

Annual Report 2022

Letter from the Director



2022 has been a very good year here at Open Works!

First off, we are financially healthy, ending the year firmly in the black after two years of pandemic-related budget cuts.

Second, we were fortunate to raise significant funding for equipment and space upgrades, including 66 new computers, a new digital textiles studio, and extending wi-fi and other outdoor improvements.

Third, we rebuilt programming to 2019 levels, relaunching summer camps, Teen Maker Shop, Senior Foundations, and in-person programming for the EnterPRISE business competition. These were complemented by new programs including the Baltimore Sewn Trades Training Program and Makers Unite CAD Training Program -- marking our first long-

term efforts in workforce development.

2023 promises further expansion of our mission. We'll be relaunching our Moms as Entrepreneurs partnership as the Mom Maker Accelerator program to grow more women-owned businesses.. Mid-year, we will be announcing the first class of Maker Fellows, which will support five artists with studios, membership, and classes here in exchange for 200 hours of teaching time. This fellowship, funded by the Maryland State Department of Housing and Community Development, will serve as the "last-mile" tech support that bridges the gap between our safety class curriculum and machine mastery.

Our partnership with the Pratt library is set to expand with satellite programming by year-end, opening up whole new communities to

the power of making! The historic passage of SB453 in Annapolis last spring has also set the stage for growth, and we will be spending more time in conversation with the Maryland maker community about those opportunities in 2023.

This spring, we will be inviting our community into a strategic-planning process to envision the next phase of our evolution. You can also directly share feedback with me anytime at will@openworksbmore.com.

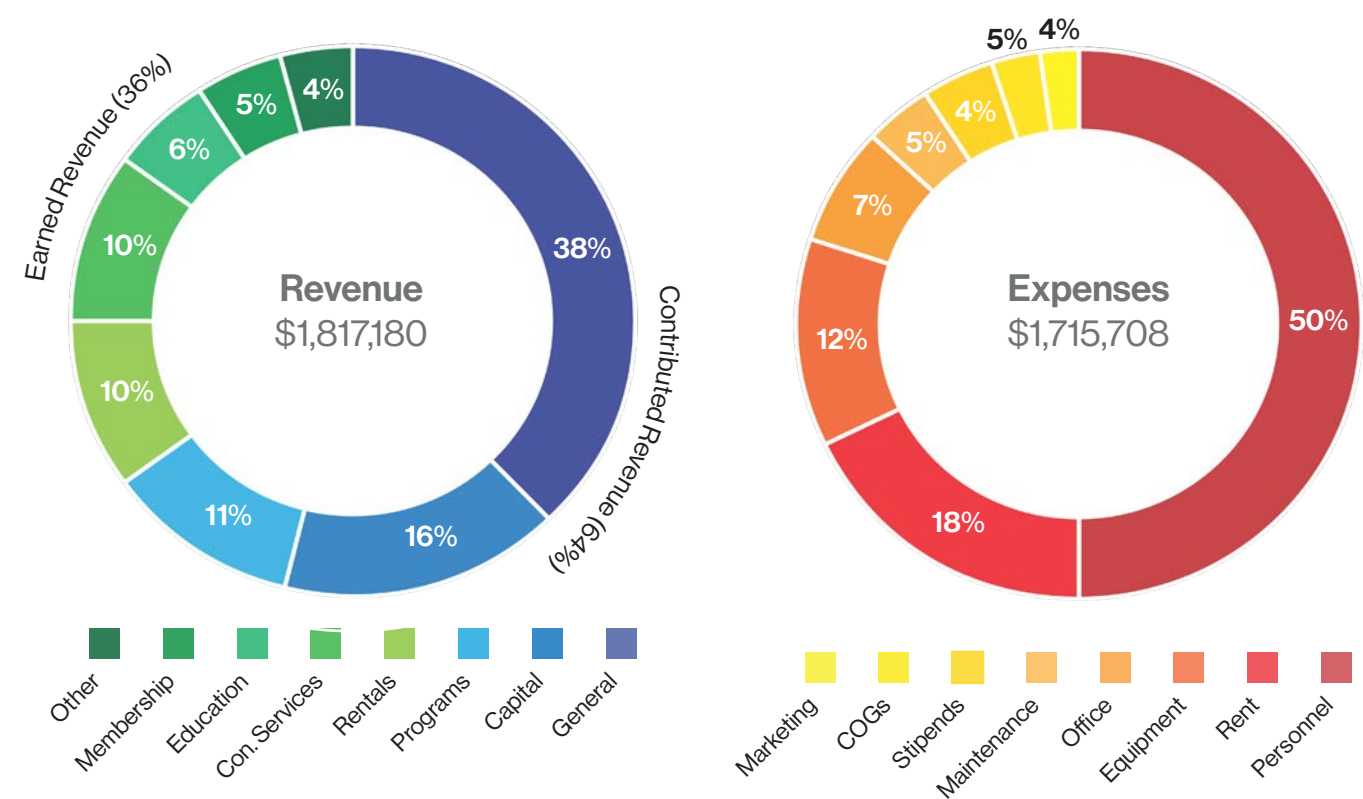
As always, it remains an honor and a privilege to serve this amazing community!

Sincerely,

Will Holman, Executive Director

Financial Summary

2022 Revenue & Expenses



Open Works enjoyed a strong financial rebound from two years of a tough pandemic-environment for in-person experiences and programs. Careful stewardship of grant resources, especially Covid-relief funds, was key to navigating this unusual time.

Gross revenue was up 44% over 2021. Earned revenue, which is the best measure of audience growth, was up 55% YoY.

Expenses grew 26%, driven by new hiring, program expansion, and price inflation on consumables.

2023 budgeting provides for expanding benefits and increasing wages for part-time staff, increased training and professional development; and a focus on internal documentation to prepare for further growth.

General Operating Support

- Aaron & Lillie Straus Foundation
 - Baltimore Civic Fund
 - BOPA
 - Blaustein Philanthropic Group
 - Bunting Family Foundation
 - Goldseker Foundation
- M&T Bank Foundation
 - MD State Arts Council
 - Middendorf Foundation
 - Robert W. Deutsch Foundation
 - Silicon Valley Community Foundation
 - T. Rowe Price Foundation

Program Support

- Abell Foundation
 - Fearless Tech
 - Baltimore Homecoming
 - BGE
 - John J. Leidy Foundation
 - MD Dept. of Commerce
- Mayor's Office of Employment Dev.
 - PNC Bank Foundation
 - Ratcliffe Foundation
 - Truist
 - Warner Media Group
 - 31 individual donors

Capital Support

- Central Baltimore Partnership
- France-Merrick Foundation
- MD Dept. of Housing & Comm. Dev.
- Middendorf Foundation

Education



Education has hit the ground running this year! Adult education enrollments rebounded strongly to 2019 levels. Our new workforce development programs graduated 15 students with industry-recognized credentials in CAD and industrial sewing. Our online safety courses on Teachable.com have continued to attract new enrollments and serve as a refresher resource for members.

Youth education saw three full cohorts of Teen Maker Shop; 5 sold-out weeks of summer camp; and the re-launch of seasonal Family Maker Shop classes.

Digital textiles has given us 3 new class areas for 2023 -- direct-to-garment printing, CNC quilting, and digital knitting (machine backordered for now). 19 people have qualified on the quilting machine so far.

1,341

*Adult Enrollments
(135% increase over 2021)*

15

Workforce development graduates

137

Teachable.com new signups

111

Teachable.com course completions

89

*Youth Enrollments
(225% increase over 2021)*

95

*2022 students in Cristo Rey
Leadership Foundations program*

Membership



Membership has rebounded steadily since resuming monthly autopays in July, 2021. Studios are nearing full occupancy, with just five currently available. Membership grew 35% overall in 2022, boosted by new shop areas and the new simpler pricing structure implemented in 2021.

174

*Members as of 12/31
(+35% since 1/1/2022)*

102

*Micro-studio rentals as of 12/31
(95% occupancy rate)*

Across all use categories -- day pass, membership, studio rental, pop-up shop vendors, and funded programs like EnterPRISE -- 188 small businesses used Open Works in some capacity in 2022. This illustrates a post-pandemic bloom in entrepreneurship that we hope will continue to flourish.

940

2022 Day pass use

8,068

2022 Total Attendance

Averaging 78 day passes and 672 visitors/month, Open Works has regained a lot of its pre-pandemic vibrancy!

188

Small businesses users

47%

*Percent of businesses at OW that
are BIPOC-owned*

Contract Services



Open Works' contract services department had a busy year in 2022. They constructed numerous improvements to our facility, built a large-scale community project, and continued production on longstanding social-enterprise projects. Billings increased 33% over 2021, with a quarter of the work coming from repeat clients.

Highlights have included prototyping the new Baltimore Beat newspaper boxes; designing solar wi-fi charging stations to roll out in central Baltimore in 2023; and working on some interesting custom art projects.

Shown above are 20 vendor stalls fabricated for the Station North Holiday Art Market and First Thursday Vendor Village in collaboration with Central Baltimore Partnership and Made in Baltimore.

41

Total number of jobs

7

Jobs in pipeline for Q1 2023

24%

% of jobs with repeat clients

\$4,593

Average job size

335

of Room and Board stools produced

6

Jobs supported

Fabrication



The Open Works fabrication team has been diligently working towards 100% machine uptime all year long by instituting new training systems and lean management principles.

Management has developed a detailed daily standard work sheet of operational tasks that has improved consistency of maintenance and service delivery.

The team has installed six major new machines; instituted a new staff chat software for better communication; and kept up with regular monthly shop slams for ongoing training.

As always, we are proudest of maintaining our perfect safety record across staff, student, and member users, with no mishaps over an estimated 24,204 hours of shop use in 2022!

10

Community technicians jobs supported

\$130K

66 New computers and underlying IT systems

24,024

*Shop use-hours
(8,068 visits x avg. 3 hour duration)*

\$100K

New digital textiles studio

47

of daily operational tasks completed by tech staff

1,000

Rowhome gingerbread house facades cut on the laser

Advocacy



Tell your representatives in Annapolis

An investment in **MAKERSPACES** is an investment in Maryland's economy worth \$45M annually.

Maryland Makerspace Initiative
Pilot Program

Senate Bill 453 would create makerspaces all over Maryland with the same mission as Open Works, to make tools, technology, and the knowledge to use them accessible to all.



SB 453 Third Reading (SB) Calendar No.71 (W&M)
Senator McCray
Economic Development - Maryland Makerspace Initiative Program

On Third Reading

YEA 129 **NAY 2** **EXC 0** **10:50**

SPEAKER	HILL	LEWIS, J.	JACOBS
BEITZEL	ATTERBEARY	BARNES, D.	ADAMS
BUCKEL	PENDERGRASS	CHARLES	MAUTZ
MCKAY	TERRASA	TOLES	SAMPLE-HUGHES
PARKROTT	KAISER	TURNER	ANDERTON
THIAM	LUEDTKE	VALDERRAMA	HARTMAN
WIVELL	QUEEN	WALKER	OTTO
KERR	FOLEY	FISHER, M.	ACEVERO
KRIMM	FRASER-HIDALGO	JONES, R.	LOPEZ
YOUNG, K.	QI	PROCTOR	REZNIK
CILIBERTI	KELLY	DAVIS	AMPREY
COX	KORMAN	PATTERSON	CONAWAY
PIPPY	BARVE	WILSON	WELLS
KREBS	GILCHRIST	CLARK	ATTAR
ROSE	PALAKOVICH CARR	CROSBY	BRIDGES
SHOEMAKER	CARR	MORGAN	ROSENBERG
GRAMMER	SHETTY	HENSON	FORBES
LONG	SOLOMON	HOWARD	GUYTON
METZGAR	CRUTCHFIELD	JONES, D.	MANGIONE
ARIKAN	CULLISON	CAREY	ANDERSON
IMPALLARIA	STEWART	CHISHOLM	BOYCE
SZELIGA	CHARKOUDIAN	KIPKE	MCINTOSH
BRANDARI	MOON	BARTLETT	PRETTYMAN
BOTLER	WILKINS	CHANG	RUTH
JACKSON	BARNES, B.	ROGERS	YOUNG, P.
KITTELMAN	LEHMAN	BAGNALL	BRANCH, C.
NOVOTNY	PENAMELNYK	MUNOZ	BRANCH, T.
WATSON	HEALEY	SAAB	SMITH
BROOKS	WASHINGTON	JOHNSON	CLIPPINGER
JALISI	WILLIAMS	LISANTI	LEWIS, R.
JONES, A.	HOLMES	MCCOMAS	LIERMAN
BELCASTRO	LANDIS	GRIFFITH	FENNELL
CARDIN	VALENTINO-SMITH	HORNBERGER	FISHER, W.
STEIN	HARRISON	REILLY	IVEY
EBERSOLE	HOWELL	ARENTZ	
FELDMARK		CHRIST	

Over the last 6 years, Open Works has demonstrated the ability to scale outcomes around economic development, emergency resilience, workforce training, and STEM education, all through a radical equity lens in a majority-Black rust belt city.

\$45M

Estimated annual economic impact of network of 5 makerspaces

Working with Senator Cory McCray and Majority Leader Del. Eric Luedtke, Open Works led advocacy efforts in partnership with TEDCO to pass SB453 at the 2022 session of the Maryland General Assembly. This first-in-the-nation bill provides \$5M over 5 years to fund the design and development of more makerspaces on our model in the state of Maryland.

600

Estimated job creation between staff and member businesses

Huge thank you to Sen. McCray, co-sponsor Sen. George Edwards, Del. Luedtke, Nation of Makers, TEDCO, and all who supported this work!

\$2.25M

Estimated annual state and local tax revenue from small business creation

Thank you!



Leadership

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Joe Magar

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Ana Maria Economou

Contact

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2022-23 Hours

M-W: 9 AM - 9 PM
T-F: 9 AM - 6 PM
Sat.: 9 AM - 5 PM
Sun.: 12 PM - 5 PM



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