



the Works

2009-2010 Annual Report

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

Board of Trustees

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Rebecca Schatz

Staff

Kris Best	Jessalyn Johnson
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And many wonderful summer employees and volunteers.

Service Statistics

	09-10	08-09
Group Visits and Workshops	18,369	14,674
The Works on Wheels	3,315	2,432
Family Visits	18,103	14,707
Camps and Classes	983	754
Professional Development	596	230
Other	600	
Total	41,166	33,359

Fiscal Year 2009-2010 Contributors

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
Symantec

Silver \$1K+

Digital River
Dow Chemical
and Edina Education Fund
Great River Energy

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

Bronze \$500+

American Society of
Mechanical Engineers
Gray Plant Mooty
Prairie Island Tribal Community

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Acorn Tax and Financial
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Society of Women Engineers
TLC Electronics
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Individuals

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The Craighead Family Fund
of The St. Paul Foundation
Kevin and Cathleen DiLorenzo
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Stephen Sigmond
Ann Marie Thomas
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Georgine Busch
Ann Calvert
Howard and Judith Fulk
Daniel Boley and Maria Gini
Karin Emerson
Mark Fingerson
Laura Fingerson
Elizabeth Grant

Catalysts (cont.)

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Hal Kossman
Larry Lomax
Mark and Lugene Olson
Doug Paulson
Robert and Joyce Rosene
Derek Rucker
Barbara and John Schue
Richard Thiele
William Casey
Anonymous

Friends

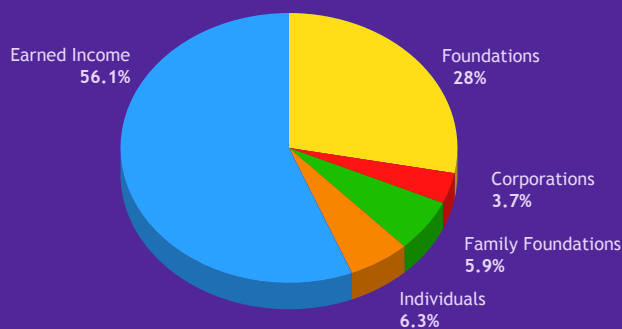
Kristi Adams
Kris Best
Ray Conover
Lizabeth Converse
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William Durfee and
Devorah Goldstein
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Kurt Heinritz & Nancy Skoe
Denise Jarrett
Phyllis Kahn
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Wayne and Susan Shelton
Andrew Troth
Janine Trutna
Joan Wrabetz
Richard and Karen Ziegler
Anonymous

The Works would like to thank the many Friends and Members of the organization who supported us during the past fiscal year.

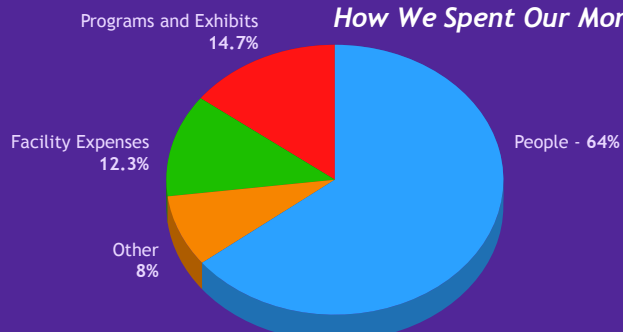
Financial Information

Fiscal Year - October 1st through September 30th

Where Our Money Comes From



How We Spent Our Money



Statement of Activities

	2008-2009	2009-2010
Revenue		
Contributed Support	\$145,148	\$202,740
Temp Restricted	\$38,370	\$50,000
Earned Income	\$224,043	\$322,871
Total Revenue	\$407,739	\$575,610

	2008-2009	2009-2010
Expenses		
Program Services	\$360,204	\$401,464
Management	\$30,570	\$39,885
Fundraising	\$41,974	\$55,094
Total Expenses	\$432,746	\$496,444

Statement of Financial Position

	2008-2009	2009-2010
Total Assets	\$104,191	\$180,710
Total Liabilities	\$24,582	\$21,935
Total Restricted Assets	\$29,177	\$40,600
Fund Balance	\$79,609	\$158,775