Making a Difference

Every day at The Works Museum children and families find new and exciting opportunities to engage and explore engineering. Whether through building in the block room, participating in Code Camp, or attending new events like Girl Time, The Works gives all children endless opportunities to design, create, build, and innovate.

This year we served 78,000 visitors — 3% more students, families, and teachers than last year. But numbers don’t tell the whole story. Did students design, build, and solve problems in new and creative ways? Did teachers gain new techniques to infuse engineering into their classrooms? Did parents encourage their children’s persistence in the face of challenges?

I’m thrilled to report that the answer to all those questions is yes! All of our programs took steps forward this year by honing the focus on engineering and making the content relevant and more fun. This report shares more about our engineering learning experiences and how we make a difference for all children. It is a difference I see every day, from observing a group of girls completely engrossed in learning how microwave popcorn is made from a female engineer, to overhearing a boy watching balls loop their way through the K’Nex Ball Machine exclaim, “It just makes me want to make something!”

I hope you enjoy getting a glimpse of the amazing work we do. Work that is made possible through the generous support of our donors, members, volunteers, and staff. It is my privilege to share these results with you and invite you to continue to invest in our mission to inspire the next generation of innovators, engineers, and creative problem solvers.

Jill Measells
CEO, The Works Museum

<table>
<thead>
<tr>
<th>Families</th>
<th>Teachers</th>
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<tbody>
<tr>
<td>Welcomed 31,607 people to our exhibits and at special events like Tech Fest and Robot Day</td>
<td>Provided 229 elementary teachers with engineering education professional development</td>
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<td>Visitors came from the Twin Cities and communities around the state and region</td>
<td>Partnered with the Osseo School District to integrate engineering into an existing sixth grade curriculum</td>
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<td>Redesigned and introduced activities like Rigamajig and Inspiration Station, encouraging visitors to engage with engineering</td>
<td>Our E4: Excellence in Elementary Engineering Education conference earned a Tekne Award from the Minnesota High Tech Association, recognizing our impact on STEM education</td>
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<td>All exhibits have new labels and graphics connecting experiences to everyday life and illustrating why engineering matters to everyone</td>
<td>Teacher professional development stands out by integrating engineering into elementary curriculums and increasing teacher confidence in engineering</td>
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<tr>
<th>Activities this year</th>
<th>How we’re different</th>
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<td>Children who expect a future career in science by eighth grade are twice as likely to earn a physical science or engineering degree than peers without science interest</td>
<td>After working with our staff, 92% of teachers reported that they were “much more motivated,” and 83% of teachers reported being “much more confident” to teach engineering in their classrooms</td>
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<td>Trying, testing, and learning in our exhibits and activities helps kids see themselves as engineers</td>
<td>Helping teachers integrate engineering into their curriculum and building subject matter confidence increases their effectiveness in teaching all children</td>
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**Girls**

Served a record high 1,370 children in camp

Added 21 new summer camps including Origami Engineering and Code Camp for Girls

Open-ended design gives kids the time and space to try, test, fail, and learn

Campers are encouraged to work together and develop their collaboration skills

Not everyone will become an engineer, but everyone needs to understand science to make informed decisions about their lives

Hands-on engineering in camp makes science concepts real and fun for kids boosting their confidence in science literacy

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**Students**

Served 44,642 elementary students in workshops, including four new workshops, all using hands-on learning and aligning to MN State Academic Standards in Science

Expanded reach throughout the metro area and in communities like St. Cloud, Winona, and Red Wing

Engineering concepts become real and relevant in our workshops as kids engineer and build

Our focus on elementary grades and engineering is unique in our community

Interest in studying science and engineering drops 30% from fourth grade to eighth grade. Our programs keep kids excited about these subjects going into middle school

Research shows active learning leads to greater STEM engagement among groups underrepresented in science and engineering careers

**Activities this year**

**How we’re different**

**Making a difference**

**Girls**

Introduced Girl Time: Discover. Dream. Do. — a one-day event where 500 visitors celebrated female engineers

Offered select girls-only camps using a variety of strategies to engage girls in engineering

Girl Time gives girls and their families opportunities to interact with female engineers, of all ages, as role models

Girl Time activities, conversations, and projects make engineering fun, relevant, and real for girls

Men earn 80% of engineering bachelor's degrees and hold 86% of engineering jobs

Growing the number of girls who become engineers increases our ability to bring diverse thought and ideas for solving future challenges facing our world

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Statement of Financial Position

REVENUE $1,310,843
EXPENDITURES $1,419,328

Contributions 47%
Fundraising 14%
Group Programs 43%
Public Programs 32%
Management and General 11%

Assets
Cash $136,886
Accounts and Contributions Receivable, Net $417
Other Assets $11,340
Property and Equipment, Net $2,159,038
Total Assets $2,307,681

Liabilities and Net Assets
Current Liabilities $130,135
Long Term Notes Payable $1,578,420
Total Liabilities $1,708,555
Net Assets Unrestricted $486,515
Temporarily Restricted $112,611
Total Net Assets $599,126
Total Liabilities and Net Assets $2,307,681

Audited financial reports are available upon request from Brenda Raney at brenda@theworks.org.

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