



2020 Annual Report

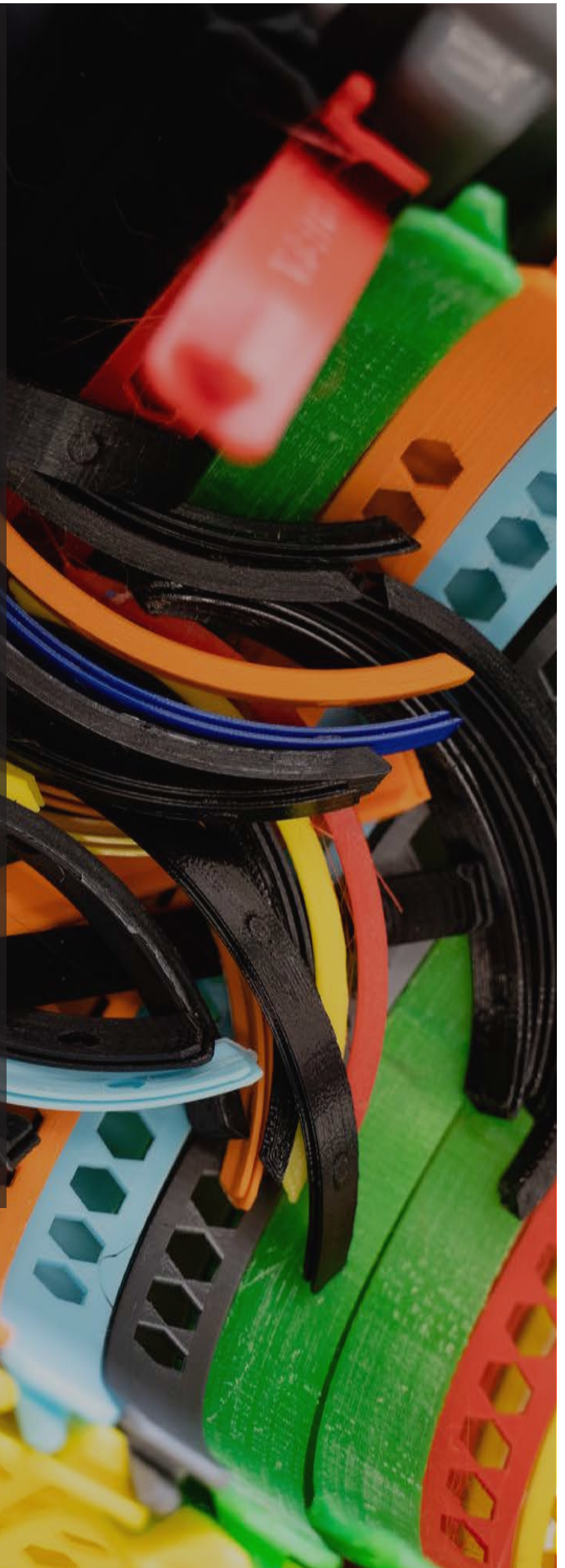
2020 was a year like none other, for Open Works and the rest of the world. Our operations were severely disrupted by the COVID-19 pandemic, and we continue to wrestle with the fallout of ever-shifting capacity restrictions and safety measures.

On March 15th, we made the difficult decision to close our doors. We didn't know at the time we would remain closed for 3-1/2 months, or that closure would force the layoff of our entire part-time staff. As those facts started to sink in, we wasted no time doing what we do best: making things!

Between March 21st and March 25th, we stood up a collaborative manufacturing operation called Makers Unite. Relying on a unique crowd-sourced supply chain that activated almost 400 volunteers across the country, we eventually made over 28,000 face shields for frontline workers.

Since reopening in July, 2020, we have launched our first online classes; overhauled our staff training systems; made dozens of improvements to our space; advocated for digital equity; and built all of the casework for the gorgeous new AIA headquarters downtown. Heading into 2021, we have continued to pivot in the face of ongoing COVID restrictions, with new mutual aid and virtual learning projects in the works.

Going forward, we are laser-focused on our mission to help Baltimoreans reclaim their economic futures. We hope you will join us in this important work!



The COVID-19 pandemic damaged every source of revenue that Open Works usually relies on.

However, our diversified business model also showed its resiliency last year.

Though total revenue fell by 9% YoY, our successful pivot to manufacturing face shields was able to generate enough grant and earned revenue to almost completely replace revenue losses elsewhere and allowed us to re-hire 50% of our PT staff from furlough. The extraordinary generosity of our donors was also a critical factor to our fiscal health in 2020.

2020 Funders

Abell Foundation
 Aaron and Lillie Straus Foundation
 ActBlue Charities
 Baker Donelson
 Baltimore's Promise COVID-19 Relief Fund
 Baltimore Community Foundation
 BGE
 Bunting Foundation
 City of Baltimore
 David Clewell
 Edward St. John Foundation
 GetUsPPE
 Jacob and Hilda Blaustein Foundation
 Kunduru Foundation
 Legg Mason
 MD Dept. of Commerce
 MD Dept. of Housing and Comm. Dev.
 M&T Bank
 Paul Rucker
 PNC Bank Foundation
 Ratcliffe Foundation
 Robert W. Deutsch Foundation
 Southway Builders
 233 individual website donors

2020 Financial Overview

Income

| | 2019 | 2020 | % Change |
|-----------------------------|-----------|-----------|----------|
| Contributed Revenue | | | |
| Grants/Donations | \$843,178 | \$527,603 | -60% |
| Education | \$96,779 | \$22,275 | -77% |
| Rentals | \$201,920 | \$122,136 | -40% |
| Membership | \$212,829 | \$78,931 | -63% |
| Contract Services | \$138,906 | \$123,315 | -11% |
| Merch./Other | \$37,829 | \$21,029 | -44% |
| Extraordinary Income | | | |
| PPP Loan | -- | \$152,000 | +100% |
| Makers Unite* | -- | \$372,557 | +100% |
| Cost of Goods Sold | \$49,377 | \$76,500 | +55% |
| Total Income | \$1.482M | \$1.343M | -9% |

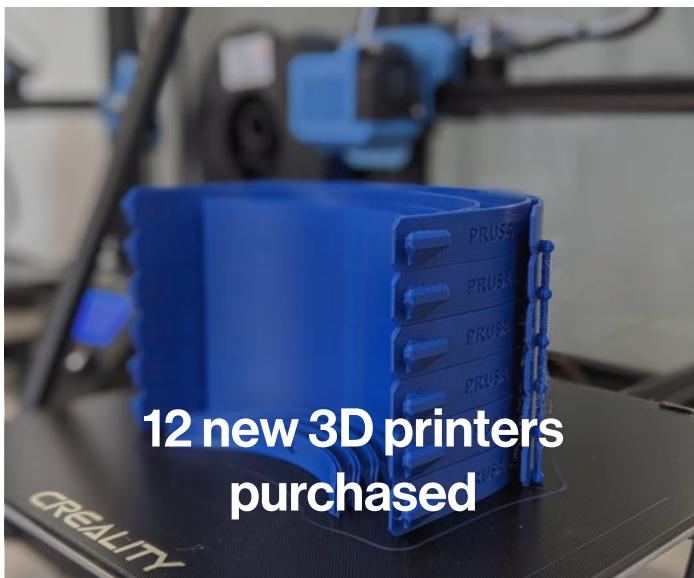
Expenses

| | 2019 | 2020 | % Change |
|------------------------------|------------|-----------|----------|
| Technology | \$14,273 | \$9,773 | -32% |
| Shop Maintenance | \$56,123 | \$54,841 | -2% |
| Office | \$59,870 | \$58,893 | -2% |
| Insurance | \$21,482 | \$12,140 | -43% |
| Marketing | \$27,012 | \$12,742 | -53% |
| Rent** | \$396,949 | \$369,683 | -7% |
| Personnel/Contractors | \$930,460 | \$733,247 | -21% |
| Extraordinary Expense | | | |
| Makers Unite | -- | \$60,887 | +100% |
| Total Expense | \$1.506M | \$1.312M | -13% |
| Net Income | \$(24,104) | \$31,220 | -9% |

*52% grants, 48% face shield sales (at cost)

**Rent includes utilities and other operating costs

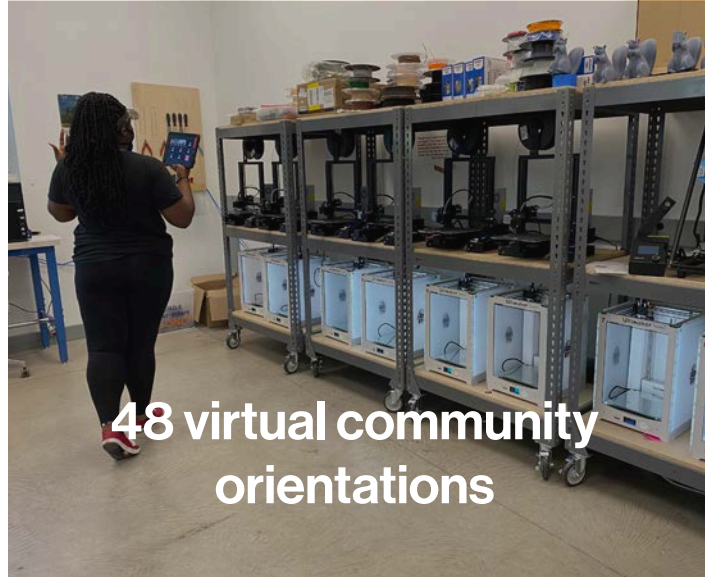
Makers Unite



Programming



2 Zoom happy hours
2 Zoom comm. meetings



48 virtual community
orientations



8 online safety classes
on Teachable.com



4th annual EnterpRISE
competition (virtual)

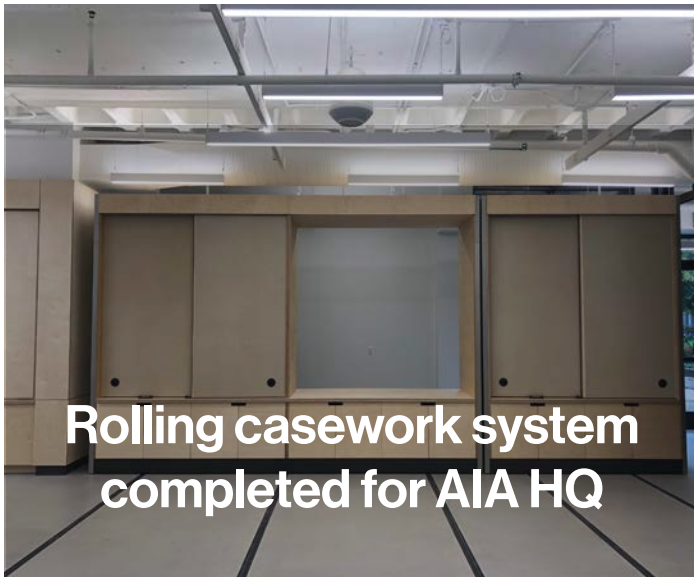


130 enrollees in virtual
classes



1 live Zoom class with
Bad Ass Crosstitch

Contract Services



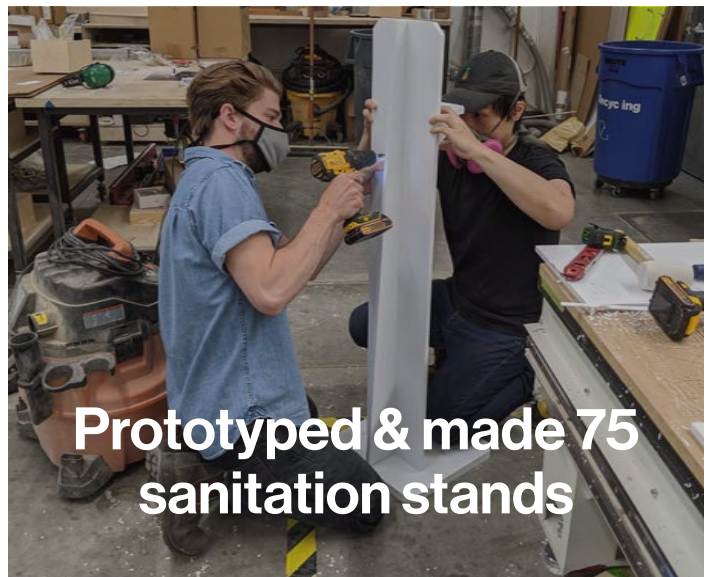
**Rolling casework system
completed for AIA HQ**



**104 Room & Board stools
manufactured**



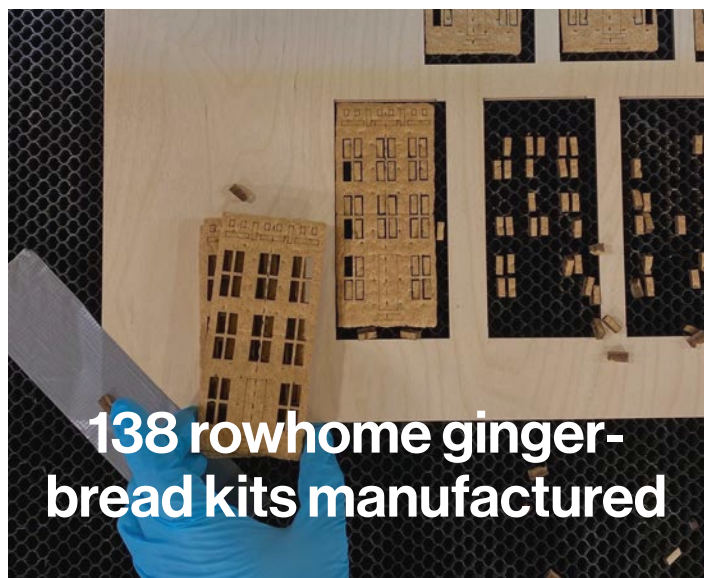
**Prototyped & made 9K
hardhat face shields**



**Prototyped & made 75
sanitation stands**



**3D printed custom vials
for prototype Covid test**

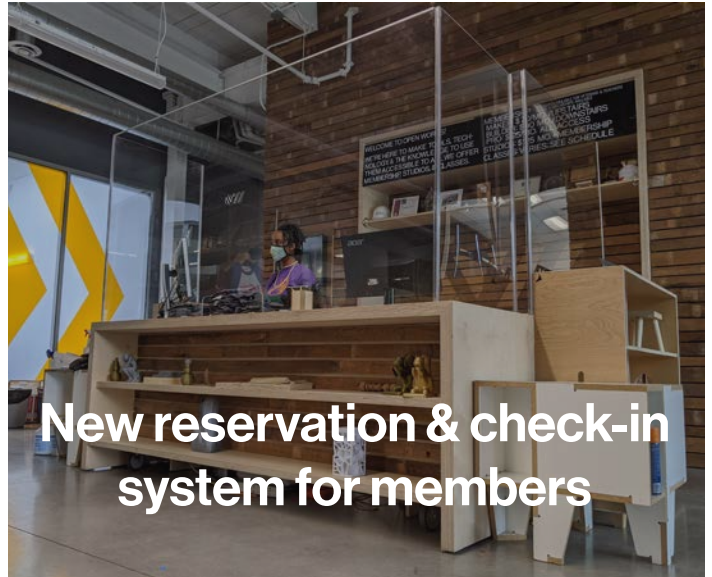


**138 rowhome ginger-
bread kits manufactured**

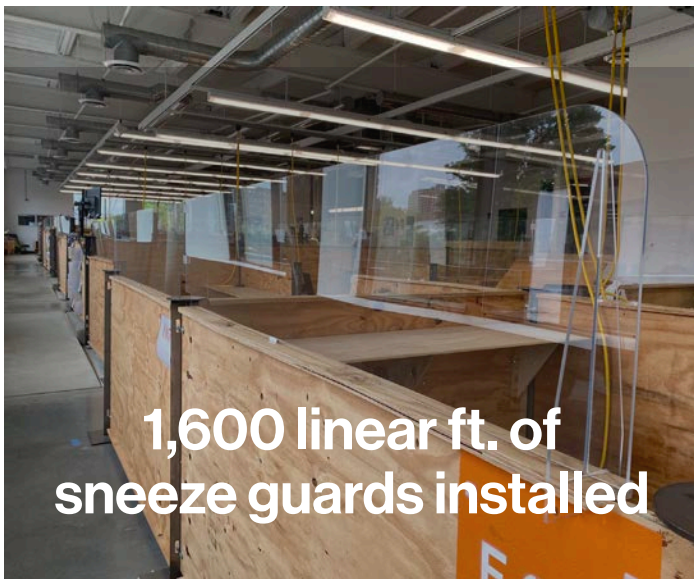
Infrastructure



UV sterilizing unit for shared key fobs



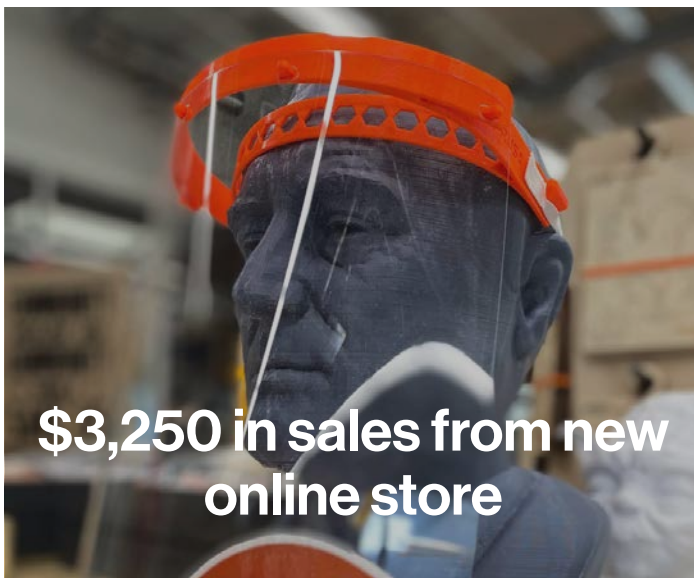
New reservation & check-in system for members



1,600 linear ft. of sneeze guards installed



Joined WAVES mesh internet initiative



\$3,250 in sales from new online store



QR code links to help videos at every machine



**0 Covid cases amongst
members or staff**

Board of Directors

Neil Didriksen, Chair
Pam Gray, Finance Chair
Stephanie Chin
Jeff Fuchs
Mac MacLure
Charlotte Phillips
Tanya Terrell
Dr. Ronald Williams
Terrell Williams

Managerial Staff

Will Holman, Executive Director
Zach Adams, Contract Services Manager
Laura Cohen, Education Director
April Lewis, Dir. of Comm. and Culture
Riggs Marietta, Shop Manager
Tiersa Sullivan, Office Manager

Part-Time Staff

Kenneth Bland, Community Technician
Chima Ezenwachi, Community Technician
Sharmane Herron, Community Technician
BK Johnston, Community Technician
Jeff Peck, Contract Technician
Dom Pere, Community Technician
Myles Poole, Community Technician
Jordan Ross, Community Technician
Melvin Thomas, Contract Technician
Zach Wade, Contract Technician
Whitney Young, Contract Technician

Makers Unite Temp. Staff

Paul Aiken
Mike Coffman
Chauna Krauss
Julie O'Quinn



openworksbmore.org



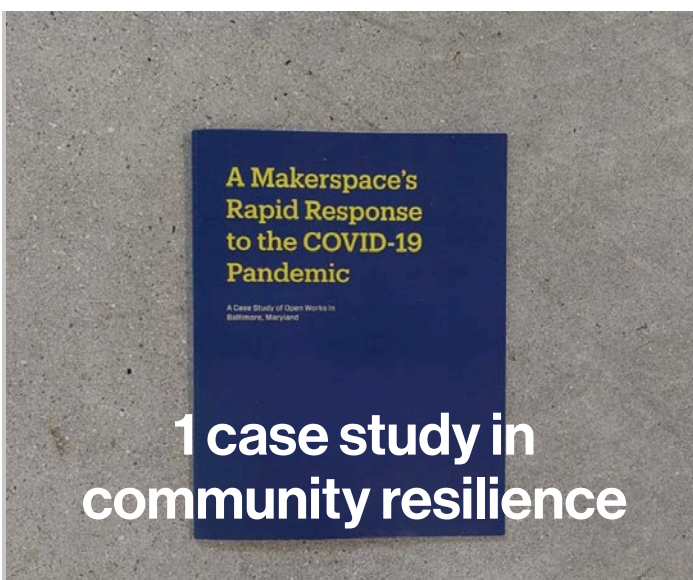
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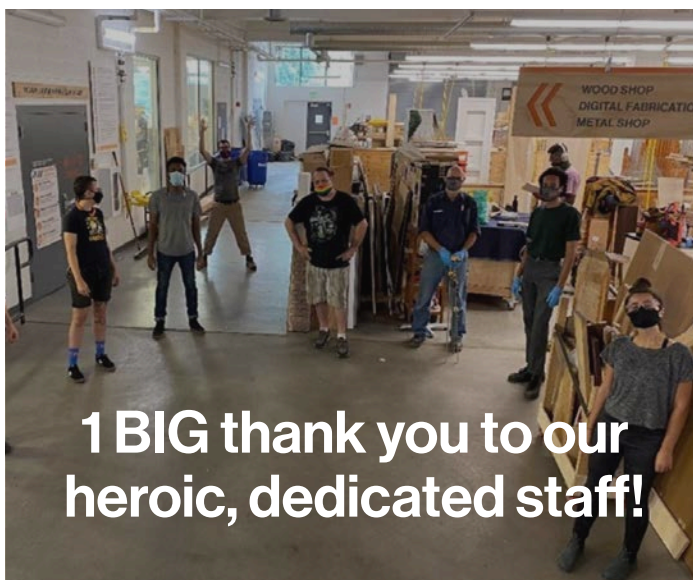
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**1 case study in
community resilience**



**1 BIG thank you to our
heroic, dedicated staff!**