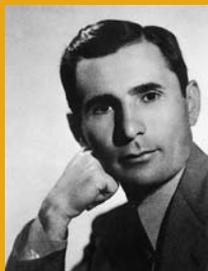


# 2010 ANNUAL REPORT

Goldseker  
FOUNDATION ●



**The Goldseker Foundation was created through the generosity and foresight of Morris Goldseker (1898-1973). Mr. Goldseker directed in his will that the Foundation be formed to support programs that directly benefit the people of the metropolitan area of Baltimore.**

# Chairman's Message

I realize that anniversaries, unless marking significant milestones, are usually of interest only to those directly involved. Still, I note with pride and a sense of accomplishment that April 2010 marked the Goldseker Foundation's 35th year of service to Baltimore.

After organizing a governing board, establishing a grantmaking program and operating policies, and hiring our first staff, we authorized the Foundation's initial grant awards in March 1976. Then, as now, we had a full-time staff of three, about the only thing that hasn't changed in the intervening years.

**April 2010 marked the Goldseker Foundation's 35th year of service to Baltimore.**

Since 1975, Baltimore's and the nation's fortunes and the economic and political landscapes have indeed changed dramatically and then changed again, several times over. In our case, the most important change, as our financial assets increased and institutional culture matured, was the significant growth and organization of private philanthropy, which I have written about extensively in earlier annual reports. Where once we were the only foundation in the region with full-time professional staff, now we have been joined by a number of colleagues, many of them with much greater financial assets. Baltimore's private philanthropic community now benefits from a rich culture of collaboration and a constant exchange of ideas and funding opportunities. On many occasions, visitors from other cities have remarked about the unusually supportive collegial atmosphere and level of civic involvement that Baltimore enjoys.

For us, 2010 was another year of challenges. Although over the course of the year, the Foundation's financial assets continued their rebound from the lows of late 2008 and early 2009 and outperformed their benchmarks, our asset values did not reach their historic highs of earlier this decade. This had the predictable effect of constraining our grant budget for the second year in succession.

## Chairman's Message

In establishing each year's level of philanthropic spending, private foundations like ours perennially confront the tension between meeting current needs and considering the needs of future generations by preserving asset levels. Our wish to sustain the important work we're already supporting makes this balancing act all the more delicate in a tough economic environment. Despite lower asset levels, in each of the past three years the Foundation's directors established a grant budget that exceeded the minimum annual payout required by federal regulation. An additional internal adjustment enabled us, for the second year in a row, to reduce our operating expenses, a two-year reduction of more than 15 percent.

Anticipating that we would be able to support fewer new initiatives in 2010 and that outright cuts in our program support were a possibility, we wrote early in the year to each of our current grant recipients, informing them of our situation and asking them not to assume that the Foundation would be able to maintain its current level of support, if indeed we could provide continued support at all during the year. We also posted similar information in the "Updates" section of our website, and staff reinforced this message in face-to-face meetings throughout the year.

Fortunately, the Directors were able to continue support, at or very near prior year levels, for such signature initiatives as the Central Baltimore Partnership, Healthy Neighborhoods, Neighborhood-School Partnership, and Management Assistance Grants programs. What this meant in practice, of course, was that we continued to limit multiyear commitments and in some cases provided less support to organizations and projects than we probably would have. It also meant that though we try to seek out and initiate new ideas and better ways of making Baltimore a stronger, more productive community, we simply were not in a position to entertain much in the way of new, unsolicited grant requests.

Until the economy and financial markets regain their footing and produce more robust results, prudence suggests that we maintain our current approach. So, at least during the early months of 2011, we don't anticipate significant new initiatives. Any changes in funding policy or program emphasis will be posted promptly on our website, [www.goldsekerfoundation.org](http://www.goldsekerfoundation.org).

Naturally, the Board of Directors and Investment Committee will persist in identifying additional ways of enhancing investment performance, since asset growth and returns are what will make it possible over time for the Foundation to increase its current spending and assure its long-term ability to serve the Baltimore community.

The death during this past year of one of our longest-tenured Investment Committee members, Semmes "Buck" Walsh, diminishes the Foundation and Baltimore. Both lost a committed, generous advocate and friend. Buck was a caring and thoughtful man, a consummate gentleman, who held strong opinions and had extensive financial and civic knowledge. I am personally grateful for his years of service to the Goldseker Foundation.

As always, I am grateful to and thank the Foundation's directors, advisors, and staff for their dedication and hard work during this period of financial stress and uncertainty.



Sheldon Goldseker  
Chairman  
December 2010

# President's Message

Ten years ago, the Foundation's directors and staff formally adopted three priorities that continue to define and inform the greater part of our annual program investments. These are community development in a handful of neighborhoods over a sustained period, encouragement of regional initiatives in the greater Baltimore area, and a competitive grants program to improve the management and overall effectiveness of private nonprofit organizations.

For many years we had been working on — and frequently writing and speaking publicly about — the need to strengthen the neighborhoods that the city's future health depends upon, to promote the region as a coherent economic and social whole, and to enhance the capacity of our colleagues in the nonprofit sector. But until that point, we had not earmarked a specific portion of our annual grant budget for those purposes.

The second departure from our earlier way of doing things was that in each of these priority areas, staff and consultants would need to be much more intimately engaged in the ongoing work of grant recipients. This change was particularly important because the organizations and projects we chose would likely be partners for a number of years, rather than for a limited period.

The third important program decision was to retain our traditional areas of interest: community affairs, education, and human services. We planned over time to align more closely our work in these fields with our priority initiatives. But we also wanted to retain general fields of interest, in order both to carry out our broad institutional mission and to ensure our ability to respond to the new ideas and unsolicited funding requests that would come our way.

Over the decade since, the result of these decisions has been expressed in a number of ways, with several deserving special mention. On the community development side, the Goldseker Foundation was a founder, initial investor, and active partner in Healthy Neighborhoods, a pilot project begun in 1998 that now, thanks to major investment by area financial institutions,

**Baltimore's private philanthropic community now benefits from a rich culture of collaboration and a constant exchange of ideas and funding opportunities. On many occasions, visitors from other cities have remarked about the unusually supportive collegial atmosphere and level of civic involvement that Baltimore enjoys.**

## President's Message

private foundations, and more recently city government, has become a major driver of development in 41 neighborhoods across Baltimore. Its focus on private investment to strengthen local real estate markets, develop strong community organizations and resident leadership, and aggressively market neighborhood assets has dramatically changed the way much of Baltimore approaches improving its residential communities. The success of Healthy Neighborhoods has also expanded the Foundation's reach beyond the handful of priority communities we originally chose — Belair-Edison, Patterson Park, and the North Charles Street corridor — to a much broader group of communities than we could have otherwise afforded.

In November, our Board of Directors approved a second year's funding of our Neighborhood-School Partnership Initiative, with grants shared between community organizations and eight high-performing schools in five Healthy Neighborhoods communities. These awards were made following a competitive process to encourage the academic performance and

aggressive marketing of already very good schools — traditional neighborhood, public charter, and parochial — as the community assets they already are, a fact that may not always be fully appreciated. Early results suggest positive alignment between the Foundation's community development and education funding.

The year 2010 also marked year five of the Central Baltimore Partnership, a collaboration of three higher education institutions (Johns Hopkins, MICA, University of Baltimore), a dozen community-based nonprofit organizations, five city government departments, and major property owners to revitalize the Station North/Charles North communities. Major improvements in safety, sanitation, and housing development are complementing the energy and excitement of the nationally recognized art, music, theater, and restaurant hub that the area has become. The greatest challenge now is acquiring the capital investment necessary for high-density residential and commercial redevelopment at scale. This project likely awaits a more robust national economic recovery.

A more immediate source of development capital comes from Living Cities, a national community development coalition of foundations and financial institutions which, after a yearlong competitive process, selected Baltimore to receive \$19 million of loans and grants to link jobs to physical development adjacent to transportation hubs. Central Baltimore, along with the East Baltimore Development, Inc., area and the proposed Red Line transit corridor, will be the focus of the Living Cities investments. Foundation staff are part of the project's governance team, and the designation of Central Baltimore and the EBDI initiative complements nicely the Foundation's long involvement with both.

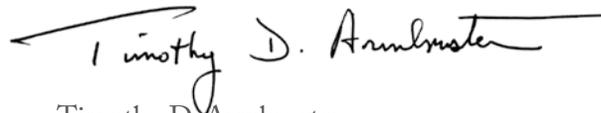
With respect to regional issues, our work during these past several years has been as a founder, board member, and principal funder of Central Maryland Transportation Alliance, a diverse coalition of leaders from the business, philanthropic, and nonprofit sectors. Privately funded, the Alliance advocates for improved public policies and investments with the goal of creating the fast, efficient, coordinated transportation system required for the region to

## President's Message

remain economically competitive and provide access to jobs for its residents. Financial support of a related yearlong series of reports, "Maryland in Motion," on WYPR-FM is designed to present regional transportation issues to the area's civic and political leaders and a wide public audience.

It has been 10 years since the Foundation launched its Management Assistance Grants program, which annually awards a number of small grants to enhance the organizational capacity and management sophistication of nonprofit organizations throughout Baltimore. Awarded through a competitive process, the Goldseker Foundation grants have to date totaled \$1,044,280 and been awarded to 91 organizations, principally to engage external expertise to assist them in strengthening governance and improving management skills and internal systems. Strong preference in selection is given to organizations whose work complements current Foundation programs, especially in communities where we are already involved.

Each of these initiatives deserves wider exposure, so I encourage you to visit their websites at your convenience. You may also read about them in the "Publications" and "Updates" sections of ours, follow us on Twitter @GoldsekerFdn, or find us on Facebook. The Goldseker Foundation is one small piece of a civic mosaic whose design for a healthier, stronger Baltimore region constantly evolves. It is of necessity a highly collaborative process, and my colleagues and I are grateful to our partners in these and any number of other endeavors on whose dedicated work our success ultimately relies.



Timothy D. Armbruster  
President & Chief Executive Officer  
December 2010

# Program Areas

The Goldseker Foundation maintains a two-track grantmaking program that designates three *priority grant areas* — community development, regional initiatives, and nonprofit sector effectiveness — but retains the ability to initiate and respond to new ideas and opportunities within our other *established program areas* — community affairs, education, and human services. In each of the priority grant areas, the Foundation is a directly engaged and active partner. Grants include a mix of Foundation initiatives and projects submitted independently by potential grantees.

In all funding decisions, higher priority is given to programs that:

- strengthen institutions and systems of delivery
- address long-term solutions
- strengthen the private nonprofit sector
- attract other funds
- improve efficiency of operations
- increase access and opportunity
- promote independence and personal achievement

For periodic updates, please check [www.goldsekerfoundation.org](http://www.goldsekerfoundation.org).

**The year 2010 also marked year five of the Central Baltimore Partnership, a collaboration of three higher education institutions (Johns Hopkins, MICA, University of Baltimore), a dozen community-based nonprofit organizations, five city government departments, and major property owners to revitalize the Station North/Charles North communities.**

# Grantmaking Policies

The Foundation's grantmaking policies reflect the donor's wishes, the legal requirements governing private philanthropy, and the inherent limitations in the Foundation's ability to respond favorably to the many grant requests we receive each year.

To be considered for funding, an organization must meet several requirements:

- Applicants must be nonprofit organizations as defined in Section 501(c)(3) and Section 509(a) of the Internal Revenue Code.
- Applicants must carry on their work principally in metropolitan Baltimore.
- Applicants may not discriminate on the basis of race, creed, color, physical disability, or gender.

The Foundation does not provide funds for the following:

- endowments
- individuals
- building campaigns
- deficit financing
- annual giving
- publications
- arts and culture
- religious programs or purposes
- political action groups
- specific disabilities or diseases
- projects normally financed by government

In accordance with the donor's instruction, the Foundation awards no more than 5 percent of its charitable distributions in any calendar year to any single recipient. Because the Foundation is not normally a long-term source of funds, applicants are encouraged to demonstrate how proposed activities will be sustained. Applicants are expected to demonstrate adequate administrative capacity and financial stability and to describe evaluation criteria and methods in their requests.

# Applying to the Foundation

Before applying, please consider whether your proposal agrees not only with the basic eligibility criteria but also with the Foundation's program interests and grantmaking policies.

If you conclude that your organization is eligible for consideration and that the proposed project falls within the stated objectives and interests of the Foundation, please submit a brief letter describing the project. It should include:

- evidence of 501(c)(3) and 509(a) tax-exempt status
- background information about the applicant
- objectives of the proposed project
- methods for accomplishing objectives
- projected program budget and amount sought from the Goldseker Foundation

Foundation staff will review the materials and will notify you promptly about whether a fully developed proposal is in order. Foundation staff also will be happy to answer any questions throughout the application process and provide whatever other assistance seems appropriate.

We welcome telephone and email inquiries about funding, preliminary letters, and grant proposals at any time. To ensure that your funding requests receive formal consideration at one of the three meetings of the Board of Directors and the Advisory Selection Committee held annually, fully developed proposals should be submitted by the following dates:

- February 1 for consideration at the spring meeting
- May 1 for consideration at the summer meeting
- September 1 for consideration at the autumn meeting

Applicants are notified in writing of the outcome of their requests immediately after each meeting.

Correspondence and requests for information should be directed to:

Program Officer

The Goldseker Foundation

Symphony Center

1040 Park Avenue, Suite 310

Baltimore, MD 21201

Telephone 410-837-5100

Fax 410-837-7927

[www.goldsekerfoundation.org](http://www.goldsekerfoundation.org)

# Grant Awards

For the Fiscal Year Ending December 31, 2010

**The Goldseker Foundation is one small piece of a civic mosaic whose design for a healthier, stronger Baltimore region constantly evolves.**

# Priority Grant Areas

## Community Development

During 2010, the Foundation authorized 12 community development grants and related program expenses totaling \$1,337,500.

## Direct Program Expenses \$197,500

This funding supported consulting assistance both to organizations in the Foundation's priority neighborhoods and to citywide projects focused on creating stronger communities.

## Baltimore Integration Partnership \$50,000

In 2010, Baltimore was selected as one of five cities to participate in the [Living Cities Initiative](#), a three-year effort to address some of the most pressing challenges facing America's cities. Baltimore will receive up to \$19 million in grants, loans, and program-related investments from Living Cities, a funding collaborative of 22 of the world's largest foundations and financial institutions, to link transit, physical redevelopment, and employment opportunities in three defined neighborhoods: Station North, the East Baltimore Development area, and the proposed Red Line Transit corridor. The [Association of Baltimore Area Grantmakers](#) is coordinating the local partnership of the region's public, private, philanthropic, and nonprofit institutions. This grant allows ABAG to hire a project director prior to the start of Living Cities funding in 2011.

## Baltimore Neighborhood

### Collaborative \$50,000

The [Baltimore Neighborhood Collaborative](#) brings together local and national funders, public sector agencies, and business and civic organizations to coordinate and increase investment in Baltimore's neighborhoods. This grant supports BNC's personnel and administration costs, and contributes to the pooled fund for Neighborhood Revitalization, which makes grants to organizations providing housing counseling services for foreclosure prevention.

## Baltimore Homeownership

### Preservation Coalition \$20,000

With an unprecedented number of homeowners seeking assistance to resolve mortgage delinquencies, housing counseling organizations are encountering bottlenecks at the mortgage servicers that process requests for loan modifications. A model program at the Center for New York City Neighborhoods has had success resolving difficult mortgage cases by appointing a central loan modification specialist to take difficult cases off the hands of housing counseling organizations and follow up with mortgage servicers. This grant will supplement funds from a national funder to bring this model to Baltimore, with the [Baltimore Homeownership Preservation Coalition](#) overseeing implementation of the program through the [Maryland Housing Counselors Network](#).

## Priority Grant Areas

### **Banner Neighborhoods \$85,000, 2 years**

Banner Neighborhoods is a community organization working to enhance the quality of life in 10 Southeast Baltimore communities through an array of programs, including youth activities, senior home maintenance, and neighborhood beautification projects. A grant to Banner in 2009 enabled it to hire a community organizer to build strong neighborhood associations, develop effective leaders, and encourage a high level of resident involvement to preserve the gains made over the last decade in the neighborhoods north of Patterson Park. This grant continues support for the next two years while Banner seeks additional funding to sustain the work beyond the grant period.

### **Belair-Edison Neighborhoods, Inc. \$80,000**

BENI is a nonprofit community-based organization that works to preserve and market Belair-Edison's great homes and enhance the spirit of community. This grant provides core operating support to allow BENI to continue its well-respected housing counseling and foreclosure prevention outreach, its Healthy Neighborhoods market-building activities, and its commercial revitalization along Belair Road.

### **Central Baltimore Partnership \$100,000**

The Central Baltimore Partnership is a collaboration of city government, neighborhood organizations, major property owners, three higher education institutions, and nonprofit agencies in a comprehensive, long-term project to restore Baltimore's crossroads. By increasing investment and improving the economic and social health of the area from Penn Station to 24th Street, between Howard Street and Greenmount Avenue, the Partnership seeks to make Central Baltimore the city's next great destination. This grant is for core operating expenses and financial consultant services.

### **Comprehensive Housing**

#### **Assistance, Inc. \$130,000**

Arguably the strongest community development organization in the city's Northwest quadrant, CHAI has, for more than two decades, served five communities west of the Jones Falls Expressway and north of Northern Parkway, and has recently supported the efforts of Park Heights Renaissance to redevelop the neighborhood south of Northern Parkway. This grant provides core operating support for CHAI's homeownership services and community engagement programs.

### **Greater Homewood**

#### **Community Corporation \$175,000**

For more than 40 years, Greater Homewood Community Corporation has been working to ensure good schools, thriving business districts, affordable homes, a healthy environment, cultural amenities, and a strong sense of civic engagement in 40 north central Baltimore neighborhoods, home to 70,000 residents. This grant supports senior management salaries and activities related to neighborhood and economic revitalization.

## Priority Grant Areas

### **Healthy Neighborhoods, Inc. \$200,000**

Healthy Neighborhoods helps strong but undervalued Baltimore neighborhoods increase home values, market their communities, create high standards for property improvements, and forge strong connections among neighbors. At the end of 2010 and its first decade of operation, Healthy Neighborhoods had lent \$30 million in purchase and rehabilitation loans to 170 homeowners in 41 Baltimore City neighborhoods. It had also awarded 27 neighborhood capital improvement grants totaling \$610,000; supported 155 block projects totaling \$201,000; and partnered with Baltimore City to provide matching grants for home rehabilitation totaling \$639,000. This grant is for core operating support.

### **Jubilee Baltimore, Inc. \$125,000**

Jubilee Baltimore's real estate developments, historic tax credit consulting, and neighborhood planning initiatives generate new investment and quality housing in several historic Baltimore City neighborhoods. Jubilee continues to be a key contributor to the Central Baltimore Partnership — in 2010, Jubilee developed 77 new units of affordable housing for artists in the City Arts building in Greenmount West, and assisted the New Greenmount West Community Association and the Baltimore Montessori Public Charter School plan for the shared use of a former vacant school building, to be redeveloped as a middle school and community center. This grant provides core operating support.

### **Neighborhoods of Greater Lauraville, Inc. \$50,000**

Neighborhoods of Greater Lauraville implements the Healthy Neighborhoods model of residential market building in a collection of neighborhoods in Northeast Baltimore, providing funding and organizational support for block projects, capital improvement projects, home improvement and refinance loans, and neighborhood-wide events. This grant provides \$25,000 outright in core operating support and includes a challenge to match \$25,000 one-for-one from new revenue sources to encourage diversification of the organization's funding base.

### **Southeast Community Development Corporation \$75,000**

The oldest community development corporation in Baltimore, Southeast CDC operates the Main Street commercial revitalization program in Highlandtown; the Healthy Neighborhoods residential market-building program in several neighborhoods, including Greektown and Bayview; and the Highlandtown Arts and Entertainment District in the Highlandtown and Patterson Park neighborhoods to stimulate investment, strengthen homeownership, and enhance the quality of life in Southeast Baltimore. This grant provides general operating support.

**The Goldseker Foundation was a founder, initial investor, and active partner in Healthy Neighborhoods, a pilot project begun in 1998 that now, thanks to major investment by area financial institutions, private foundations, and more recently city government, has become a major driver of development in 41 neighborhoods across Baltimore.**

## Nonprofit Sector

In 2010, the Foundation awarded 11 grants totaling \$102,990 in the nonprofit sector. These grants were made in two categories: grants to

organizations that strengthen the leadership and management of nonprofits throughout the region and Management Assistance Grants to individual nonprofit groups for organizational development. In the decade

since the Management Assistance Grants program was created in 2001, the Foundation has contributed \$1 million to build the capacity of the nonprofit sector.

### **Maryland Association of Nonprofit Organizations \$15,000**

MANO is one of the largest and most successful nonprofit associations in the United States, providing its members with education and training, legal advice, technical assistance, consulting services, and cooperative buying programs. This grant provides core operating support.

### **Management Assistance Grants \$87,990**

The Foundation awarded 10 Management Assistance Grants totaling \$87,990 in 2010. These grants allow nonprofit organizations to engage consulting expertise to help improve their board governance, staffing, and financial performance, and conduct strategic planning and program evaluation.

### **Management Assistance Grants were awarded in the following categories:**

*Fund Development and Financial Sustainability Grants to develop multiyear plans to diversify and expand income and to improve the financial management of organizations.*

### **Baltimore Neighborhoods, Inc. \$9,140**

The mission of Baltimore Neighborhoods, Inc., is to fight housing discrimination, support integrated communities, improve relations between tenants and landlords, provide community education, and support persons with disabilities on housing accessibility issues. This grant is for a consultant to help organize and train a Fund Development Committee of the board, assist staff in creating a fundraising plan, and provide ongoing coaching to the board and staff in implementing the plan.

### **Baltimore Water Alliance \$10,000**

The Baltimore Water Alliance was created in 2010 with the merger of five small watershed organizations. The merger creates the opportunity for one larger, financially viable, regionally focused organization to impact water quality and thereby the quality of life in the Baltimore area. The Water Alliance expects to compete for large federal grants and needs to establish a strong system of financial accountability to be successful. This grant is for a consultant to help the new organization define its board and management structures, and to assess its accounting system needs.

## Priority Grant Areas

### **Public Justice Center \$10,000**

The Public Justice Center is a nonprofit public interest law office that works to enforce the rights of children in foster care, the homeless, and immigrants, among others. PJC also works with the Baltimore Homeownership Preservation Coalition to educate Marylanders about the rights of tenants in foreclosed properties. This grant is for a consultant to help PJC establish a major giving program in conjunction with its 25<sup>th</sup> anniversary celebration.

### **The Woman's Industrial Exchange \$10,000**

The Woman's Industrial Exchange provides opportunities for local craft artists to refine, market, and sell their handmade goods to supplement their income. This grant is for a consultant to help the board's fundraising committee develop a plan to raise funds for an operating endowment, and to train the board, staff, and volunteers to implement the plan.

### **Women's Housing Coalition \$10,000**

The Women's Housing Coalition is dedicated to breaking the cycle of homelessness by providing a range of affordable housing options, including three single-room occupancy buildings for single women, one nine-unit facility for women with children, and 23 scattered site units for singles and families, as well as wraparound case management services. This grant is for a consultant to evaluate the strengths and weaknesses of WHC's current operations, focusing on its financial systems; make recommendations for improved efficiency through procedural, staffing, accounting, and processing changes; and calculate the additional resources needed to undertake the organization's next housing project.

#### *Program Evaluation*

*Grants to evaluate program reach and impact and to design systems for ongoing program review and improvement.*

### **House of Ruth Maryland \$10,000**

The House of Ruth provides a comprehensive range of services — including a 24-hour hotline, shelter, child and youth services, community advocacy, legal clinic, counseling, and education and training — with the goal of ending violence against women and their children by confronting the attitudes, behaviors, and systems that

perpetuate it, and by providing victims with the services necessary to rebuild their lives safely and free of fear. The agency recently completed a two-year restructuring, with all functions now integrated into a client-based system. This grant is for a technology consultant to help the organization redesign its client management database system to support its new streamlined continuum of client services.

#### *Strategic Planning*

*Grants to review factors that can affect an organization's future success, establish program priorities, and set measurable goals.*

### **The Baltimore Station \$10,000**

The Baltimore Station is a 150-bed therapeutic recovery program, serving primarily homeless veterans with drug and alcohol addictions. This grant is for a consultant to conduct an organizational assessment and prepare recommendations for the board and staff about board membership and structure, delineation of responsibilities between board and staff, and communication systems as the nearly quarter-century-old organization expands and professionalizes its services.

## Priority Grant Areas

### **Maryland Asset Building & Community Development Network \$5,850**

The [Maryland ABCD Network's](#) mission is to ensure strong and stable asset building and community development organizations through education, networking, and advocacy. It serves as a forum for community development organizations around the state to come together to share best practices, learn about funding opportunities, and speak collectively on policy issues that affect the field. This grant is for a consultant to help the organization, which currently operates under the fiscal sponsorship of another nonprofit, explore the costs and benefits of various organizational structures and facilitate a decision about which option to pursue.

### **Maryland Consumer Rights Coalition \$8,000**

[Maryland Consumer Rights Coalition](#) advocates for programs and laws that protect people from identity theft, predatory mortgage lending, inaccurate credit reports, and abusive credit card and debt management practices. This grant is for a consultant to help the board and staff develop the organization's first strategic plan.

### *Board and Leadership Development*

*Grants to clarify leadership and management roles and responsibilities, recruit and train board members, and manage executive transitions.*

### **Downtown Baltimore Family Alliance \$5,000**

The [Downtown Baltimore Family Alliance](#) was founded in 2008 by a network of young families in Baltimore's waterfront and central city neighborhoods to support family life in the heart of Baltimore, with the goal of attracting and retaining families with children in the city. After almost two years of volunteer leadership, the board decided to hire its first executive director in 2010. This grant is for a consultant to guide the board through the process of creating a job description and managing roles and responsibilities as the organization transitions from all-volunteer to staff-led.

## Regional Initiatives

During 2010, the Foundation authorized two regional grants totaling \$105,000.

### **Central Maryland**

#### **Transportation Alliance \$75,000**

The [Central Maryland Transportation Alliance](#) acts through a board of prominent area business and civic leaders to improve travel efficiency within the region by advocating for creation of a rapid, reliable regional transportation network. The Foundation was a founder of the Alliance in 2006 and has provided consistent operating support ever since. This grant provides \$50,000 outright for core operating support, with an additional \$25,000 contingent upon a matching amount being raised from new contributors.

### **WYPR,**

#### **Your Public Radio Corporation \$30,000**

[WYPR](#) is the public radio station serving metropolitan Baltimore, with coverage throughout the state of Maryland. To support the ongoing effort to inform and influence the region's thought and opinion leaders about the importance of a more rational, efficient transportation network for a robust regional economy and greater employment mobility, this grant is for an eight-month broadcast series focusing on different aspects of regional transportation.

**The Management Assistance Grants** program was created a decade ago to help nonprofits develop stronger boards, clearer goals, useful accounting systems, effective fundraising strategies, and stronger programs. Special rounds of Management Assistance Grants have been offered annually since 2001. To date, the Foundation has awarded 120 Management Assistance Grants to the following 91 organizations totaling \$1,044,280:

1000 Friends of Maryland	Downtown Baltimore Family Alliance	Maryland Asset Building &
Action in Maturity	Downtown Sailing Center	Community Development Network
Advocates for Children and Youth	Dundalk Renaissance Corporation	Maryland Association of Nonprofit Organizations
Alternative Directions	EDEN Jobs	Maryland Center for Arts and Technology
American Visionary Art Museum	Edward A. Myerberg Northwest Senior Center	Maryland Center for Community Development
Audubon Maryland-DC	Episcopal Community Services of Maryland	Maryland Consumer Rights Coalition
Baltimore Educational Scholarship Trust	Episcopal Housing Corporation	Maryland Food Bank
Baltimore Neighborhoods, Inc.	Everyman Theatre	Maryland Humanities Council
Baltimore Regional Initiative Developing Genuine Equality (BRIDGE)	Fells Point Main Street	Maryland Mentoring Partnership
Baltimore Station	Friends of Patterson Park	Maryland New Directions
Baltimore Urban Debate League	Friends of the Family	Midtown Academy
Belair-Edison Neighborhoods, Inc.	Garwyn Oaks United Neighbors Association	Midtown Community Benefits District
Bon Secours of Maryland Foundation	Genesis Jobs	My Sister's Circle
Brooklyn and Curtis Bay Coalition	Glen Neighborhood Improvement Association	Neighborhood Design Center
Business Volunteers Unlimited Maryland	Govans Ecumenical Development Corporation	Neighborhoods of Greater Lauraville, Inc.
Center for Poverty Solutions	Greater Homewood Community Corporation	New Song Urban Ministries
Center for Summer Learning	Greektown Community Development Corporation	Partners in Care
Central Scholarship Bureau	GreenMount School	Pro Bono Counseling Project
Charles Village Community Benefits District	Habitat for Humanity of the Chesapeake	Pro Bono Resource Center of Maryland
Chesapeake Center for Youth Development	Health Care for the Homeless	Public Justice Center
Children's Scholarship Fund of Baltimore	Herring Run Watershed Association	Rebuilding Together Baltimore
Citizens Planning and Housing Association	Homeless Persons Representation Project	Reservoir Hill Improvement Council
Civic Works	House of Ruth Maryland	South Baltimore Learning Center
Coalition to End Childhood Lead Poisoning	Job Opportunities Task Force	Southwest Visions
Community Conferencing Center	Jones Falls Watershed Association	St. Ambrose Housing Aid Center
Community Law in Action	Kids on the Hill	TurnAround
Comprehensive Housing Assistance, Inc.	Latino Providers Network	United Ministries
Court Appointed Special Advocates (CASA)	Learning, Inc.	Village Learning Place
Creative Alliance	Light of Truth Center	Woman's Industrial Exchange
Downtown Baltimore Child Care, Inc.	Light Street Housing Corporation	Women Entrepreneurs of Baltimore
	Live Baltimore Home Center	Women's Housing Coalition

# Established Program Areas

In its established program areas, the Foundation awarded 27 grants during 2010, totaling \$1,708,500.

## Community Affairs

### **Audubon Maryland-DC \$20,000**

The mission of Audubon Maryland-DC is to restore the natural ecosystems of Maryland and the District of Columbia, focusing on birds, other wildlife, and their habitats. With a consolidation of statewide operations at the Audubon Center at Patterson Park, Audubon Maryland-DC has become yet another partner in the ongoing cultural renaissance of Southeast Baltimore, enhancing science and environmental education programs for local schools and providing community programs that foster volunteerism, environmental stewardship, and social interaction among neighbors in the park. This grant is for general operating support.

### **Baltimore Community Foundation \$200,000**

In 2008 the Goldseker Foundation awarded a \$1 million five-year challenge grant to increase the permanent endowment and thereby enhance the Baltimore Community Foundation's discretionary grantmaking ability. In 2010, BCF successfully raised another \$400,000 in unrestricted endowment to qualify for the Foundation's \$200,000 matching grant.

### **Business Volunteers Unlimited \$30,000**

With programs to connect business leaders to nonprofit boards, skilled volunteers to nonprofits in need of short-term assistance, and young professionals to civic leadership opportunities, BVU provides an important group of services to companies, nonprofit organizations, and individuals seeking to strengthen the social fabric of Baltimore City. This grant provides support for the board leadership, skilled volunteer placement, and GIVE (Getting Involved in Volunteer Experiences) programs.

### **Community Law Center \$25,000**

The Community Law Center provides free or reduced-cost legal services to organizations and individuals working to improve the economic and environmental condition of Baltimore's neighborhoods and to combat unethical real estate practices. This grant is to support the CLC with project costs and core operating funds as it winds down the five-year-old Project to End Predatory and Deceptive Real Estate Practices.

### **Creative Alliance \$15,000**

Operating out of a renovated theater in the heart of the Highlandtown Arts & Entertainment District, the Creative Alliance serves as a model of arts-driven commercial revitalization. The Alliance's community festivals draw thousands of people every year to Patterson Park and Eastern Avenue in Southeast Baltimore, and its partnerships with Southeast CDC reinforce the residential neighborhood revitalization taking place through the Healthy Neighborhoods program. This grant supports the Alliance's community outreach programs.

## Established Program Areas

### **Downtown Baltimore Family Alliance \$35,000**

DBFA was created in 2008 by a network of young families seeking to support family life in downtown Baltimore by working for excellent schools, safe streets and housing, parks, and retail to serve families. This grant is for program and operating expenses.

### **Mount Vernon Place Conservancy, Inc. \$15,000**

Through a public-private partnership with the city of Baltimore, the Conservancy manages Mount Vernon Place, the home of Baltimore's historic Washington Monument and the four squares that surround it. This grant provides partial support for the creation of a master plan for the design elements, infrastructure conditions and standards, and financial operations of the park.

### **Parks and People Foundation \$5,000**

This grant to the Parks and People Foundation provides partial support for the work of a Recreation Task Force to assist the Baltimore City Department of Recreation and Parks in creating a vision for the city's recreation centers.

### **Station North Arts & Entertainment, Inc. \$50,000**

By promoting and supporting artists and cultural organizations in the district just north of Penn Station, an area that encompasses the neighborhoods of Charles North, Greenmount West, and Barclay, the Station North Arts & Entertainment District plays an important role in the Central Baltimore Partnership's ongoing efforts to create a vibrant neighborhood where artists and entertainment venues flourish in the midst of an economically diverse community with healthy residential, retail, and commercial offerings. This grant is for operating support.

### **Village at Home \$5,000**

Village at Home is a national model that has had success in many cities building a supportive community for all ages, with a special focus on providing activities and services to older adults and people with disabilities so they may have the practical means and the confidence to live full lives in their homes and neighborhoods. This grant is in support of start-up costs to bring the Village at Home program to Baltimore.

**It has been 10 years since the Foundation launched its Management Assistance Grants program, to enhance the organizational capacity and management sophistication of nonprofit organizations throughout Baltimore. The Goldseker Foundation grants have to date totaled \$1,044,280 and been awarded to 91 organizations.**

### Education

#### **Baltimore Montessori**

##### **Public Charter School \$40,000**

The [Baltimore Montessori Public Charter School](#) serves 270 students in grades PreK-6, providing families with a high-quality choice in public education located in Central Baltimore's Greenmount West neighborhood. In 2010, the school worked in partnership with the New Greenmount West Community Association, Central Baltimore Partnership, and Jubilee Baltimore on a plan to develop a middle school and community center in a vacant building adjacent to the current school. This grant provides funding for the school's community engagement projects.

##### **Cristo Rey Jesuit High School \$75,000**

One of a national network of 25 private high schools providing an academically rigorous Jesuit education to low-income urban students, Baltimore's [Cristo Rey](#) school serves 320 students, with an average family income of around \$27,000 annually. Though every family is required to contribute to the cost of the student's education, according to ability to pay, students also work part time to cover tuition costs, and the school raises scholarship support. This grant is for scholarships.

##### **Downtown Baltimore Family Alliance \$48,500**

Recognizing the great value that [DBFA](#) members can add by their active participation in the parent-teacher organizations and school communities of the public schools in downtown Baltimore, this one-time grant to DBFA matches funds, up to \$10,000, raised by their parent members for the parent-teacher organizations at six Baltimore City Public Schools:

- [Federal Hill Preparatory School](#)
- [George Washington Elementary School](#)
- [Hampstead Hill Academy](#)
- [Patterson Park Public Charter School](#)
- [Thomas Johnson Elementary Middle School](#)
- [Wolfe Street Academy](#)

##### **Johns Hopkins University \$200,000**

This grant, applied at the discretion of the University's president, supports the Baltimore Scholars Program, which last year provided financial aid to 48 undergraduates at [Johns Hopkins University](#), all of whom were graduates of Baltimore City Public Schools.

##### **Morgan State University \$200,000**

At the discretion of the University's president, this grant supports the Goldseker Fellows Program, which provided graduate fellowships to 75 students from the Baltimore metropolitan area to attend [Morgan State University](#) in the 2009-2010 academic year.

##### **University of Maryland - School of Social Work \$50,000**

The Neighborhood Fellows Program at the [University of Maryland's School of Social Work Community Outreach Service \(SWCOS\)](#) places graduate-level social work students in internships at community development organizations, to increase the capacity of the organizations and to introduce the next generation of nonprofit talent to the community development field. This grant supports stipends for students as well as the field director's salary and related operating costs.

## Established Program Areas

### **Neighborhood-School Partnership Initiative**

In 2010, the Neighborhood-School Partnership Initiative completed its first year of building stronger communities by investing in strategies for school and neighborhood enhancement that are mutually reinforcing. The Goldseker Foundation launched the Neighborhood-School Partnership grants one year ago to align our education and community development grantmaking in Baltimore's [Healthy Neighborhoods](#). The objectives of the grant program are (1) to recruit and retain families with school-age children to choose to live in Healthy Neighborhoods; and (2) to increase enrollment of middle-class families from Healthy Neighborhoods in high-performing local neighborhood schools (public, private, or parochial). Grant awards are shared by the schools and neighborhood organizations, with the schools focused on academic and program enrichment and the neighborhood organizations focused on community engagement and marketing.

Five partnerships were selected for funding in December 2009, and the initiative was formally launched with a press conference at Calvin Rodwell Elementary School in February 2010. At the launch, Mayor Stephanie Rawlings-Blake, City Schools CEO Andres Alonso, Catholic Schools Associate Superintendent Skipp Sanders, and Healthy Neighborhoods President Mark Sissman joined Foundation President Timothy Armbruster in congratulating the selected partnerships and encouraging them to lead the way in redefining a vision of Baltimore's neighborhoods as destinations of choice, where families can find attractive and affordable housing with quality education options for their children, in addition to the many other amenities, such as great parks and strong community connections, that Baltimore's Healthy Neighborhoods offer.

The five initial partnerships spent the first year of the grants building relationships between school and neighborhood leaders, introducing realtors to the schools through events such as realtor breakfasts and [Live Baltimore](#) trolley tours, investing in enhancements to the schools' already strong academic curricula, and incorporating the schools in the neighborhood marketing. Each of the five partnerships was awarded a second year of funding in December 2010. The partnerships and their grant awards are:

**Our Board of Directors approved a second year's funding of our Neighborhood-School Partnership Initiative, with grants shared between community organizations and eight high-performing schools in five Healthy Neighborhoods communities.**

## Established Program Areas

### **Comprehensive Housing Assistance, Inc. in partnership with Cross Country Elementary/Middle School - \$70,000**

Cross Country Elementary/Middle is a traditional neighborhood public school serving families in the Glen and Cheswolde neighborhoods of Northwest Baltimore. The school is using its grant award to implement a technology integration plan to support its STEM (Science, Technology, Engineering, Math) curriculum. CHAI supports the Glen Neighborhood Improvement Association's and Cross Country Elementary/Middle School's marketing efforts, which aim to create greater identification between the strong school and the neighborhood.

### **Garwyn Oaks Northwest Housing Resource Center in partnership with Calvin M. Rodwell Elementary School - \$70,000**

Calvin Rodwell Elementary is a traditional neighborhood public school serving families in the Howard Park neighborhood of West Baltimore. In 2009-2010, the school used the grant award to implement the WeatherBug Science Curriculum, an award-winning program that develops skills in science, geography, math, and technology. In 2010-2011, it will use the second-year funding to develop a culinary arts program that will allow for greater parent and

community participation in the school. Garwyn Oaks Northwest Housing Resource Center supports the Howard Park Civic Association and Calvin Rodwell Elementary School to co-market these programs and create greater identification between the strong school and the neighborhood.

### **Greater Mondawmin Coordinating Council in partnership with Gwynns Falls Elementary School - \$70,000**

Gwynns Falls Elementary School is a traditional neighborhood public school serving families in the Mondawmin and Panway neighborhoods of West Baltimore. The school used its first year grant to implement an after-school program focused on academic and cultural enrichment. The school was successful in attracting additional funding to sustain the program in the 2010-2011 academic year, and will use the Foundation's second-year grant to expand the number of students served by the after-school program. The Greater Mondawmin Coordinating Council is co-marketing the school and the Healthy Neighborhoods program in the community.

### **Greater Homewood Community Corporation in partnership with Barclay Elementary/Middle and Margaret Brent Elementary/Middle schools - \$110,000**

The Greater Homewood Community Corporation has helped school leaders at Barclay and Margaret Brent Elementary/Middle schools gather input from neighborhood parents about what they want in their neighborhood public schools. In response to their feedback, the partners used their first-year grant to begin an ambitious effort to develop and implement a thematic, project-based curriculum at the two schools, with strong input from the community about project content. Loyola University has been providing in-kind professional development and technical assistance in school improvement and curriculum enhancement. GHCC has developed marketing postcards that are distributed through local businesses in Charles Village, inviting more community residents to become involved in the project and to learn about the schools through open house tours and a Great Schools Charles Village website. The second-year grant will be used to continue the development and implementation of the project-based curriculum.

## Established Program Areas

### **Neighborhoods of Greater Lauraville in partnership with Hamilton Elementary/Middle, City Neighbors Charter, and St. Francis of Assisi schools - \$140,000**

The [Neighborhoods of Greater Lauraville, Inc.](#), serves a collection of family-friendly neighborhoods boasting a portfolio of strong public and private schools in Northeast Baltimore. NOGLI worked with a team consisting of a traditional neighborhood public school, a citywide public charter school, and a parochial school to develop a plan to invest both in the individual schools and in collective activities to serve all families in Greater Lauraville, such as the first Kidstock Festival in 2010.

[Hamilton Elementary/Middle School](#) has focused on integrating arts and environmental science into its programs, and used its first-year grant award to develop a community garden on what had been an asphalt lot behind the school. The gardening program has paid dividends for the school, providing hands-on learning opportunities to students at all grade levels and attracting new parents in the neighborhood to volunteer at the school. The second-year grant award will continue to support the gardening program and enhance the science learning opportunities.

[City Neighbors Charter School](#) is an arts-integrated school that follows the Reggio Emilia approach, an internationally recognized educational philosophy that gives children some control over the direction of their learning. City Neighbors used its first-year grant award to expand its arts integration programming and will do the same in the second year, bringing in artists-in-residence to work with the children in choral and dramatic arts.

[St. Francis of Assisi School](#) has been a community anchor in Northeast Baltimore for half a century, where it has served a mix of Catholic and non-Catholic children in an academically rigorous neighborhood PreK-8 school. St. Francis used its first-year grant award to expand the physical education program for its K-8 students, in direct response to parent demand. The school will use the second-year grant funding to develop a plan for renovation of the school's aging facility while continuing the added physical education time.

## Human Services

### **Advocates for Children & Youth \$25,000**

[Advocates for Children & Youth](#)'s mission is to identify problems, promote policies and programs that improve results for Maryland

children in measurable and meaningful ways, and evaluate the effectiveness of programs and policies for the state's children and youth. Its goals in 2010 include high-quality, accessible health care and education opportunities for all children. This grant provides core operating support.

### **THE ASSOCIATED: Jewish Community Federation of Baltimore \$200,000**

The [ASSOCIATED](#) addresses charitable, educational, religious, humanitarian, health, cultural, and social service concerns. This grant supports case management services and neighborhood-based activity programs for older adults, coordination of community service activities, and an emergency assistance program for families having difficulty meeting basic needs.

### **Maryland Food Bank \$10,000**

The [Maryland Food Bank](#) coordinates the procurement and distribution of food donations from manufacturers, wholesalers, retailers, and government agencies to organizations providing free food to the state's hungry, distributing nearly 14 million pounds of food annually to 1,000 partners — including food pantries, soup kitchens, emergency shelters, low-income day care centers, after-school programs, senior centers, rehabilitation centers, and other feeding programs. This unsolicited grant was made from the President's Discretionary Fund.

# Statements of Financial Position

December 31, 2010 and 2009

	12/31/2010 <u>(Unaudited)</u>	12/31/2009 <u>(Audited)</u>
<b>ASSETS</b>		
Cash	\$ 201,861	\$ 240,921
Investments, at Fair Value	85,739,559	80,946,350
Other Assets	<u>13,396</u>	<u>48,410</u>
<b>Total Assets</b>	<u><u>\$ 85,954,816</u></u>	<u><u>\$ 81,235,681</u></u>
<b>LIABILITIES &amp; NET ASSETS</b>		
Deferred Federal Excise Tax	\$ 150,000	\$ 92,384
Net Assets, Unrestricted	<u>85,804,816</u>	<u>81,143,297</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$ 85,954,816</u></u>	<u><u>\$ 81,235,681</u></u>

\* The inability of external financial managers to certify year-end asset valuations in time for inclusion in this report, for reasons beyond the Foundation's control, will delay presentation of audited 2010 financial statements until later in 2011. In the meantime, we have included an unaudited Statement of Financial Position for your review.

Certain investments are valued as of September 30, 2010, and do not reflect results for the fourth quarter of 2010. The values of these investments at December 31, 2010, could be lower than presented above. As soon as certified 2010 financial statements are available, they will be posted on the Foundation's website, [www.goldsekerfoundation.org](http://www.goldsekerfoundation.org), where statements for 2009 and prior years may currently be found.

# Statements of Activities

December 31, 2010 and 2009

	12/31/2010 <u>(Unaudited)</u>	12/31/2009 <u>(Audited)</u>
<b>UNRESTRICTED NET ASSETS</b>		
<b>Revenue and Gains</b>		
Investment Income	\$ 1,126,581	\$ 1,059,644
Net Gain on Investments	<u>8,075,136</u>	<u>10,101,698</u>
<b>Total Revenue and Gains</b>	<u>9,201,717</u>	<u>11,161,342</u>
<b>Expenses:</b>		
Program Services:		
Grants	3,093,819	3,991,366
Foundation Administrative Expenses Related to Grant-Making	<u>927,237</u>	<u>897,686</u>
<b>Total Program Services</b>	<u>4,021,056</u>	<u>4,889,052</u>
Supporting Services:		
General and Administrative Expenses Related to Revenue Activity	426,512	376,422
Provision for Federal Excise Tax	<u>92,630</u>	<u>102,461</u>
<b>Total Management and General</b>	<u>519,142</u>	<u>478,883</u>
<b>Total Expenses</b>	<u>4,540,198</u>	<u>5,367,935</u>
<b>Increase in Unrestricted Net Assets</b>	4,661,519	5,793,407
Net Assets - Beginning of Year	<u>81,143,297</u>	<u>75,349,890</u>
Net Assets - End of Year	<u><u>\$ 85,804,816</u></u>	<u><u>\$ 81,143,297</u></u>

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*\*Deceased, August 2010*

# Goldseker

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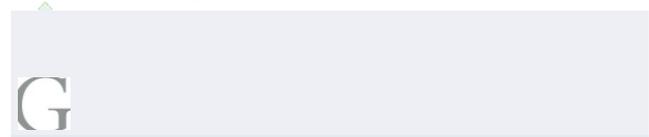
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April 2010 marked the Goldseker Foundation's 35th year of service to Baltimore. Our 2010 Annual Report is now available on our website.

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