Despite the Covid-19 pandemic dragging into its second year, 2021 was an exciting year at Open Works! We started off the year with our second emergency manufacturing project, the Makers Unite desk. Our talented contract services team designed a flat-pack plywood desk for Baltimore City students struggling with remote learning, and we ultimately delivered over free 800 desks to city students by the end of the semester.

In July, we were able to fully lift capacity caps on shop access and classes. We reopened with a new flat membership fee of just $80/month, part of our ongoing work to lower the cost of access and encourage more small business starts. In just 6 months since re-launching monthly memberships, we’ve recovered 1/3 of our pre-pandemic audience!

Things really took off in the fall. In September, we celebrated our 5th anniversary with a Charm City Porch Concert. October, we restarted both Senior Foundations classes and Teen Maker Shop. In December, our 5th annual EnterpRISE business competition awarded top prize to longtime OW member Nichole Sullivan. In what is rapidly becoming our most beloved fundraiser, we capped off the year by selling out of 200 laser-cut rowhouse gingerbread home kits.

The rise of the Omicron variant, and the resulting surge in case counts, ended the year on an uncertain note. As of January 10th, we instituted a vaccine mandate for users of our facility in an effort to further protect our community. This spring, we will be launching apprenticeship programs for industrial sewists and CAD/CNC technicians. Throughout spring semester, we will have students from Cristo Rey high school here learning fabrication skills each Wednesday as part of their Leadership Foundations course. Starting in January, we are taking our third consecutive run at passing state legislation for funding for building more makerspaces across Maryland.

Our work is as urgent, necessary, and impactful as ever. I hope you’ll join us as we make the world we want, one maker at a time!
2020 was a difficult year, but in many ways 2021 was harder. From January to June, we had the carrying costs of being fully open while operating under capacity limits that deeply damaged earned revenue. Most government Covid relief programs had expired or we didn’t qualify for them. Fortunately, we were able to make up most of the revenue gap with contract services billings, outside fundraising, and rebuilding membership since July 1st.

However, despite strict fiscal discipline (our expenses only grew 3% YoY), we did end the year with an operating deficit. Thanks to our founding sponsor, the Robert W. Deutsch Foundation, we were able to cover the gap and are optimistic about 2022.

### 2021 Financial Overview

#### Income

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributed Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants/Donations</td>
<td>$527,603</td>
<td>$689,444</td>
<td>+31%</td>
</tr>
<tr>
<td>Education</td>
<td>$22,275</td>
<td>$31,999</td>
<td>+44%</td>
</tr>
<tr>
<td>Rentals</td>
<td>$122,136</td>
<td>$158,879</td>
<td>+30%</td>
</tr>
<tr>
<td>Membership</td>
<td>$78,931</td>
<td>$47,153</td>
<td>-40%</td>
</tr>
<tr>
<td>Contract Services</td>
<td>$123,315</td>
<td>$178,273</td>
<td>+45%</td>
</tr>
<tr>
<td>Merch./Other</td>
<td>$21,029</td>
<td>$12,027</td>
<td>-42%</td>
</tr>
<tr>
<td>Extraordinary Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Covid-19 Relief</td>
<td>$152,000</td>
<td>$137,311</td>
<td>-10%</td>
</tr>
<tr>
<td>Makers Unite*</td>
<td>$372,557</td>
<td>$61,138</td>
<td>-85%</td>
</tr>
<tr>
<td>Total Income</td>
<td>$1,343M</td>
<td>$1,258M</td>
<td>-6%</td>
</tr>
</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>$9,773</td>
<td>$4,343</td>
<td>-55%</td>
</tr>
<tr>
<td>Shop Maintenance</td>
<td>$54,841</td>
<td>$32,808</td>
<td>-40%</td>
</tr>
<tr>
<td>Office</td>
<td>$58,893</td>
<td>$62,753</td>
<td>+6.5%</td>
</tr>
<tr>
<td>Insurance</td>
<td>$12,140</td>
<td>$15,392</td>
<td>+27%</td>
</tr>
<tr>
<td>Marketing</td>
<td>$12,742</td>
<td>$17,426</td>
<td>+37.5%</td>
</tr>
<tr>
<td>Rent*</td>
<td>$369,683</td>
<td>$398,495</td>
<td>+8%</td>
</tr>
<tr>
<td>Personnel/Contractors</td>
<td>$733,247</td>
<td>$774,816</td>
<td>+6%</td>
</tr>
<tr>
<td>Extraordinary Expense</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Makers Unite</td>
<td>$60,887</td>
<td>$22,773</td>
<td>-63%</td>
</tr>
<tr>
<td>Total Expense</td>
<td>$1,312M</td>
<td>$1,355M</td>
<td>+3%</td>
</tr>
<tr>
<td>Net Income</td>
<td>$31,220</td>
<td>-$97,000**</td>
<td>-210%</td>
</tr>
</tbody>
</table>

*Rent includes many operating costs under master lease agreement
**Operating deficit covered with year-end grant from RWD Foundation
Makers Unite Desks

863 desks manufactured

823 desks delivered

40 client schools & community sites

51 volunteers engaged

131 downloads of open-source plans

714 sheets of plywood used (25 tons)
650 adult class enrollments

12 Senior Foundations enrollments

376 enrollees in virtual classes

8 Teen Maker Shop enrollments

$10,250 raised for 2022 scholarships

5th annual EnterpRISE competition
Membership

1,374 day passes (4.4 per day open)

101 monthly members

90 micro-studios rented

23 small businesses supported

$80 - new flat membership fee

$1,897 Made in Baltimore Kiosk sales
10 stalls for Station North Holiday Market

New shade sail & outdoor area

340 person-hours of staff training

200 rowhome gingerbread kits manufactured

New rental locker system installed

Black Acres Roastery now open
Lent our van for 50 food distributions for 130 families

Open Works

1 Charm City Porch Concert

1 state bill to build more makerspaces!

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Danielle Laurenceau
Charlotte Phillips
Leon Pinkett
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Terrell Williams

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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
Brian Albert, Community Technician
Kenneth Bland, Community Technician
Chima Ezenwachi, Community Technician
Ana Maria Economou, Teen Maker Instructor
Sharmane Herron, Community Technician
Jordan Levine, Community Technician
Joe Magar, Marketing Coordinator
Jeff Peck, Contract Technician
Dom Pere, Contract Technician
Keyon Pinson, Community Technician
Nefer Khar Purvis, Landscape Technician
Jordan Ross, Community Technician
Jaimee Shim, Community Technician
Melvin Thomas, Contract Technician
Jaime Cezar, Contract Technician
Jaylan Hall, Contract Technician

In memoriam
Paul Aiken

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