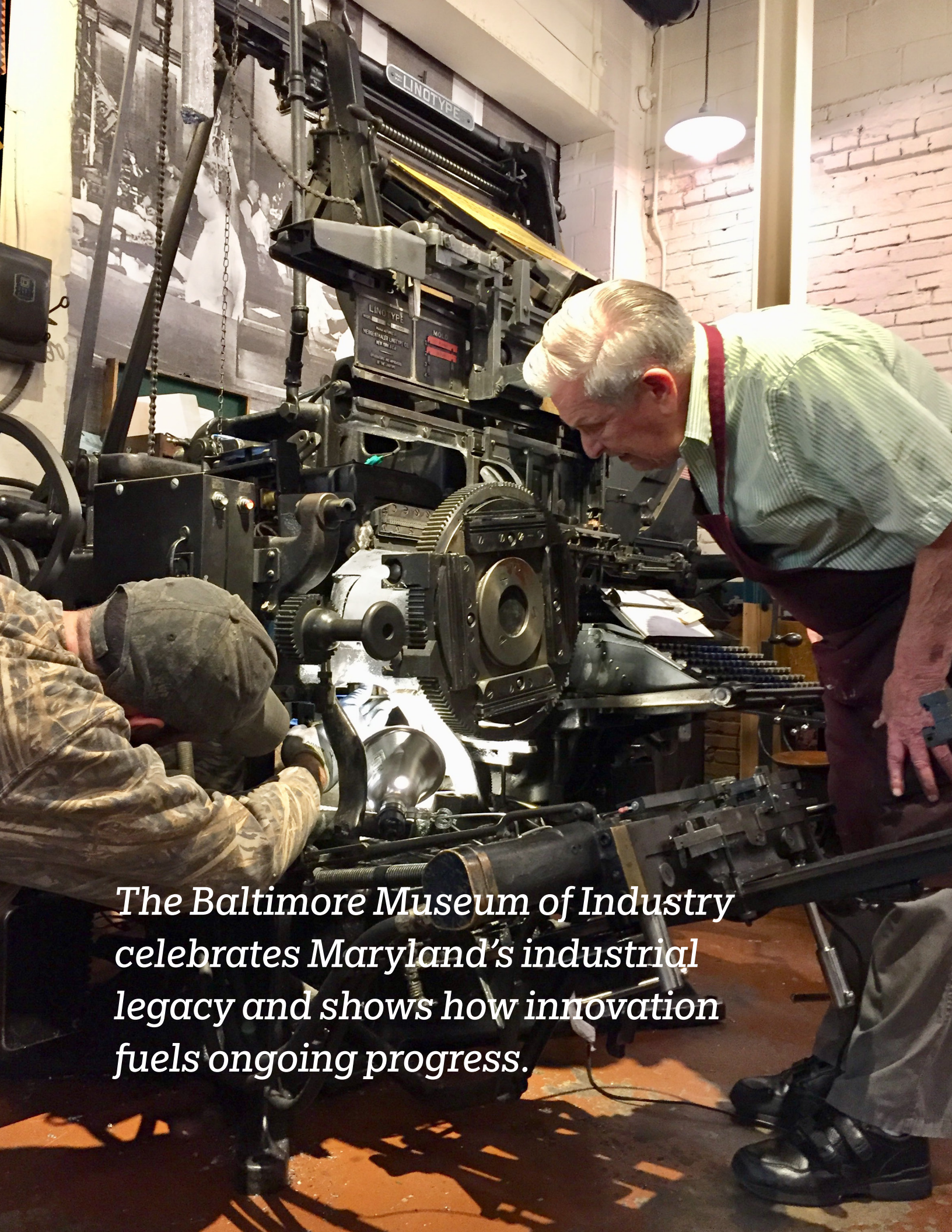




BMI Baltimore Museum
OF Industry

ANNUAL REPORT

20
18



The Baltimore Museum of Industry celebrates Maryland's industrial legacy and shows how innovation fuels ongoing progress.

WHY WE WORK

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.

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.



Brad Spring, Chairman of the Board of Trustees



Anita Kassof, Executive Director



Photo: Eric Stocklin

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Justin Williams



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.



WORKING WONDERS

Education for Tomorrow's Workers

Whether assuming the roles of oysters 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 I2 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.

29,616

students, teachers, and chaperones



Photo: Claire Mullins

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.



Photo: Eric Stocklin



Imin Yeh, Kids Can, 2018



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.

A man in a dark suit is adjusting a light-colored, patterned jacket on a mannequin. The background is a factory or workshop with rolls of fabric hanging from the ceiling and sewing machines on workbenches. The entire scene is bathed in a blue light.

WORKS LIKE A CHARM

Exhibitions that Connect

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.



Photo: Eric Stocklin

Car Culture: Fueling the Automobile Age

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.



Photo: Eric Stocklin

WHY WE WORK



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.



3,535 visitors responded to questions in the *Why We Work* gallery

10,026

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.

Senator Bill Ferguson and Delegate Luke Clippinger
enjoy a tour of the renovated archives with Museum
Director Anita Kassof
Photo: Eric Stocklin



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

ALL IN A DAY'S WORK

Saving the Crane

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.

Arthur S. Siegel, photographer, Bethlehem-Fairfield shipyards, Baltimore Maryland, 1943, Library of Congress, www.loc.gov/item/2017851048

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 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....



Photo: Eric Stocklin

The crane's winning paint color is revealed



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?"

WORKIN' IT

Community Programs at the BMI

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.



Photo: Dave Mullen



Photo: Dave Mullen



Photo: Terry Pack

WORKIN' IT

All Helpers Welcome

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

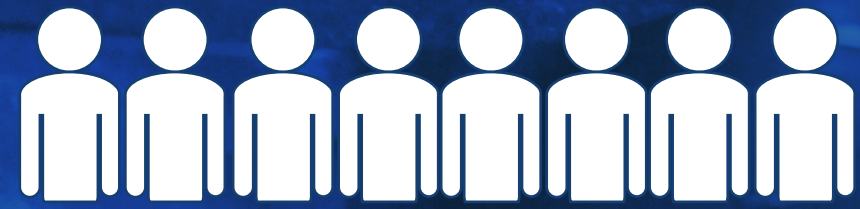
Weekend visitors enjoy this drop-in program offered each Saturday. Now in its third year, the Weekend Workers program continues to grow and to attract both newcomers and regulars. Program partners such as the Northrop Grumman, STEMMA, and the Chesapeake Bay Foundation expanded the program's reach this 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 investigate the world around them.



Photo: Mark Rau



10 HANDS-ON
experiential
**school
programs**



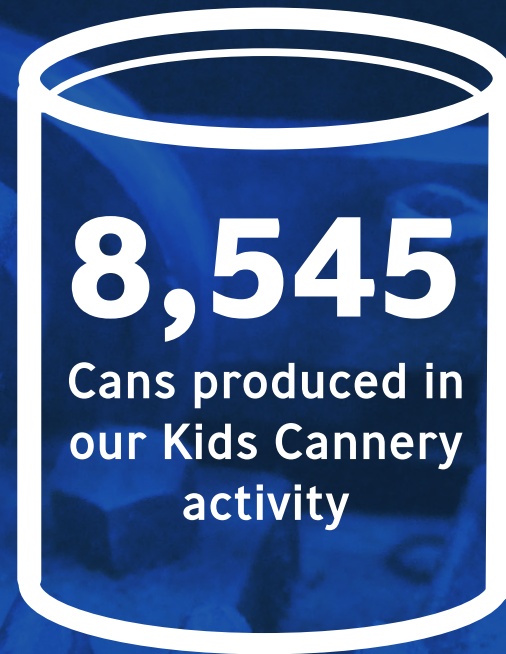
Students, teachers, and chaperones served

29,616

603
OBJECTS
catalogued
and rehoused

15 EXHIBITION
displays refreshed or replaced

158
Private event rentals



8,545

Cans produced in
our Kids Cannery
activity



Dogs at our
Working Animals program



Future Engineers
participating in our
**Maryland
Engineering
Challenges**

619



494
Researchers
Served



29,993

Items in our online
research database

10 STOOP
STORYTELLERS

3,535

VISITOR REPOSSES IN THE
WHY WE WORK
GALLERY

10,026

Ship plans inventoried
and cataloged

2,616
Visitors to our
**COMMUNITY
PROGRAMS**



16
MARYLAND
COUNTIES SERVED



137

NEW LIGHTS
installed in our
exhibition
galleries

Brand NEW
workstations
in our renovated
library and archive



104 ft



HEIGHT of our SHIPYARD CRANE

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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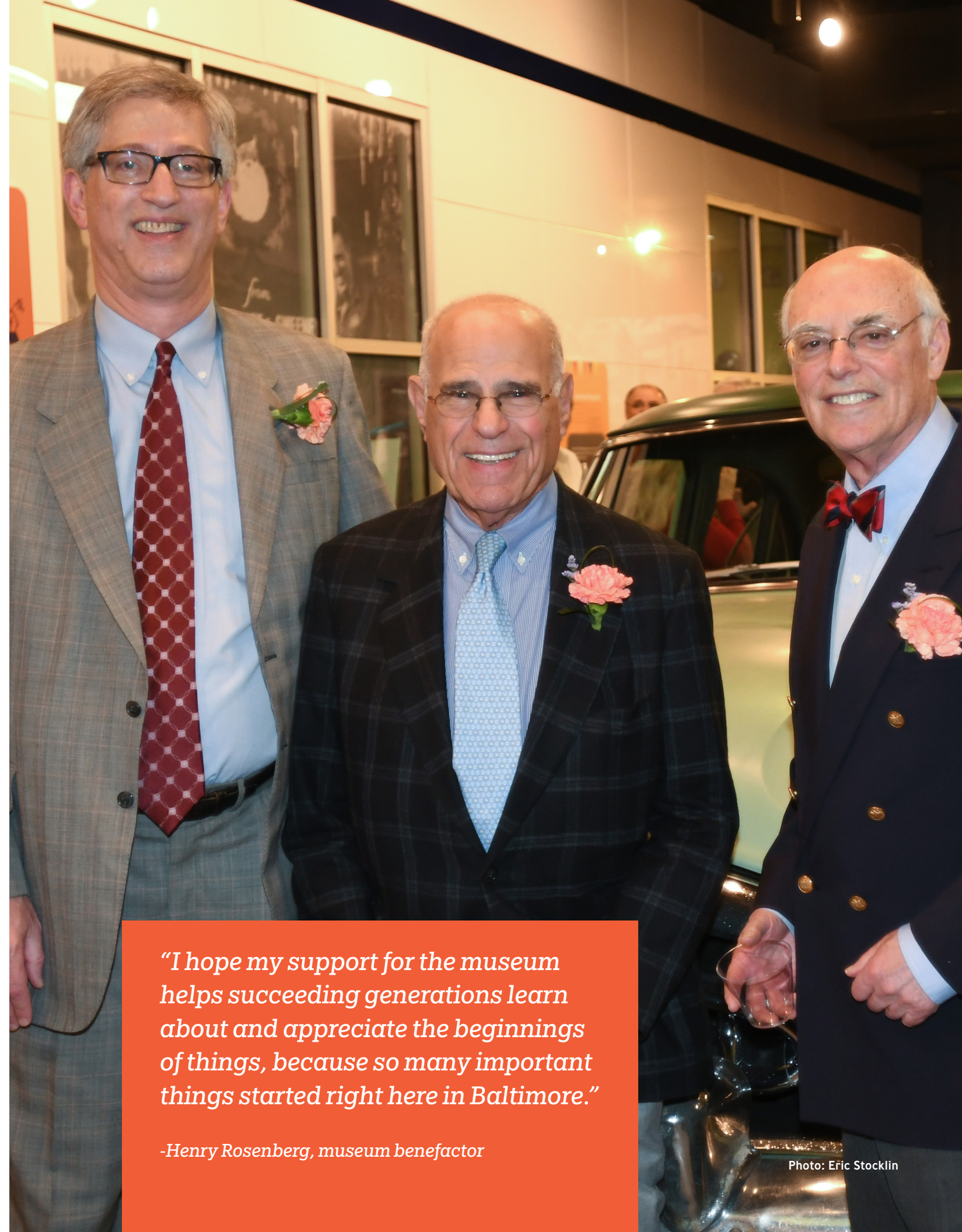
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BGE
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Matthew Doud

Right: Henry Rosenberg with Dan
Hirschhorn, Chairman, CEO, and
President of the American Trading and
Production Corporation, and Louis
Thalheimer, Chairman of Lord Baltimore
Capital, who joined him in supporting
Fueling the Automobile Age.



"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

Photo: Eric Stocklin

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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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William Donald Schaefer Industrialist of the Year

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Baltimore Business Journal
Baltimore Sun Media Group
BGE
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Howard Bank
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WYPR

Bronze

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Baltimore
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J.J. Cummings
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Rouge Fine Catering

“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



Mary Ann Scully, honoree, with
William Cole IV, presenter
Photo: Eric Stocklin

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.

Whirley Protector

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Aerial Champion

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BALTIMORE MUSEUM OF INDUSTRY, INC. Statements of Financial Position

As of June 30	2018	2017
Assets		
Current Assets		
Cash and cash equivalents	\$ 551,587	\$ 509,473
Unconditional promises to give	65,474	62,120
Investments	516,518	464,083
Inventory	16,198	12,653
Prepaid expenses and other current assets	13,503	19,535
Total Current Assets	1,163,280	1,067,864
Land, property, and equipment, net	2,665,817	3,011,083
Other Assets		
Investments - restricted	150,000	150,000
Collections and exhibits, net	226,401	231,371
Total Other Assets	376,401	381,371
Total Assets	\$ 4,205,498	\$ 4,460,318
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	37,358	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		
Undesignated	936,742	1,113,344
Board designated	3,250	6,500
Total Unrestricted	939,992	1,119,844
Temporarily restricted	307,698	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)

	Unrestricted	Temporarily Restricted	TOTAL 2018	TOTAL 2017
Public Support				
Donated facilities, equipment, and services (non-grant)	\$ 569,566	\$ 6,500	\$ 576,066	\$ 656,478
Contributions and pledges	327,661	230,169	557,830	528,803
Grants	115,206	-	115,206	542,907
Membership support	17,965	-	17,965	17,279
Total Public Support	1,030,398	236,669	1,267,067	1,745,467
Revenues				
Programs	524,486	-	524,486	591,412
Event rentals	787,517	-	787,517	705,640
Fundraising events	157,122	-	157,122	183,698
Sales and rentals, net	41,869	-	41,869	36,846
Total Revenues	1,510,994	-	1,510,994	1,517,596
Net Assets Released from Restrictions	211,995	(211,995)	-	-
Total Public Support and Revenues	2,753,387	24,674	2,778,061	3,263,063
Expenses				
Program services	1,936,063	-	1,936,063	1,877,350
Supporting services	479,881	-	479,881	539,841
Fundraising	449,232	-	449,232	322,340
Total Expenses	2,865,176	-	2,865,176	2,739,531
Other Income (Expense)				
Investment income	52,740	-	52,740	74,988
Interest expense	(117,142)	-	(117,142)	(120,358)
Loss on disposal of property and equipment	(3,661)	-	(3,661)	(198)
Other Expense, net	(68,063)	-	(68,063)	(45,568)
Increase (Decrease) in Net Assets	(179,852)	24,674	(155,178)	477,964
Net Assets, Beginning of Year	3,250	283,024	1,402,868	924,904
Net Assets, End of Year	\$ 939,992	\$ 307,698	\$ 1,247,690	\$ 1,402,868



BMI Baltimore Museum
OF Industry

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