



ANNUAL REPORT



BMI Baltimore Museum of Industry
2020 ANNUAL REPORT



BALTIMORE MUSEUM OF INDUSTRY

SHUTTER!

from the Fall of Bethlehem Steel
Photographs by J.M. Scordano
Open through April 2020

FUELING THE AUTOMOBILE AGE

This past year called on the Baltimore Museum of Industry to change the way it connects with you, our community. But 2020 didn't change who we are.

The pandemic has brought into sharp relief the inequality of economic opportunity in this country, and has injected new urgency and meaning into all of the BMI's activities. As the museum that demonstrates that all work has dignity, we are grateful to you, our community, for the continued show of support that has made it possible for the BMI to make it through the public health crisis.

With the BMI's state-mandated closure in March, galleries that would normally be alive with schoolchildren, event-goers, program audiences, and other visitors fell silent.

Thanks to the generosity of friends and supporters who responded to our emergency appeals the BMI immediately began innovating new ways to serve the community. Within weeks, a new **partnership with MedStar Health** led to a COVID testing site in the BMI's outdoor pavilion. This was followed in May by the **introduction of City Kits**, all-in-one activity boxes that help bridge the digital divide by providing tactile learning opportunities to Baltimore City students who were missing out. The BMI also **launched virtual tours** over the summer to help you enjoy our one-of-a-kind galleries from the safety of home. And by October, **Women of Steel, a new outdoor exhibition** featuring the voices of female steelworkers, was opened to the public along the museum's Key Highway fence.

With each of these accomplishments, the BMI reaffirmed its commitment to provide engaging programs that are open to all. Whether you're visiting our galleries by appointment, shopping at our waterfront farmers' market, taking advantage of our outdoor campus, or enjoying virtual programs from the comfort of your couch, the BMI is here for you.

Although our programs and exhibitions may look a little different, we're still the same BMI: the quirky, colorful museum that celebrates the men and women who built Baltimore into a manufacturing powerhouse, honors those who keep our economy humming today, and inspires the next generation of innovators and entrepreneurs.

Thank you for continuing to participate in these activities and for letting us know how much you value the BMI.

2020 By the Numbers



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2020 BY THE NUMBERS: 37 Community Partnerships

If there was one thing 2020 taught us, it was how much we depend on each other when times are tough. The BMI was no exception.

In an effort to deliver services to the public, the BMI forged partnerships with numerous organizations throughout the year. MedStar Health offered free COVID-19 testing in the BMI pavilion during the spring. Baltimore City Community College borrowed material from the museum's exhibits for virtual citizenship classes in the summer. And Baltimore Heritage worked with the BMI in developing a self-guided walking tour of south Baltimore last fall.

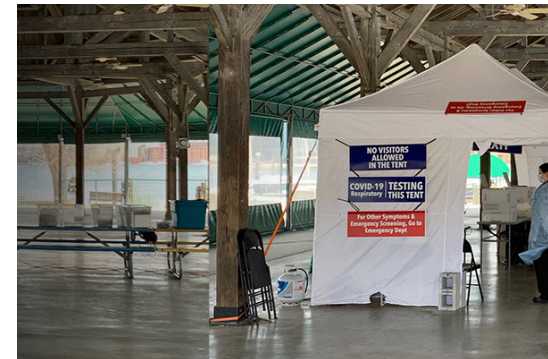
As these collaborations show, the BMI is more than just a museum – it's a community partner that cares intensely about the wellbeing of Baltimore.

COVID Testing Site: A BMI & MedStar Health Partnership

The BMI partnered with MedStar Health to transform its parking lot into coronavirus testing site.

While spring is typically the BMI's busiest season, with groups of school children filling galleries and buses packing the parking lot, after closing in March – to comply with Maryland's stay-at-home orders – the museum found itself with a lot of empty space.

When MedStar Health, which has a facility across the street from the BMI, inquired about the possibility of setting up a COVID testing site, the BMI immediately offered the use of the pavilion and parking lot for this important cause.



“

It's certainly not how we envisioned this spring, a time when the parking lot is typically chock full of yellow school buses, but these are not ordinary times and we are grateful to be able to help our neighbors and local health providers.”

—BMI executive director Anita Kassof

Immigration: Connecting the Past, Present, and Future

Immigrants have long played an integral role in Baltimore's industrial history.

The BMI is committed to connecting this past with present—and future—Baltimore residents. As you walk in the front entrance of the museum, you immediately see signage in the lobby about immigrants and a list of the places they came from. From Ottmar Mergenthaler's arrival from Germany and his subsequent invention that revolutionized the print industry, to the women working in the sweatshops of the garment industry, many of the innovations, inventions, and hard work were done by people new to America.

The Port of Baltimore was the second leading point of entry for immigrants, after Ellis Island. The influx of these new arrivals helped to create the rich diversity we have here today, with neighborhoods full of restaurants, churches, and festivals dedicated to preserving and sharing the best of individual cultures with other groups. Each new American has the potential to follow the tradition of those who came before, and make their mark on the world.

Thanks to a multi-year donation from the Nestico Family Fund, the Baltimore Museum of Industry has offered a range of initiatives supporting new citizens and English language learners in the Baltimore area.



Naturalization Ceremonies

The BMI has hosted two naturalization ceremonies in partnership with U.S. Citizenship and Immigration Services (USCIS). The first one, in October 2019, was specifically for children, and all participants were under the age of 14. Seventeen countries were represented including: Burma, Cameroon, Costa Rica, Cote d'Ivoire, El Salvador, Ethiopia, India, Iran, Iraq, Japan, Malaysia, Montserrat, Nepal, Nigeria, Peru, Russia, and Vietnam. The second ceremony, for 30 adults, took place in January 2020 honoring the legacy of Dr. Martin Luther King. Both ceremonies featured moving speeches about the positive contributions of immigrants to our community, and lots of hugs and tears from joyous family members and friends.



Partnerships

The BMI partnered with the English Language Services department at **Baltimore City Community College** on training and virtual programs. BCCC has offered a robust citizenship preparation program for two decades and continued to serve Baltimore residents from all over the world virtually during the pandemic. We offered four live, virtual tours of the museum to English language learners from BCCC in November 2020. Participants saw the galleries via Zoom, shared their own work stories, and raised interesting questions about working in Baltimore in the past and present.

In spring 2021, we partnered on a video series with **Luminus**, a Howard County-based nonprofit that provides programs and direct services to help New Americans achieve their goals and access community resources and opportunities. While the museum was still closed to the public, Luminus Executive Director Mike Mitchell and videographer Mitchell Osterhouse of **Ohouse Films** interviewed five individuals who shared their personal stories of immigrating to the U.S. and working in different Baltimore industries. View the videos on **LinkedIn**.

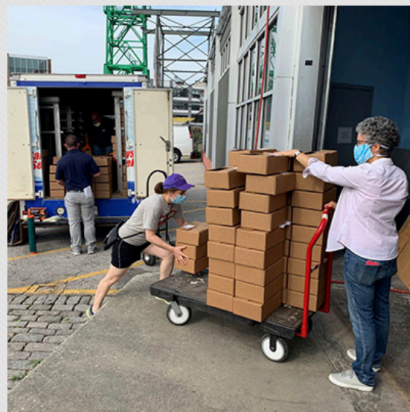
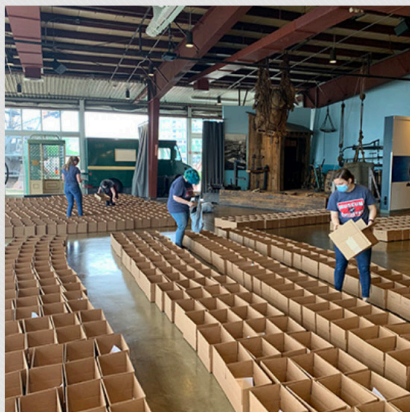
As of fall 2021, the BMI now offers a **Spanish audio tour**. The translations were taken on by **Baker Cruz Services**, a Maryland family-owned business that specializes in translation and interpretation services for small businesses and nonprofits. They also translated our **hands-on City Kit** into Spanish, which we provided to four Baltimore City Public Schools meal distribution sites in summer 2020.

The BMI is grateful to the generosity of the Nestico family for making these citizenship initiatives possible and to our partners at BCCC for sharing their expertise and experience with us.

2020 BY THE NUMBERS: 1,494 City Kits to City Kids

As COVID-19 closed up schools and cancelled field trips for thousands of local children, the BMI worked to recreate the learning kids would typically experience while on field trips to the museum. The first City Kit—a boxed activity kit for school children—was inspired by the BMI's award-winning Kids' Cannery program, an immersive experience for grades 3-8.

The BMI partnered with Baltimore City Public Schools and Great Kids Farm to advise on the creation and distribution of the kits. The guidance of these partners was key in making sure that the kit was aligned, accessible, and available to as many students as possible. The initial 2,000 kits were assembled at the BMI this past spring and handed out free to students in Baltimore City at meal distribution sites. Two BMI trustees—Len the Plumber CEO Jeff Cooper and Tulkoff Food Products President Phil Tulkoff—helped the initiative by providing the use of company trucks to help in the distribution effort.

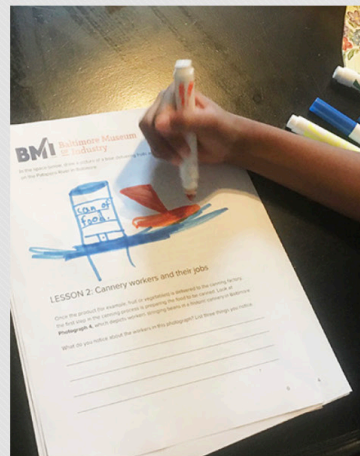


“We know that students love the hands-on learning that takes place in our Kids' Cannery experience at the museum, and we wanted to replicate that for children who are not able to visit during this pandemic,” says Beth Maloney, Director of Interpretation at the BMI, who headed up the team of museum educators who designed the kits. “This will provide an analog experience to help fill in learning during the digital divide.”



The City Kit incorporates much of this learning into a boxed kit. Aligned with the state social studies curriculum, the activities inspire students to think about the work involved in the process of preparing, preserving, and providing food to communities. The City Kit enables students to delve into topics that they are learning in their classes in new ways.

Each kit contains four lessons. The first two encourage students to closely investigate and interpret historic maps and photographs as they answer questions on the canning industry and its workers. The third lesson involves hands-on learning as students are guided through the steps involved in making their own cardboard can for vegetables. The fourth lesson allows students to flex their math muscles through a dice game that helps them learn the steps involved in building a successful canning business. Each kit is complete with the lesson packets, components to make a cardboard can, crayons, and dice. Instructions have been translated into Spanish for schools that serve Spanish-language communities.



City Kits are made possible through the support of the Downtown Partnership of Baltimore, The Edmund Eisenberg Memorial Foundation, Janet Novak, Northrop Grumman, and Green Bay Packaging.

2020 BY THE NUMBERS: 41 Virtual Programs

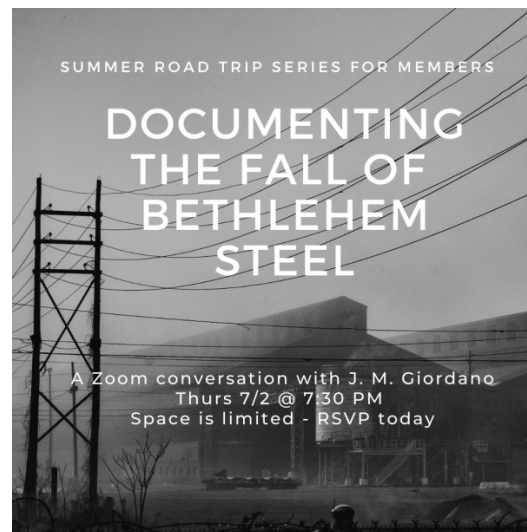
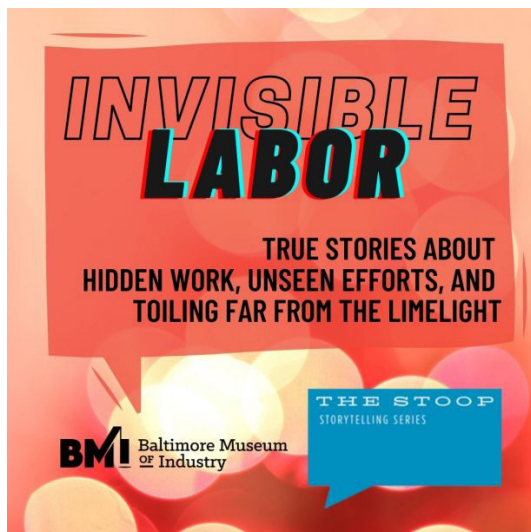
We are grateful to you, our community, for the continued show of support that has made it possible for the BMI to make it through the public health crisis.

Public programs are essential to the BMI's educational mission and attract thousands of visitors each year.

But like many other museums, COVID-19 forced us to reimagine how we connect with audiences. The BMI responded to this unprecedented challenge by developing dozens of virtual programs in 2020. Whether enjoying a live-streamed lecture by senior educator Jack Burkert, tagging along on a virtual road trip to a Pennsylvania steel mill, or pondering contemporary issues raised by panelists in our "Workplace Matters" series, public program participants were able to take advantage of all the BMI has to offer.

And the best part was they could do so from the comfort and safety of home!

Here are a few of 2020's virtual programs



2020 BY THE NUMBERS: 1st Ever Outdoor Exhibition

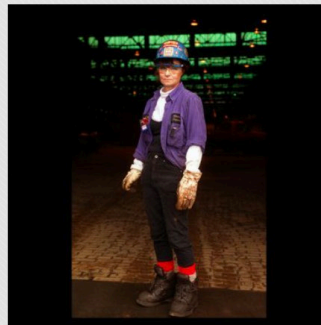
The BMI's first-ever outdoor exhibition features women at work at Bethlehem Steel's Sparrows Point plant.

The Baltimore Museum of Industry has opened its next exhibition outside of the museum to allow for social distancing and open-air exploration during COVID-19. The exhibition, titled *Women of Steel*, hangs on the museum's fence along Key Highway in South Baltimore and is free of charge to view. This is the first time the BMI has hosted an outdoor exhibition.

Hear the voices of *Women of Steel* in the audio companion to the outdoor exhibition. Featuring oral history excerpts from the *Mill Stories* documentary as well as a recording of the exhibition script, this audio guide is accessible from your mobile device on-site or from the comfort of your own home.



Women of Steel highlights the stories of women who worked at Bethlehem Steel's Sparrows Point mill in Baltimore from the 1930s until the mill closed in 2012. In many cases, women endured discrimination, sexual harassment, and childcare challenges. They made choices and sacrifices as they weighed risks and rewards in search of camaraderie, respect, and a livable wage. The exhibition features photographs and first-person quotes from the women themselves.



The Women of Steel exhibition was made possible through gifts from Tradepoint Atlantic, PNC Bank, Robert Patterson, The Macht Fund of the Associated, and the Alvin & Louise Myerberg Family Foundation. Thanks to our lenders Bill Barry, Jennifer Bishop, and Dena Whitener. Special thanks to Deborah Rudacille, Mark Reutter, Bill Barry, Karen Olson, Michelle Stefano, and Bill Shewbridge, whose research provided the source material for the quotes featured in the exhibition.

2020 BY THE NUMBERS: 11,000 Farmers' Market Patrons

Farmers' Market in the Time of Covid-19

The BMI Farmers' Market takes place in the museum's outdoor pavilion each Saturday from May through November. Hundreds of people visit the weekly market to purchase fresh produce, local meat and eggs, oven-fresh bread and sweets, bright flowers, tasty ready-to-eat treats, artisan items, and more.

Thanks to our partners at Goodier Properties, the BMI relocated the market to another lot on Key Highway while the BMI was still being used for COVID-19 testing. On July 4 the market returned to its home under the BMI pavilion.



The Farmers' Market celebrates Baltimore's local community of farmers, artisans, and business owners. All products are required to be grown or produced within 150 miles of the BMI.



The BMI was especially proud to continue offering the Farmers' Market this year, in spite of the challenges posed by COVID-19.



Recognizing the important role that the market plays within the community and the need to provide vendors with an opportunity to connect with people eager to purchase fresh products, the BMI implemented a number of new protocols to ensure everyone's safety.

The BMI is grateful to 2020 Farmers' Market sponsor, LifeBridge Health, for making this season possible and also for keeping our community healthy and safe.

2020 BY THE NUMBERS: 511 Film Reels Digitized

Digitization Project: *The Port That Built a City and State*

Even though the BMI has been closed since March 2020, work continues on the digitization project to conserve the film collection of Helen Delich Bentley's long running television program *The Port That Built a City and State*. Bentley hosted the weekly program, which ran on WMAR from 1950-1965.

The project to preserve, catalog, and rehouse the extensive film collection is made possible by a grant from the Institute of Museum and Library Sciences (IMLS) through the Museums for America program. This prestigious and competitive award, along with a generous bequest from Bentley's estate, provides funding for the fragile 16mm acetate films to be preserved in a digital format.

Once the project is completed in late 2021, film clips and scripts from the show will be accessible through the museum's online catalog, helping to ensure their historic integrity and accessibility for generations to come.

"This project will allow us to have better physical and intellectual control over this catalog, arguably among the most important records of maritime history in the nation," says BMI archivist and project director Matt Shirko. Henninger Media Services in Arlington, Virginia, a firm specializing in the preservation of motion pictures, has been selected to handle the digitization work.



Helen Delich Bentley was the nation's first female maritime reporter and later served as a U.S. Congresswoman. Bentley was one of the BMI's earliest champions, advocating for its inception alongside museum founder Mayor William Donald Schaefer, and was a cherished trustee at the BMI at the time of her death in 2016.

2020 Volunteers

Thank you

Volunteers play a critical role in the day-to-day operations of the BMI.

Volunteers work in the BMI's collections and galleries. They work with visitors and staff. Volunteers represent a broad range of skills and talents, from woodworker and electrician, to engineer and educator.

American Truck Historical Society Volunteers

Mike Boteler
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Henry J. Fowler
John Kittridge
Gary Mattingly
Andy McWilliams
John Merson
Mark Powell
Mel Thomas
John O. Vannatta
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Matthew Hankins
Kathy Hudson
Katrina Y. Jones
Bob Kaplan
Susan Meier
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Mike Reick
Tim Rhue II
Mark Ruhl
Jessi Rutherford
Christopher Steele
Robert Vogel
Hal Wallace
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Hannah Wides

Collections Volunteers

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Maya Hogarth
Julie Johnson
Ken Jones
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Bob Smerko
Jeffrey Tomecek
Susan Tucker
Kaitlyn Webster
Marty Yaker
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Bob Webber

Skilled Labor Volunteers

Debbie Farthing
Philip Levery
John Reuter

Annual Fund Supporters

Thank You The Baltimore Museum of Industry recognizes the members of our community who made contributions between July 1, 2019 and June 30, 2020.

The BMI's Annual Fund makes it possible to continue telling 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 industrial artifacts.

Public & Government Funders

The Citizens of Baltimore County
National Park Service & U.S. Department of the Interior
Mayor Brandon Scott and the Baltimore Office of Promotion & The Arts
Howard County Government & Howard County Arts Council
Institute of Museum & Library Services
Maryland State Department of Education

Visionary's Circle

Recognizing gifts of \$100,000 and above

Tradepoint Atlantic

Leader's Circle

Recognizing gifts of \$10,000 – \$99,999

ASR Group / Domino Sugar
William G. Baker, Jr. Memorial Fund, creator of the Baker Artist Portfolios, www.BakerArtist.org
Arlene Kaufman & Sanford M. Baklor
BD Diagnostics
The Henry & Ruth Blaustein Rosenberg Foundation
Richard Eaton Foundation
LifeBridge Health
M&T Bank
Middendorf Foundation
Northrop Grumman Corporation
Bob & Barbara Roswell
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The Wojick Family Endowment Fund

Champion's Circle

Recognizing gifts of \$5,000 – \$9,999

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Delaplaine Foundation
Downtown Partnership of Baltimore
Howard Bank
Huether-McClelland Foundation
John J. Leidy Foundation
The Nestico Family, In Honor of Felice G. Nigro
PNC Bank N.A.
Estate of Gilbert Sandler
Evelyn Dyke Schroedl
W. R. Grace & Co.
The Whiting-Turner Contracting Company

Pioneer's Circle

Recognizing gifts of \$2,500 – \$4,999

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The Kassap Family
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Maryland Humanities
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Robert J. Patterson
Bryan & Christin Porter
Propeller Club of Baltimore
Michael & Rachel Raphael
Residential Title & Escrow Company
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Innovator's Circle

Recognizing gifts of \$1000 – \$2,499

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In Memory of Norman Travers
Nelson, Bethlehem Steel 1941-1982,
Superintendent, Rod and Wire Mill
Anne Nelson Apgar
David C. Nelson
Elizabeth C. Nelson
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Nancy Patz & Patrick Harrington
Michael Reick
Nan Rohrer
Madeleine Stokes
Paul & Karen Sugar
The Tulkoff Family
Ryan & Leslie Wagner

Entrepreneur's Circle

Recognizing gifts of \$500 – \$999

Streett Baldwin
Christopher Bathgate
David & Mary Covington
Nancy Dietrich, In Honor of My Brother,
Daniel Headley (Bethlehem Steel)
Ann & David Giroux
Barbara & Michael Hettleman
Tom Humphreys
Louis & Judy Kistner
Julianna Lin
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Susan Shubin, In Memory of Dr. Charles I.
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Col. Scott Kooistra
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Thank you for your support

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Legal Name: The Baltimore Museum of Industry
Address: 1415 Key Highway, Baltimore, MD 21230
Federal Tax ID Number: 52-1205675

Bull & Oyster Roast 2020

Thank you to everyone who attended the 2020 Bull & Oyster Roast on March 7. A regular sell-out event, the BMI's Bull & Oyster Roast raises significant funds for our award-winning educational programs that tell the stories of the people who built Baltimore and those who are shaping the region's future.

Guests enjoyed an abundance of freshly shucked oysters, pit beef and more catered by Zeffert & Gold. The open bars were stocked with locally brewed beer and wine. While sampling great fare, guests danced the night away to the live music of A Classic Case and found great gifts at our raffles, games of chance, and extensive silent auction.

Thank you to our Host Sponsor, Len the Plumber, and our other generous sponsors:



2020 Volunteers

Thank you

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Bob Webber

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Debbie Farthing
Philip Levery
John Reuter

2020 BY THE NUMBERS: Financials

BALTIMORE MUSEUM OF INDUSTRY, INC.

Statements of Financial Position

As of June 30,	2020	2019
Assets		
Current Assets		
Cash and cash equivalents	\$ 804,088	\$ 1,025,291
Unconditional promises to give	13,705	30,398
Accounts receivable	13,771	19,023
Investments	590,618	561,011
Inventory	20,800	20,116
Prepaid expenses and other current assets	10,321	17,894
Total Current Assets	1,453,303	1,673,733
Land, property, and equipment, net	2,218,887	2,392,463
Other Assets		
Investments - restricted	150,000	150,000
Collections and exhibits, net	216,978	221,776
Total Other Assets	366,978	371,776
Total Assets	\$ 4,039,168	\$ 4,437,972
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 10,022	\$ 20,898
Accrued expenses	114,390	116,731
Deferred revenue	128,165	29,397
Event deposits	225,055	241,782
Current maturities of notes payable	39,500	89,850
Total Current Liabilities	517,132	498,658
Notes payable, net of current maturities and deferred loan fees	2,318,676	2,267,099
Total Liabilities	2,835,808	2,765,757
Commitments (Note 9)		
Net Assets		
Without donor restrictions		
Undesignated	930,778	1,257,900
Board designated	-	1,625
Total Without Donor Restrictions	930,778	1,259,525
With donor restrictions	272,582	412,690
Total Net Assets	1,203,360	1,672,215
Total Liabilities and Net Assets	\$ 4,039,168	\$ 4,437,972

Full audit available by calling 410.727.4808 ext. 152

BALTIMORE MUSEUM OF INDUSTRY, INC.

Statement of Activities For the Year Ended June 30, 2020 (with Comparative Totals for June 30, 2019)

	Without Donor Restrictions	With Donor Restrictions	Total 2020	Total 2019
Public Support				
Contributions and pledges	\$ 483,275	\$ 315,418	\$ 798,693	\$1,062,318
Donated facilities, equipment, and services (non-grant)	549,743	229,900	779,643	597,444
Grants	146,569	-	146,569	116,730
Membership support	18,139	-	18,139	17,302
Total Public Support	1,197,726	545,318	1,743,044	1,793,794
Revenues				
Programs	317,272	-	317,272	553,982
Event rentals	424,115	-	424,115	762,015
Fundraising events	60,206	-	60,206	178,294
Sales and rentals, net	79,237	-	79,237	69,946
Total Revenues	880,830	-	880,830	1,564,237
Net Assets Released from Restrictions	685,426	(685,426)	-	-
Total Public Support and Revenues	2,763,982	(140,108)	2,623,874	3,358,031
Expenses				
Program services	2,562,442	-	2,562,442	2,090,343
Supporting services	414,546	-	414,546	426,463
Fundraising	373,268	-	373,268	464,574
Total Expenses	3,350,256	-	3,350,256	2,981,380
Other Income				
Investment income	33,960	-	33,960	47,874
Paycheck Protection Program	223,567	-	223,567	-
Other Income	257,527	-	257,527	47,874
Increase (Decrease) in Net Assets	(328,747)	(140,108)	(468,855)	424,525
Net Assets, Beginning of Year	1,259,525	412,690	1,672,215	1,247,690
Net Assets, End of Year	\$ 930,778	\$ 272,582	\$ 1,203,360	\$ 1,672,215

Full audit available by calling 410.727.4808 ext. 152