Dear Friends,

It’s been a great year at The Works, with many significant, strategic accomplishments.

♦ We welcomed more than 13,000 children to The Works via family visits, group visits and workshops, camps, classes, and special events. This is a 50% increase in attendance from last year.

♦ We developed strong and strategic partnerships with the Minnesota Department of Education, the Minneapolis Public Schools, the Metropolitan Library Service Agency, and several other organizations. These collaborations enabled us to bring “hands-on, minds-on” educational programs to many more children and families.

♦ We thoughtfully invested in the foundation of our organization, positioning ourselves for continued growth. By setting and achieving specific goals, we made The Works more effective and efficient.

Financially, The Works finished the year strong. We ended our fiscal year with a small increase in cash that we will use to catalyze future organizational improvements. Two priorities are reaching more elementary school children and renovating and improving our museum exhibits.

As the the Board of Trustees looks to the coming year, we are energized by the critical role The Works is playing in demystifying science and engineering for Minnesota’s young people. We expect to continue to seize opportunities to reach more youth and, at the same time, to grow and change with prudence. We are grateful for the support of our generous funding partners-- individuals, foundations and corporations, and look forward to partnering with them as we continue to work towards our mutual goal of making science and engineering interesting, understandable, and fun for all.

Betty Grant
2006-2007 Board President

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**Board of Trustees**

Don Craighead  
Kevin DiLorenzo  
Leroy Fingerson  
Elizabeth Grant  
Anita Hall  
Leeanne Huber  
Larry Jodsaas

**President**  
Rebecca Schatz

**Staff**

Kris Best  
Heidi Eschenbach  
Aaron Masterson  
Derek P. Rucker  
Paul Stephenson  
Karl Schwappach  
Joan M. Wrabetz  
Laurie Zenner

And many wonderful summer employees and volunteers.

---

**Service Statistics**

<table>
<thead>
<tr>
<th></th>
<th>06-07 Fiscal Year</th>
<th>05-06 Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group Visits and Workshops</td>
<td>7,213</td>
<td>5,670</td>
</tr>
<tr>
<td>The Works on Wheels</td>
<td>2,040</td>
<td></td>
</tr>
<tr>
<td>Family Visits</td>
<td>2,430</td>
<td>1,942</td>
</tr>
<tr>
<td>Camps and Classes</td>
<td>547</td>
<td>626</td>
</tr>
<tr>
<td>Off-site Events</td>
<td>1,500</td>
<td></td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>13,730</strong></td>
<td><strong>8,238</strong></td>
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</tbody>
</table>

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5701 Normandale Rd  
Edina, MN 55424  
952-848-4848  
www.theworks.org
2006-2007 Contributors

Corporations and Foundations

- Diamond $25K+
  - Earl & Dolores Bakken Foundation
  - Medtronic Foundation

- Platinum $10K+
  - Rucker Family Foundation

- Gold $5K+
  - Easton Family Foundation
  - FilmTec and Dow Chemical Company Foundation
  - Kopp Family Foundation

- Silver $1K+
  - Andersen Corporate Foundation
  - Digital River
  - Edina Rotary Foundation
  - Faegre and Benson
  - Great River Energy
  - Hutchinson Technology
  - Jostens Foundation
  - Renaissance Consulting
  - Thomson West
  - U of M Institute of Technology and IT Alumni Society
  - Xcel Energy Foundation

- Bronze $500+
  - UMI Corp and APG Cash Drawer

- Partner
  - Acorn Tax and Financial
  - Dakota Electric Association

- Corporate Matches
  - General Mills
  - Geo. Rucker Realty Co.
  - GMAC

- Catalyst $250+
  - H. Ted Davis
  - Nancy Drake
  - Mark Fingerson, Karin Emerson, & Laura Fingerson
  - Howard and Judith Fulk
  - Haefemeyer/Hoch Family
  - Mark Olson

- Sponsor $100+
  - Derek Anderson
  - Brigid Brindley
  - Georgine Busch
  - Ann Calvert
  - Richard W. Clarke
  - Theresa Gibbs
  - Nancy Skoe & Kurt Heinritz
  - LeeAnne Huber
  - Helen Johnson
  - Jim Johnson
  - Fred Rose
  - Robert Rosene
  - Hilary and David Santoni
  - Laurie Zenner

Individuals

- Patrons $5000 +
  - Robert W. Fayfield
  - Leroy and Ruth Fingerson
  - Larry Jodsaas
  - Brenda Radichel Quaye

- Founder $1000 +
  - Don Craighead
  - Anita Hall Frost
  - Elizabeth C. Grant
  - Curtis and Martha Rossow
  - Derek and Diane Rucker
  - John Pearson
  - Julianne Prager
  - Paul Stephenson
  - Joan Wrabetz

- Champions $500+
  - Margaret Lofts
  - Karl Schwappach

- Founder $1000 +
  - Robert W. Fayfield
  - Leroy and Ruth Fingerson
  - Larry Jodsaas
  - Brenda Radichel Quaye

Special Thanks

The Minnesota Department of Education
Leonardo’s Basement
The Bakken Museum
High Tech Kids/Inscite
Minneapolis Public Schools
Minnesota Department of
Higher Education/Get Ready Program
University of St. Thomas
Metropolitan Library Service Agency
U of M Institute of Technology Alumni Society

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

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Contributed Support</td>
<td>$107,550</td>
<td>$149,676</td>
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<tr>
<td>Earned Income</td>
<td>$115,715</td>
<td>$127,477</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$223,265</strong></td>
<td><strong>$277,153</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>$176,404</td>
<td>$210,977</td>
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<tr>
<td>Management/General</td>
<td>$13,062</td>
<td>$19,345</td>
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<tr>
<td>Fundraising</td>
<td>$5,874</td>
<td>$27,018</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td><strong>$195,340</strong></td>
<td><strong>$257,340</strong></td>
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Statement of Financial Position

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<tr>
<th></th>
<th>9/30/2006</th>
<th>9/30/2007</th>
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<tbody>
<tr>
<td>Total Assets</td>
<td>$28,770</td>
<td>$54,953</td>
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<tr>
<td>Total Liabilities</td>
<td>$20,130</td>
<td>$26,501</td>
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<tr>
<td>Fund Balance</td>
<td>$8,640</td>
<td>$28,452</td>
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The Works is a private, non-profit 501(c)(3) organization.