Work. It’s the thing that builds cities. Enacts change. Improves the world. It’s often not easy, not glamorous, not something most take time to celebrate. But no matter the labor, no matter the hardship, there’s a person and a dream worth treasuring under there. Each of us has a skill we aspire to, a commitment we believe in, a gritty determination to make a tangible, positive impact on our personal lives and the lives of others through our work.

The title of our 2018 report—Why We Work—is inspired by our vibrant new exhibition of the same name. Like that exhibition, this report pays tribute to the workers who built Baltimore and those whose ideas and labors will shape its future. We invite you to learn about some of the ways the museum has celebrated the many contributions of workers this past year.

The Baltimore Museum of Industry celebrates Maryland’s industrial legacy and shows how innovation fuels ongoing progress.
Letter from the Chair and Director

Machines, tools, cranes, automobiles, airplanes, robots, radios, and printing presses. The Baltimore Museum of Industry is home to all of these things. But more than a collection of industrial artifacts, the museum is a repository of human stories. Our exhibitions and programs vividly demonstrate how industrious Baltimoreans transformed a sleepy port town into a thriving industrial center—and how today's entrepreneurs, inventors, and laborers continue to tackle the challenges of industrial evolution to keep Baltimore humming.

It's a lot to be proud of.

Howard Bank CEO Mary Ann Scully, our 2018 Industrialist of the Year, perhaps best summed it up in her eloquent remarks to the guests who gathered at the museum in June to honor her. She noted the alchemy of hard work and inspiration that yields products and progress. She celebrated Baltimore's enduring power to serve as an engine of transformative change for the region. And she challenged everyone to use the city—to patronize its businesses, relax in its parks and public spaces, and visit its cultural attractions.

We wholeheartedly support Mary Ann's challenge, and we are pleased that the Baltimore Museum of Industry offers so many good reasons to be proud of Baltimore and its workers. From sparkling new exhibitions to provocative public programs, interactive kids' activities to our waterfront farmer's market, 2018 was a banner year for the BMI, providing myriad ways for our visitors to engage and connect to our region's past, present, and future. The following pages provide some highlights.

The common theme running through all these activities and accomplishments? The power of people to make a difference—to build a city and to continue to reinvent it. The BMI couldn't tell these stories, couldn't preserve the distinguished record of Baltimore's industrial heritage, couldn't inspire the next generation of workers and inventors and entrepreneurs, without our loyal and generous supporters. We thank you for believing in us, and for helping us to tell Baltimore's stories.
Thank you

Volunteers play a critical role in the day-to-day operations of the BMI. They work in our collections, in our galleries, with our visitors, and with our staff. They represent a broad range of skills and talents, from woodworker and electrician, to engineer and educator. We extend a heartfelt thank you to each and every one.
Whether assuming the roles of oyster shuckers in order to learn about working conditions in a 19th-century oyster cannery, or designing straw bridges and building robots, students in grades K through 12 find the fun in learning at the BMI. For nearly four decades, the BMI’s educational programs have provided students and teachers with a variety of resources for learning about Maryland’s unique industrial heritage.

In the 2017-2018 school year, our interactive education programs served more than 29,000 students, teachers, and chaperones from 16 Maryland counties and neighboring states. Our always-popular Maryland Engineering Challenges, presented in partnership with the Engineering Society of Baltimore, inspired 619 young engineers. Organized around ten different problem-solving activities, the Challenges actively engage students in valuable STEM content as they interact with working engineers.
Artistic Inspiration

Twenty-five years ago, Imin Yeh visited the BMI with her elementary school classmates and fell in love with our Kids' Cannery program. Today, the Carnegie Mellon art professor continues to make artwork inspired by that visit. During a visit to the museum for a trip down memory lane this past summer, Imin explained that her art project was inspired in equal amounts from the cans used in the BMI's popular field trip activity, her memory of visiting the museum as a child, and an idealized version of the two that suits her adult artist desires. We're proud that the BMI provided the inspiration for Imin's work.

Lights On!

Lights On! is a new school program for some of our youngest learners. Designed in partnership with the Teaching Institute for Excellence in STEM and Baltimore City Public School teachers, the program directly correlates to the Next Generation Science Standards curriculum for 1st grade students. This program helps students to consider how familiar objects like digital billboards and traffic lights help us communicate, and guides them as they create their own light communication devices. Students in the program, piloted in the 2017-2018 school year, enjoyed the excitement of successfully creating their very own light boxes and having time in the museum to explore, listen, talk, and touch things they may not have seen before. The program offers a positive, memorable, multi-sensory extension of the learning kids do in school and throughout their lives.
Authentic. Dynamic. Colorful. The BMI’s exhibitions are all of those things—a little bit like the city whose heritage they celebrate. The museum’s vibrant displays and immersive environments offer an uncommon look at the common working men and women who built Baltimore into an industrial powerhouse, and those who will guide it into its future.

This year, we were proud to open a new long-term exhibition in our Transportation gallery and launch plans to transform our Communications gallery. We debuted Why We Work, an interactive temporary exhibition about work and workers. Our rotating Garment Loft window exhibit explored the evolution of work uniforms—the way we dress for work and the clues they provide about what we do for a living. And we created colorful new displays about Stanley Black & Decker, BD Diagnostics, and Old Bay Seasoning, a distinctly Maryland taste developed right here in Baltimore.
In February we debuted *Fueling the Automobile Age*, an expansive, interactive exhibition that explores the contributions made to American automobile culture by Baltimore-based Amoco and Crown Central Petroleum companies. The exhibition provides a dose of nostalgia—including the opportunity to climb into a vintage ’53 Packard Clipper—and encourages people to think about what technologies and innovations will fuel the next transportation age.

*Car Culture: Fueling the Automobile Age*

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*Photo: Eric Stocklin*
What happens when you mix an empty gallery space, curious and highly motivated students from Johns Hopkins University and MICA, and faith that a semester-long collaboration will yield something compelling? The answer is Why We Work, a vibrant exhibition created in partnership with these young curators and designers that features historic and contemporary photographic portraits of people at work and asks visitors to consider what motivates our labors, what makes for satisfying work, and how we describe what we do.

Working Together

What happens when you mix an empty gallery space, curious and highly motivated students from Johns Hopkins University and MICA, and faith that a semester-long collaboration will yield something compelling? The answer is Why We Work, a vibrant exhibition created in partnership with these young curators and designers that features historic and contemporary photographic portraits of people at work and asks visitors to consider what motivates our labors, what makes for satisfying work, and how we describe what we do.
Senator Bill Ferguson and Delegate Luke Clippinger enjoy a tour of the renovated archives with Museum Director Anita Kassof.

Ship plans inventoried and cataloged.

WORKING TO PRESERVE

A Welcome Makeover

Working in a 150-year-old cannery building has its rewards, but also offers plenty of challenges. That's why we were especially grateful that with generous funding from the State of Maryland, we were able to completely renovate our Archives and Research Center this year. The refurbished space provides a secure environment for some of the most fragile materials in our collection, and offers a welcoming venue for researchers. We were proud to receive members of our District 46 Legislative delegation to the beautifully renovated space so we could show them the new paint, carpet, insulation, glazing, UV protection, blinds, lighting, climate control system, and work stations—and thank them for their advocacy.
Baltimore has long taken pride in its identity as a “working person’s town” and this industrial heritage, central to Baltimore’s image of itself, is preserved at BMI in one of the nation’s most significant and broadest collections of industrial items. The BMI is proud to serve as the steward of Baltimore’s industrial legacy, and to make our collections available to scholars and researchers in person and online. This year marked a milestone for the museum’s collections, with a stunning renovation of our Archives and Research Center and support from a record number of hardworking volunteers and interns.

**MANY HANDS MAKE LIGHT WORK**

5,797: That’s how many hours our spectacular volunteers and interns devoted to working with our collections and exhibitions this past year. It’s no exaggeration to say that the BMI couldn’t function without the contributions that our volunteers make on a daily basis. Among other amazing accomplishments, members of our volunteer crew inventoried more than 10,000 Bethlehem Steel ship plans this year. The collection includes drawings of vessels ranging from lifeboats to sea tankers and cargo ships. With examples dating from 1888 through 1985, the drawings document the rise and fall of the shipbuilding industry in Baltimore. The collection will be of particular interest to legal researchers, ship modelers, and those curious about maritime, military, and industrial history, and has already served as inspiration for hands-on programs that introduce kids to the ship building industry.

5,797 VOLUNTEER HOURS
Both quirky and majestic, our shipyard crane is a community favorite. From the moment we launched our Save the Crane campaign with a crowd-sourced fundraising drive that quickly surpassed our initial goal, it was obvious that people care about this dramatic icon. So when it came time to choose what color to paint it, we knew we wanted the choice to belong to the community. More than 1600 people voted, overwhelmingly choosing green. The vibrant shade harkens back to the crane’s historic roots while providing a bright and welcome update.

The crane’s winning paint color is revealed

Thanks to the State of Maryland and the many foundations, corporations, and individuals who have supported our Save the Crane campaign, our beloved Bethlehem Steel crane will be getting a long-awaited makeover this coming year, including both structural renovations and a gleaming coat of green paint—the winning color in a public voting campaign.

Once part of a fleet of similar cranes at Bethlehem Steel’s Fairfield shipyard, the crane helped build a record number of Liberty and Victory ships during WWII. The crane is a proud symbol of Baltimore’s industrial past and a tribute to the thousands of workers who fueled Bethlehem Steel’s might. When restored and dramatically lit, it will continue to stand as a symbol of economic progress, a beacon in South Baltimore.

And the winner is....

Ed Hawkins has made not one but three gifts to the Save the Crane campaign. A longtime member of the BMI’s education staff, Ed’s gifts are in memory of his wife, Hilda, who wondered aloud every time she and Ed drove onto the BMI’s campus, “When will they ever get around to painting that crane?”
The BMI’s diverse program offerings explore a wide range of topics that complement our focus on local industry and innovation. This year’s programs included a series on emerging industries and the gig economy, a live taping of WYPR’s Midday with Tom Hall, and even an opportunity to meet working animals and their trainers—because, after all, people aren’t the only ones who put in a day’s work. Attendance at our community programs more than doubled in the last year, as visitors young and old turned out for workshops, tastings, lectures, film screenings, tours, author talks, and interactive family programs.

Workin’ It: Stoop Stories
Presented in partnership with the Stoop Storytelling Series, “Workin’ It” was an unforgettable, sell-out evening of surprising, funny, and touching stories about the many different ways our community members earn a living. Real people telling real stories brought the audience, in turn, to laughter and tears, as their tales inspired us all to think more deeply about what work means to us.

BMI Farmers’ Market
The Baltimore Museum of Industry Farmers’ Market, South Baltimore’s go-to location for fresh, local fare, marked its 10th anniversary in 2018. Celebrating the hard work of Maryland’s farmers, chefs, distillers, and artists, nearly 10,000 people visited the Market to purchase fresh produce, local meat and eggs, oven-fresh bread and sweets, bright flowers, tasty ready-to-eat treats, and artisan items. Family-friendly activities offered throughout the season, as well as a changing schedule of live music and community-interest vendors, continue to make the Market a community favorite.
Handlers from Valor Service Dogs, Mid-Atlantic DOGS Search & Rescue, the Baltimore City Sheriff’s Office K-9 Unit, and Guiding Eyes for the Blind delighted visitors with tales of training and triumph, as they highlighted how their hardworking animals help people with everyday tasks, assist military veterans, and perform search and rescue tasks. Their animals demonstrated their skills—and even got in a few licks.

Weekend Workers

Weekend visitors enjoy this drop-in program offered each Saturday. Now in its third year, the Weekend Workers program continues to grow and to attract both newcomers and regulars. Program partners such as the Northrop Grumman, STEMMA, and the Chesapeake Bay Foundation expanded the program’s reach this year, enabling us to engage some 1,500 active participants. Whether building a roller coaster using simple household materials, making “weather” in a jar, or testing paper circuits, kids of all ages have fun engineering, experimenting, and creating as they as they investigate the world around them.
10,026 Ship plans inventoried and cataloged

29,616 Students, teachers, and chaperones served

15 EXHIBITION displays refreshed or replaced

158 Private event rentals

8,545 Cans produced in our Kids Cannery activity

603 OBJECTS catalogued and rehoused

494 Researchers Served

29,993 Items in our online research database

10 STOOP STORYTELLERS

2,616 Visitors to our COMMUNITY PROGRAMS

104 ft HEIGHT of our SHIPYARD CRANE

16 MARYLAND COUNTIES SERVED

137 NEW LIGHTS installed in our exhibition galleries

9 Brand NEW workstations in our renovated library and archive

3,535 VISITOR RESPONSES IN THE WHY WE WORK GALLERY
The Baltimore Museum of Industry recognizes the members of our community who made contributions between July 1, 2017 and June 30, 2018. Thank you for your support!

YOUR GENEROSITY AT WORK

Annual Fund Supporters

The BMI’s Annual Fund helps us tell the stories of the people who built Baltimore and those who are shaping its future. It supports engaging educational activities, community programs, and ongoing preservation of our industrial artifacts, all critical to achieving our nonprofit mission.

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“...I hope my support for the museum helps succeeding generations learn about and appreciate the beginnings of things, because so many important things started right here in Baltimore.”

-Henry Rosenberg, museum benefactor
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In FY2018, our generous donors supported a variety of special projects including the Chris Bathgate Acquisition Fund; the Ray Loomis Linotype Fund; three new exhibitions—Tap. Talk. Text: Telecommunications in Maryland; Fueling the Automobile Age; and Why We Work—community programs; and updates for several exhibitions.

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Why We Work

Fueling the Automobile Age

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“This museum represents the traditional, number one definition of industry, which is basically the process of converting raw materials into a finished product. But what I really love about this museum is that it also embraces that second definition of the word industry, which simply means nothing more than hard work and what that hard work can do for each of us as individuals, for all of us as team members, and for a region as a whole.”

-Mary Ann Scully
Save the Crane Supporters

As the largest and most visible artifact in the BMI's collection, our 1942 shipyard crane is poised to be a celebrated and cherished icon for decades to come. Support will make possible restoration, painting, and installation of dramatic LED lighting.

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- Michael Wojnowski

* Joseph Young
**BALTIMORE MUSEUM OF INDUSTRY, INC.**

**Statements of Financial Position**

<table>
<thead>
<tr>
<th>As of June 30</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$551,587</td>
<td>$509,473</td>
</tr>
<tr>
<td>Unconditional promises to give</td>
<td>65,474</td>
<td>62,120</td>
</tr>
<tr>
<td>Investments</td>
<td>516,518</td>
<td>464,083</td>
</tr>
<tr>
<td>Inventory</td>
<td>16,198</td>
<td>12,653</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>13,503</td>
<td>19,535</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$1,163,280</td>
<td>1,067,864</td>
</tr>
<tr>
<td>Land, property, and equipment, net</td>
<td>2,665,817</td>
<td>3,011,083</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments - restricted</td>
<td>150,000</td>
<td>150,000</td>
</tr>
<tr>
<td>Collections and exhibits, net</td>
<td>226,401</td>
<td>231,371</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td>376,401</td>
<td>381,371</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$4,205,498</td>
<td>$4,460,318</td>
</tr>
</tbody>
</table>

| Liabilities and Net Assets |      |      |
| Current Liabilities |      |      |
| Current maturities of notes payable | $86,629 | $83,264 |
| Accounts payable | 25,921 | 5,124 |
| Accrued expenses | 116,426 | 116,759 |
| Deferred revenue | 33,358 | 39,856 |
| Event deposits | 334,729 | 373,926 |
| **Total Current Liabilities** | $601,063 | 618,929 |
| Notes payable, net of current maturities and deferred loan fees | 2,356,745 | 2,438,521 |
| **Total Liabilities** | 2,957,808 | 3,057,450 |
| **Net Assets** |      |      |
| Unrestricted | 936,742 | 1,113,344 |
| Undesignated | 3,250 | 6,500 |
| Board designated |      |      |
| **Total Unrestricted** | 939,992 | 1,119,844 |
| Temporarily restricted | 307,690 | 283,024 |
| **Total Net Assets** | 1,247,690 | 1,402,868 |
| **Total Liabilities and Net Assets** | $4,205,498 | $4,460,318 |

**BALTIMORE MUSEUM OF INDUSTRY, INC.**

**Statement of Activities**

For the Year Ended June 30, 2018
(with Comparative Totals for June 30, 2017)

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>TOTAL 2018</th>
<th>TOTAL 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public Support</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donated facilities, equipment, and services (non-grant)</td>
<td>$569,966</td>
<td>$6,500</td>
<td>$576,466</td>
<td>$586,478</td>
</tr>
<tr>
<td>Contributions and pledges</td>
<td>327,664</td>
<td>230,169</td>
<td>557,830</td>
<td>528,803</td>
</tr>
<tr>
<td>Grants</td>
<td>115,206</td>
<td>-</td>
<td>115,206</td>
<td>542,907</td>
</tr>
<tr>
<td>Membership support</td>
<td>17,965</td>
<td>-</td>
<td>17,965</td>
<td>17,279</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>$1,030,398</td>
<td>236,669</td>
<td>$1,267,067</td>
<td>$1,745,467</td>
</tr>
<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Programs</td>
<td>524,486</td>
<td>-</td>
<td>524,486</td>
<td>591,412</td>
</tr>
<tr>
<td>Event rentals</td>
<td>787,517</td>
<td>-</td>
<td>787,517</td>
<td>705,640</td>
</tr>
<tr>
<td>Fundraising events</td>
<td>157,122</td>
<td>-</td>
<td>157,122</td>
<td>183,698</td>
</tr>
<tr>
<td>Sales and rentals, net</td>
<td>41,869</td>
<td>-</td>
<td>41,869</td>
<td>36,846</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$1,510,994</td>
<td>-</td>
<td>$1,510,994</td>
<td>$1,745,467</td>
</tr>
<tr>
<td><strong>Net Assets Released from Restrictions</strong></td>
<td>211,995</td>
<td>(211,995)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Public Support and Revenues</strong></td>
<td>$2,753,387</td>
<td>24,674</td>
<td>$2,778,061</td>
<td>$3,263,063</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$1,936,063</td>
<td>-</td>
<td>$1,936,063</td>
<td>1,877,350</td>
</tr>
<tr>
<td>Supporting services</td>
<td>479,881</td>
<td>-</td>
<td>479,881</td>
<td>539,881</td>
</tr>
<tr>
<td>Fundraising</td>
<td>449,232</td>
<td>-</td>
<td>449,232</td>
<td>322,340</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$2,865,176</td>
<td>-</td>
<td>$2,865,176</td>
<td>2,739,531</td>
</tr>
<tr>
<td><strong>Other Income (Expense)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment income</td>
<td>52,740</td>
<td>-</td>
<td>52,740</td>
<td>74,988</td>
</tr>
<tr>
<td>Interest expense</td>
<td>(117,142)</td>
<td>(117,142)</td>
<td>(117,142)</td>
<td>(211,995)</td>
</tr>
<tr>
<td>Loss on disposal of property and equipment</td>
<td>(155,178)</td>
<td>(155,178)</td>
<td>(155,178)</td>
<td>(211,995)</td>
</tr>
<tr>
<td><strong>Other Income, net</strong></td>
<td>(68,063)</td>
<td>(68,063)</td>
<td>(68,063)</td>
<td>(45,568)</td>
</tr>
<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>(179,852)</td>
<td>24,674</td>
<td>(155,178)</td>
<td>477,964</td>
</tr>
<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>3,250</td>
<td>283,024</td>
<td>1,402,868</td>
<td>924,504</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$939,992</td>
<td>307,698</td>
<td>$1,247,690</td>
<td>$1,402,868</td>
</tr>
</tbody>
</table>