Contents

3 From the President
4 From the Executive Director
5 From the Associate Director
6 Membership
7 InterpPress
8 Legacy Trust Fund
10 Certification
11 NAI Heritage Library
   Media Awards Competition
12 National Interpreters Workshop
14 Region and Section Highlights
15 Partnerships
   Financial Report
16 2004 Legacy Trust Fund Donors

NAI Personnel (as of December 31, 2004)

Board of Directors

Executive Committee
Evie Kirkwood, President
Vern Fish, VP for Administration
Jim Covel, VP for Programs
Lynn Youngblood, Secretary
Vicki Basman, Treasurer

Regional Directors
Donna Richardson, 1
Steve McCoy, 2
Sue Bennett, 3
Ginger Murphy, 4
Bradley Block, 5
Pat Silovsky, 6
Carol Leasure, 7
Sue Immer, 8
Lester Hodgins, 9
Faith Duncan, 10

Section Representatives
Tom Mullin, College & University
   Academics
Janice Elvidge, Cultural Interpretation
   & Living History
Rachel Larimore, Environmental
   Education
Bruce Stebbins, Nature Center
   Directors/Administrators

NAI Staff

Tim Merriman, Executive Director
Lisa Brochu, Associate Director
Heather Manier, Membership Manager
Paul Caputo, Art and Publications
   Director
Deb Tewell, Sales and Events Manager
Julie Buderus, Development Director
Marsha Rowton, Bookkeeper
Jim Pasquotto, IT/AV Technician
Jolene Stagg, Certification Clerk
Jamie King, Membership Assistant

NAI Mission: Inspiring leadership and
   excellence to advance heritage interpre-
   tation as a profession.

Interpretation is a communication
   process that forges emotional and intel-
   lectual connections between the inter-
   ests of the audience and the meanings
   inherent in the resource.

P.O. Box 2246
Fort Collins, CO 80522
toll-free 888-900-8283
certification 866-326-4642
970-484-8283
fax 970-484-8179
www.interpnet.com

NAI’s staff at the end of 2004
From the President

If asked for a metaphor to describe NAI’s 2004, I would say it was like a ride on a roller coaster. It was filled with energy-building climbs, most notably the completion of the brownfield renovation for our new national headquarters. The grand opening and dedication in June was an exciting climax.

We built new kinetic energy with the addition of two positions in the areas of sales and events management and development. The establishment of these board-approved positions helps poise NAI on the crest of a powerful ride through new opportunities to enhance the association and its services to members.

Perhaps the most intriguing section of the roller coaster was the decision to create a new structure for the board of directors. With a proposal approved by the members in the fall, there will be a new model of governance for the association in 2006. Regional and Section Leadership Councils composed of the elected directors and section chairs, will choose four representatives each to serve on the national board of directors. Three at-large board members will also serve on the board.

Through the efforts of staff and the board of directors, NAI continues to lay down tracks to collaborate with agencies and organizations such as the Association of Nature Center Administrators (ANCA), the American Zoo and Aquarium Association (AZA), and the North American Association for Environmental Education (NAAEE). As part of these efforts, I had the privilege of representing NAI in presentations for the U.S. Forest Service and the International Association of Fish and Wildlife Agencies.

The saddest experience in 2004 was the passing of our Vice President for Administration, Bob Jennings. His long-time leadership and support of NAI lives on in scholarship and award programs established in his name.

In 2005 the board of directors will create a transition plan to the new governance structure and enter the turnstile towards an increased role in fund-raising for the association.

As any coaster enthusiast will tell you, each segment of the trip has its own distinctive excitement and the ride in 2005 should prove just as thrilling!
Two thousand four may have been the best financial year ever for the National Association for Interpretation, as total assets increased from $537,853 in 2003 to $1,605,063. The addition of an 8,400-square-foot office building provides an asset that will grow rapidly in value because of its location near Old Town in Fort Collins. Net assets grew from $181,224 to $378,101 due to capital gains of $96,215 from the sale of the old office at 528 S. Howes and a $200,000 Downtown Development Authority grant.

The new building is an asset in a variety of ways. The training room serves as an ideal site for small workshops. It brings members in contact with national office operations and helps them understand the infrastructure that supports over 4,700 members in 32 countries. NAI’s training room is also available to partner organizations as a place to meet collaboratively. The Heritage Library attracts rare books from members, personal papers from retired academic and administrative members, and theses and dissertations from graduate students.

Julie Buderus joined the NAI staff as development director late in 2004. Julie’s focused attention on grantwriting, annual giving, planned giving, and cosponsorships will advance the organization’s ability to deliver higher-quality member services and promote the profession to others.

Annual business plan objectives aligned with long-range planning goals drive NAI’s continued success. Measurable objectives are monitored on a monthly basis to keep staff and board members informed of progress. Two thousand four was an important step forward for NAI, positioning the organization to make even greater advances in providing services to the interpretive profession in years to come.

NAI celebrated its 50th anniversary in 2004, 17 years after consolidating the Association of Interpretive Naturalists with the Western Interpreters Association. Through the efforts of our extraordinary members, dedicated board, willing partners, and talented staff, we have built a solid foundation for this growing profession that connects people from all walks of life with natural and cultural resources in a variety of venues. The next 50 years will bring new challenges and opportunities for the interpretive profession to continue the important work of helping people understand, appreciate, and become stewards of our planet’s rich cultural and natural heritage.
Expanding into the office and storage space available with the new headquarters building allowed programs, products, and services to expand. Notable program accomplishments in 2004 included the addition of new titles to InterpPress, continued growth of the certification program, successful international activities, a profitable National Interpreters Workshop in spite of reduced attendance, and expanded use of the Web site to promote member surveys and interaction with staff and board members.

Program staff changes in 2004 included filling the certification clerk position with Jolene Stagg as former clerk Jim Pasquotto moved to the new IT/AV technician position in February. Deb Tewell began as the sales and events manager in June to take on responsibility for ad sales, the new NAI Heritage Library, media awards, and logistics for all training events.

NAI’s international program grew from two areas of interest (volunteer program and ecotours) to three as the board approved and planning began for the first-ever NAI-sponsored international conference to be held in Puerto Rico in May 2006. This conference will bring delegates from 30 to 40 countries together to create a global network of heritage interpreters.

In other international activities, NAI volunteers traveled to China to provide planning and design services at the Wolong Panda Breeding Center and the Hunchun Tiger Reserve in partnership with the U.S.-China Environmental Fund. Ten members accompanied associate director Lisa Brochu to the Amazon and Macchu Picchu in Peru for the second annual ecotour.

Closer to home, the national office provided new opportunities for members to express their views through member surveys and a comment/question box added to the Web site. Program fact sheets were developed and posted on the Web site and an FAQ section added to InterpNews to help members keep abreast of the exciting changes and new programs, products, and services.
Two thousand four was a great year for NAI members on many fronts. The organization celebrated the 50th anniversary of its parent organizations, the NAI International Training Center and Headquarters was built, the certification program continued to expand, *The Interpreter* magazine was resurrected, and membership stayed afloat despite the struggling economy.

Membership numbers were flat at about 4800, about the same as the previous year. However, we expect numbers to pick up as the economy starts to gain momentum and as member organizations settle into new and sometimes lower budgets. The membership department is always concerned with building membership and retention. We also need to make sure that members receive benefits in a timely manner and in good shape. In order to be successful at all of this, we are continually looking for ways to improve our processes.

Gaining new members happens fairly easily through certification and workshops and this gives us the opportunity to work on retention. Increasing membership retention must happen by continued contact with NAI on a regional and national basis. We start trying to build member alliance from the start of the membership. For instance, many new members receive phone calls from a staff member after they receive their new member packets. We hope this creates a connection right away—and the connection is vital, especially early in the membership. In order to help facilitate this connection on a regional level, we now have bi-monthly conference calls with leaders of the organization. This not only helps share ideas about membership and other facets of region and section leadership but also creates an ongoing connection among these leaders. Retention may also come in the form of subscriptions to *Legacy*. The retention rate among NAI members is lowest in the student and associate membership categories. With the decreased price of a *Legacy* subscription we hope to capture many of the members who have lapsed.

We continue to evaluate membership products and services and this will continue as we focus on membership recruitment and retention. Two thousand five looks to be a promising year for NAI.
InterpPress

InterpPress introduced its third book in 2004. *The Nature Center Book* by Brent and Carolyn Chipman Evans is a revised and updated version of *How to Create and Nurture a Nature Center in Your Community*, published by the University of Texas Press in 1998. The original manifestation of the book received first place in NAI’s Media Award Competition. Since then, almost 3,000 copies have sold and traveled as far as Africa, Japan, and South America.

This edition provides up-to-date information and expanded discussion of topics key to nature center development. It outlines lessons learned since the first edition and important new developments in the field. The new edition includes updated information regarding organizations and resources, as well as expanded coverage of financial and organizational issues and government-based nature centers. Printed in full color, *The Nature Center Book* features more than 200 photographs.

Also published by InterpPress in 2004, the Spanish version of the Certified Interpretive Guide workbook brings NAI’s ever-expanding training program to Latin America.

*Legacy* magazine underwent major changes in 2004. With the goal of using *Legacy* to fulfill the organization’s vision of making NAI the recognized voice of interpretation, the magazine’s target audience broadened from professional interpreters to those interested in natural and cultural heritage. With a wider audience for its premier magazine, NAI hopes to expand readership and educate the public about the role of interpretation in society. In its first year under the new direction, *Legacy* demonstrated links between popular culture and interpretation, featuring interviews with Kevin Costner and Jack Hanna.

In addition to the target audience change, the method for determining the magazine’s content changed. Each issue of the magazine is now theme-based, with the six 2004 issues focusing on cinema, souvenirs, conservation, sense of place, the history of interpretation, and volunteerism. For the first time, *Legacy* implemented a policy of paying freelance writers and photographers for high-quality submissions.

Furthering NAI’s goal of producing highly refined, professional publications, the organization’s quarterly newsletter *InterpNews* is now printed in full color. The upgrade was accomplished at no cost to members through an aggressive bidding process.

The *Journal of Interpretation Research*, in its first year under the editorship of Carolyn Ward, features a revamped Web site, www.interpnet.com/JIR. The *Journal* continued its presence as the field’s premier academic resource.

NAI’s Web site, www.interpnet.com, underwent major improvements, including upgrades to the site’s structure and the association store, under the technical supervision of IT/AV technician Jim Pasquotto.
Legacy Trust Fund

The Legacy Trust Fund (LTF) represents gifts that are restricted to scholarships, innovations, and the national office capital construction project. Since the inception of LTF in 1996, the 2004 audited total is valued at $296,141. This 2004 value-to-date includes cash contributions and pledge commitments. Per current auditing standards, pledge balances are reduced, or weighted, in anticipation of unfulfilled gifts. We believe that this figure is conservative, and the total amount will be modified accordingly in the 2005 audit process.

From January 1, 2004, to December 31, 2004, gifts directed to LTF total $71,199.40. When compared to $21,537 in 2003, this represents an increase of $49,662.

The new office building benefits our organization and our members on many different levels. As a financial asset, our facility is a sound investment that continues to increase in value. On a professional level, this much-needed office space enables effective and efficient management and distribution of NAI programs. Member benefits include programs such as membership, certification, publications, the association store, event planning, development, and fund management. The National Training Center located within the NAI facilities also brings members to Fort Collins for high-quality training.

Your support through personal donations is appreciated and your contributions benefit all of our members. Gifts directed to capital support make the greatest impact, as retiring the mortgage translates to $55,000 per year toward program support. However, all LTF gifts are important.

Contribution History

Total Contributions 1996–2004

Gifts directed to LTF from 1996 to 2004 have been provided through giving levels that best suit our members’ needs and interests. The chart above depicts the percentage of gifts received at different levels. The break-down is as follows:

- Major Gifts ($10,000 or more) = 39 percent
- Key Donors + ($1,500–$9,999) = 26 percent
- 500 Club ($500–$1,499) = 9 percent
- Under 500 ($1–$499) = 26 percent

2004 Contributions

Of the gifts directed to LTF in 2004 contributions were distributed as follows:

- Major Gifts ($10,000 or more) = 20 percent
- Key Donors + ($1,500–$9,999) = 60 percent
- 500 Club ($500–$1,499) = 3 percent
- Under 500 ($1–$499) = 17 percent
Thank You for Your Support

Legacy Trust Fund Stewards and Key Donors include individuals and corporations who have made a significant and lasting impact on NAI. Annual gifts are valuable as they sustain our organization. Honorarium and memorial gifts provide a tribute to our friends within the National Association of Interpretation (NAI) family.

The list at right recognizes leadership donors. The list on the back cover recognizes those who made contributions in 2004. Every effort was made to compile an accurate listing, but please feel free to contact Julie Buderus at 888-900-8283 with any questions you may have. For a list that identifies the total gifts-to-date, please visit our Web site at www.interpnet.com/ltf.

Sponsorship Support

Sponsorship of the National Interpreters Workshop (NIW) enhances the conference through affordable registration fees and superior programming. In 2004, support to the NIW held in Grand Rapids, Michigan, totaled $10,420 in cash gifts. This was augmented with gifts-in-kind valued at over $25,000.

NIW 2004 sponsors are listed on page 13.

<table>
<thead>
<tr>
<th>LTF Stewards</th>
<th>Key Donors</th>
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<tr>
<td>$100,000+</td>
<td>Adams, Deanne</td>
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<tr>
<td>Randall, Margaret</td>
<td>Basman, Cem &amp; Vicki</td>
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<tr>
<td>&amp; *Bill</td>
<td>Blodgett, Sarah</td>
</tr>
<tr>
<td>$20,000+</td>
<td>Brochu, Lisa</td>
</tr>
<tr>
<td>$10,000+</td>
<td>Buderus, Julie</td>
</tr>
<tr>
<td>Christine Revelas</td>
<td>Cable, Ted</td>
</tr>
<tr>
<td>&amp; James Covel</td>
<td>Condit Exhibits</td>
</tr>
<tr>
<td>Condit Exhibits</td>
<td>Christine Revelas &amp; James Covel</td>
</tr>
<tr>
<td>DenDooven, K.C.</td>
<td>DenDooven, K.C.</td>
</tr>
<tr>
<td>Merriman, Tim &amp;</td>
<td>Duncan, Faith</td>
</tr>
<tr>
<td>Lana</td>
<td>Gundrum, Laura</td>
</tr>
<tr>
<td>Mullin, Tom</td>
<td>*Jennings, Bob</td>
</tr>
<tr>
<td></td>
<td>Junkin, David</td>
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<tr>
<td></td>
<td>Kaplan, Alan</td>
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<td>Kirkwood, Craig &amp; Evelyn</td>
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<td>Manley, Marquita</td>
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<td></td>
<td>Martha Hazen &amp; Bruce McHenry</td>
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<td>Merriman, Tim &amp; Lana</td>
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<td>Mortensen, Charles &amp; Helen</td>
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<td></td>
<td>Mullins, Gary &amp; MaryAnn</td>
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<tr>
<td></td>
<td>NAI Region 1</td>
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<td></td>
<td>NAI Region 4</td>
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<td></td>
<td>NAI Region 6</td>
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<td>NAI Region 9</td>
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<td>Riolo, Roger</td>
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<td>Sanderson, Jackie</td>
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<td>Stebbins, Bruce</td>
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<td>Szabo, Bert</td>
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<td></td>
<td>Vander Stoep, Gail</td>
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<td></td>
<td>Taylor, David B.</td>
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*deceased

<table>
<thead>
<tr>
<th>Honorarium or Memorial Gifts</th>
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<tbody>
<tr>
<td>*Barkin, Josh</td>
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<td>*Barnett, Brian</td>
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<tr>
<td>*Jennings, Bob</td>
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<tr>
<td>Szabo, Bert</td>
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<td>Weaver, Howard</td>
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<tr>
<th>Corporate Donors</th>
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</thead>
<tbody>
<tr>
<td>Condit Exhibits</td>
</tr>
<tr>
<td>D. J. Case &amp; Associates</td>
</tr>
<tr>
<td>Dorfman Museum Figures, Inc.</td>
</tr>
<tr>
<td>Taylor Studios</td>
</tr>
</tbody>
</table>

*deceased
Certification

In 2004, all NAI staff became certified in at least one category. They were among the almost 3,500 individuals who had participated in the program by the end of the year.

To augment the growth in the program, Certified Interpretive Guide training materials were published in Spanish and began seeing use in Mexico, Panama, and other Spanish-speaking countries.

A list-serve for Certified Interpretive Trainers was added as a service to encourage networking among the 170 trainers offering the CIG curriculum.

By the end of 2004, NAI’s certification program was being used by:

- 40 concessionaires/tour companies
- 22 federal sites/agencies
- 7 foreign countries
- 58 city/county/regional
- 42 non-governmental organizations
- 36 state agencies
- 45 zoos, aquariums, botanical gardens
- 60 nature centers
- 27 museums
- 64 universities/colleges
- 10 planning/consulting companies

<table>
<thead>
<tr>
<th>Category</th>
<th>Applied</th>
<th>Awarded as of Dec 31, 2004</th>
<th>Awarded as of Dec 2003</th>
<th>Awarded as of Dec 2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>CIT</td>
<td>397</td>
<td>175*</td>
<td>133</td>
<td>80</td>
</tr>
<tr>
<td>CIM</td>
<td>68</td>
<td>15</td>
<td>9</td>
<td>4</td>
</tr>
<tr>
<td>CIP</td>
<td>124</td>
<td>17</td>
<td>11</td>
<td>5</td>
</tr>
<tr>
<td>CHI</td>
<td>164</td>
<td>41</td>
<td>26</td>
<td>17</td>
</tr>
<tr>
<td>CIG</td>
<td>2528</td>
<td>2289</td>
<td>1344</td>
<td>720</td>
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<tr>
<td>CIH</td>
<td>190</td>
<td>179</td>
<td>56</td>
<td>0**</td>
</tr>
<tr>
<td>Total</td>
<td>3471</td>
<td>2716</td>
<td>1579</td>
<td>826</td>
</tr>
</tbody>
</table>

*170 with CIG trainer status; 59 with CIH trainer status also.
**Category did not exist.

Note: “Applied” column includes those in the process of completing the requirements for certification.

Participants engage in one of the first certification workshops held at NAI’s national headquarters and training facility.
NAI Heritage Library

For the first time in the history of NAI, all publications and archives are in the same place at the same time and fully accessible. In 2004, members began donating books, videos, theses, and other publications from their own personal libraries to help augment existing library resources.

Media Awards Competition

In 2004 staff took over the logistical duties of the annual Media Awards Competition for the Visual Communications Section. The Media Awards Committee, made up of section members, determines categories and judging criteria, while the office accepts entries, documents submissions, and sends them to judges. The committee determines the finalists in each category, and works with staff to plan the awards ceremony in conjunction with the national workshop. The 2004 Media Awards Competition received 84 entries.

Certification Clerk Jolene Stagg sorts through copies of the Western Interpreters Association’s *The Interpreter* from the 1970s.

The 2004 Media Awards ceremony featured portrayals of voyageurs by Ben DeRubertis and Evie Kirkwood.
National Interpreters Workshop

NIW attendees enjoy an off-site session at the Air Zoo in Kalamazoo.

VP for Programs Jim Covel displays his purchase at the student scholarship auction.

Volunteer auctioneer John Luzader accepts bids at the scholarship auction, which raised more than $18,500 for student members.

NIW 2004 Sponsors

Platinum Circle
iZone

Gold Circle
Bureau of Land Management
Eastern National
National Park Service

Silver Circle
Fresh Thyme Catering by D & W
KC Publications
Kellogg’s Morningstar Farms
NAI Region 4
Northern Michigan University
Ohio State University
USDA Forest Service
U.S. Fish and Wildlife Service
U.S. Geological Survey

Bronze Circle
Cleveland Metroparks
Dragonfly Graphics
Friends of Indiana Dunes
Indiana State Parks and Reservoirs
Interpretive Services
Information Station Specialists

Patron Circle
Jean Kinnear
NAI CINP Section
NAI Region 9
ROW/River Odysseys West
U.S. Army Corps of Engineers
In 2004…

The **College and University Academic Section** assumed the leadership role for coordinating the national scholarship program for undergraduates and graduates.

In March, the **Cultural Interpretation/Living History, African-American Experience**, and **Council for the Interpretation of Native Peoples Sections** teamed up for a workshop in Washington D.C. entitled “Cultures at a Crossroads” with attendees from around the U.S.

Through regional and national workshop activities, **Region 4** spearheaded celebrations related to the 50th anniversary of NAI’s predecessor organizations and hosted several Association of Interpretive Naturalists (AIN) founding members at various events.

In **Region 5**, Iowa’s Governor, Tom Vilsack, recognized two NAI members with the Above and Beyond Award at a spring ceremony in Des Moines.

On the ground for only two years, the **Interpretive Naturalist Section** now has nearly 700 members.

Members from the **Northeast Region** completed a new traveling Region 1 exhibit to promote NAI and regional activities.

**Region 2** launched a training committee to identify existing training opportunities and coordinate new mini-workshops and seminars in the upcoming year.

At the NIW, members of the **Interpretation and Tourism Section** hosted a two-day workshop on tapping tourism to enrich the visitor experience.

It’s “Full Speed Ahead” for several **Region 3** members on the committee to coordinate the 2005 NIW in Mobile, Alabama.

Entering the recording industry was a snap for **Region 6**, which compiled a collection of cultural and natural history stories and songs from its members.

In its annual awards program, **Region 7** recognized two outstanding volunteers, Kim Kaufman and Jack Keables.

The **Environmental Education Section** created a bi-annual prize competition. Winners receive $1,000, agree to serve as a mentor for one year, and publish their EE research and/or project in an NAI publication.

The **Spanish Section** began offering a new service: translating interpretive brochures into Spanish.

Raising money for scholarships was the focus of an event in October for **Region 9** at the Hayward Shoreline Interpretive Center.

The Job Fair booth in the NIW 2004 exhibit hall in Grand Rapids was coordinated by a committee made up of **Region 10** members.

The **Nature Center Directors/Administrators Section** established the “Bob Jennings Award for Excellence in Interpretive Management,” and presented it to NAI member and national officer Lynn Youngblood in the fall.

Sue Immer, **Region 8**’s director, presented the keynote address at the Los Angeles Natural History Museum’s “Welcome Back Week” Volunteer Training and spread the word about the value of NAI.

The **Visual Communications Section** helped to revamp aspects of the National Interpretive Media Competition and celebrated the 2004 winners with a voyageur theme.

The **Zoos, Wildlife Parks, and Aquaria Section** continued its efforts to partner with American Zoo and Aquarium Association members by promoting the values of the Certified Interpretive Guide program in talks and presentations.
Partnerships

NAI thanks its many partner organizations. The list below includes those partners affiliated with programs other than the 2004 National Interpreters Workshop. (NIW 2004 sponsors are listed on page 13.)

Bohemian Foundation
Colorado State University Department of Recreation and Tourism
Condit Exhibits
Fort Collins Downtown Development Authority
KC Publications
Mason Street North Partners
National Parks Conservation Association
Paradigm Realty and Development
Rocky Mountain Bird Observatory
U.S. China Environmental Fund
Wolff-Lyon Architects
Wonderland Hill Development Company

Financial Report

The reports included here are copied directly from the annual auditor’s report filed by Sample & Bailey Certified Public Accountants.

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2004</th>
<th>2003</th>
</tr>
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<tr>
<td>Current assets:</td>
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<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$18,252</td>
<td>$50,695</td>
</tr>
<tr>
<td>Investments</td>
<td>46,704</td>
<td>45,731</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance of $7,500</td>
<td>106,303</td>
<td>108,669</td>
</tr>
<tr>
<td>Inventories</td>
<td>98,187</td>
<td>64,294</td>
</tr>
<tr>
<td>Other current assets</td>
<td>909</td>
<td>1,755</td>
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<tr>
<td>Total current assets</td>
<td>270,355</td>
<td>271,144</td>
</tr>
<tr>
<td>Investments - endowment</td>
<td>120,223</td>
<td>110,183</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>31,338</td>
<td>19,470</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,183,147</td>
<td>137,056</td>
</tr>
<tr>
<td>Total assets</td>
<td>$1,605,063</td>
<td>$537,853</td>
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<thead>
<tr>
<th>NATIONAL ASSOCIATION FOR INTERPRETATION</th>
<th>STATEMENTS OF FINANCIAL POSITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 31, 2004 and 2003</td>
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<table>
<thead>
<tr>
<th>NATIONAL ASSOCIATION FOR INTERPRETATION</th>
<th>STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS</th>
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</thead>
<tbody>
<tr>
<td>For the year ended December 31, 2004</td>
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Support and revenue:

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<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
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<tbody>
<tr>
<td>Membership dues and publications</td>
<td>$683,481</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Workshop revenue</td>
<td>524,596</td>
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<tr>
<td>Advertising income</td>
<td>82,147</td>
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<td>-</td>
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<tr>
<td>Contributions</td>
<td>78,790</td>
<td>200,000</td>
<td>28,813</td>
</tr>
<tr>
<td>Other income</td>
<td>20,248</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Unrealized gain on investments</td>
<td>9,949</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Investment income</td>
<td>197</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gain on sale of building</td>
<td>96,215</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Assets released from restrictions</td>
<td>500</td>
<td>(500)</td>
<td>-</td>
</tr>
<tr>
<td>Total support and revenue</td>
<td>1,496,123</td>
<td>199,500</td>
<td>28,813</td>
</tr>
</tbody>
</table>

Expenses:

<table>
<thead>
<tr>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>1,308,879</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>
| Support services:
  Management and general expenses | 169,872 | - | - | 169,872 |
  Fundraising | 17,424 | - | - | 17,424 |
  Interest expense | 31,384 | - | - | 31,384 |
| Total expenses | 1,527,559 | - | - | 1,527,559 |

Change in net assets (deficit)

<table>
<thead>
<tr>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>(31,436)</td>
<td>199,500</td>
<td>28,813</td>
<td>196,877</td>
</tr>
</tbody>
</table>

Net assets (deficit), beginning of year | (86,604) | 500 | 267,328 | 181,224 |

Net assets (deficit), end of year | $(118,040) | $200,000 | $296,141 | $378,101 |
### 2004 Legacy Trust Fund Donors

#### $1,500+
- Basman, Cem & Vicki
- Blodgett, Sarah
- Buderus, Julie A.
- Cable, Ted
- Covel, James F.
- DenDooven, K.C.
- Duncan, Faith
- Gundrum, Laura
- Martha Hazen & Bruce McHenry
- Junkin, David
- Kaplan, Alan
- Kirkwood, Evelyn J. & Craig
- Manley, Marquita
- Mortensen, Helen
- Mullin, Thomas D.
- NAI Region 4
- NAI Region 6
- Sanderson, Jackie
- Stebbins, Bruce
- Taylor Jr, David B.
- Vander Stoep, Gail

#### $1,000+
- Amrein, Gordon
- Arnold, Kevin
- Ash, Carol
- Case, John P.
- Catlin, David
- Divine, Deborah
- Ecker, Bonnie
- Eshbaugh, Steve
- Fedele, Richard
- Fitzsimons, Renee
- Follows, Don
- Gruhl, Mary
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- McCoy, Steve
- Nations, Linda
- Pembleton, Ed
- Roell, Amy
- Rogers, Nancy
- Rohde, Barbara
- Sexton, Phil
- Silovsky, Pat
- Spoerri, Jan
- Stevens, Linda
- Van der Smissen, Betty
- Werling, Donn
- Wittersheim, Robert
- Wooley, Fred J.

#### $500+
- Adams, Deanne L.
- Block, Bradley
- Blodgett, Thomas
- Bucholtz, Margot
- Champion, Julie
- Cerbus
- Christensen, Tom
- Clapp, Linda
- D. J. Case & Associates
- Dorfman Museum Figures, Inc
- English, Kelli
- Fidler, Michelle
- Foreman, Gary
- Gross, Kathleen M.
- Herwig, Nancy
- Hilton, Sunita
- Jolly, Gerrard
- Kenney, Sue
- Larimore, R. Leonard.
- Lerner, Carol
- Marcy, Julie
- McLeer, Dorothy
- Meyer, Nadine
- Neuman, Thomas
- Payne, Cherry
- Pettijohn, Donald
- Ragland, Nancy
- Rogoway, Teri
- Tabata, Ray
- Taylor Studios
- Tramontana, Eileen
- Welch-Westfall, Heather

#### Under $500
- Banyard, Rory
- Barels, Gail
- Beale, Magritte
- Binney, Frank
- Bixler, Robert
- Blesener, Kathryn
- Brackbill, Jennifer
- Bremen, Gary
- Brooks, David A.
- Carter, Robert
- Christoffel, Rebecca
- Conway, Terry
- Craighton, Lu Ann
- Creasey, William
- Cummings, Sue
- Cunningham, Mary Kay
- Dallam, Matt
- De La Torre, Jeana
- Deming, Anita
- Deren, Michael
- Derry, Linda
- Dispenza, Bob
- Doherty, Anne
- Driedger, Carolyn
- Dukes, Dana
- Enquist-Johnston, Mona
- Etenohan, Bett
- Ferreira, Paul
- Fish, Vernon
- Fort-Brenneman, Judy
- Fritz-Quincy, Deborah
- Galbraith, Julie
- Gehring, Denise
- Gitt, Kirsten L.
- Green, Karen H.
- Gregory, Ken
- Grenerth, Scott
- Hathaway, Kathleen
- Hostetter, K.
- Howard, Phyllis
- Johnson, Andrea
- Joslin, Kelly J.
- Kane, Martha
- Kantola, Kristi
- Kernan Kyle, Anne T
- Lea, Bill
- Lewis, Claudia
- Lippitt, Bonnie
- Loan, Mary
- Lundeen, Mara
- Martin, Dale
- Matlock, Lisa
- McGee-Ballinger, Maureen
- McHenry, Patricia
- Momich, Pat
- Morse, Pat
- Mott, John
- Mueller, Steve
- Murray, Reginald B.
- Nelson, Otto
- Newbern, Karen
- Niccum, Richard E
- Nieves, Eliezer
- O'Keefe, Tim
- Oxley, Kate
- Pals, Ken
- Papsdorf, Jane
- Paskowsky, Michael
- Price, Deborah
- Price, Janet
- Purchis, Catherine
- Rach, Tammy

#### Under $50
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