Dear Friends and Supporters,

During the past fiscal year, The Works celebrated a milestone. A quarter of a million visitors have now explored hands-on engineering with us!

Of course, we’re proud of our accomplishment, but what really makes us excited is that we are now seeing the fruits of our labor. The children who explored The Works ten to fifteen years ago are now in college and/or ready to join the workforce. No matter the field they choose, the hands-on engineering experiences they had at The Works helped them attain the 21st century skills needed to succeed in a complex, changing world.

Of course, back then we were reaching far fewer children than we do today. In the past fiscal year our attendance soared to 41,366. That is 19% more than last year and nearly three-times our attendance of three years prior.

Group attendance continues to increase, whether it is students visiting us as part of a field trip or our staff visiting schools during an outreach program. We are gratified that hands-on engineering is no longer a luxury for schoolchildren, but a requirement. This is due in part to forward-thinking improvements in the Minnesota State Science Standards.

Family attendance has also increased dramatically. Summers and Saturdays are now an extremely busy time at The Works, as parents and kids explore how things work together in our museum. In addition, nearly 1,000 children dove a little deeper and participated in a camp or class with us this year. Our membership is booming with families who understand the need for STEM education and the importance of developing creativity and critical thinking skills.

The Works offers teachers the professional development they critically need to teach engineering concepts to elementary school students. We have also begun a new program of installing Explore Labs in schools that want to provide hands-on engineering year-round to their students. These important new activities help us to achieve our mission on a wider scale and to expose more children to hands-on engineering.

Reaching kids at school and at home is the way to inspire a generation. After 15 years of quietly inspiring innovators, engineers, and creative problem solvers, we’re ready to gear up and make a more significant impact in Minnesota. Our move to a larger expanded facility in the fall of 2011 will result in additional classroom space, a larger exhibit hall, dedicated space for state-wide outreach and an innovative public engineering design lab. This move has been initiated by the overwhelming response to our programs and services.

We couldn’t have accomplished all of this without the support of our loyal friends! We will continue to depend on our community to support us generously in the year ahead. Each contribution, from a foundation, corporation, or individual, brings us closer to our goal of awakening every child’s inner engineer. Thank you for your support.

Joan Wrabetz
2009-2010, Chair Board of Trustees

<table>
<thead>
<tr>
<th>Board of Trustees</th>
<th>Service Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ron Bennett</td>
<td>09-10</td>
</tr>
<tr>
<td>Troy Brandt</td>
<td>08-09</td>
</tr>
<tr>
<td>Don Craighead</td>
<td>Group Visits</td>
</tr>
<tr>
<td>Elizabeth Grant</td>
<td>and Workshops</td>
</tr>
<tr>
<td>Anita Hall</td>
<td>18,369</td>
</tr>
<tr>
<td>Larry Jodsaas</td>
<td>The Works on Wheels</td>
</tr>
<tr>
<td></td>
<td>3,315</td>
</tr>
<tr>
<td>President</td>
<td>Family Visits</td>
</tr>
<tr>
<td>Rebecca Schatz</td>
<td>18,103</td>
</tr>
<tr>
<td>Staff</td>
<td>Camps and Classes</td>
</tr>
<tr>
<td>Kris Best</td>
<td>983</td>
</tr>
<tr>
<td>Emily Carroll</td>
<td>Professional</td>
</tr>
<tr>
<td>Heidi Eschenbach</td>
<td>Development</td>
</tr>
<tr>
<td></td>
<td>596</td>
</tr>
<tr>
<td>And many wonderful summer employees and volunteers.</td>
<td>Other</td>
</tr>
<tr>
<td></td>
<td>600</td>
</tr>
<tr>
<td></td>
<td>Total</td>
</tr>
</tbody>
</table>

5701 Normandale Rd      Edina, MN 55424      952-848-4848   www.theworks.org
The Works would like to thank the many Friends and Members of the organization who supported us during the past fiscal year.

**Corporations and Foundations**

- **Diamond $25K+**
  - American Honda Foundation
  - Medtronic Foundation
  - 3M Foundation

- **Platinum $10K+**
  - Donaldson Foundation
  - General Mills Foundation
  - Goodrich Foundation
  - Xcel Energy Foundation

- **Gold $5K+**
  - ATK
  - Pentair Foundation
  - Symanitec

- **Silver $1K+**
  - Digital River
  - Dow Chemical
  - and Edina Education Fund
  - Great River Energy

- **Bronze $500+**
  - American Society of Mechanical Engineers
  - Gray Plant Mooty
  - Prairie Island Tribal Community

- **Partners**
  - Acorn Tax and Financial Services, Inc
  - Society of Women Engineers
  - TLC Electronics
  - Warners Stellian

- **Silver $1K+ (cont.)**
  - Nash Foundation
  - Qwest Foundation
  - Thomson Reuters
  - U of M Intelligent Transportation Systems Institute
  - U of M College of Science and Engineering Alumni Society

- **Patrons $5000+**
  - Mike and Ruth Fingerson
  - Larry Jodsaas
  - Edina Community Foundation / William D. Radichel Foundation
  - Richard M Schulze
  - Family Foundation

- **Founders $1000+**
  - Donald and Sandra Craighead
  - The Craighead Family Fund of The St. Paul Foundation
  - Kevin and Cathleen DiLorenzo
  - Robert Fayfield
  - Anita Hall
  - John Pearson
  - Julianne Prager
  - Laurie Zenner

- **Champions $500+**
  - Richard and Jean Clarke
  - Nancy Drake
  - Stuart and Nancy Friedell Family
  - Margaret Loftus
  - Stephen Sigmond
  - Ann Marie Thomas
  - Lauree Zener

- **Catalysts $10,000+**
  - Earl Bakken
  - Rucker Family Foundation

- **Catalysts (cont.)**
  - Thomas Hudson
  - Steve Jevning
  - Hal Kossman
  - Larry Lomax
  - Mark and Eugene Olson
  - Doug Paulson
  - Robert and Joyce Rosene
  - Derek Rucker
  - Barbara and John Schue
  - Richard Thiele
  - William Casey
  - Anonymous

- **Friends**
  - Kristi Adams
  - Kris Best
  - Ray Conover
  - Lizabeth Converse
  - Charles Donly
  - William Durfee and Devorah Goldstein
  - Karen Gill
  - Kurt Heinritz & Nancy Skoe
  - Denise Jarrett
  - Phyllis Kahn
  - Bryan Kellen
  - Kelvin and Annette Lee
  - Margaret Leppik
  - Sarah Morris
  - Yvonne Ng
  - Paula Pappajohn
  - P. Pierstorff
  - Craig Pratt
  - Jeremy Rechel
  - Nicole Rosenau
  - Hilary Santoni
  - Wayne and Susan Shelton
  - Andrew Troth
  - Janine Trutna
  - Joan Wrbacz
  - Richard and Karen Ziegler
  - Anonymous

**Financial Information**

**Fiscal Year - October 1st through September 30th**

**Where Our Money Comes From**

- Earned Income: 56.1%
- Foundations: 28%
- Corporations: 3.7%
- Family Foundations: 5.9%
- Individuals: 6.3%

**How We Spent Our Money**

- People - 64%
- Programs and Exhibits: 14.7%
- Facility Expenses: 12.3%
- Other: 8%

**Revenue**

- 2008-2009: $202,740
- 2009-2010: $575,610

**Expenses**

- 2008-2009: $401,464
- 2009-2010: $496,444

**Statement of Activities**

<table>
<thead>
<tr>
<th></th>
<th>2008-2009</th>
<th>2009-2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributed Support</td>
<td>$145,148</td>
<td>$202,740</td>
</tr>
<tr>
<td>Temp Restricted</td>
<td>$38,370</td>
<td>$50,000</td>
</tr>
<tr>
<td>Earned Income</td>
<td>$224,043</td>
<td>$322,871</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$407,739</td>
<td>$575,610</td>
</tr>
<tr>
<td>Program Services</td>
<td>$360,204</td>
<td>$401,464</td>
</tr>
<tr>
<td>Management</td>
<td>$30,570</td>
<td>$39,885</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$41,974</td>
<td>$55,094</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$432,746</td>
<td>$496,444</td>
</tr>
</tbody>
</table>

**Statement of Financial Position**

<table>
<thead>
<tr>
<th></th>
<th>2008-2009</th>
<th>2009-2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>$104,191</td>
<td>$180,710</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$24,582</td>
<td>$21,935</td>
</tr>
<tr>
<td>Total Restricted Assets</td>
<td>$29,177</td>
<td>$40,600</td>
</tr>
<tr>
<td>Fund Balance</td>
<td>$79,609</td>
<td>$158,775</td>
</tr>
</tbody>
</table>