



GOLDFEYER FOUNDATION
ANNUAL 2019 REPORT



The Goldseker Foundation was created through the generosity and foresight of Morris Goldseker (1898–1973).

On the Cover:
An instructor and apprentice work on a project at Open Works, a nonprofit makerspace in Greenmount West.

CHAIRMAN'S MESSAGE

Aligning the Goldseker Foundation's principles and practices and effectively executing its community development, education, and nonprofit capacity building grant making strategies can be challenging, particularly when forces beyond our control intervene and create barriers against moving forward. While Baltimore has historically been confronted by the systemic challenges of racial inequity and economic poverty, it is the persistent inability to provide a modicum of personal security and public safety that represents the most immediate obstacle to making sustainable progress in today's environment.

Twenty years ago, there was justifiable hope of being counted among the "comeback cities" that acclaimed authors Paul Grogan and Tony Proscio characterized as effectively blending public-private partnerships, grassroots nonprofit organizations, and a willingness to experiment via new approaches to urban problem-solving. Underpinning the recoveries of these now thriving cities were significant reductions in crime. In recent years, however, Baltimore has been plagued by persistent levels of violence. The unrelenting human toll has created a crisis in civic confidence, compounded by unethical and ineffective elected leadership that seems incapable of stemming the carnage. The resultant anxiety is palpable: The hard evidence shows population loss and worsening crime statistics, while a stroll through the downtown commercial core gives anecdotal evidence of business and restaurant closures, and For Sale signs dot lawns in residential neighborhoods.

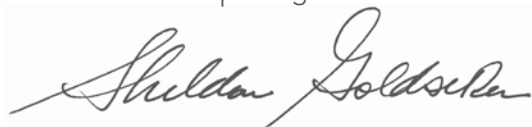
Baltimore's people, neighborhoods, and institutions should be doing much better than they are. While we're divided in so many ways across race, class, and community, those who truly care about the city are now sadly united in their fears and frustrations. With a real sense of urgency and purpose and the expectation of working closely with Baltimore's next elected mayor and city council, we have to restore belief that there are viable paths available for the city's people and institutions to prosper. Despite the magnitude of the challenge, the Goldseker Foundation remains steadfastly committed to being a reliable partner for those that share this goal.

While the foundation will continually aspire to be pacesetter in its approach to grant making, investment management, and civic leadership, stability has been the hallmark of our 43-year existence. From the board of directors and investment committee to executive leadership and staff, tenures at the foundation have typically been measured in decades, as opposed to just years. This is a reflection of both the patience and deeply relational nature of the work necessary to bring about systemic change and impact. This year, however, has been one of many transitions. After the terrible 2018 loss of our founding vice chairman, Simon Goldseker, 2019 marked the first year in our history that "next gen" members of the

board of directors formally ascended to leadership roles as the foundation's vice chair, treasurer, and secretary. Despite the tragic circumstances, these new board roles are opportunities for both expanded service and professional development and will eventually help ensure the foundation board's continuity with experienced leadership.

Also in 2019, after a dozen years of distinguished service as the Goldseker Foundation's program officer, Laurie Latuda Kinkel was named vice president of strategy for the Baltimore Community Foundation (BCF). During her time at Goldseker, Laurie was an invaluable contributor, responsible for more closely aligning the foundation's community development and education grant making strategies. As the principal architect of the foundation's neighborhood-school partnership efforts, Laurie was quick to recognize the powerful nexus that exists between communities and classrooms and the potential to strengthen these connections through targeted grant support. The foundation views Laurie's selection for this important new role at BCF as well-deserved recognition for her past outstanding work and a strong endorsement of our ongoing efforts to strengthen ties between neighborhoods and their schools. We are also excited to welcome our new program officer, Kate Essex, who brings to the foundation a valued fresh perspective and wealth of experience as a former educator and recognized national expert in nonprofit governance.

The foundation's primary intentions in publishing an annual report are to articulate our grant making strategies, be accountable to stakeholders through transparency, and bring attention to the excellent work of our grantees. It is also important to recognize the dedicated service of the foundation's board of directors and Advisory Selection and investment committee members; the professionalism of our external investment, accounting, and legal advisers; and the steadfast commitment of our executive leadership and staff. Having a chance to work closely with such a talented team continues to be a great honor and privilege.



Sheldon Goldseker
Chairman, Board of Directors
December 2019



With a real sense of urgency and purpose and the expectation of working closely with Baltimore's next elected mayor and city council, we have to restore belief that there are viable paths available for the city's people and institutions to prosper.





Students at Calvin M. Rodwell
Elementary/Middle School in their
new 21st Century School building

PRESIDENT'S MESSAGE

Whether you are an infrequent observer or a committed partner of the Goldseker Foundation, my hope is that you will see the strategies and priorities articulated in this annual report tangibly reflected in our actions. In recent years, we have used this publication to describe our intentional efforts to transition community development grant making resources into more economically challenged neighborhoods. This shift has led to increased investment in grassroots community organizing and planning, as well as complementary efforts to expand access to capital and provide credit supports in historically marginalized communities. Across the city, as you will read in the following pages, many groups are doing incredible work in these areas, and we are proud to support them.

The foundation remains steadfastly committed to prioritizing community development, education, and nonprofit capacity building through its grant making, but I feel compelled to use this platform to address some of the larger challenges that plague Baltimore and limit the impact of our grantees' work. Although there are unquestionably pockets of performance and promise around Baltimore that we highlight annually in this report, they are not yet pervasive. Especially at a time when doubts persist about the records and readiness of those who aspire to lead Baltimore forward, it is important to identify the barriers to progress and emphasize the imperative to forge a broader consensus to address them.

Baltimore must be a safer place to live and raise a family and work and grow businesses. Achieving progress requires both gaining back the public's trust in effective, responsible policing and, at the same time, bringing focus and intensity to interventions in the lives of those most responsible for, and at risk of falling victim to, violence. Sustained success in these complementary efforts is the surest way to enable the new investments needed in accelerating improvement in our public schools and restoring confidence in Baltimore City government.

A consistently functional government can provide all of Baltimore's neighborhoods with equitable access to not just basic city services but higher-quality neighborhood amenities, as well. It can also harness its buying power to increase employment opportunities by prioritizing local hiring, purchasing, and contracting, and it can scale the most promising partnerships with local nonprofits. Spurring our city's local economy and forging effective partnerships will create the momentum and conditions where we can pursue, adopt, and execute more systemic policies that improve the health and welfare of Baltimore City residents and confidently advance regional initiatives involving local assets critical to the metropolitan region's success.

While articulating priorities that broadly reflect the shared aspirations of those who truly care about Baltimore is an important first step, persuading a rightfully skeptical public that real progress can be achieved simultaneously in all these areas is much more challenging. To do so requires being



Innovators and staff collaborate at Innovation Works

hyperspecific regarding what actions should be taken, where and when those actions will occur, the ways in which those actions will be carried out, and who will be responsible. It's about creating real expectations, meeting them much more often than not, and constantly communicating with stakeholders the roles they can play in accelerating progress. We are presented with just such an opportunity right now.

Earlier this year, the expert and bipartisan members of the Commission on Innovation and Excellence in Education, known as the Kirwan Commission, exhaustively detailed the ongoing erosion of Maryland's one-time competitive advantage in public education. National assessments show that fewer than 40 percent of Maryland's public high school graduates can read or perform math at college or career readiness levels. In response to these challenges, the Kirwan Commission produced comprehensive recommendations to expand early childhood education, increase the supply of high-quality and diverse teachers, improve college and career readiness, address achievement disparities, and strengthen governance and accountability.

Over the summer and fall months, I served on the Blueprint for Maryland's Future funding formula workgroup. It was charged with distilling the Kirwan Commission's work into an operable funding formula that would sustainably phase and share costs between state and local governments, enabling the full implementation of the recommendations to prepare every public school student to successfully compete in the global economy. While it comes as no surprise that such sweeping systemic reform will require significant new investment over time, no credible stakeholders are disputing the need for action or the validity of the proposed path forward. Adopting the Kirwan Commission recommendations represents both a generational opportunity for Baltimore and a test for those that profess a commitment to improving the city's future.

In closing, I want to recognize the distinguished service of Laurie Latuda Kinkel. During her 12-year tenure as the foundation's sole program officer, Laurie was the chief architect of the foundation's education grant making strategies, oversaw its capacity-building Management Assistance Grants, and helped animate the great work of our grantees through this annual report and social media platforms. Laurie's personal leadership not only helped inform the Goldseker Foundation's work but also had an oversize influence on many of our closest partners.

In moving to her new role as vice president of strategy at the Baltimore Community Foundation, Laurie leaves an indelible mark on our foundation. While it is always difficult to lose such a trusted colleague, the foundation is thrilled to welcome Kate Essex to the program officer role after a national search. Kate is a dynamic and highly accomplished professional who has eagerly thrown herself into the work. We are excited to see how Kate leverages her experience as an educator and her expertise in nonprofit governance to support the foundation's grantees.



Matthew D. Gallagher
President & Chief Executive Officer
December 2019



Especially at a time when doubts persist about the records and readiness of those who aspire to lead Baltimore forward, it is important to identify the barriers to progress and emphasize the imperative to forge a broader consensus to address them.





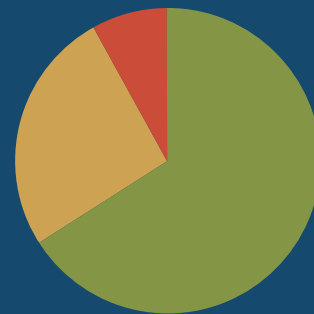
Baltimore Corps team members
at their TouchPoint office

OUR MISSION

Although the focus of the foundation's grant making has evolved over time, we have always sought to honor Mr. Goldseker's wish that the foundation serve the Baltimore community by investing in its institutions and people. While we stay true to our founder's intent, a foundation established to operate in perpetuity must always adapt to meet the challenges of the times. Today, the Goldseker Foundation works in partnership with the city's civic leadership, a well-established nonprofit sector, and a growing community of social entrepreneurs to serve the Baltimore community, primarily through grant making in the areas of community development, education, and nonprofit capacity building but also, increasingly, through mission- and program-related investments. At the end of 2019, the foundation held assets of \$118.7 million.

TOTAL GRANTS PAID IN 2019: \$4,001,965

- Community Development
- Education
- Capacity Building



For more information about the foundation's history, our grantees, and how to apply, please visit our website, www.goldsekerfoundation.org, or find us on Facebook (www.facebook.com/GoldsekerFdn) and Twitter (@GoldsekerFdn).

Mount Vernon Place
Book Festival



2019 FOUNDATION UPDATES

Baltimore is a city with hundreds of distinct neighborhoods, each with its own unique character, specific opportunities and challenges, and dynamic residents passionate about improving their community. The highly localized nature of Baltimore's neighborhood culture has led to the formation of many community-based organizations. These local anchors form diverse coalitions of stakeholders to attract and marshal resources and make improvements where they live. For over 40 years, the Goldseker Foundation has played a vital role as a thought partner, financial supporter, and advocate for this network of change agents doing place-based work across Baltimore.

Place-Based Investment and Collaboration

The foundation has served as an early, patient, and ongoing supporter of Baltimore's most important community development organizations, such as the Central Baltimore Partnership and Southwest Baltimore Partnership. These now well-established efforts are stabilizing touchpoints where local stakeholders can organize their efforts around shared priorities and enact community improvement plans that range from cleaning nuisance properties to undertaking massive mixed-use redevelopment projects.

The foundation now supports a number of nascent community development partnerships, as well as other local anchors, that are following similar paths of organizing residents and businesses. The goal is to develop shared visions that represent stakeholders' common interests, build capable backbone organizations to continuously advocate for their communities, and ultimately execute actionable plans to improve their neighborhoods.

In the Johnston Square neighborhood of East Baltimore, foundation grantees Baltimoreans United in Leadership Development (BUILD) and ReBUILD Metro have undertaken deeply relational community organizing efforts that have catalyzed residential redevelopment, leading to increased home sale values, increased occupancy levels, and dramatic reductions in blight.

The mission of the Greater Baybrook Alliance (GBA) is to serve as conduit for equitable development and reinvestment in Baltimore's Brooklyn and Curtis Bay neighborhoods and the adjoining Brooklyn Park neighborhood of northern Anne Arundel County. The geographic isolation of these neighborhoods has contributed to their failure to attract investment and their concomitant long-term deterioration. Over the past four years, the foundation has supported GBA's interjurisdictional efforts to organize over 100 stakeholder groups, with the aim of developing a series of plans to promote community beautification, create early intervention programs for at-risk behavior, and expand bike and pedestrian access.



Moms as Entrepreneurs
Graduation Expo at Open Works

Building an Ecosystem of Social Innovation and Entrepreneurship

While the foundation continues to foster the growth of these critically important place-based initiatives, we also recognize that the needs of communities change, and we must adapt and possibly redefine what community development means in today's world. The foundation increasingly sees emerging leaders and organizations trying to strengthen connections across traditional neighborhood boundaries and lines of difference to create a supportive ecosystem for social innovation, entrepreneurship, and a shared commitment to moving Baltimore forward. Modeling values of cooperation, coordination, inclusion, and equity, these organizations commingle and attract a diverse group of talent oriented toward doubling and tripling the success of their efforts. Recognizing the value of connecting and elevating human talent, the foundation has been steadily making strategic investments in Baltimore's emerging social enterprise space.

Thread was formed out of a desire to build connections across lines of difference in order to have a pivotal impact on the most vulnerable of Baltimore's students. The organization is focused on engaging the most at-risk public high school freshmen by weaving together a network of volunteers who customize a decade-long support network to meet students' needs. Thread's model seeks to radically reconfigure social support structures to "establish a wealth of human connection, permanently linked by unconditional love and support." Such relationships yield positive results not only for enrolled students but for volunteers, collaborators, supporters, and the surrounding community. The foundation has supported Thread's ambitious goal to significantly scale up its operation, underpinned by a resolute commitment to maintain its outcomes. Thread's reach spans the city, bringing more and more residents in touch with students and creating lasting and impactful connections. In 2019, Thread grew to serve 527 students and young adults in relationships with over 1,200 volunteers and more than 600 collaborators.

Baltimore Corps works to build the city's next generation of leaders by recruiting, developing, and connecting outstanding young professionals to serve as fellows at nonprofits, social enterprises, and government agencies. The goal is to expand the strategic capacity of high-impact organizations and, ultimately, strengthen Baltimore. Baltimore Corps' reach and impact have grown exponentially over the years. New programmatic offerings include the Elevation Awards, which provide planning grants of \$10,000 and personalized support to people of color who are Baltimore City residents piloting novel approaches to strengthen Baltimore communities. As the local operating partner of Kiva, the world's first person-to-person microlending website, Baltimore Corps works with borrowers throughout the application, fundraising, and repayment process to help them succeed. Baltimore Corps also supports talented undergraduate and graduate students with an interest in public service by operating the Baltimore City Mayoral Fellowship, which provides a 10-week full-time placement in a mayoral office or city agency based on the fellow's background and interests, and the needs of the agencies and departments.

Creating Connections

Social enterprises like Thread and Baltimore Corps thrive on creating deep and lasting connections between those they serve and the Baltimore community. Perhaps not surprisingly, as they were pursuing common cause, their aligned efforts continually brought them together and eventually led to a strategic decision to co-locate their teams. Such collaborations are becoming more commonplace.

Impact Hub Baltimore (IHB) is a co-working space, community center, and innovation lab for social impact designed to enable organizations, entrepreneurs, community members, and partners to connect and collaborate. Through programming, support services, and community building, IHB connects changemakers to the people, resources, and ideas they need to make a tangible impact in Baltimore and beyond. The foundation has been IHB's largest and most flexible philanthropic partner, initially funding the startup phase and subsequently underwriting expanded programmatic activities. IHB has far exceeded the foundation's expectations with the breadth and depth of its impact to-date.

Open Works is a nonprofit makerspace that opened in central Baltimore in 2016 with a mission to make tools, technology, and the knowledge to use them accessible to all and to drive grassroots change through interrelated educational programs and economic development. Providing affordable memberships and shared studio space, Open Works is home to over 55 small businesses, startups, and nonprofits, including many of the foundation's grantees. More than just a physical space, Open Works creates an environment in which creativity, entrepreneurship, and collaboration can flourish.

Housed within Open Works, Innovation Works is a social enterprise dedicated to creating business ventures in Baltimore that address unmet economic needs for residents throughout the city. Innovation Works bases its operations, programs, and services in Baltimore's disinvested communities in order to recruit aspiring social entrepreneurs from underserved neighborhoods and more easily identify and connect to local needs.

As we move forward, the foundation will continue to be one of Baltimore's leading community development funders. While our commitment to the work remains steady, our approach and strategies must continue to evolve as we strive to be even more responsive to the needs of the communities we serve and the current realities of the challenges and opportunities facing our city.



The foundation increasingly sees emerging leaders and organizations trying to strengthen connections across traditional neighborhood boundaries and lines of difference to create a supportive ecosystem for social innovation, entrepreneurship, and a shared commitment to moving Baltimore forward.





ShareBaby collects and distributes diapers, clothing, and baby gear to families in need across Baltimore

GRANT MAKING IN 2019

Dollar amounts below reflect grants paid in 2019.

Community Development

The Associated \$200,000
Baltimore Community Foundation \$192,500
Baltimore Corps \$125,000
Baltimoreans United in Leadership Development \$50,000
Banner Neighborhoods Corp. \$35,000
Belair-Edison Neighborhoods Inc. \$80,000
Bikemore \$50,000
Central Baltimore Partnership \$135,000
Central Maryland Transportation Alliance \$40,000
Civil Justice \$25,000
Community Law Center \$30,000
Comprehensive Housing Assistance Inc. \$85,000
Creative Alliance \$20,000
Friends of Patterson Park \$30,000
Greater Baybrook Alliance \$30,000
Healthy Neighborhoods Inc. \$75,000
Impact Hub Baltimore \$110,000
Innovation Works Inc. \$50,000
Jubilee Baltimore \$100,000
Latino Economic Development Center \$25,000
Le Mondo \$30,000
Leveling the Playing Field \$20,000
Live Baltimore \$100,000
Made in Baltimore \$65,000
Maryland Philanthropy Network (School Centered Neighborhood Investment Initiative) \$25,000
No Boundaries Coalition \$60,000
Patterson Park Audubon Center \$20,000
Rails-to-Trails Conservancy \$50,000
ReBuild Metro Inc. \$60,000
ShareBaby Inc. \$50,000
The Six Branch \$50,000
Southeast Community Development Corporation \$100,000
Southwest Partnership \$135,000
St. Francis Neighborhood Center \$25,000
Strong City Baltimore \$200,000
Tahirih Justice Center \$30,000
University of Maryland School of Social Work \$25,000
Venture for America \$100,000

Education

Afya Baltimore \$20,000
Baltimore's Promise Collaborative \$75,000
Bard College \$35,000
Calvin Rodwell Elementary School \$40,000
Cecil Elementary School \$42,120
Fund for Educational Excellence \$33,100
Garrett Heights Elementary Middle School \$33,400
Govans Elementary School \$45,000
Johns Hopkins University \$200,000
Koinonia Baptist Church \$20,000
Loyola Early Learning Center \$40,000
Maryland Alliance Public Charter Schools \$30,000
Morgan State University \$200,000
Patterson Park Public Charter School \$101,800
Thread \$100,000

Nonprofit Capacity Building

Baltimore Community Lending \$20,000
Baltimore Public Markets \$28,000
Banner Neighborhoods Community Corp. \$20,000
Blue Water Baltimore \$16,500
Civic Works \$18,000
Family League of Baltimore \$15,000
Fund for Educational Excellence \$20,000
Govans Ecumenical Development Corp. \$15,000
GreenMount School \$19,265
Greenmount West Community Center \$15,000
Lillie May Carroll Jackson Charter School \$14,650
Mariposa Child Success Programs (MCSP) \$20,000
My Sister's Circle \$12,500
Open Works Inc. \$10,000
Parks & People Foundation \$5,000
Pro Bono Counseling Project \$15,000
Southeast Community Development Corporation \$20,000

Discretionary and Matching

In addition to our regular grant making, the Goldseker Foundation contributed \$85,130 to 36 Baltimore area nonprofits through discretionary grant making and our board and staff's matching gifts program.



Patterson Park,
Southeast Baltimore

GRANT MAKING POLICIES

The foundation's grant making 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

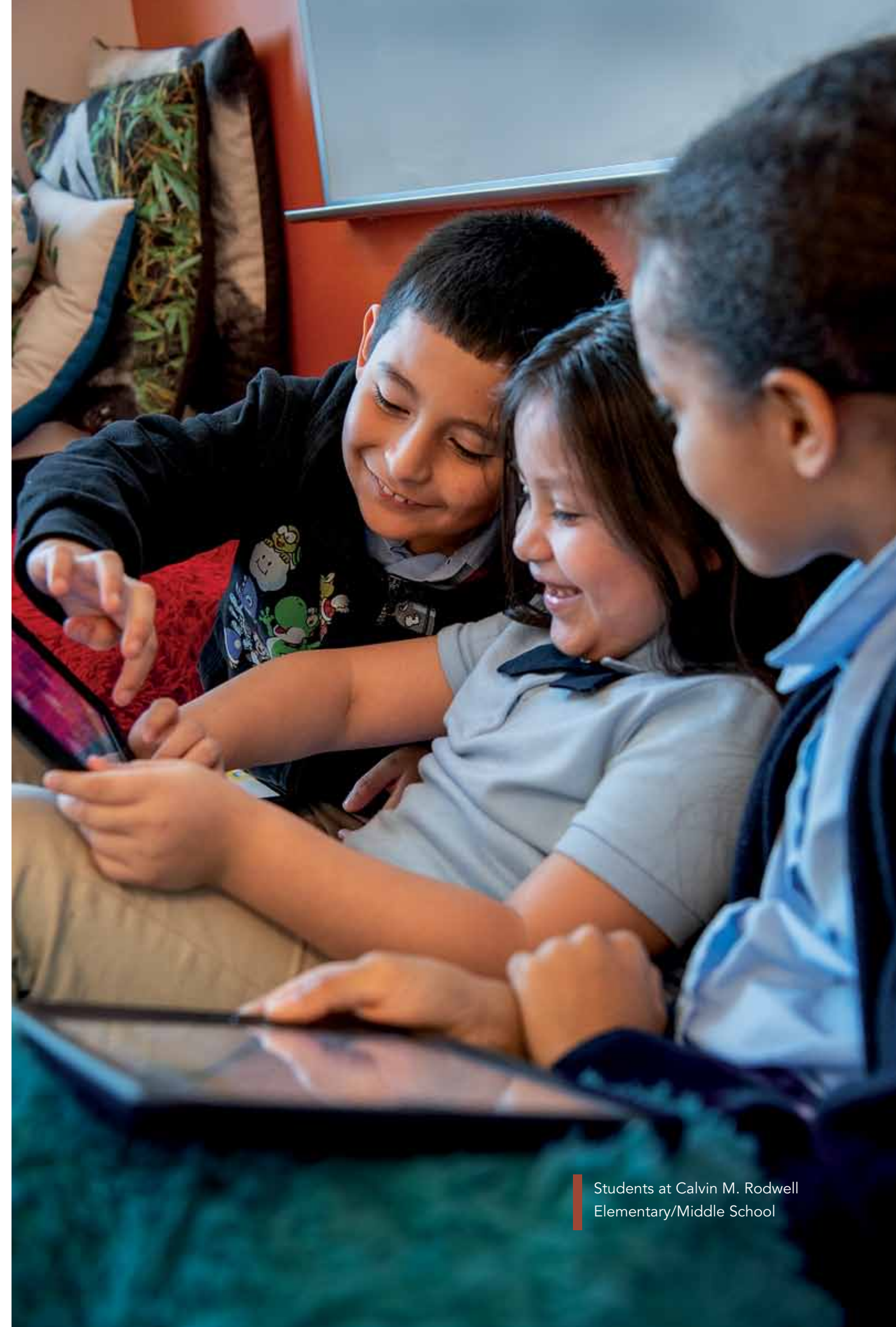
In accordance with the donor's instruction, the foundation awards no more than 5 percent of its charitable distributions in any calendar year to any single recipient. Because the foundation is not normally a long-term source of funds, applicants are encouraged to address how proposed activities will 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

We welcome telephone and email inquiries about funding, preliminary letters, and grant proposals at any time. Please visit our website at www.goldsekerfoundation.org to determine whether your proposal agrees with the foundation's eligibility criteria and program interests.

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



Students at Calvin M. Rodwell
Elementary/Middle School



Thread students
and volunteers

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Recognizing the value of connecting and elevating human talent, the foundation has been steadily making strategic investments in Baltimore's emerging social enterprise space.

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STATEMENTS OF FINANCIAL POSITION

December 31, 2019 (Unaudited) and 2018 (Audited)

	12/31/2019 (Unaudited)	12/31/2018 (Audited)
ASSETS		
Cash and Cash Equivalents	96,031	161,254
Investments, at Fair Value	118,600,000	102,047,292
Other Assets	8,206	—
Total Assets	<u>118,704,237</u>	<u>102,208,546</u>
LIABILITIES & NET ASSETS		
Deferred Federal Excise Tax	458,209	355,003
Net Assets, Unrestricted	<u>118,246,028</u>	<u>101,853,543</u>
Total Liabilities and Net Assets	<u>118,704,237</u>	<u>102,208,546</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 2019 financial statements until later in 2020. In the meantime, we have included an unaudited Statement of Financial Position for your review.

Certain investments are valued as of September 30, 2019, and do not reflect current results for the fourth quarter of 2019. The values of these investments at December 31, 2019, could be lower than presented above. Final certified financial statements will be reflected in the Foundation's next annual report.

STATEMENTS OF ACTIVITIES

Years Ended December 31, 2019 (Unaudited) and 2018 (Audited)

	2019 (Unaudited)	2018 (Audited)
REVENUE		
Investment Income	1,844,068	2,310,056
Net Gain (Loss) on Investments	20,218,063	(1,980,089)
Total Revenue	<u>22,062,131</u>	<u>329,967</u>
EXPENSES:		
Program Services:		
Grants	4,003,412	3,930,059
Foundation Administrative Expenses Related to Grant Making	982,511	922,351
Total Program Services	<u>4,985,923</u>	<u>4,852,410</u>
SUPPORTING SERVICES:		
General and Administrative Expenses Related to Revenue Activity	388,723	372,445
Provision for Federal Excise Tax	295,000	(1,973)
Total Supporting Services	<u>683,723</u>	<u>370,472</u>
Total Expenses	<u>5,669,646</u>	<u>5,222,882</u>
Change in Net Assets	16,392,485	(4,892,915)
Net Assets - Beginning of Year	<u>101,853,543</u>	<u>106,746,458</u>
Net Assets - End of Year	<u>118,246,028</u>	<u>101,853,543</u>

BOARD OF DIRECTORS

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Shelley Goldseker
Ana Goldseker
Deby Goldseker
Sharna Goldseker
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Howard M. Weiss

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The Associated: Jewish Community
Federation of Baltimore
David Wilson
President, Morgan State University

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Academic Outreach and Engagement
Morgan State University

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Staines, Wiley & Schutz
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Bank of America, N.A.

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Kate Essex
Program Officer
Teresa A. DeBord
Executive Assistant

COUNSEL

Shale D. Stiller
DLA Piper

ACCOUNTANT

Jason R. Schutz
Staines, Wiley & Schutz

AUDITOR

W. Streett Baldwin
Ellin & Tucker, Chartered

Goldseker

FOUNDATION

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