



# 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

Ron Bennett	Jamie Nafziger
Troy Brandt	Yvonne Ng
Don Craighead	Douglas Paulson
Elizabeth Grant	Derek Rucker
Anita Hall	Karl Schubert
Larry Jodsaas	Joan Wrabetz

### President

Rebecca Schatz

### Staff

Kris Best	Jessalyn Johnson
Emily Carroll	Candace Slattery
Heidi Eschenbach	Melissa Waskiewicz

*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	
<b>Total</b>	<b>41,166</b>	<b>33,359</b>

# 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

### Partners

Acorn Tax and Financial  
Services, Inc  
Society of Women Engineers  
TLC Electronics  
Warners Stellan

## Individuals

### Ambassadors \$10,000 +

Earl Bakken  
Rucker Family Foundation

### 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  
Rebecca Schatz

### Champions \$500+

Richard and Jean Clarke  
Nancy Drake  
Stuart and Nancy  
Friedell Family  
Margaret Loftus  
Stephen Sigmond  
Ann Marie Thomas  
Laurie Zenner

### Catalysts

Troy Brandt  
Georgine Busch  
Ann Calvert  
Howard and Judith Fulk  
Daniel Boley and Maria Gini  
Karin Emerson  
Mark Fingerson  
Laura Fingerson  
Elizabeth Grant

### Catalysts (cont.)

Thomas Hudson  
Steve Jevning  
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

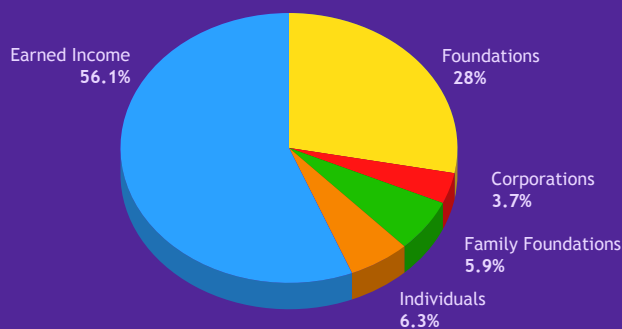
Kristi Adams  
Kris Best  
Ray Conover  
Lizabeth Converse  
Charles Donly  
William Durfee and  
Devorah Goldstein  
Karen Gill  
Kurt Heinritz & Nancy Skoe  
Denise Jarrett  
Phyllis Kahn  
Bryan Kellen  
Kelvin and Annette Lee  
Margaret Leppik  
Sarah Morris  
Yvonne Ng  
Paula Pappajohn  
P. Pierstorff  
Craig Pratt  
Jeremy Reichel  
Nicole Rosenau  
Hilary Santoni  
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.*

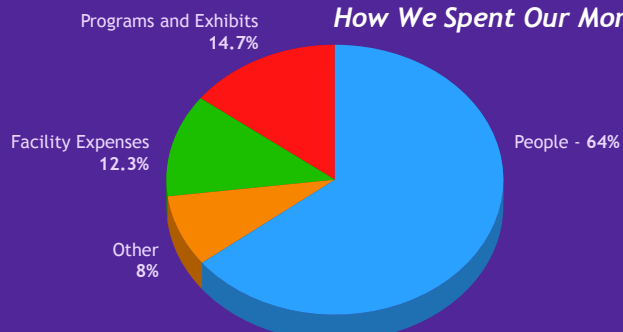
## Financial Information

Fiscal Year - October 1st through September 30th

### Where Our Money Comes From



### How We Spent Our Money



## Statement of Activities

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

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

## 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
<b>Fund Balance</b>	<b>\$79,609</b>	<b>\$158,775</b>