

# Future Relationship Structure with Marbles Kids Museum



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# Why are we here today?

## *Because new Commissioner Adamson asked a question.*



Does Marbles own  
their building?



No, it's a  
county-owned  
facility?



Why don't they  
own it? And  
could they?

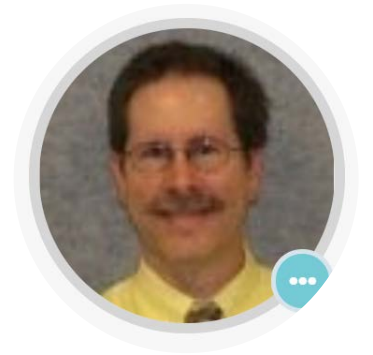


Well, it's just always  
been that way? It's  
a good question.  
Let us explore.

# One question led to several others.....



Does the County owning the facility present barriers or constraints to Marbles?



The current lease for Marbles ends in November 2022. What should the relationship look like in the future?



Would Marbles even consider taking over ownership? Maybe we should ask?

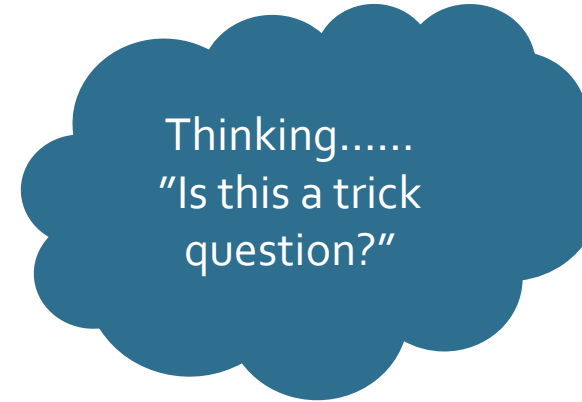
# Let's ask Marbles.....



What would you think about Marbles owning the facility?



I know it's out of the blue, but is it something worth having a conversation about?



Interesting.....Let's talk and include the Marbles Board of Directors in the conversation.



# Today's Discussion

## Purpose

- Share with the Board preliminary thoughts on looking at a different structure for the Marbles Partnership
  - Scenario 1: Transfer ownership to Marbles and develop a new long-term funding agreement for operating and capital
  - Scenario 2: County retains ownership of Marbles and develop a new long-term funding agreement for operating and capital

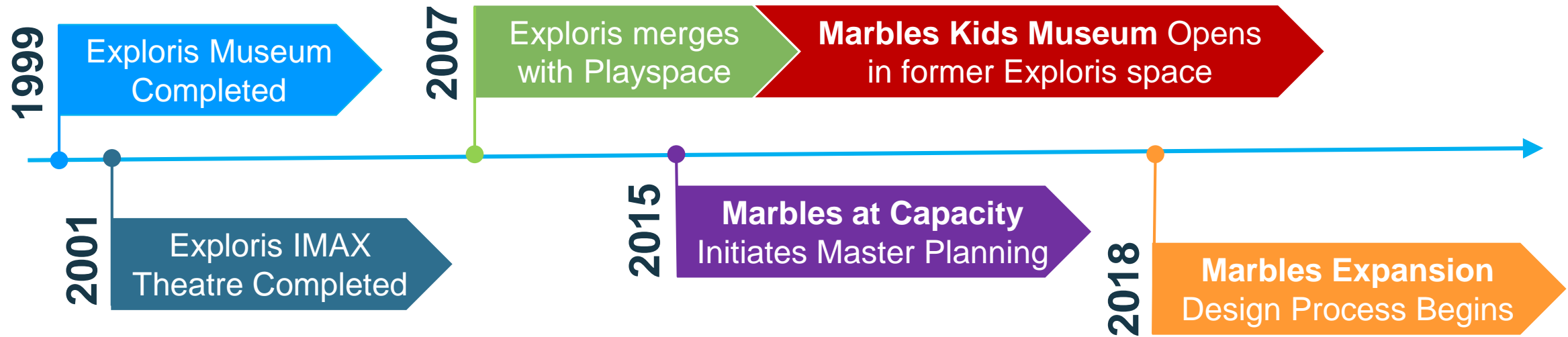
## Agenda

- Marbles History and current ownership arrangement
- County Funding – Operating & Capital
- Preliminary thoughts on new structure
- Hear from Marbles
- Board Discussion
- Summary and potential next steps

# History of Marbles



- Marbles Kids Museum 501c(3) non-profit
- Born from merger of Playspace & Exploris in 2007
- Operates children's museum and educational theater as Public/Private Partnership with Wake County

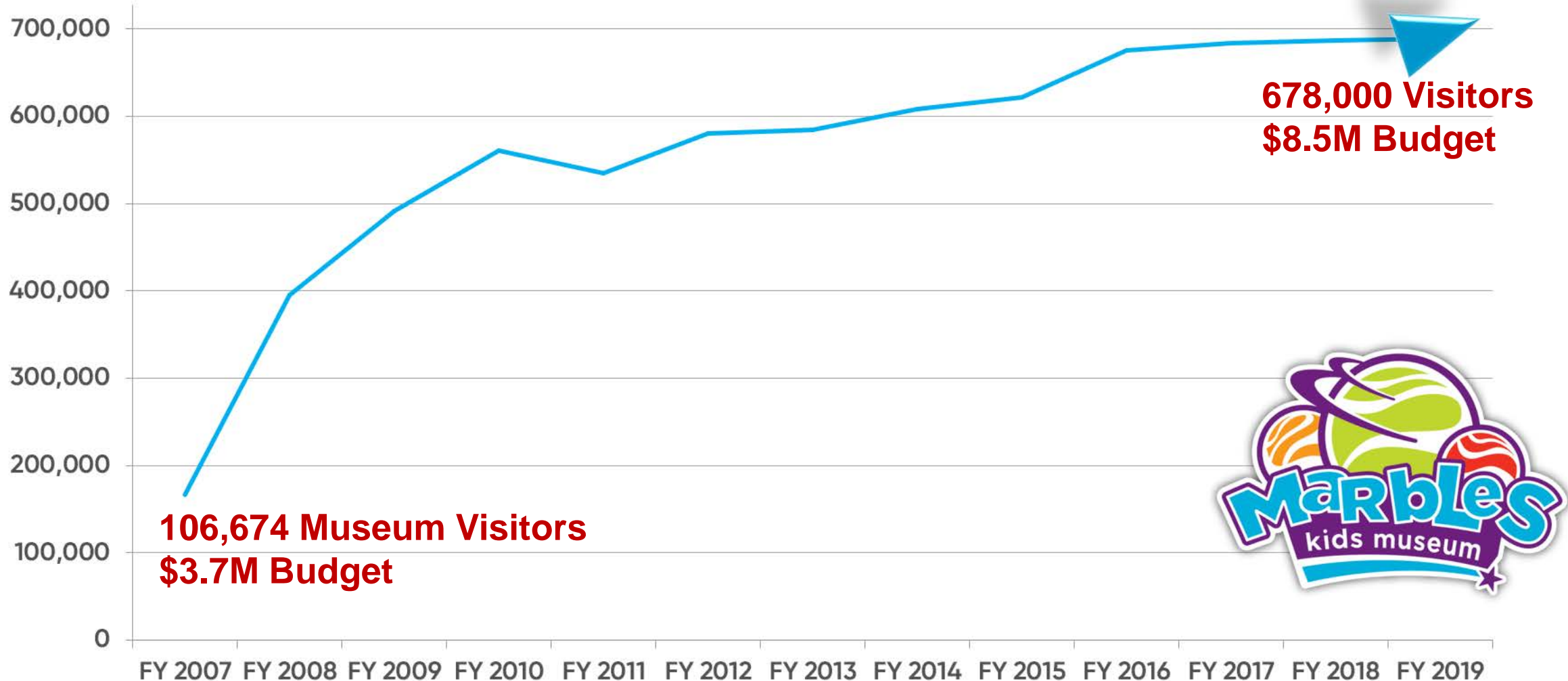


# Current Ownership

- County Owns Museum & IMAX Theatre buildings
  - Original Exploris Construction Investment \$32.9 M through Hospitality Tax
  - Life Cycle Improvements of \$3.4 M to date thru County's Annual \$1 M Discretionary Disbursement of Hospitality Tax (Major Facilities Trust Fund – NOT CIP)
  - FY 2021-2027 Life Cycle Improvements Budget of \$3.8 M
- Marbles Operates Under Long-Term Lease w/Wake County

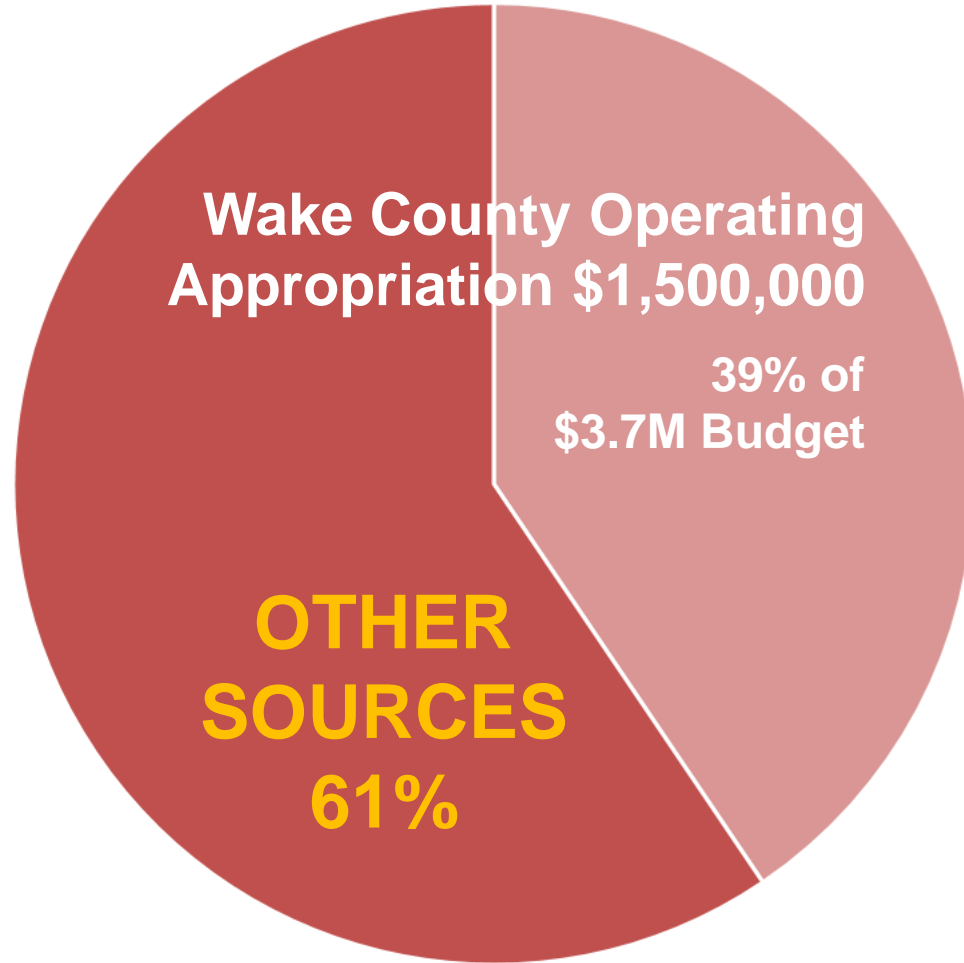
# History of Marbles Attendance & Budget

## ATTENDANCE

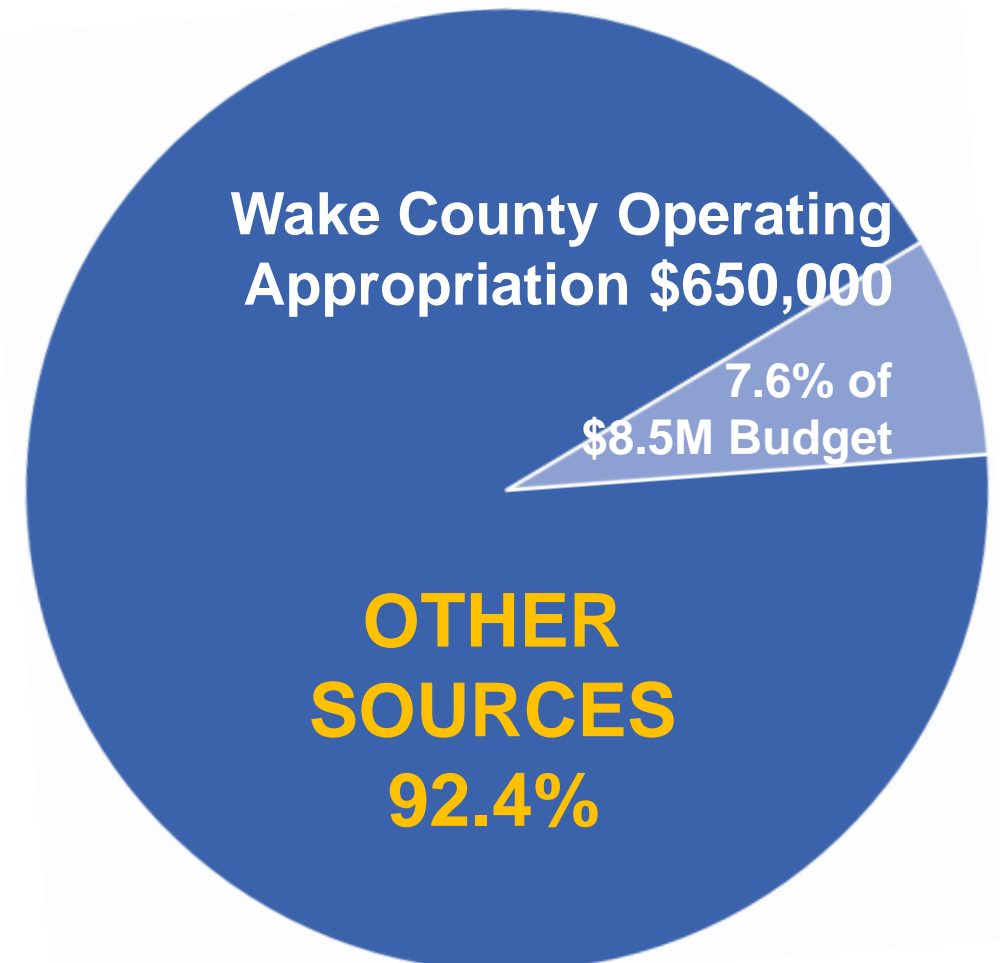




# Marbles / County Operating Funding History



**Exploris**



**Marbles 2019**

# County Operating Contribution to Marbles

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020*
Operating Appropriation	\$650,000	\$650,000	\$650,000	\$650,000	\$650,000	\$650,000
GSA Support	\$863,198	\$838,379	\$771,451	\$815,359	\$819,844	\$821,646
TOTAL	\$1,513,198	\$1,488,379	\$1,421,451	\$1,465,359	\$1,469,844	\$1,471,646
Marbles Attendance	621,484	675,776	683,597	689,363	678,000	680,000
OPERATING SUPPORT PER VISITOR	\$2.43	\$2.20	\$2.08	\$2.13	\$2.17	\$2.16

\* Projected

# Marbles Impact

## Play-based learning at Marbles is critical to Wake County's thriving educational ecosystem.

- Informal out-of-school learning experiences **bolster development of the 4C's** – critical thinking, creativity, collaboration and communication.
- Early play-based learning fosters intellectual growth, social and emotional well-being and healthy outcomes that help **prepare children for success in school and in life.**
- Marbles **supports WCPSS service goals** with targeted, no-fee programs including Kick-off to Kindergarten, Title I Family Nights, Ready-Set-School Workshops and more.
- Marbles was **instrumental in actualizing WCPSS goal to create a Magnet School for Play & Ingenuity** and provides ongoing Play Training for faculty and students.
- Marbles is a leading partner in **Wake Up and Read.**



MARBLES SPARKS  
imagination, *discovery* AND  
*Learning* THROUGH PLAY.

# Marbles Programs

As the **hub of play-based education** in Wake County, Marbles delivers innovative early childhood, pre-K and parent-child programs, **prioritizing access and inclusion**.

Wake County funding supports **targeted no-fee learning experiences** for vulnerable communities at Marbles:

- **Title I Family Events** for low-income and special needs WCPSS students
- **Ready-Set-School Workshops** for families without access to formal preschool
- **Early Math + Literacy Field Trips** for economically disadvantaged children
- **Community sensory-friendly events** for children with special needs and their families
- **Full Circle Family Playdates** for nonprofits serving housing-insecure families and low-income parents
- **Summer Enrichment Scholarships** to reduce financial barriers to high-quality summer learning experiences



# Goals of New Structure

## **Transparency**

Create a more transparent model for county funding – both program and facility support.

## **Asset Leverage**

A non-government facility may be more attractive to private donors.

Ownership provides Marbles a source of collateral.

## **Predictability**

Develop a long-term capital plan to support funding request which provides more predictability and certainty.

## **Flexibility**

County ownership comes with rules and regulations Counties must follow.

Marbles ownership provides more options to allow Marbles to control its own destiny.

# Preliminary Thoughts on New Structure

**NOTE: These are high-level, initial thoughts subject to change as concept is further explored.**

- County transfers ownership to Marbles with a provision it would revert to County if no longer used for museum operations
- Options would be developed as the basis for determining operating and capital funding
- The “new” public / private partnership would look similar to WCPSS and Wake Tech funding – county does not own, but funds a portion of facility costs and operating funding annually



# Let's Hear from Marbles....

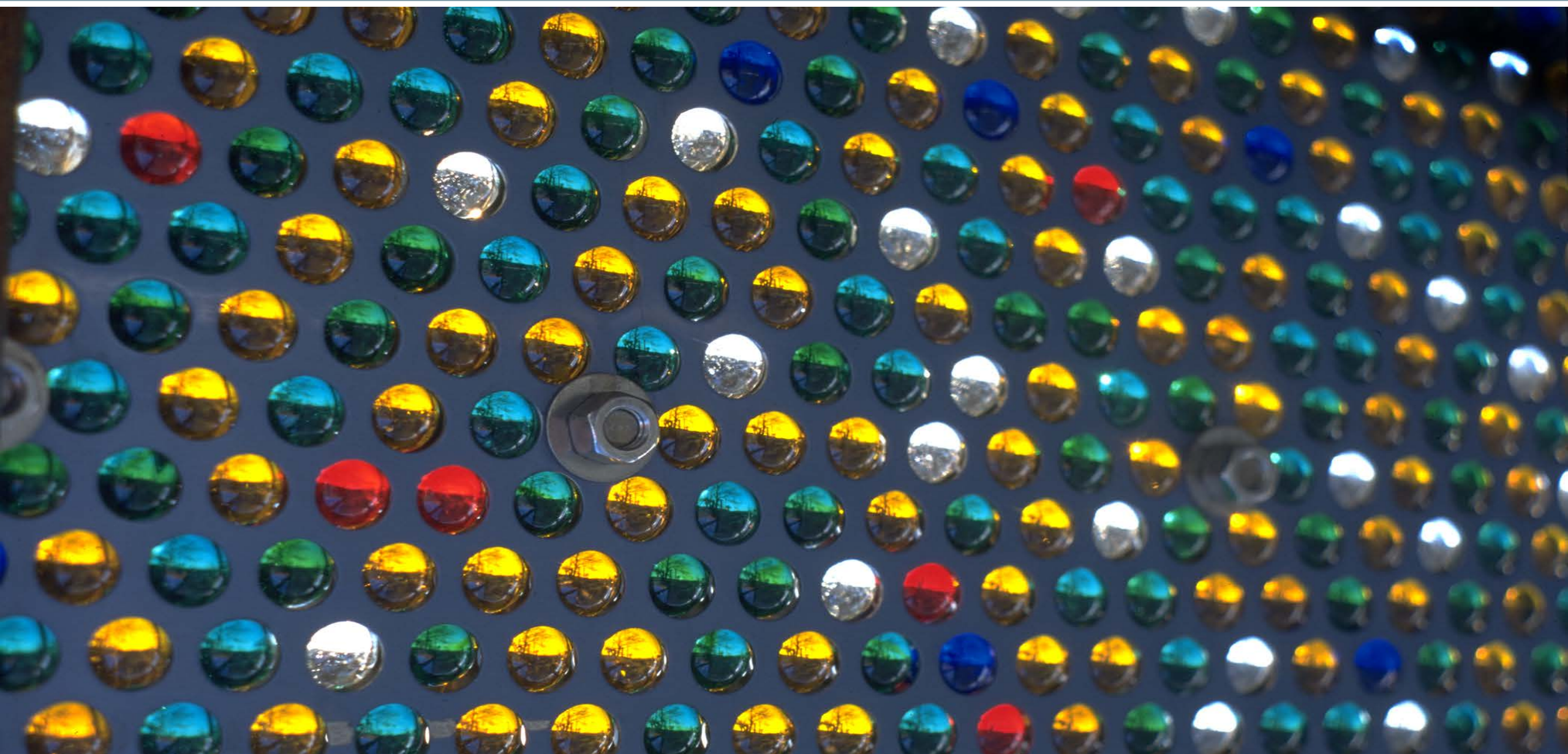
## **Nate Spilker**

General Manager, Clinical Research Solutions, Veeva  
*Chair, Marbles Kids Museum Board of Directors*

## **MariaRosa Rangel**

Sr Administrator, Office of Equity Affairs, Wake County Public School System  
*Learning Committee, Marbles Kids Museum Board of Directors*

# Board Discussion





# More Questions to Answer....

## Summary

- Does the Board support continuing to explore a new agreement structure with Marbles?
- What details or specifics should be considered as the team moves forward?

## Next Steps

- If yes, to proceed, the team will develop a work plan and identify points along the way where input from the Board will be needed.
- As the current lease expires in November 2022, target date for bringing proposed new agreement to the board is December 2021 to incorporate into the FY23 budget.