A LETTER FROM THE DIRECTOR

As we approach a five year anniversary, it seems appropriate to reflect how far we’ve come. I started this work by asking a question… “How can we eliminate inequity and catalyze transformation by leveraging the assets and expertise that exist within communities?” Defining and implementing the ‘how’ has evolved, from our original apprenticeship program to the mobile makerspaces we use today.

This is our story.

In April 2013, with a small grant from 4.0 Schools I piloted Community Guilds with seven teens over two days. We baked Sweet Potato pies and the kids wrote up a business plan. They named the new company Sweet π (still an awesome name) and then sold homemade delishness to my neighbors. Our “Guilders” got to keep all profits after covering the cost of materials. With an effective marketing plan and hungry neighbors, they netted $300. The goal of this “small bet” was to see how youth would respond if we gave them a real responsibility, made something and then sell it.

We were on to something.

I continued to ideate and think about the skills and mindsets necessary to thrive in the real world. Six traits arose: Grit, Perseverance, Teamwork, Collaboration, Creativity and Innovation. These elements would become the underpinning of our current SEL outcomes. Several months after Sweet π, I launched a summer apprenticeship program to test them out. I pitched the idea to KIPP Collegiate and had three high school students willing to get their hands dirty and build something together. They would learn from community experts as apprentices, then take a finished product they designed to market. An organic farmer, potter and chef volunteered to teach and mentor our apprentices over that first summer. The apprentices created a legitimate business plan and then, just like in the real world, had to raise capital to make their finished products. With help from Kiva they wrote a compelling campaign and were able to crowdsource a $500 micro loan in less than 48 hours. Having youth able to repay the entire loan within 60 days and earn a nice profit has lifelong implications. Witnessing youth handle ownership of the entire process and having teens take out and repay a real loan while still in high school remains one of my proudest moments. The impact went far beyond financial literacy but towards true self advocacy, agency and empowerment.

Since not all youth have equitable access to tools and technologies, I imagined STE(A)M Truck, an innovation lab on wheels, that would bring community experts with tools and park it right outside the classroom door.

In our first year we served 75 youth and just a couple teachers. Fast forward five years and we’re now serving over 10,000 youth and hundreds of teachers per year. Our road was sometimes bumpy but made smoother with the support of many friends, organizations and partners.

The Points of Light Civic Innovation Award, I received fantastic coaching on how to implement systemic educational reform. We then opened our first office within the Center for Civic Innovation. CCI allowed us to set up shop, do our work, meet like-minded social entrepreneurs, and develop deeper roots across the city. Leadership Atlanta played a significant role in my journey and fostered critical relationships– one classmate now serves as our board chair and others, from the Goizueta Business School to Georgia Power have helped our program grow.

Several investments over the years have been game changers. The first came through the Arthur M. Blank Family Foundation who understood the potential of the Maker Movement to “light children’s imagination on fire” and help us launch a prototype. The Governor’s Office of Student Achievement (GOSA) awarded us an innovation grant that allowed us to fully test out our model and build a robust evaluation framework. Significantly, the Goizueta Foundation offered a multi-year grant to bolster our internal infrastructure, without which we would not have been able to grow.

I’m excited about the road ahead. We’re currently redoing our strategic plan. Going forward we will refine and refocus our energies on a narrower age of kids so we can perfect what we do and how we do it. We’ll spend a lot of our energy on curriculum development over the next year, connecting our work with the needs of teachers and schools before expanding to serve everyone in K-12.

At the start of 2019, we will announce a five year road map that will deepen our impact, increase sustainability and give us the foundation to scale and expand. I look forward to sharing.

Keep on Truckin’!

JASON MARTIN
EXECUTIVE DIRECTOR
It’s a fact: Expose kids at a young age to more STE(A)M-related training and activities, and you boost the odds that they’ll rise in life.

STE(A)M Truck is the perfect “vehicle” to make that happen.

We start with the basic building blocks...
• An innovation lab on wheels—STE(A)M Truck
• Curious children that need more chances to shine
• Teachers doing more with less
• Local experts and artists with knowledge to share
• Hands-on programs on school premises

When all are joined together—fastened through hard work, collaboration and experimentation—STE(A)M Truck can...
• construct curiosity for life
• forge new ways to teach and learn
• build bridges between communities
• eliminate inequities too often predicted by zip code

2017 - 2018 HIGHLIGHTS
Simply said: This past year has been incredible!
• We’ve doubled the number of students served and hours of programming compared to 2016-17!
• Our work has been recognized across the country! Winner at Harvard University’s Zaentz Early Education Initiative for our innovative pre-K work. Awarded best extra curricular program by TAG ED. And a finalist for Underwriters Laboratory (UL) Innovation in Education.
• Our Executive Director gave a TEDx talk about teaching “outside the box”.
• We’ve launched innovative new programs! In partnership with Worksource DeKalb we’re introducing Georgia Trade Five skills to high school youth. We’ve driven around the state experimenting with ways to serve rural youth. And we’re building STEM capacity at dozens of early childhood centers.
• And to let off some steam, we held our first Gala event! The night raised money for programming and allowed guests to enjoy the night while experiencing STE(A)M Truck using AR/VR technology.
THE NUTS AND BOLTS OF STE(A)M TRUCK

Who
STE(A)M Truck is a program of Community Guilds, a 501(c)3 nonprofit whose goal is for every student to have an apprenticeship experience before they graduate.

What
A fleet of 6 (and counting...) “innovation labs on wheels” that effectively close gaps in learning opportunities. Through hard work, collaboration and experimentation, kids—guided by local engineers and designers with expertise to share—learn to use their hands to build, tinker and create. And, along the way, develop a new appreciation for, and facility with STE(A)M subjects: Science, Technology, Engineering, Arts, and Mathematics.

Why
Many kids—in urban and rural schools—simply don’t have the same access to unique learning experiences as kids in more prosperous areas. This persistent inequality in education threatens our collective future. We create the conditions to develop the valuable skills and competencies for success in school, college and STEAM careers.

Where
STE(A)M Truck brings 21st century tools, technologies and mindsets to communities who most need this opportunity. We bring “making-focused” learning opportunities to schools lacking the resources for such programs—typically in urban or rural settings—so they get the benefits of an innovation lab without having to build one.

How
Our programs provide access to hands-on learning experiences that integrate with and complement classroom curriculum. Our work inspires students to use their hands and minds, while educating and empowering teachers with the knowledge and competence to continue our work after we’ve gone. From festival-style Spark Days to district-wide, year-long engagements and everything in between, STE(A)M Truck has programs to fit every need.

FOCUSING ON THE NEED
STE(A)M Truck follows the need. That often means students in underserved urban schools, but it just as easily takes us to rural areas equally lacking in resources and opportunities.
"STE(A)M Truck is the purest form of STEM and STE(A)M with tinkering and discovery. There are many good programs out there, but few that are mature and 'full mission' STE(A)M organizations."

- School Partner

STEM Designer Bert Cranford teaching PreK
**OUTCOMES**

Teachers reported that...

- **82%** of students showed improved academic performance following a Capacity Build program.
- **83%** of students showed changes in attitudes about school and learning following a Capacity Build program.

"Some of the developmental goals that teachers were not able to see a child do in the classroom were observable via the STE(A)M Truck team. They were like, 'Wow we've been working on this, and now I can see he or she can do it.'"

- School Partner, Early Childhood

**TEACHERS AND STUDENTS LIKE WHAT THEY’RE SEEING**

We’re proud to report that our ‘Net Promoter Scores’ are 86 and 97 for students and teachers respectively. That means that nearly every person that worked with STE(A)M Truck would recommend it to a friend!

**PARTNER SPOTLIGHT**

*Early Childhood Work at Sheltering Arms and The YMCA*

This year presented an unanticipated opportunity for STE(A)M Truck – the chance to bring hands-on STEAM learning experiences to our state’s littlest learners! Leaders at YMCA and Sheltering Arms sought to introduce robust STEAM programs into their early learning classrooms, and the STE(A)M Team enthusiastically rose to the challenge.

Our team set to work innovating novel programs to engage preschool and pre-K scholars and their teachers. On Spark Days, students explored the art and science of color mixing, engineered wolf-proof houses to help the three little pigs, and harnessed the sun’s energy to power solar race cars.

In classroom-based capacity builds, teachers reported social-emotional and academic growth among their students, who worked closely with a crew of classmates and a STE(A)M Truck mentor to cultivate expertise in multi-day builds. Students honed design thinking skills by building a bed for a bear, created and investigated polymers and lipids as kitchen scientists, explored math and literacy through paleontology, and wrote their first lines of computer code.

In just six months, the STE(A)M Team delivered nearly 5000 student-hours of early childhood programming across metro Atlanta and Northeast Georgia sites, many of which are now installing STEAM labs of their own to continue the learning!

“No one else in the region is doing what STE(A)M Truck does.”

- Philanthropist.
2016-2018 FINANCIALS

**Income**

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<tr>
<th></th>
<th>2016 - 2017</th>
<th>2017 - 2018</th>
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<tbody>
<tr>
<td>Corporate Donations</td>
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<td>Direct Public Support</td>
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<td>Foundation Grants*</td>
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<td><strong>Total Income</strong></td>
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* A large foundation grant was received in 2015 that will be paid over 4 years. Amounts reported reflect the amount paid in each year, not the total pledge.

**Expenses**

<table>
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<th>2016 - 2017</th>
<th>2017 - 2018</th>
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<td>Capital Outlay</td>
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<td>Legal &amp; Professional Fees</td>
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<td>Payroll Expenses</td>
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<td>Vehicle Expenses</td>
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<td>Fundraising Expenses</td>
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<td><strong>Total Income</strong></td>
<td>$450,291</td>
<td>$598,498</td>
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2017-2018 DONORS

Thank you to the following individuals and organizations whose contributions have made STE(A)M Truck’s work possible.

**Individuals**

Tim Adkins
Cleora Anderson
Lynny Assavavallap
Jeff Baer
Roslyn Bailey
Claire Baralt
Jami Becker
Maggie Benoît
Denise Blanton
Jack Bloom
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Jared Carollo
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Derek Economy
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Gregory Martin
Ann Martin
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Jim McCusker
Alice McGill
Federico Mibelli
Christina Miller
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Clarence Mitchell
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Paola Moncada
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Susan Rutherford
Mister Sañi
Bill Schnitzer
Stephanie Schrag
Harrison E Schramm
Amber Scott
Puneet Seth
Jeremy Sewell
Tina Shah
Moni Shah
Chuck Shultz
Fred Skellie
Teresa Smith
Brian Srikanchana
Phu Tho Srikanchana
Brenda Stines
Rachelle Streeter
Alan Stokalsky
Elizabeth Talaska
Matthew Tanner
Lydia Thacker
Melanie Tumlin
Toni Tumlin
Xavier Vinas
Adrina Vines
Cecilia and Walter
Wadley
Milton Walker

**Corporate**

Amazon Smile
Digital Promise
Georgia Power Foundation
Goldman Sachs Foundation
Metro Power
Sandbox
Communities LLC
Sustainable Atlanta
Teach For America

**Foundation**

The Arthur M. Blank Family Foundation
The Goizueta Foundation
The Home Depot Foundation
Pitney Bowes Foundation
Tides Center
Underwriters Laboratories
United Way
Zaentz Early Childhood Education
The Zeist Foundation

11,525 students reached
75 partner sites
860 educators reached

*Source: 2016-2018 Financials Report*
THE ROAD AHEAD

To truly build our work and ensure systemic change, we are shifting into overdrive:

1. **Deliver multi-year programming with deeper engagements.**
   Educator development is a critical part of our work. STE(A)M Truck has a near-miraculous ability to reach, engage and inspire the most "shutdown" kids—a fact that routinely and reliably amazes even the most skeptical teachers. That’s why STE(A)M Truck staff spend time working hip-to-hip with teachers inside their classrooms, working with their kids, struggling together, building trust. However, to truly catalyze transformation, more time with more teachers at each school is needed.

2. **Invest in curriculum development and program codification.**
   We have a simple belief: “Plan your work, work your plan.” However with our rapid growth, we need to make sure we codify our approach and then have ways to share our knowledge with a growing community of educators. And as much time as we spend on our external partners, the same, if not more, time needs to happen internally.

3. **Expand program staff, organizational structures and resources, including a physical space to enable consistent, high-quality program delivery.**
   From building a robust talent pipeline to an inventory and logistics management system or a real time student/learning management system, all the above need to be in place in order for us to grow and expand. In addition, to fully realize our potential, we need a home where we can have all our vehicles, staff, tools and equipment under one roof.

4. **Explore opportunities to connect with the broader Community Guilds vision.**
   Last year we launched an innovative, and award winning, early childhood initiative. This year we build upon that work and focus our efforts on elementary and middle school youth. We’ve launched a new program called “Sustaining”, which harnesses the expertise of our staff so partners can figure out ways to build their own makerspace, or coach STEM directors on innovative best “maker movement” practices or help after school programs build out year long curricula. And lastly, we’re excited to see how our work can be replicated throughout rural parts of the state.

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Teachers, more than anything, drive student achievement. Yet, when they encounter STE(A)M Truck, it’s often the teachers—accustomed to traditional ways to teach and learn—who most need a shift in thinking. And that’s the crux of our work: Changing teachers’ hearts and minds, while we build the skills they need to continue our work long after we’ve gone.”

Jason Martin
Executive Director
STE(A)M Truck
In STE(A)M Truck’s first year, one vehicle served 75 kids and a single teacher. Five years later, our growing fleet of vehicles (currently six) serves thousands of youth and hundreds of teachers per year.

Help keep the STE(A)M Rising.

To learn more about or to support our work, please visit steamtruck.org.