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
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.
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.

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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 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.

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.

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

<table>
<thead>
<tr>
<th>Count</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>174</td>
<td>Members as of 12/31 (+35% since 1/1/2022)</td>
</tr>
<tr>
<td>102</td>
<td>Micro-studio rentals as of 12/31 (95% occupancy rate)</td>
</tr>
<tr>
<td>940</td>
<td>2022 Day pass use</td>
</tr>
<tr>
<td>8,068</td>
<td>2022 Total Attendance</td>
</tr>
<tr>
<td>188</td>
<td>Small businesses users</td>
</tr>
<tr>
<td>47%</td>
<td>Percent of businesses at OW that are BIPOC-owned</td>
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</tbody>
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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.
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!
Advocacy

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.

Working with Senator Cory Mc-Cray 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.

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

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.

$45M
Estimated annual economic impact of network of 5 makerspaces

600
Estimated job creation between staff and member businesses

$2.25M
Estimated annual state and local tax revenue from small business creation
Leadership

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Pam Gray, Treasurer
Matthew Youssef, Secretary
Neil Didriksen
Jeff Fuchs
Linda Gilmore
Danielle Laurenceau
Charlotte Phillips
Leon Pinkett
Audrey Van de Castle
Dr. Ronald Williams
Terrell Williams

Managers
Will Holman
Zach Adams
Laura Cohen
April Lewis
Riggs Marietta
Tiersa Sullivan

Staff

Technicians
Samiha Alam
Kenneth Bland
Tara Boyle
Thea Canlas
Chima Ezenwachi
Jaylan Hall
Sharmane Herron
Ben Kamaal
Angel Light
Jennifer Masterson
Lindzor Parker
Dom Pere
Harlock Pittman
Nefer Khar Purvis
Reuben Reynolds
Jordan Ross

Support Staff
Joe Magar

Education Staff
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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