the core of Salvadori's mission is our commitment to keeping our program fees affordable. Consequently, we underwrite 75% of the total cost of all instruction, curriculum, materials, and supplies.

In the past four years, we increased the number of students we serve by 60% ~ an impressive 3,371 students receiving 1,497 hours of instruction. Better yet, we're on track to continue this trend and project a 40% increase in the 2015-2016 academic year. However, as demand increases and we serve more schools, the amount of money we need to underwrite our programs also increases.

Your support provides high quality STEM education and lays a foundation of success for tomorrow's leaders.

The 2015 Benefit & Annual Appeal ~ Another Success!

Through the hard work of our Board, staff, and volunteers, and the generosity of our many supporters, we raised close to \$600,000 this year. We were especially happy to acknowledge our business, design, and public service honorees: Sabrina Kanner of Brookfield Office Properties, Aine M. Brazil of Thornton Tomasetti, and Lorraine Grillo of the New York Construction Authority ~ all leaders in their respective fields.

Salvadori's Board continues to provide effective leadership and impressive fundraising results. I would like to personally thank the hardworking members who have transitioned off the Board and welcome the following new Board Members to the Salvadori family:

- Paul Allegretti, Senior Managing Director, CBRE, Inc.
- David Bellman, Senior Vice President, Design & Construction, Vornado Realty Trust
- John Dionisio, Executive Chairman, AECOM
- Elizabeth Rose, Deputy Chancellor of Operations, NYC department of Education
- Robert Schubert, Senior Vice President of Construction, Boston Properties
- Angela Smith Domzal, Vice President, TD Private Client Group
- Sabrina Kanner, Senior Vice President, Brookfield Office Properties
- Maria Wilpon, Principal, Stantec

Salvadori's success is your success!

I thank you for your ongoing support and contributions. Investment in our City's future and the future of its public school students has enabled Salvadori to create dynamic and lasting learning experiences for New York City school children. Thank you!

Sincerely,

Gregory A. Kelly
Chairman



Dear Friends of Salvadori:

As Greg noted, the Salvadori Center has grown considerably in the last four years.

In the 2014-2015 academic year, Salvadori delivered 170 programs to 3,371 students, throughout all five boroughs of New York City ~ a 60% increase in four years. This represents an impressive 36,051 student impact hours!

Serving all students...

Salvadori truly does serve students in all five boroughs of New York City.

Our Educators taught students in Manhattan, Brooklyn, Queens, Staten Island, and the Bronx as well as in New York State, Connecticut, and New Jersey. Our professional development workshops serve teachers throughout the region and our online resources reach students throughout the country.

While most of our multi-day after-school programs served middle school students, we also taught after-school programs to students from kindergarten through the 5th grade. Our multi-day in-school residencies served students from kindergarten through the 9th grade. Our in-school residencies teach students across an entire grade while our after-school programs often teach mixed-grade classes.

Another distinctive quality of Salvadori's programs is our expertise teaching a variety of classes from a dedicated grade, a mixed-grade class, to a 12:1:1 group of students with special needs or English language learners.

Five years of Independent Student Assessment...

Salvadori believes in rigorous, third-party assessment, and hires Youth Studies, Inc. (YSI) to provide independent summative and formative evaluations each year. Five consecutive YSI reports show that Salvadori students have:

- increased confidence of success in math and science
- greater interest in STEM education and careers
- improved problem solving skills
- heightened understanding of the scientific inquiry process

Commitment to High Quality Programs and Services...

As we move forward and continue to grow, we remain committed to providing the highest quality programs and services.

We will continue to listen to our clients ~ New York City teachers and principals. We will work hard to understand the changing needs of our constituents ~ students of all abilities in kindergarten through high school. And we will design in-school and after-school programs that support grade-specific learning objectives and link directly to national, state, and city education standards (Common Core, Next Generation Science, Blueprint for the Arts, etc.).

In short, Salvadori serves all students, listens to stakeholders, and provides responsive customer service. Along with a commitment to the future of our students, these characteristics are the foundation for our growth.

Your on-going support enables Salvadori to provide affordable STEM education for thousands of New York City students ~ thank you!

Sincerely,

Kenneth Jones
Executive Director

“My students make a lot more connections with the world around them.”

Salvadori Starter Teacher, PS 179 (Bridges)

Supporters

The Salvadori Center proudly acknowledges the following foundations, public agencies, corporations and individuals for their exceptional generosity; we apologize for any errors or omissions. It is through their support and commitment that we are able to accomplish our mission.

FOUNDATIONS & PUBLIC AGENCIES

Consolidated Edison Company of New York

CoreNet

George D. Benjamin Foundation

New York City Department of Cultural Affairs

National Endowment for the Arts

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Henegan Construction Company, Inc.

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IBI Group

Ideal Interiors Group, LLC

International Blind Contractors, Ltd.

Jamie Frankel

“The experience was amazing because it aligned with our school’s mission and vision on how students learn best. It allowed all learners an entry point into the content.”

Jonathan Metal & Glass
 Joseph Ienuso
 Kasirer Consulting
 Legere Woodworking
 Leonard Fusco
 Leonard Singh
 Mancini-Duffy
 Metropolitan Steel Industries
 Moed de Armas + Shannon, PC
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 R3 Energy
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UP TO \$999

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** In-kind services provided by:
 The Berman Group (marketing) valued at \$90,000 per year
 HBLive (audio/visual) valued at \$1,900*

“This is an amazing program which gives authentic experiences to engage in math and science.”



2015 Annual Benefit



Charrette 2014



After-School

Our Mission

Salvadori's approach to teaching STEM is different than most organizations.

For more than 35 years, we have used the built environment ~ buildings, bridges, parks, and communities ~ to show students how math and science are relevant to their lives.

Salvadori offers a variety of multi-day in-school and after-school programs that enable every child to succeed. We teach math and science using a collaborative, hands-on, project-based approach. Sessions pulse between small group project-based experiments, and full class sharing, analysis, and discussion.

Our hands-on approach to building projects enables students to have an intimate and personal experience. Working collaboratively, students learn that they don't need to have all the answers; each team member contributes to a more dynamic view. The small group scientific approach allows students to form hypotheses, build and test apparatus, record observations, and draw conclusions. Results are shared, discussed, and analyzed with the entire class.

Each multi-day residency or program includes multiple collaborative experiments that build toward a culminating activity. Individual sessions start with a re-cap activity that explores the previous week's session on a higher level. This reminds students where they left off and enables those who missed the previous session to catch up. The primary activity reinforces new concepts with hands-on, project-based experiments. Sessions end in a brief wrap-up activity, which is often a "cliff hanger" that motivates students to engage in future sessions. Students combine the design approach to problem solving with the scientific method of experimentation to explore new concepts and solve real world problems.

Salvadori programs give students the abilities they need to succeed, promote college and career readiness, develop critical and creative-thinking skills, and allow them to reflect high levels of thinking, participation, and ownership.

<p>Increased the number of students served by</p> <p>60%</p> <p>in three years</p>	<p>Salvadori Students see how</p> <p>MATH</p> <p>+</p> <p>SCIENCE</p> <p>are part of their everyday lives</p>	<p>DELIVERED MULTI-DAY PROGRAMS IN</p> <p>123</p> <p>CLASSES</p>
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In-Depth



Starter



Summer DYCD

In addition to consistent growth, 5 consecutive independent studies show that Salvadori programs work. Our students have:

- enhanced confidence in articulating math and science concepts
- increased interest in STEM education and careers
- improved problem solving skills
- heightened understanding of the scientific inquiry process

By providing real world, hands-on experiences that are tied to the built environment around them, the Salvadori Center brings math and science to life for thousands of students every year. Students see the math and science within the classrooms they enter, the bridges they cross, the parks they play in, and the buildings they see every day.

Salvadori In-Depth | Guided Learning through Our Built Environment

Salvadori In-Depth is an intensive year-long (23-week) in-school residency integrating Salvadori's interdisciplinary project-based pedagogy. Each residency typically serves (4) classes within the same grade (120-132 students and 4 teachers) through (23) 45-minute sessions. The program provides 2,070-2,277 student impact hours per residency, on-site lesson modeling, and teacher planning sessions. Module choices include 23-session units on *My Community*, *Skyscrapers*, *Skateparks*, and *Landmarks, Monuments, and Memorials*.

Salvadori Starter | Learning through Engineering, Architecture and Design

Salvadori Starter is an impactful 8-week in-school residency. Each residency typically serves (4) classes within the same grade (120-132 students and 4 teachers) through (8) 45-minute sessions. The program provides 720-792 student impact hours per residency, on-site lesson modeling, and planning sessions for teachers. Module choices include 8-session units on *My Community*, *Skyscrapers*, *Bridges*, *Animal Habitats*, and *Ancient Greece*.

DELIVERED

85
HOURS

OF PROFESSIONAL
DEVELOPMENT TO

61
TEACHERS

ALL SALVADORI PROGRAMS

- Promote **COLLEGE AND CAREER READINESS** for all students
- Emphasize **HIGHER-ORDER SKILLS**
- Model **BEST PRACTICES** for teaching STEM/STEAM
- Provide scaffolds in English and **HIGH-QUALITY SUPPORTS AND EXTENSIONS**
- Produce student work products that reflect **HIGH LEVELS OF THINKING, PARTICIPATION, AND OWNERSHIP**



Starter



In-Depth



After-School

Salvadori Enrichment | Build Research Invent Design Grow & Explore through Science

Salvadori Enrichment is a 12-week in-school residency. Each residency typically serves (1) mixed age class of 8 to 12-year-olds (30-33 students) through (12) 90-minute sessions. The program provides 540-594 student impact hours per residency, on-site lesson modeling, and planning sessions for teachers. Module choices include 12-session units on *Skyscrapers*, *Bridges*, and *Building Green*.

Salvadori After-School | Build Research Invent Design Grow & Explore through Science

Salvadori After-School is a 12-week after-school program. Each program typically serves (1) mixed-age class of 8 to 12-year-olds (20-25 students) through (12) 90-minute sessions. The program provides 360-450 student impact hours per residency, on-site lesson modeling, and teacher planning sessions. Module choices include 12-session units on *Skyscrapers*, *Skateparks*, *Bridges*, *My Community*, and *Building Green*.

All Salvadori programs include a professionally-trained Salvadori Educator, curriculum with detailed lesson plans, planning sessions with participating school staff, and all materials. Details on program-specific curricula can be found [here](#).

Professional Development for Educators

The Kathleen Grimm Memorial Institute

This intensive spring institute will be held over (3) days. Participants are able to use the built environment to bring math and science to life, incorporate built environment themes into standards-based lesson plans, and investigate applications of math and science to architecture and engineering.

In-School Targeted Professional Development

In-School Targeted Professional Development is customized for your school's needs. From (1) hour to multi-day workshops, each incorporates project-based learning into a school's culture by using the built environment to integrate math, science, and the arts across curricula and alongside state and national standards.

TEACHING
STEAM

Science, Technology,
Engineering,
Arts, and Math

FOR **39** YEARS

THE SALVADORI APPROACH INCORPORATES:

SCIENTIFIC INQUIRY PROCESS~

hypothesis, observation, documentation, analysis,
and conclusion; and the

**DESIGN METHODOLOGY OF
PROBLEM SOLVING~**

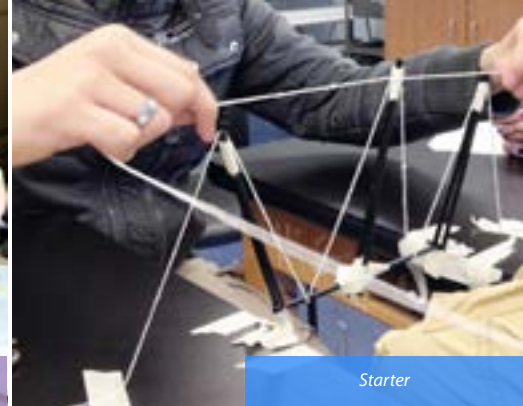
plan, design, develop, deploy



Charrette 2015



Summer DYCD



Starter

“Wonderful, investigative experience. Children [were] excited each week and learned a lot!”

Salvadori Starter Teacher, PS 198 (Bridges)

NYC Department of Education After-School Professional Development Program (ASPDP)

Available in the fall and spring, this intensive 36-hour professional development program models best practices and enables teachers to develop curricula specific to their classroom. Each program is led by a professional instructor and includes peer review.

Salvadori Condensed

Salvadori Condensed is a new program that takes place at the end of the year. Program choices include Salvadori 8-day In-School residencies, Salvadori After-School programs, Salvadori Enrichment programs, and 2-day Salvadori *Paper Bridges*.

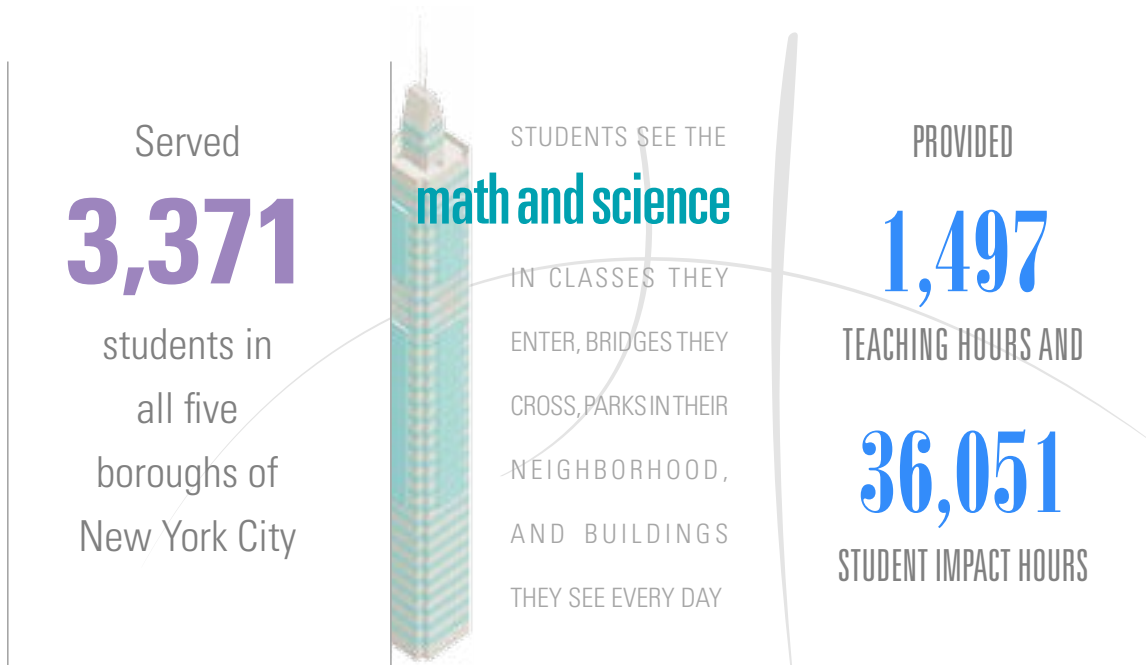
Community & Family Workshops

Salvadori’s community and family workshops engage children and their parents in building, designing, and testing structures through hands-on experimentation.

Salvadori Publications & Products

Salvadori offers a variety of publications and educational tools that empower teachers and parents to deliver project-based experiences for their students and children. Like all Salvadori programs, our products use the built environment ~ buildings, bridges, and communities ~ to bring math and science to life for young learners!

Visit www.salvadori.org for more information!



Salvadori Schools and Community Centers

Salvadori Summer

SCHOOL/SITE
New York City Department of Youth and Community Development

- **Magnolia Tree Earth Center**; Discretionary
- **Marte Valle Secondary School**; Grand Street Settlement
- **PS 111**: Roads to Success
- **PS 317**: Waterside; Bergen Basin
- **PS 861**: Staten Island School of Civic Leadership; YPIS of Staten Island
- **Urban Assembly Institute for Math and Science for Young Women**; Girls, Inc. of NYC

Salvadori In-Depth Guided Learning through Our Built Environment

SCHOOL	TOPIC	GRADE	NO. OF CLASSES
PS/IS 217 : Roosevelt Island, Manhattan	<i>Skateparks</i>	6th, 7th, and 8th grade	4*
PS 310 : The School for Future Leaders	<i>Landmarks, Monuments, and Memorials</i>	4th and 5th grade	4

*1 mixed ages with special needs

Salvadori Starter Fall

SCHOOL	TOPIC	GRADE	NO. OF CLASSES
PS 46K : Magnet School of Communication and Media Arts	<i>My Community</i>	2nd grade	4
PS 151 : Yorkville Community School	<i>Animal Habitats</i>	Kindergarten	5
PS 166 : The Richard Rodgers School for Arts & Technology	<i>Bridges</i>	5th grade	4
PS 274 : Kosciusko School	<i>Bridges</i>	5th grade	3
PS 452	<i>Bridges</i>	2nd grade	2

Salvadori Starter Early Spring

SCHOOL	TOPIC	GRADE	NO. OF CLASSES
PS 46K : Magnet School of Communication and Media Arts	<i>Bridges</i>	3rd grade	4
PS 151 : Yorkville Community School	<i>My Community</i>	1st grade	4
PS 179K : The School on Avenue C Where the 'C' Stands for Children, Community and Caring	<i>Bridges</i>	2nd grade	6
PS 198 : Isador E. Ida Straus	<i>Bridges</i>	2nd grade	3
PS 452	<i>Skyscrapers</i>	3rd grade	2
	<i>Skyscrapers</i>	6th grade	4
K 678 : East New York Middle School of Excellence	<i>Bridges</i>	7th grade	3
	<i>Bridges</i>	8th grade	3

Hebrew Language Academy Charter School *Bridges* 4th grade 3

Salvadori Starter Late Spring

SCHOOL	TOPIC	GRADE	NO. OF CLASSES
PS 10 : Fort Hill Collaborative Elementary School	<i>Animal Habitats</i>	Kindergarten	3
PS 29 : John M. Harrigan School	<i>Bridges</i>	5th grade	4
PS 46K : Magnet School of Communication and Media Arts	<i>Skyscrapers</i>	4th grade	4
	<i>Bridges</i>		
PS 77 : The N.Y.C. Lower Laboratory School for Gifted Education	<i>requested a Brooklyn Bridge walk as their 8th session</i>	2nd grade	2
PS 151 : Yorkville Community School	<i>Bridges</i>	3rd grade	4
	<i>Animal Habitats</i>	Kindergarten	2
PS/MS 278 : Paula Hedbavny School	<i>Animal Habitats</i>	2nd grade	1
	<i>Animal Habitats</i>	3rd grade	1

Salvadori Enrichment Spring

SCHOOL	PROGRAM
Hudson Valley P-Tech	<i>Green Design</i>

Salvadori After-School Fall

SCHOOL/SITE	PROGRAM	GRADE
Sunnyside Community Services		
• PS 150Q : Sunnyside	<i>Skateparks</i>	6th, 7th, and 8th grade
• PS 199 : Maurice A. Fitzgerald	<i>Skateparks</i>	6th, 7th, and 8th grade
NIA Community Services Network		
• PS/IS 30 : Mary White Ovington School	<i>Bridges</i>	6th, 7th, and 8th grade
	<i>Skateparks</i>	6th, 7th, and 8th grade
• PS 192 : The Magnet School for Math and Science Inquiry	<i>Skateparks</i>	6th, 7th, and 8th grade
• PS 609 : Urban Assembly School for Criminal Justice	<i>Bridges</i>	6th, 7th, and 8th grade
PS 46K : Magnet School of Communication and Media Arts	<i>Skateparks</i>	3rd, 4th, and 5th grade
PS 310 : The School for Future Leaders	<i>Animal Habitats</i>	1st grade

Salvadori After-School
Spring

SCHOOL/SITE	PROGRAM	GRADE	NO. OF CLASSES
NYC DOE: Department of English Language Learners and Student Support			
• PS 22: Jordan L. Mott School		6th, 7th, and 8th grade	
• PS 410: Abraham Lincoln High School		9th, 10th, 11th, and 12th grade	
• PS 450: Curtis High School School		9th, 10th, 11th, and 12th grade	
NYC Department of Youth and Community Development			
• PS 96: Joseph Lanzetta; Union Settlement Association			
• New World Preparatory School; Police Athletic League, Inc.			
• IS 145: Joseph Pulitzer Intermediate School; Goodwill Industries			
• K 422: Spring Creek Community School; Good Shepherds Services			
• Soundview Academy for Culture and Scholarship; Play Study Win, Inc.			
• Bronx Park Middle School; Bronx House, Inc.			
Sunnyside Community Services			
• PS 150Q: Sunnyside	Bridges		
• PS 199: Maurice A. Fitzgerald	Bridges		
NIA Community Services Network			
• PS/IS 30: Mary White Ovington School	Skateparks		
Funded by Time Warner Cable; Partnering with TASC			
• PS 51: Abundant Waters After School at The Elias Howe School	Bridges		1
• M 318: Thurgood Marshall Academy Lower School	Bridges		1
PS 46K: Magnet School of Communication and Media Arts	Skateparks	3rd, 4th, and 5th grade	
PS 274: Kosciusko School	MyCommunity	Kindergarten and 1st grade	
	Skateparks	3rd, 4th, and 5th grade	
PS 310: The School for Future Leaders	Bridges	2nd, 3rd, 4th grade	
MS 322	Skateparks	7th and 8th grade	
MISCELLANEOUS PROGRAMS			
PS 179K: The School on Avenue C Where the 'C' Stands for Children, Community and Caring	Paper Bridges		2

“Salvadori was a great experience for the students. Students are exposed to real-life learning experiences by going on a field trip to explore the building and architects around their community. It is good to have a program that allows the students to work together and be creative.

Students often engaged in collaborative learning and discussion. They discussed to come up with their project, assigned roles for the team, and discussed various realistic factors and considerations that can affect their planning. From this experience, students can take ownership of their work from the beginning to the end.”

Salvadori GLOBE Teacher, PS 310 (LMM)



Summer DYCD



Summer DYCD



In-Depth

Salvadori's 2014-2015 Programs

Salvadori In-Depth

Start Dates
30 September – 24 October 2014

Guided Learning through Our Built Environment

- An in-depth year-long (23-week) in-school residency, 45-minute sessions for 4 classes
- Typically serves 120-132 students and 4 teachers; 2,070-2,277 student impact hours/residency
- Cost/residency to schools or organizations: \$17,600
- Salvadori underwrites \$64,900 of the total program cost of \$82,500

TOPICS

- *My Community* (grades K-2)
- *Skateparks* (grades 4-8)
- *Skyscrapers* (grades 4-8)
- *Landmarks, Monuments, and Memorials* (grades 3-6)

Salvadori Starter

FALL PROGRAMS ~ START DATES
30 September – 10 October 2014

EARLY SPRING PROGRAMS ~ Start Dates
6 – 16 January 2015

LATE SPRING PROGRAMS ~ Start Dates
24 March – 2 April 2015

Learning through Engineering, Architecture, and Design

- An impactful 8-week in-school residency, 45-minute sessions for 4 classes
- Typically serves 120-132 students and 4 teachers; 720-792 student impact hours/residency
- Cost/residency to schools or organizations: \$8,250
- Salvadori underwrites \$25,850 of the total program cost of \$34,100

TOPICS

- *My Community* (grades K-2)
- *Skyscrapers* (grades 3-6)
- *Bridges* (grades 2-8)
- *Animal Habitats* (grades K-2)
- *Ancient Greece* (grades 4-6)

Salvadori Enrichment

FALL PROGRAMS ~ Start Dates
30 September – 10 October 2014

SPRING PROGRAMS ~ Start Dates
24 February – 6 March 2015

Build, Research, Invent, Design, Grow, and Explore through Science

- 12-week in-school residency, 90-minute sessions for 8 to 12-year-olds
- Typically serves one class of 30-33 students; 540-594 student impact hours/program
- Cost/residency to schools or organizations: \$7,500
- Salvadori underwrites \$23,750 of the total program cost of \$31,250

TOPICS

- *Skyscrapers, Skateparks, or Bridges* (all topics: grades 4-7)
- **New Program** – *Green Design* (Spring 2015!)

Salvadori After-School

FALL PROGRAMS ~ Start Dates
30 September – 10 October 2014

SPRING PROGRAMS ~ Start Dates
24 February – 6 March 2015

Build, Research, Invent, Design, Grow, and Explore through Science

- 12-week after-school program, 90-minute sessions, designed for 8 to 12-year-olds
- Typically serves one class of 20-25 students; 360-450 student impact hours/program
- Cost/residency to schools or organizations: \$7,260
- Salvadori underwrites \$20,240 of the total program cost of \$27,500

TOPICS

- *Skyscrapers, Skateparks, or Bridges* (all topics: ages 8-12)
- **New Program** – *Green Design* (Spring 2015!)

Salvadori Professional Development–New Opportunities!

INTENSIVE 12-HOUR SALVADORI SPRING INSTITUTE

7 & 8 April 2015 | 9:00 am to 4:00 pm

Participants will be able to:

- use the built environment to bring math and science to life
- incorporate built environment themes into standards-based lesson plans
- investigate applications of math and science to architecture and engineering

NYC DOE AFTER SCHOOL PROFESSIONAL DEVELOPMENT PROGRAM (ASDPDP)

Available Fall & Spring

- intensive 36-hour PD that models best practices and enables teachers to develop curricula specific to their classroom
- professional instructor and peer review
- contact us or refer to the ASPDP catalog for details

IN-SCHOOL TARGETED PROFESSIONAL DEVELOPMENT

PD customized for your school's needs

- from 1 hour to multi-day workshops
- develop a school culture of project-based learning using the built environment to integrate math, science, and the arts across curricula and with State and National Standards

New Program! SALVADORI CONDENSED

Program Dates | 2 - 20 June 2015

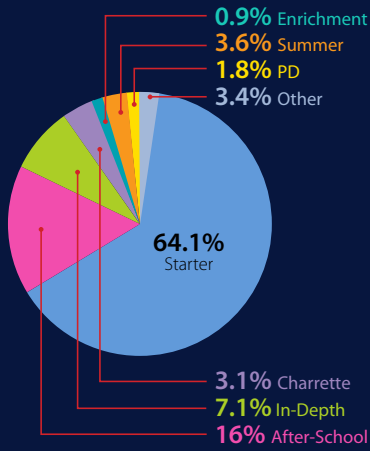
Fill the final weeks at the end of the year with an exciting program!

Available Programs:

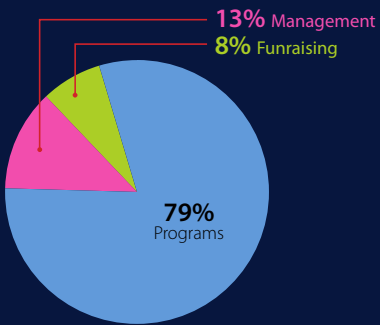
- Salvadori 8-day In-School Residencies
- Salvadori Enrichment programs
- Salvadori After-School programs
- 2-Day Salvadori *Paper Bridges*

Program Data

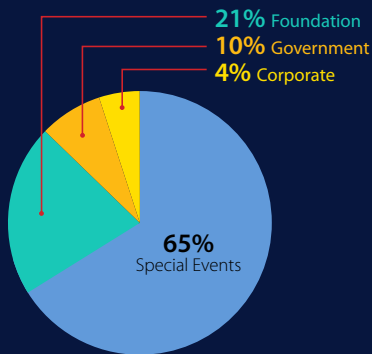
Programs & Classes



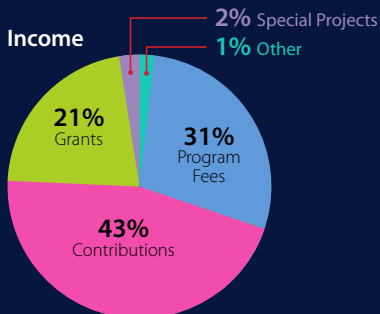
Expenses



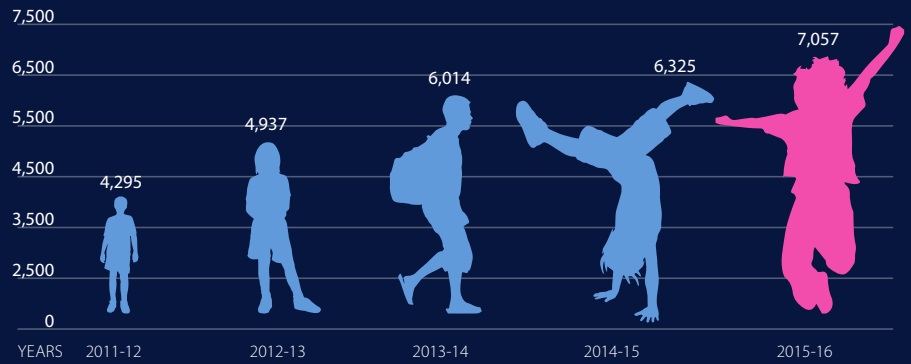
Contributed Revenue by Category



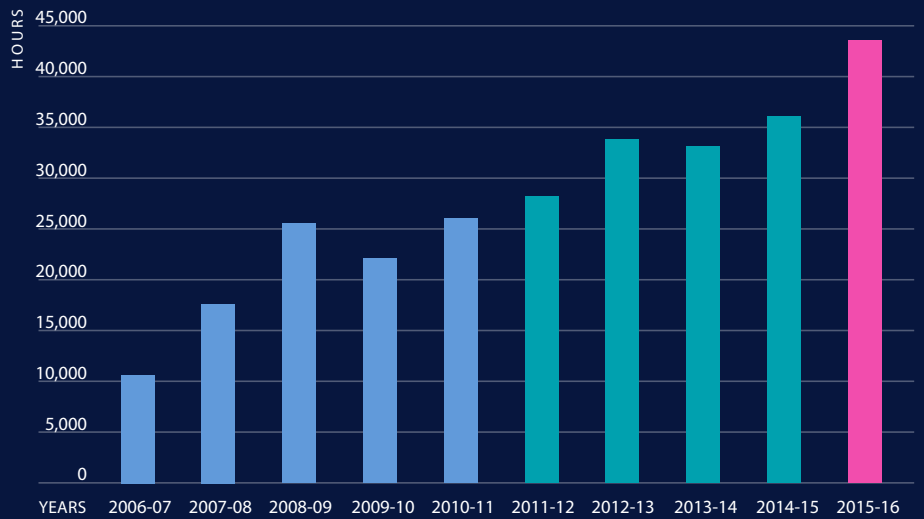
Income



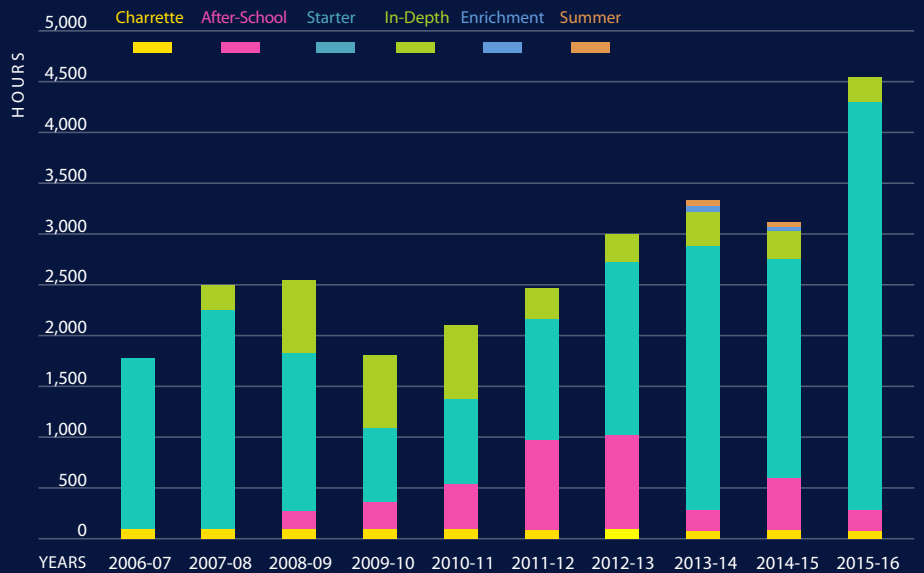
Full-time Equivalent: Student Impact Hours



Student Impact Hours



Program Distribution by Number of Students



AUDIT

Salvadori Center, Ltd. | Statement of Activities

For the Year Ended June 30, 2015 (With Summarized Financial Information for 2014)

Support and Revenue	UNRESTRICTED			TOTAL 2015	2014
	OPERATING	BOARD DESIGNATED	TEMPORARILY RESTRICTED		
Contributions	\$ 596,118	–	–	\$ 596,118	\$ 520,762
Less: direct costs of special events	(58,636)	–	–	(58,636)	(60,064)
	537,482	–	–	537,482	460,698
Grants		–		290,120	198,475
Program service fees		–		388,724	286,746
Investment income		–	–	37,936	38,716
Realized gain (loss) on marketable securities		–	–	(9,020)	(3,838)
Unrealized gain on marketable securities		–	–	23	112,675
Royalties		–	–	7,232	8,926
Other Income	–	–	–	–	–
		–			
Total support and revenue	\$		–	\$ 1,252,497	\$ 1,102,398
Expenses					
Program services:					
Educational activities	\$ 903,077	–	–	\$ 903,077	\$ 813,854
Supporting services:					
General and administrative	150,055	–	–	150,055	134,305
Fund-raising	95,256	–	–	95,256	80,682
Total supporting services	245,311	–	–	245,311	214,987
Total expenses	1,148,388	–	–	1,148,388	1,028,841
Change in net assets	104,109	–	–	104,109	73,557
Beginning net assets	1,866,791	–	–	1,866,791	1,793,234
Ending net assets	\$ 1,970,900	–	–	\$ 1,970,900	\$ 1,866,791



Charrette 2015



Benefit 2015



In-Depth

Management Letter

November 4, 2015

To the Board of Directors of Salvadori Center, Ltd.

In planning and performing my audit of the financial statements of Salvadori Center, Ltd., for the year ended June 30, 2015, I considered the Organization's internal control in order to determine my audit procedures for the purpose of expressing an opinion on the financial statements and not to provide assurance on internal control.

The points that follow are the result of observations of my current systems made by Eisenkraft, CPA staff during the audit process. This letter does not affect my report on the financial statements of Salvadori Center, Ltd.

Segregation of Duties

The current staff size of Salvadori Center, Ltd. does not always allow for the proper segregation of duties to ensure adequate internal control. This is not unusual, but management should be aware of this condition and realize that the concentration of duties in a limited number of individuals is not desirable from a control point of view. Under these conditions, the most effective controls lie in the establishment of systems of accounting policies and practices that insure that the Board of Directors remains involved in the financial affairs of the Organization, providing oversight and independent review functions.

In response to this issue, the Board currently reviews the internal financial statements of Salvadori Center, Ltd., on a regular basis and in other ways provides guidance and oversight regarding its financial affairs.

This report is intended solely for the information and use of the Board of Directors and management and is not intended to be and should not be used by anyone other than these specified parties.

Gary Eisenkraft
Certified Public Accountant

“Students were engaged in collaborative decision-making, critical thinking, and construction of their projects.”

Salvadori Starter Teacher, PS 46 (Bridges)



Starter



Charrette 2014



Summer DYCD

Impact Statement

Art, design, math, and science are embedded in the buildings, bridges, landmarks, and structures that surround us. The Salvadori Center uses the built environment as a vehicle for student learning, individual creativity, and the development of critical thinking and communication skills.

When the New York Academy of Sciences challenged educators in 1976 to improve teaching in middle schools, Salvadori's founder responded. He showed students how art, design, math, and science are part of buildings, bridges, and our local community. In 1987, the Salvadori Center was founded with three main principles:

- engage students through project-based exercises
- use the built environment as a vehicle for learning
- employ collaborative problem solving that involves all participants

Today, we hold true to our founding principles. Our STEM-based residencies celebrate a collaborative, hands-on, project-based approach with programs that:

- promote **college** and **career readiness**
- emphasize **higher-order skills**
- produce **student art work** that reflects high levels of **creativity, collaboration, and ownership**

We offer a variety of multi-day residencies that enable every child to succeed, and professional development workshops that provide teachers with a strong foundation in project-based learning. All Salvadori curricula link to Common Core Learning Standards, Next Generation Science Standards, and the New York City Department of Education's Blueprint for Teaching and Learning in the Arts, as well as grade-specific learning objectives.

Salvadori's approach to teaching STEM is different than most organizations. Salvadori teaches math and science using a collaborative, hands-on, project-based approach. Sessions pulse between small group project-based experiments, and full class sharing, analysis, and discussions.

Our hands-on approach to building projects gives students an intimate and personal experience. Working collaboratively, students learn that they don't need to have all the answers; each team member contributes to a more dynamic view. The small group scientific approach allows students to form hypotheses, build and test apparatus, record observations, and draw conclusions. Results are shared, discussed, and analyzed with the entire class.

Each multi-day residency or program includes multiple collaborative experiments that build toward a culminating activity. Individual sessions start with a re-cap activity that explores the previous week's session on a higher level. This reminds students where they left off and enables those who missed the previous session to catch up. The primary activity reinforces new concepts with hands-on, project-based experiments. Sessions end in a brief wrap-up activity, which is often a "cliff hanger" that motivates students to engage in future sessions. Students combine the design approach to problem solving with the scientific method of experimentation to explore new concepts and solve real world problems.

Salvadori programs give students what they need to succeed, promote college and career readiness, develop critical and creative thinking skills, and reflect high levels of thinking, participation, and ownership.

“The academic vocabulary has increased. I can see the difference.”

Salvadori Starter Teacher, PS 46 (Skyscrapers)



Summer DYCD



Starter



Charrette 2015

“Excellent program and aligned with the Common Core Standards for 2nd grade.”

Salvadori Starter Teacher, PS 179

2014–2015 Statistics:

In the 2014–2015 academic year, Salvadori delivered:

- **36,051** student impact hours
- in **123** classes
- to **3,371** students
- throughout all 5 boroughs of New York City and the surrounding region

Remarkably, since 2011, Salvadori has increased the number of:

- students served by 60%
- classes delivered by 50%
- student impact hours by 38%

This growth trend will continue in the next few years ~ Salvadori is expanding to serve the entire 7th grade in Scranton, Pennsylvania in 2016-2018, as well as selected schools in Riverside, Pennsylvania.

[Learn more about the Salvadori approach...](#)

Students

SEE

the world

differently



INDEPENDENT STUDIES SHOW THAT SALVADORI STUDENTS HAVE:

- **INCREASED CONFIDENCE** of success in math and science
- **GREATER INTEREST** in STEM/STEAM education and careers
- **IMPROVED PROBLEM SOLVING** skills
- **HEIGHTENED UNDERSTANDING** of the scientific inquiry process

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