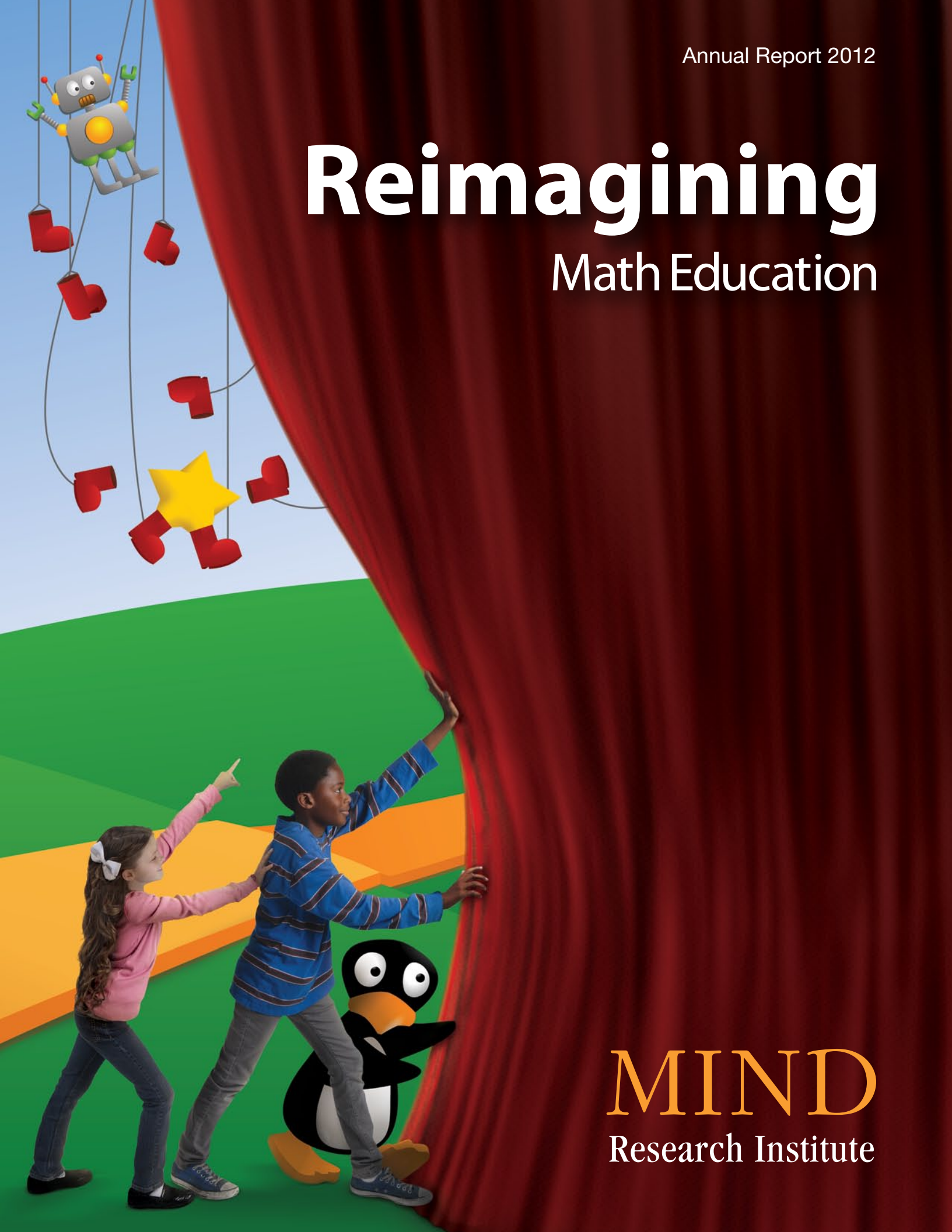


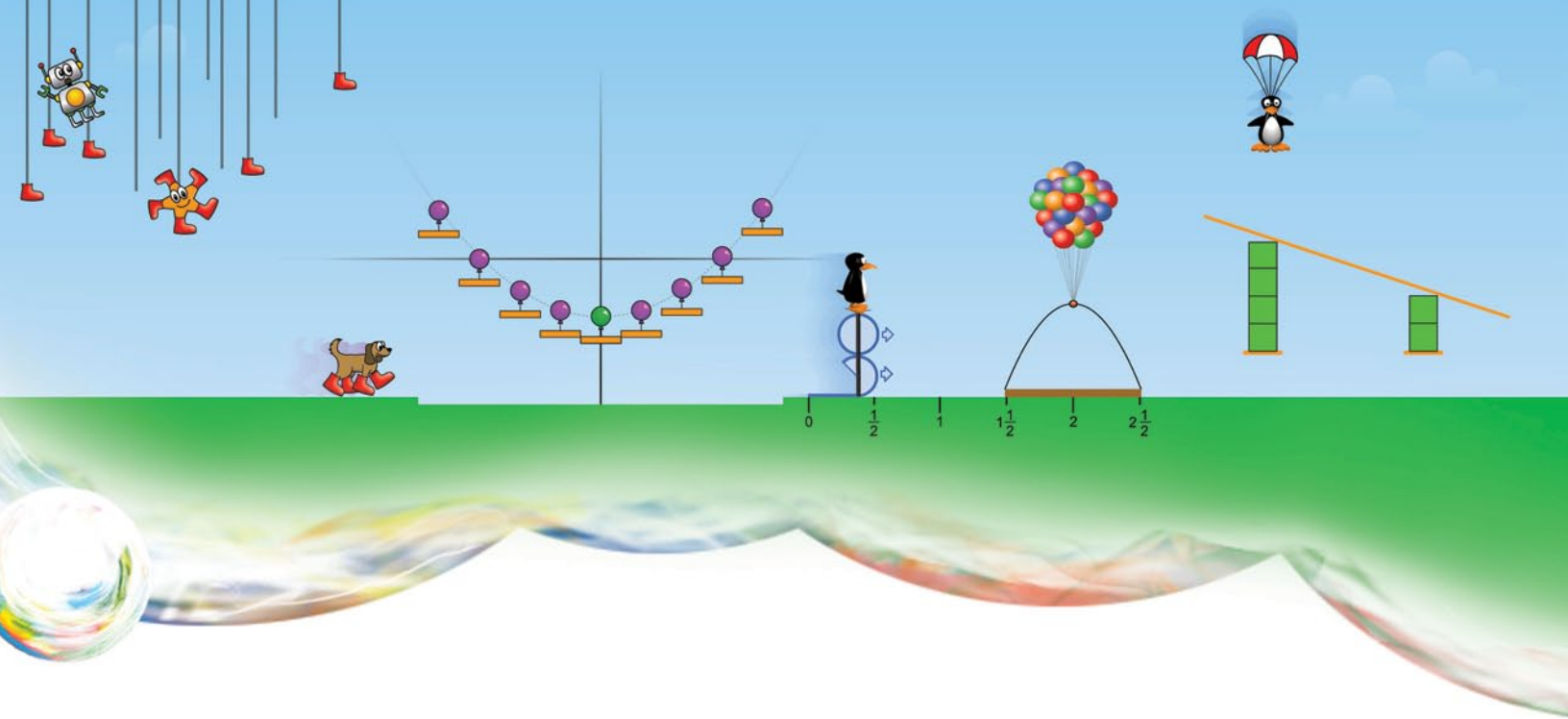
Annual Report 2012

# Reimagining

## Math Education



**MIND**  
Research Institute



Two-thirds of students fail to meet math standards by middle school, but the problem isn't the students, it's how math is taught. Our children need us to reimagine math education.

So that's exactly what MIND Research Institute is doing. We offer an approach that's tactile, visual, experiential – and unlike anything you've seen before. When young children engage with ST Math®, they naturally embrace learning and become innovative and confident problem-solvers, building the necessary foundations to transition seamlessly from elementary school success to high school, college and career success.



**Together, we're reimaging math education ...  
and reimaging our children's futures.**





## Our Mission

Ensure that all students are mathematically equipped to solve the world's most challenging problems.

## Vision

MIND Research Institute is dedicated to closing the math achievement gap for students across the country, regardless of socioeconomic background, learning challenges or language barriers.

## Meet JiJi

Created by MIND co-founder Matthew Peterson, Ph.D., in 1997, JiJi is the beloved penguin of the ST Math software games. Children help JiJi get past obstacles by solving math puzzles – and they associate JiJi with challenge, learning, understanding and the thrill of success. Every time a child demonstrates understanding of a math concept, JiJi crosses the screen, signaling success and leading the student to the next more challenging puzzle.







## Philanthropic Math Initiatives Extend Far and Wide

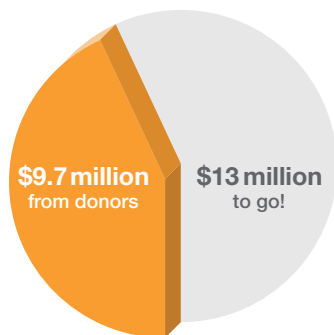
MIND Research Institute's Math Initiative grant program helps children from all socioeconomic backgrounds reach their academic and career potential. Philanthropically funded by generous donors – as well as the nonprofit itself – math initiatives currently reach 191,000 children in 15 urban areas.

Created in 2008 to accelerate math achievement, the first Math Initiative put ST Math instructional software in K-5 classrooms at the lowest-performing third of schools in Orange County, Calif. After the first year, the percent of students testing proficient or advanced on state math tests at these schools increased by more than 12 percentile points. In fact, over several years, 36 elementary schools serving 28,000 students in Santa Ana, Calif., increased their math proficiency from 35% to 67%, the state average. The inaugural Math Initiative had effectively closed the math achievement gap in a lower socioeconomic district of predominately English language learners.

### How It's Funded

Total invested to date:

**\$22.7 million**



In 2012, the Orange County Math Initiative reached its initial five-year, \$5 million fundraising goal thanks to major supporters including Emulex, Bank of America, Microsemi, Abbott Medical Optics, Pacific Life Foundation and many others. Today, MIND Research Institute continues actively fundraising to support its initiatives in high-need urban school districts. Year after year, participating schools in these areas demonstrate two to three times the rate of growth in math proficiency compared to other schools that don't use ST Math. The gift of ST Math software, teacher training and ongoing support, continues to make a tangible difference in communities across the country.



### MIND's Math Initiatives Across America

Launch Year

**2012** Baltimore, Minneapolis, Philadelphia, Seattle and Washington, D.C.

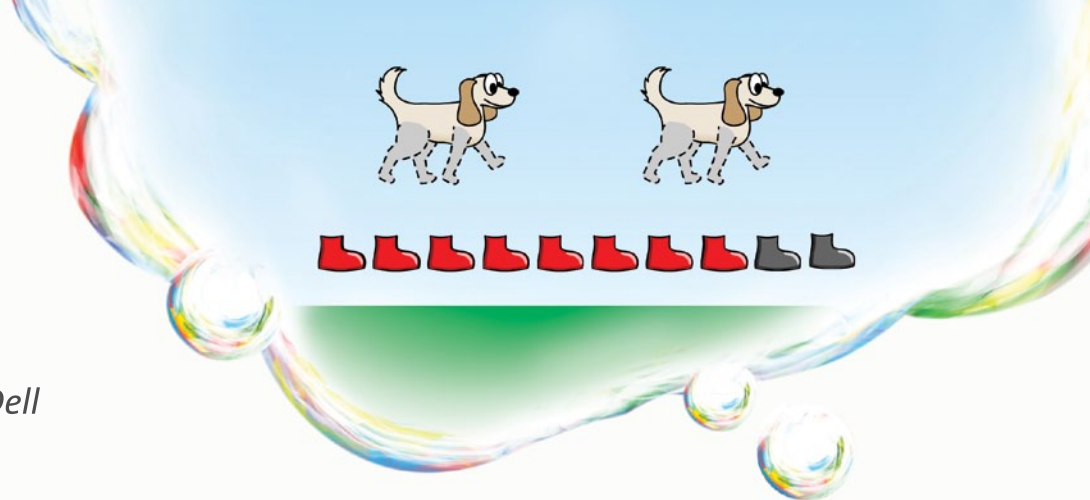
**2010** New York City; North Central Texas and Orange County, Florida

**2009** Chicago, Houston, Las Vegas, Los Angeles, Napa Valley and Silicon Valley

**2008** Orange County, California



Michael & Susan Dell  
FOUNDATION



## Michael & Susan Dell Foundation Targets New York City Schools

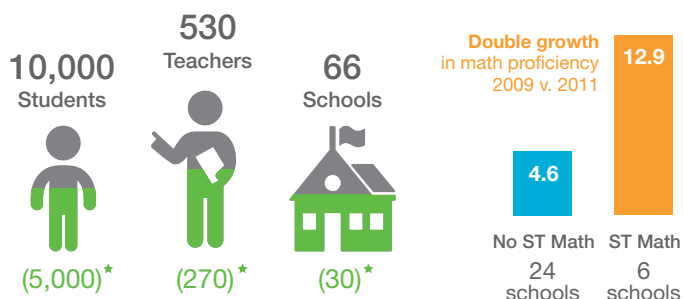
Situated among the residential projects in Brooklyn and serving mostly impoverished students, the elementary school PS 273 Wortman is a beacon of hope. It educates many high-achieving students, including fifth grader Angalisa, who calls herself the “ST Math Beast,” and her little sister Genisa, who goes by the nickname “JiJi” at school. They are among more than 5,000 New York City elementary school students at 30 high-need schools receiving the ST Math program, thanks to a 2012 grant of \$500,000 from the Michael & Susan Dell Foundation.

The grant supports the New York City Math Initiative, which aims to close the achievement gap in New York, where African-American and Latino students’ graduation rates lag behind their peers by 25%.

“Based on results in other cities across the country, we see MIND Research Institute’s ST Math program as having tremendous potential to close the math achievement gap in New York City public schools, and prepare more students for life-long success.”

-- Kevin Byrne, Director of U.S. Education at the  
Michael & Susan Dell Foundation

### NEW YORK CITY Math Initiative<sup>☆</sup>



- ☆ Supported by philanthropic donations and MIND Research Institute
- ★ Supported by Michael & Susan Dell Foundation





## Cisco Makes National Impact

When Tylicia transferred to third-grade at Occohannock Elementary in Virginia's Northampton County, her teachers described her as polite but extremely quiet in class. She was failing math, but wouldn't ask questions when she needed help.

Two months into the school year, Tylicia had what her teacher describes as a breakthrough moment. She had created her own place value chart on a white board to work through a series of ST Math problems on the computer. "It wasn't a strategy any one had given to her, and she was able to explain to me how she was using this tool she'd created," says third-grade math teacher Jenna Bassette. "She was problem solving independently."



“*Based on the at-scale national data and Arizona outcomes, both quantitatively and anecdotally, I came away impressed with the potential impact ST Math can have on our schools.*”

-- Rich Crandall, Director of the Wyoming Department of Education and former Arizona State Senator

Tylicia is one of 6,000 Virginia students who began piloting ST Math in 2012 with a grant from the Cisco Foundation. With the 22-school Virginia pilot, Cisco and MIND Research aim to repeat the successful outcome of their partnership in Arizona schools, launched in 2011. Results there prompted then-State Senator Rich Crandall to take notice and tour schools implementing the program. "Based on the at-scale national data and Arizona outcomes, both quantitatively and anecdotally, I came away impressed with the potential impact ST Math can have on our schools," he said.

This is exactly the kind of meaningful difference Cisco and the Cisco Foundation intended to make through their repeated investments in MIND Research's programs, according to the foundation's executive director, Peter Tavernise. One of the Cisco Foundation's priorities is fostering excellence in science, technology, engineering and math – the so-called STEM fields – particularly for underserved students. To that end, Cisco and the Cisco Foundation have supported schools in California's Silicon Valley, Arizona and Virginia, as well as provided infrastructure for national and web-based delivery of

## ST Math Project: SILICON VALLEY

2009-2012

17,000  
Students

45  
Schools



2.3

7.1

**Triple growth**  
in math proficiency  
2010 v. 2012

No ST Math 106 schools  
ST Math 34 schools

## ARIZONA ST Math Pilot

2011-2012

2,600  
Students

14  
Schools



3.6

6.9

**Double growth**  
in math proficiency  
2011 v. 2012

No ST Math 54 schools  
ST Math 11 schools

## VIRGINIA ST Math Pilot

Launched 2012

6,000  
Students

22  
Schools



Results Available in 2013

ST Math and teacher professional development.

"We expect our continued partnership with MIND Research Institute to prepare a greater number of students to learn math, develop problem-solving skills, graduate from college and excel in the 21st century economy," says Tavernise.

And according to Tylicia's teacher, ST Math is already putting at-risk students on track to successful futures.

"Their newfound ability and willingness to problem solve and to try multiple strategies is translating from ST Math to test-taking skills, in-class assignments and language arts," she says. "It's been phenomenal for us."

**"We expect our continued partnership with MIND Research Institute to prepare a greater number of students to learn math, develop problem-solving skills, graduate from college and excel in the 21st century economy."**

-- Peter Tavernise, Cisco





# A Message from Our CEO

Dear Friends,

With the help of friends like you, MIND Research Institute made great strides in 2012. We reached a record 450,000 students and 19,000 teachers in 1,700 schools nationwide. These schools continued to see two to three times the growth in math proficiency – proving that together we're making a real impact in educational outcomes for today's children.

Our corporate, foundation and community supporters helped MIND Research launch Math Initiatives at the neediest schools in Baltimore, Minneapolis, Philadelphia, Seattle and Washington, D.C. Math Initiatives were bolstered by major gifts from new donors including the Michael & Susan Dell Foundation, as well as continued support from Cisco Foundation and PricewaterhouseCoopers. To date, \$9.7 million has been raised to offset the \$22.7 million investment MIND Research has made in 15 Math Initiatives across the country. We appreciate continued support toward this effort to close our nation's math achievement gap.

In 2012, adoptions of ST Math continued to grow with a district-wide implementation by Stockton Unified School District in California's Central Valley. It's the largest adoption in MIND Research's history. We also introduced a new generation of ST Math that is optimized to support tablets and utilize their touch screens. It also aligns with the new Common Core State Standards being adopted in 46 states. Teacher and student reaction to the new capabilities has been very positive!

We continued to focus on the fidelity of implementation of our Math Education Process to ensure that our participating schools experience the full benefits of ST Math. This effort included investing in additional Educational Services staff, holding more orientation meetings with principals and ensuring teachers received more training.

At the end of 2012, we moved our Southern California headquarters to a larger facility adjacent to the University

of California, Irvine, which provides greater access to interns and faculty researchers. In 2013, we will further foster collaboration with the university by hiring a doctoral researcher to lead our education research in areas such as working memory and the neuroscience of learning.

Encouraged by the student achievement with our ST Math programs, we are currently developing a sixth grade program and an algebra solution, with the goal of rolling out a supplemental algebra curriculum and sixth grade in 2014.

We look forward to continuing to call on our friends like you to help us advance the efforts to bring math success to children in Orange County and across America.

Sincerely,

Ted Smith  
Chairman and CEO  
MIND Research Institute





# Reimagining Math Education...

## from pre-k through high school

### Statement of Need:

For centuries, America's creative geniuses have changed the world – Thomas Edison, the Wright Brothers, Walt Disney, Steve Jobs. Undeterred by naysayers and setbacks, they invented solutions others couldn't even imagine, and in the process created brighter futures for all of us. But America's capacity to innovate is in decline. The U.S. slipped from 7th to 10th place on the Global Innovation Index between 2011 and 2012.

Tragically, our innovative spirit is waning just as our education system continues settling for rote memorization and shallow learning by our children, especially in mathematics. The rest of the world has cornered the market for a rote-trained, high-tech workforce. Back here at home, one-fifth of fourth graders and one-third of eighth graders can't even do basic math, and 70% of students fail to demonstrate proficiency in math by the time they leave high school. That's a crisis when we know mathematical thinking at an early age lays the critical foundation for all problem-solving skills.

For 15 years, MIND Research Institute has been reinventing and reimagining math education – focused on the higher goal of deep learning for all students. Because we are a nonprofit funded by visionary corporations, foundations and community leaders,

we can create and deliver an educational tool that far exceeds what the market demands. It's not based on incremental improvements to current teaching methods. It's a totally new way of teaching and learning informed by the neuroscience research on how children – and all of us – learn best. That's why our ST Math program is unlike anything else in classrooms today.

Today, we're reaching more children, in more places, at more ages than ever before with the launch of our touch-enabled software and early pilots of our pre-k math program. Now we're moving out to the next frontier: algebra. With your continued support, we can literally reimagine math education from pre-k through high school, and in doing so rekindle America's innovation leadership and rescue our children's futures.



*“I want to solve algebra.  
It's a national crisis.”*

-- Matthew Peterson  
Co-founder and Chief Operating Officer  
MIND Research Institute



# 15 Years of MIND

1997 - 2012



HISTORY & MILESTONES



RECOGNITION



DONORS



INITIATIVES & GROWTH



RESEARCH

## 1997



JiJi the penguin is created as a character in ST Math games that are under development

## 1998



MIND Research Institute founded by Dr. Mark Bodner, Dr. Matthew Peterson & Dr. Gordon Shaw



JiJi gets “googly” eyes and becomes the dominant character in ST Math

## 1999



Dr. Shaw and Dr. Peterson co-author study in Neurological Research showing improved math performance for Los Angeles second graders using ST Math

## 2000



Ted Smith joins board of directors



2nd and 3rd grade ST Math program introduced



Paul Folino makes his first gift to MIND



1,300  
Students



120  
Teachers



12  
Schools

## 2001



Andrew R. Coulson is named president of new Education Division



Samueli Foundation makes its first gift to MIND



First annual recognition day honors teachers and donors including Texaco Foundation and Marjorie Rawlins

*“It would be wonderful if all children could begin to fully utilize their innate spatial-temporal abilities to think, reason and create.”*

-- Dr. Gordon Shaw, *Keeping Mozart in Mind*, 2000

# 2002



4th grade ST Math program released



MIND launches “Partners for Math Excellence” campaign, chaired by Paul Folino, then CEO of Emulex



8,000  
Students



400  
Teachers



40  
Schools

# 2003



Ted Smith named chairman of the board

# 2004



First-ever conference for ST Math users is held



Kindergarten ST Math program released



Dr. Peterson, Dr. Bodner and Dr. Shaw co-publish a study in Neurological Research proposing using Big Seed to train and assess creativity and spatial-temporal reasoning



Cisco Foundation, Jim and Sheila Peterson, Microsemi and the Horowitz Group make their first gifts to MIND



12,200  
Students



674  
Teachers



62  
Schools

# 2005



5th grade curriculum introduced



Dr. Bodner named president of the research division



Dr. Shaw posthumously receives Lifetime Achievement Award from Arts OC

# 2006



ST Math: Secondary Intervention is released



ST Math wins its first “Distinguished Achievement Award” in educational software from the Association of Educational Publishers



36,000  
Students



2,413  
Teachers



193  
Schools

# 2007



Algebra Readiness Curriculum adopted by the California Board of Education, receiving a perfect score

*“I knew we had to help when I saw how much the children loved math! These may be my future engineers.”*

-- Paul Folino, CEO of Emulex Corp., 2002



# 2008



ST Math: Secondary Intervention wins CODiE Award for “Best Mathematics Instruction Solution” from the Software & Information Industry Association



Orange County Register writes Matthew Peterson may “radically change the way your child learns math”



Emulex Corp makes first gift to MIND



**100,000** Students **4,500** Teachers **428** Schools



First Math Initiative launched in Orange County to accelerate math achievement in high-need schools

# 2009



MIND becomes part of the Institute of Education Sciences \$3 million, four-year research grant with UC Irvine



ST Math wins a Teachers’ Choice Award for the Classroom



Children & Families Commission of Orange County invests in development of pre-k; begins piloting with high-need pre-k classes in OC



PricewaterhouseCoopers makes first gift to MIND

# 2010



ST Math transitions to fully web-based delivery



UCI, MIND and Orange County Department of Education present a paper at the American Educational Research Association showing that ST Math positively impacts mathematics achievement



Dr. Bodner co-authors study showing possible method of reducing epileptic activity



The Chicago Tribune calls results of test improvements in schools served by the Chicago Math Initiative “staggering”



**320,000** Students **13,000** Teachers **1,000** Schools



MIND launches Math Initiatives in New York City, North Central Texas and Orange County (Florida), planning to replicate successes seen in previous Math Initiatives

# 2011



Dr. Peterson gives popular TEDx talk, “Teaching Without Words,” which has been viewed 100,000 times since then



*“Matthew Peterson is a computer genius with a plan, and so far it’s working superbly.”*

-- Orange County Register, 2008



Favorite ST Math challenge games Kickbox and Big Seed become available to the general public in iTunes app store



## 2012



ST Math launches with touch-enabled features, allowing children to access ST Math from tablet devices



Nigel Nisbet gives popular TEDx talk, "Geometry of Chocolate," already viewed 25,000 times



Dr. Bodner presents study exploring Big Seed's mathematical implications for DNA at the London Mathematical Society



**451,641**  
Students



**19,435**  
Teachers

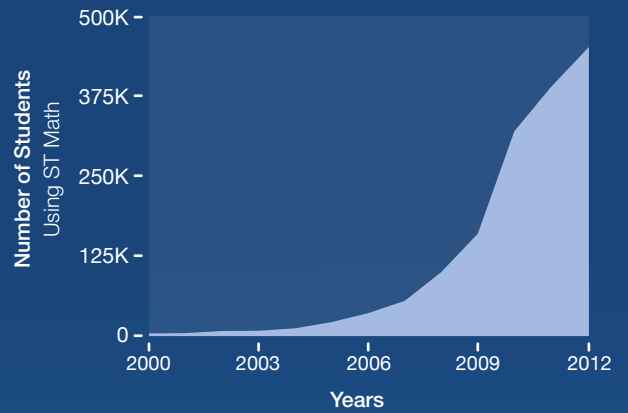


**1,779**  
Schools

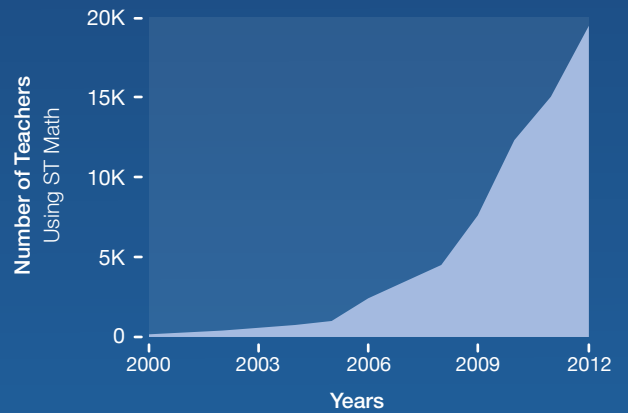


MIND launches Math Initiatives in Baltimore, Minneapolis, Philadelphia, Seattle and Washington, D.C., bringing the program to a total of 15 urban areas through philanthropy

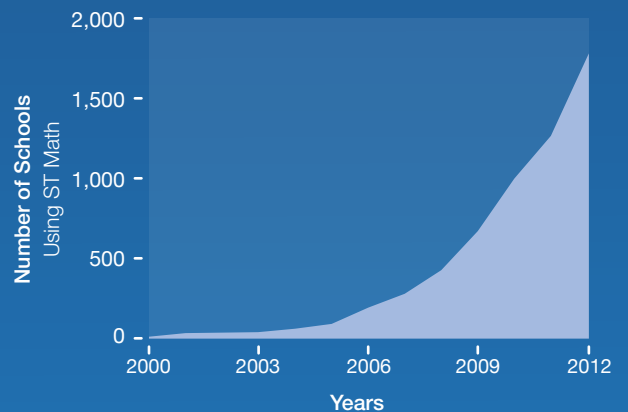
## Student Growth



## Teacher Growth



## School Growth



## State Growth





## Hyundai Kickstarts D.C. Math Initiative



In 2012, MIND Research Institute launched Math Initiatives in some of the nation's neediest urban areas: Baltimore, Minneapolis, Philadelphia, Seattle and Washington, D.C. Joining forces to help jumpstart the 31-school D.C. initiative was Hyundai Motor America, which already supports four schools in Southern California.

Hyundai's \$46,000 gift funded ST Math labs at Leckie and Hearst elementary schools, reaching 775 students in our nation's capital. "It's been awesome for my kids," says Crystal Gassert, a fourth grade math teacher at Hearst. "In a public school district like Washington, D.C., there are limited resources so this grant gave us a positive boost."

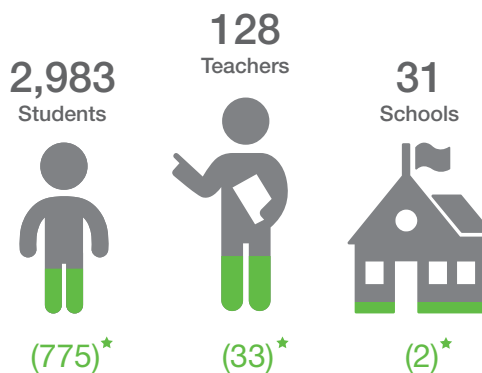
"Hyundai is dedicated to helping children gain the skills they will need to compete in a 21st century workforce," said Zafar Brooks, Director Corporate Social Responsibility and Diversity Inclusion, Hyundai Motor America. "Our partnership with MIND Research Institute brings a proven program in ST Math so that more children develop the problem-solving and reasoning skills necessary for success."

“It's been phenomenal to watch my students soar while having fun because of the way ST Math adds to my instruction.”

-- Crystal Gassert 4th grade teacher,  
Hearst Elementary, Washington, D.C.



### D.C. Math Initiative<sup>☆</sup>

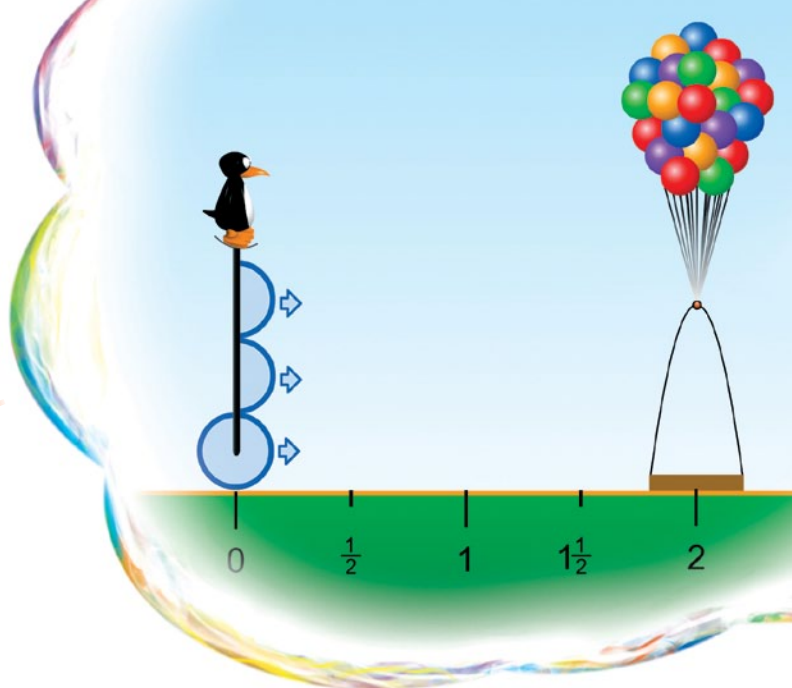


☆ Supported by philanthropic donations and MIND Research  
★ Supported by Hyundai



# Harnessing the Power of Tablet Technology

More than 15,000 tablets were used to log in to ST Math's new touch-enabled software launched in fall 2012. The new gesture-based interface gives students a more direct, intuitive and enhanced learning experience with ST Math.

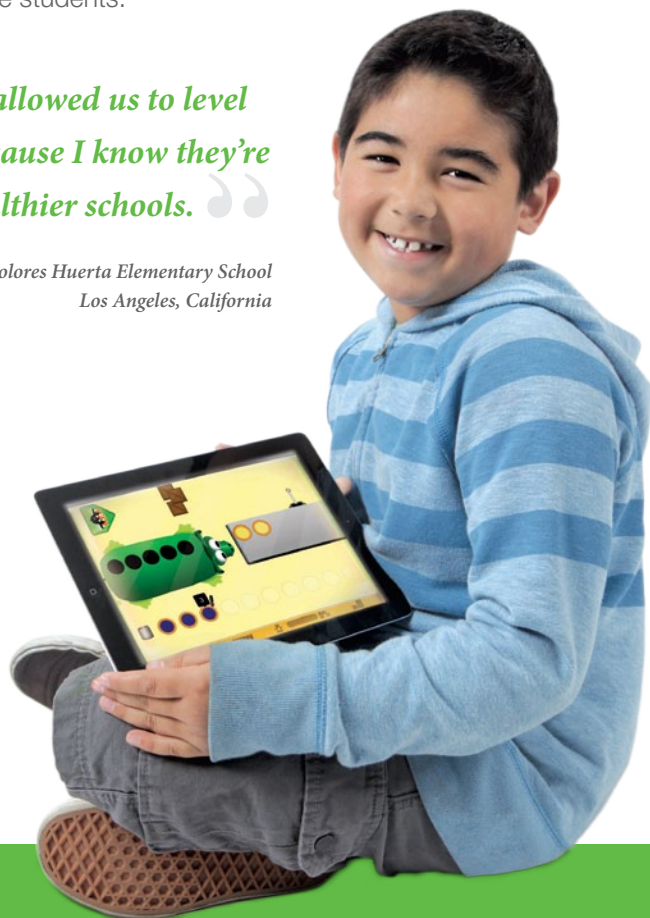
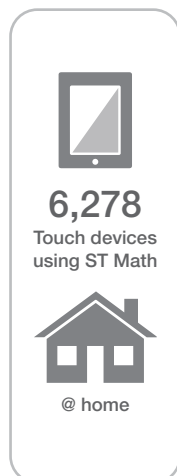
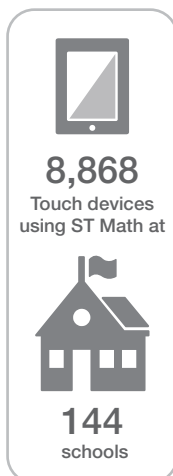


Six schools in California and Nevada piloted ST Math featuring touch in their classrooms thanks to \$124,000 in grants from the Verizon Foundation. "Verizon is committed to harnessing the power of technology to enhance education and create a brighter future for students," said Gene Eng, Verizon vice-president of external affairs. "Our partnership with MIND Research Institute expands access to a proven education system that's making a difference in children's lives."

At Los Angeles's Dolores Huerta Elementary School, where more than 90% of students live in poverty, Verizon's grant introduced ST Math on tablets for the third grade classrooms. "The students would 100 to one select to work on the iPad over the desktop," says Principal Desiree Manuel. Her third graders access JiJi on tablets in their classroom every morning, moving around freely to help one another and then promptly return to task. "It has more flexibility and mobility for the students."

*"Donations to support ST Math at our school have allowed us to level the playing field. I feel good when I see my kids because I know they're getting the same opportunities as other kids at wealthier schools."*

-- Desiree Manuel, principal, Dolores Huerta Elementary School  
Los Angeles, California



## \$3 Million and Above

Cisco Foundation\*  
Samueli Foundation

## \$1 Million and Above

Emulex Corporation  
Paul and Margo Folino  
The Horowitz Group\*  
Microsemi  
Jim and Sheila Peterson  
PricewaterhouseCoopers  
University of California, Irvine/Institute of Education Sciences

## \$500,000 and Above

Abbott Medical Optics  
Anonymous (2)  
Bank of America  
Chevron Corporation  
Children & Families Commission of Orange County  
Croul Family Foundation  
Michael & Susan Dell Foundation  
Pacific Life Foundation  
Podlich Family Fund  
The Seaver Institute  
The Ted and Janice Smith Family Foundation  
The Whitman-Harsh Family Foundation

## \$250,000 and Above

Anonymous  
Mr. William Bloomfield, Jr.  
The Boeing Company  
The Capital Group Companies Charitable Foundation  
Gerard Family Trust  
Helping Us Help Ourselves Foundation  
Matthew and Roberta Jenkins  
KDK-Harman Foundation  
Marion Knott Foundation Inc.  
Leonetti/O'Connell Foundation  
NAMM  
Sherry and John Phelan  
Ms. Marjorie Rawlins  
Janet and James "Walkie" Ray\*  
Segerstrom Foundation  
State Farm  
Stern Charitable Trust  
Toyota USA Foundation  
Ueberroth Family Foundation  
University of Phoenix  
Wells Fargo Bank



## \$100,000 and Above

The Ahmanson Foundation  
American Honda Foundation  
The Annenberg Foundation  
Arnold and Mabel Beckman Foundation  
Bruce and Karen Cahill  
California Community Foundation  
Carol and Budge Collins  
Carol and James Collins Foundation  
Dwight Stuart Youth Fund  
Dynamax International Trading Co., Ltd  
Edwards Lifesciences Corporation  
Kris and Linda Elftmann\*  
Ella Fitzgerald Charitable Foundation  
Fluor Foundation  
The Green Foundation  
Hastings/Quillin Fund  
Hot Topic Foundation  
Houston Endowment  
Hyundai Motor America  
Donald P. and Dodo Kennedy  
Mr. Marc Levin  
Napa Valley Vintners  
The Kenneth T. & Eileen L. Norris Foundation  
O.L. Halsell Foundation  
OneWest Bank Foundation  
Dr. and Mrs. Matthew Peterson  
RGK Foundation  
Ms. Michelle Rohe  
The Rose Hills Foundation  
S.L. Gimbel Foundation  
The Albert and Bettie Sacchi Foundation  
SAP America, Inc.  
Sempra Energy Foundation  
Southern California Edison  
Symantec Foundation  
Taco Bell Corporation\*  
US Bank  
Verizon Foundation  
Tim and Jean Weiss

## \$50,000 and Above


Dick and Mary Allen  
Mr. and Mrs. Eric Boden  
Emil and Maureen Brolick  
John and Constance Chambers  
The Gilbert & Jacki Cisneros Foundation  
Conexant Systems, Inc.  
Experian Americas  
Falcon Investment Group  
Mike S. and Ellie Gordon  
The Grammy Foundation  
The Henry L. Guenther Foundation  
Mr. and Mrs. Stephen Herrick  
JPMorgan Chase Foundation  
The Kling Family Foundation  
Knobbe Martens Olson & Bear LLP \*  
Mr. and Dr. Steven and Amy Litchfield




Mike and Janice Lowther  
Fariborz and Azam Maseeh  
Mr. and Mrs. Jim McCluney  
Miller Environmental, Inc.  
Northrop Grumman Foundation  
Roth Family Foundation  
Henry and Elizabeth Segerstrom  
Donald and Constance Sperling Foundation  
Peggy and Robert Sprague  
John R. and Elizabeth Stahr  
Steinmetz Foundation  
Elbridge & Evelyn Stuart Foundation  
Tarsadia Foundation  
TROY Group, Inc.  
United Way of Greater Los Angeles  
Viejas Entertainment & Productions  
WHH Foundation  
Windsong Trust  
Robert E. and Linda F. Yellin

### **\$25,000 and Above**

Adams Legacy Foundation  
AFCEA  
The Allergan Foundation  
Herb and Carol Amster Philanthropic Fund  
AT&T Foundation  
Citigroup  
CME Group Foundation  
Crevier Classic Cars / Crevier Sales & Leasing  
James and Catherine Emmi  
The Eisner Foundation  
First American Corporation  
Otis and Joann Healy  
George Hoag Family Foundation  
The Hoag Foundation  
IBM Corp.\*  
Mr. Michael Kaye  
Mike and Sheila Lefkowitz  
Leo M. Shortino Foundation  
Richard L. and Ginny Linting  
Long Beach Community Foundation  
David Mark and Sandy Stone  
McCormack & Farrow\*  
David and Darrellyn Melilli  
James and Suzanne Mellor  
Tim J. Molnar, CFP®  
The Hasbun Nazari Charitable Fund  
NEC Foundation of America  
Opus Community Foundation  
Quartics  
The Roripaugh Family Foundation  
SchoolsFirst Federal Credit Union  
Segerstrom Companies  
Technology for Kids Foundation  
Time Warner Cable\*  
Toshiba America Foundation  
Western Digital Corporation  
Yum! Brands Foundation, Inc.



### **\$10,000 and Above**



The Beall Family Foundation  
FileNet  
Robert and Connie Ihrke  
Mr. Damien M. Jordan  
KPMG LLP  
Bill and Linda Kreidler  
Latham & Watkins, LLP\*  
William and Pam Lawless  
Legacy Ladies, Inc.  
Ms. Deborah Lima  
The Lookout Foundation, Inc.  
Frank William Lynch  
Mara W. Breech Foundation  
Ms. Ann W. McDonald  
Ms. Liz Merage  
The Merage Foundation  
Morgridge Family Foundation  
Donald and Carol Murray Family Trust  
National Defense Industry Association  
New Century Financial Corporation  
Martha Newkirk  
Mr. Gregory D. Njoes  
Orange County Business Journal  
Orange County's United Way  
The Pacific Endowment  
Stephen and Kathy Peterson  
Mr. Mike Ray  
Rockwell Collins  
Robert E. and Julie Romney  
Ronald McDonald House Charities  
Edward and Helen Shanbrom Family Fund  
Soka University of America  
Sooch Foundation  
Thomas E. and Gerda Sparks  
Glen and Dorothy Stillwell Charitable Trust  
The Sutton Family Charitable Fund  
Tiger Woods Foundation  
TOSA Foundation  
Rolf Uitzetter and Pam Horowitz  
United Health Foundation  
United Technologies Matching Gifts Program  
UCI Foundation  
Waltmar Foundation  
Dan S. and Sharon Whelan  
The William C. Bannerman Foundation  
Woodbridge Self-Storage  
Ms. Jane Fugishige Yada  
Zeiss Optics Corporation

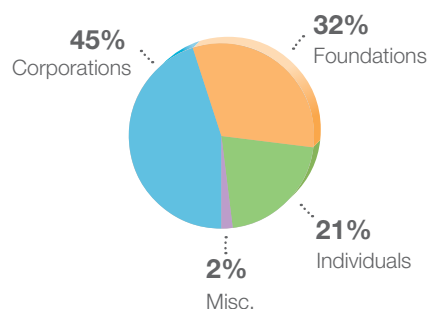
*\* Indicates part or all of gift was in-kind*

*Note: List reflects cumulative giving as of 12/31/2012.*

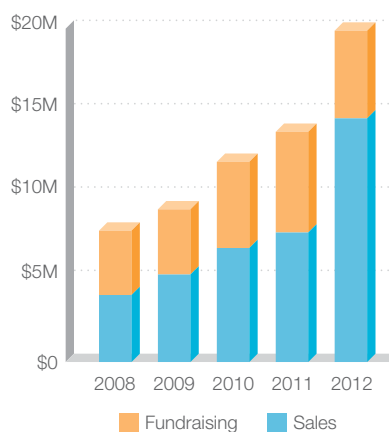


|   | Total 2012           | Total 2011           |
|---|----------------------|----------------------|
| <b>Revenue and Support</b>              |                      |                      |
| Gross School Sales                      | \$ 15,899,090        | \$ 11,303,697        |
| Less Contributions/Sponsorships         | (1,280,900)          | (3,533,938)          |
| <b>Total Non-sponsored School Sales</b> | <b>14,618,190</b>    | <b>7,769,759</b>     |
| Contributions                           | \$ 4,789,153         | \$ 5,602,812         |
| Special Events, Net                     | 453,316              | 411,179              |
| In-Kind Revenue                         | 19,056               | 25,351               |
| <b>Total Development/Fundraising</b>    | <b>5,261,525</b>     | <b>6,039,342</b>     |
| Gain (Loss) on Sale of Securities       | \$ (72)              | \$ 821               |
| Other Income                            | --                   | 527                  |
| <b>Total Other Support</b>              | <b>(72)</b>          | <b>1,348</b>         |
| Net Assets Released from Restrictions   | --                   | --                   |
| <b>TOTAL REVENUE AND SUPPORT</b>        | <b>\$ 19,879,643</b> | <b>\$ 13,810,449</b> |
| <b>Expenses</b>                         |                      |                      |
| Program                                 | \$ 16,276,528        | \$ 11,809,347        |
| Management                              | 607,089              | 370,326              |
| Fundraising                             | 2,017,519            | 1,517,529            |
| <b>TOTAL EXPENSES</b>                   | <b>\$ 18,901,136</b> | <b>\$ 13,697,202</b> |
| <b>INCREASE IN NET ASSETS</b>           | <b>978,507</b>       | <b>113,247</b>       |
| <b>NET ASSETS, BEGINNING</b>            | <b>3,175,990</b>     | <b>3,062,743</b>     |
| <b>NET ASSETS, ENDING</b>               | <b>\$ 4,154,497</b>  | <b>\$ 3,175,990</b>  |

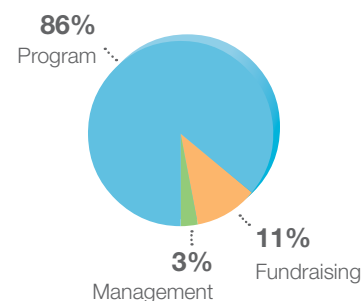
 **2012 Funding By Donor Type**



 **Total Revenue Over 5 Years**



 **2012 Expenses**



## **Ted Smith\***

Chairman  
MIND Research Institute;  
Founder & Ret. Chairman  
FileNET

## **Mark Bodner, Ph.D.\***

Vice Chairman  
Co-founder, Scientist & President,  
Research Division  
MIND Research Institute;  
Adjunct Professor,  
University of Pittsburgh;  
Adjunct Professor,  
Johns Hopkins University

## **Andrew R. Coulson**

Chief Strategist  
and Vice President  
MIND Research Institute

## **Marian Bergeson**

Former Secretary of Education,  
Assemblywoman and Senator  
State of California

## **John P. Bishop**

Ret. Vice President  
Sikorsky Aircraft

## **Bruce Cahill**

Founder, CEO and Chairman  
Centaur Corporation

## **Helen Clemmons, Ed.D.\***

Former Principal  
of 95th St. Elementary School  
& Mentor Administrator,  
L.A. City Board of Education

## **John R. Evans**

Ret. Senior VP, Regional Manager  
Wells Fargo Bank

## **Lawrence Higby**

Ret. Vice Chairman and Advisor  
Apria Healthcare, Inc.

## **David Horowitz**

President  
Horowitz Management, Inc.

## **Roberta Jenkins**

Matthew and Roberta  
Jenkins Family Foundation

## **Mike Lefkowitz\***

President  
The Semel Group

## **James Peterson\***

CEO  
Microsemi Corporation

## **Jim Mazzo**

Ret. President  
Abbott Medical Optics Corporation

## **Jim McCluney\***

Ret. President and CEO  
Emulex Corporation

## **Jiri Patera, Ph.D.**

Professor  
University of Montreal

## **Daryl G. Pelc**

Vice President  
The Boeing Company,  
Engineering & Technology  
Phantom Works Boeing Defense,  
Space & Security

## **Matthew Peterson, Ph.D.\***

Co-founder and Chief Operating Officer  
MIND Research Institute;  
Researcher, UC Berkeley

## **John Phelan**

Executive Vice President  
Capital Research and  
Management Company  
(Capital Group Companies)

## **William Frederick Podlich**

Consulting Managing Director  
and Ret. CEO  
Pacific Investment  
Management Company

## **James “Walkie” Ray\***

Partner  
Sanderson J. Ray Development

## In Memoriam

Gordon Shaw, Ph.D., Co-founder,  
Chairman Emeritus & Institute Scientist;  
Professor Emeritus, Physics,  
University of California, Irvine

\* Executive Committee Member

MIND Research Institute  
111 Academy  
Suite 100  
Irvine, California 92617  
(888) 751-5443



[www.mindresearch.net](http://www.mindresearch.net)



@MIND\_Research



FriendsofMINDResearchInstitute



[www.youtube.com/mindresearch](http://www.youtube.com/mindresearch)



**MIND Research Institute**  
A neuroscience and education research-based non-profit corporation