

# 2007-2008 Annual Report



Dear friends of The Works,

As we close our 2008 fiscal year and look toward 2009, we have seen a re-affirmation of the importance of our mission to bring “hands-on, minds-on” engineering to children in Kindergarten through 6th grade. We saw participation in our programs grow significantly. We welcomed over 29,000 children to The Works this year, more than double the number we served in 2007, and more than triple our participation in 2006. This number now represents more than 15% of the elementary school age enrollment in the Twin Cities area. We also made big strides toward achieving our goal of making our programs available to ALL children, welcoming more than 4,400 young people through special programs for girls and scholarships for lower income families.

You might ask why we are seeing this tremendous growth. We attribute our unprecedented success to a growing awareness of the importance of STEM (Science, Technology, Engineering, and Math) education both within the school curriculum and among parents. Our success also results from our focus on providing high quality programs that complement the in-school curriculum for STEM and our 13 years of experience in hands-on learning. We have worked closely with many school districts, the Minnesota Department of Education, and several other organizations to ensure that we are filling the needs of schools, families and most importantly, children.

Looking forward to 2009, we are already seeing continued growth in the demand for our programs. We are expanding to support more school districts, adding new programs to reach more children, enhancing our museum to better accommodate our growing audience and initiating professional development for teachers. Now more than ever, we appreciate and need your help and support. In tough economic times it becomes ever more critical that our young people have the tools that they need to succeed in their future. Working hand in hand with educators throughout Minnesota, The Works is committed to providing a passion and working knowledge of engineering to the next generation of children. Thank you for partnering with The Works and for supporting our mission. We couldn't do it without you.

Joan Wrabetz  
2007-2008 Chair, Board of Trustees

## Board of Trustees

Ron Bennett	Douglas Paulson
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## President

Rebecca Schatz

## Staff

Kris Best	Jessalyn Johnson
Emily Carroll	Candace Slattery
Heidi Eschenbach	

*And many wonderful summer employees and volunteers.*

## Service Statistics

	07-08 Fiscal Year
Group Visits and Workshops	13,223
The Works on Wheels	2,214
Family Visits	10,825
Camps and Classes	610
Off-site Events	2,750
<b>TOTAL</b>	<b>29,622</b>

	06-07 Fiscal Year
Group Visits and Workshops	7,213
The Works on Wheels	2,040
Family Visits	2,430
Camps and Classes	547
Off-site Events	1,500
<b>TOTAL</b>	<b>13,730</b>

# 2007-2008 Contributors

## Corporations and Foundations

### Diamond \$25K+

Earl & Dolores Bakken Foundation  
Medtronic Foundation

Smaby Family Foundation  
Thomson West  
U of M Institute of Technology and IT Alumni Society  
U of M Center for Transportation Studies

### Platinum \$10K+

Engineering Information Foundation  
General Mills Foundation  
Goodrich Foundarion  
Rucker Family Foundation

### Bronze \$500+

ADC Foundation  
UMI Corp and APG Cash Drawer

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Easton Family Foundation  
Ecolab Foundation  
Lego Children's Fund  
Qwest Foundation  
Seagate Technology  
Xcel Energy Foundation

### Partner

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Alliant Tech Systems  
Andersen Corporate Foundation  
Digital River  
Edina Community Foundation  
Faegre and Benson  
Great River Energy

### Corporate Matches

GMAC  
Geo. Rucker Realty Co.  
Thomson West

## Individuals

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### Catalyst \$250+

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Haefemeyer/Hoch Family  
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### Founder \$1000 +

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Anita Hall  
Tim Klevar  
Curtis and Martha Rossow  
Derek and Diane Rucker  
John Pearson  
Julianne Prager  
Joan Wrabetz

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Georgine Busch  
Ann Calvert  
Richard Clarke  
Ray Conover  
H. Ted Davis  
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### Champion \$500+

Richard W. Clarke  
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Mark Fingerson  
Jim & Jini Johnson  
Mark & Lugene Olson  
Laurie Zenner

*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

### Statement of Activities

	2006- 2007	2007-2008
<b>Revenue</b>		
Contributed Support	\$149,676	\$177,834
Temp. Restricted	-	\$ 41,925
Earned Income	\$127,477	\$193,981
<b>Total Revenue</b>	<b>\$277,153</b>	<b>\$413,739</b>

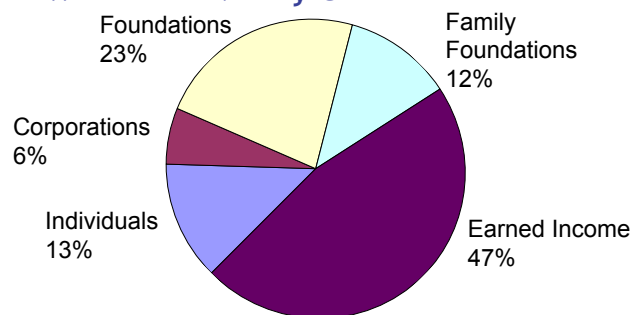
### Expenses

Program Services	\$210,977	\$285,599
Management/General	\$ 19,345	\$ 23,041
Fundraising	\$ 27,018	\$ 32,295
<b>Total Expense</b>	<b>\$257,340</b>	<b>\$340,935</b>

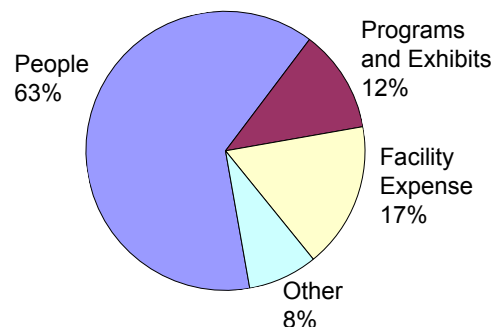
### Statement of Financial Position

	9/30/2007	9/30/2007
Total Assets	\$54,953	\$132,968
Total Liabilities	\$26,501	\$ 24,379
Total Restricted Assets	-	\$ 49,887
Fund Balance	\$28,452	\$ 58,702

### Where our Money Comes From



### How we Spent Our Money



*The Works is a private, non-profit 501(c)(3) organization.*