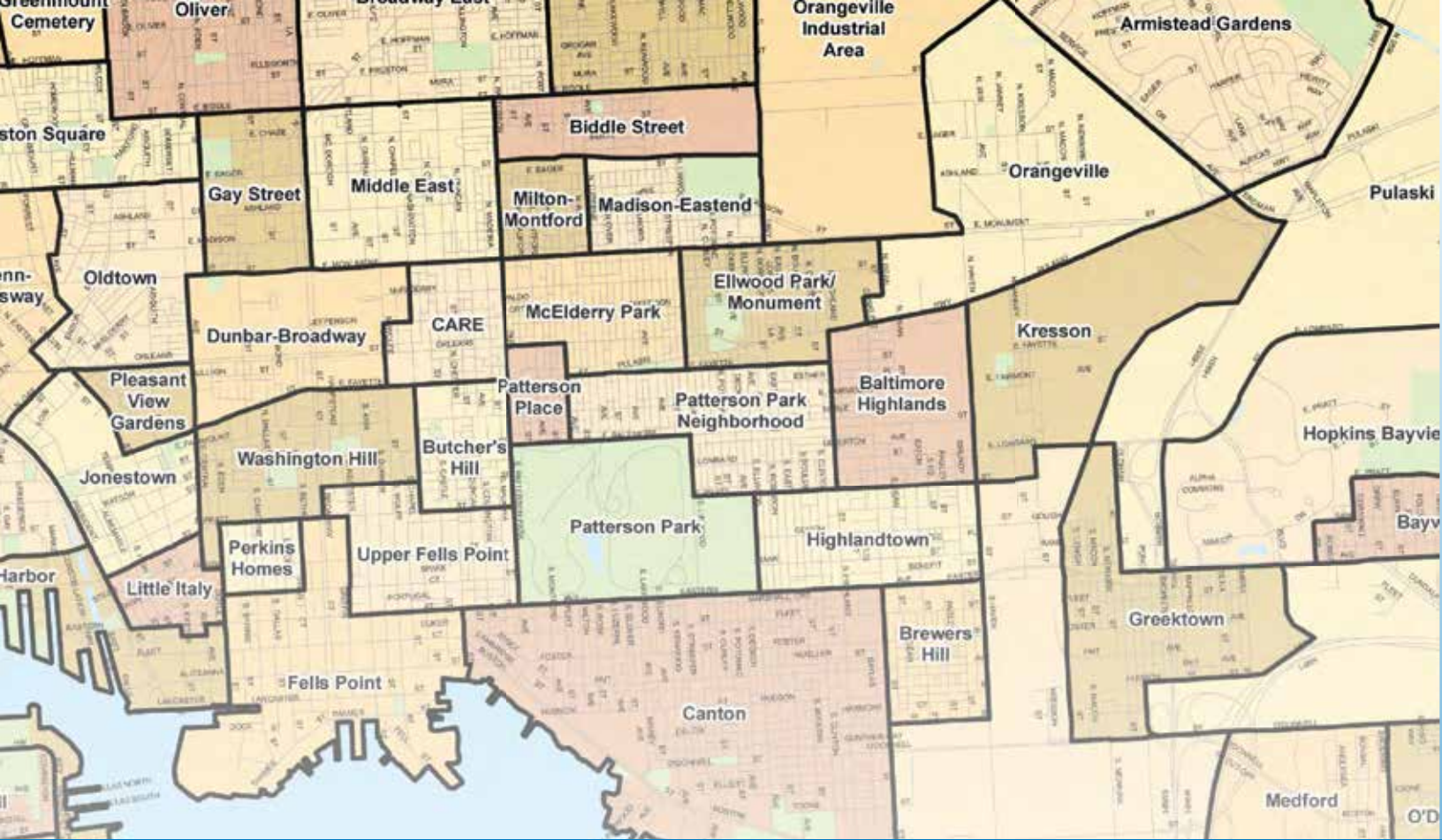


# 2016 ANNUAL REPORT



**SOUTHEAST**  
community development corporation



## MESSAGE FROM OUR DIRECTOR

2016 was a watershed year for the Southeast Community Development Corporation. Our work in YouthWorks and Community Schools exited the pilot phase and became a mainstream component of our work. A number of investors and developers began commercial projects in the Highlandtown Main Street District, including the redevelopment of the iconic Haussner's restaurant site.

There was no longer any question that the residential markets in Highlandtown, Patterson Park and Greektown were robust, and residents were worrying about affordability. Our homeownership incentives began to focus on low- and moderate-income earners in our Healthy Neighborhoods, Live Near Your Work and Spanish-language programs.

We received city-wide recognition for our work. A Baltimore Housing report named the Southeast CDC as the largest provider of employer-assisted housing counseling and the second largest provider of low- and moderate-income housing counseling in the City. Highlandtown was awarded "Best Neighborhood" by City Paper, and the cluster of neighborhoods around Patterson Park and Bayview hospital was cited by the Baltimore Sun as among the City's most diverse.

We ended 2016 with a beginning: the Southeast CDC Board of Directors began a strategic planning process to determine our priorities for the next 3 to 5 years. Our work has helped to position southeast Baltimore as a thriving area with diverse and capable people. As we expand our reach and impact, we are confident that we can work toward a Southeast Baltimore as a new option for people with choice, and a better quality of life for those who live there.

# 2016 HIGHLIGHTS

**\$10,982 raised for three façade grants** for the Highlandtown Main Street commercial district.

**1200 people** attended Highlandtown Main Street outdoor events, activating our public spaces.

**51% of all recipients** of all Live Near Your Work grants were counseled by the Southeast CDC.

**\$432,000** raised for to assist Casa de Maryland renovate the former Belnord theater building for its new Baltimore headquarters.

**6,000+ visitors** attended the annual holiday festivities in Highlandtown, including Small Business Saturday, Holidays in Highlandtown Kick-Off Event and the Highlandtown Train Garden.

**106,129 sq ft** of new commercial space in development in the Highlandtown Main Street district.

**\$460,000** raised for improvements to Library Square to renovate the library, new artistic bus stops and Placemaking projects

**\$2.5 million** leveraged with \$1.2 from the Baltimore Regional Neighborhood Initiative

**1st place award** for Highlandtown—Best Neighborhood from City Paper!

**536 trees planted** by the Southeast CDC and Parks & People Foundation, with assistance from the Chesapeake Bay Trust



Left to right: Customers “shop small” on Highlandtown Main Street; new homebuyer visiting the Southeast CDC at the annual Live Baltimore event; the CDC’s sign greets participants at a home buyer education workshop; residents plant trees outside of Archbishop Borders School. Cover: Residents learn bike mechanics at a community event on Highlandtown Main Street.

## Viva Baltimore! event sparks home buying interest

On May 14, 2016, Southeast CDC held the second annual Viva Baltimore! event to promote homeownership entirely in Spanish. More than 40 people attended. One family came from as far away as New York for the event.

**“This event helps people understand all the parts of the process and how housing counseling can help them along the way. Many Spanish speaking people in the community don’t know that they can buy a home.”**

**-Glenda Sierra- Shultz, Southeast CDC Housing Counselor**

A home tour through Patterson Park and Highlandtown complements the home buyer education.

“People really enjoy seeing the inside of the homes – it makes them excited to own a home.” said Ismael Quezada.

Attracting and retaining home buyers to our communities is a core tenet of the community development program at the Southeast CDC. Latino residents in the greater Highlandtown area already have strong social ties to this community.



## BUILDING A HOMEBUYING MARKET FOR ALL

The Southeast CDC recognizes that many markets make up the homeownership base of modern Baltimore, and we have developed tools for serving as many of those markets as possible. We cannot support a kaleidoscope of homeowners in Southeast Baltimore with just one tool!

These efforts were recognized by a Baltimore Sun editorial that shows that the neighborhoods with some of the highest diversity indexes in the City are those around Patterson Park, where the CDC has focused these efforts.

### In 2016, we developed or implemented:

- Special incentives just for lower income homebuyers that use the Healthy Neighborhoods loan program
- Extra incentives for Hopkins employees to purchase a home in a community impacted by investor foreclosures in the recession
- Housing counseling for housing voucher clients to purchase their first hom
- A mortgage product for residents with alternative forms of credit



# 1122

people attended our Group Home Buyer Education Classes (in-person and online)

# 780

households received 1-on-1 housing counseling

# 150+

seniors received housing and financial service

# 500+

households obtained down payment and closing cost assistance



# TRANSFORMING PUBLIC SPACES

## VIBRANT MURALS AND A BIKE TOUR!

Highlandtown, Patterson Park, and the surrounding neighborhoods have seen an increase in public space improvements—especially murals this year.

In Highlandtown, murals and lighting were installed along Eastern Avenue at both Eaton and Grundy streets in the Highlandtown Main Street district.

In Patterson Park, residents transformed an alley into an urban backyard creek that invites residents to dip in their toes and relax.

Events to celebrate these and other public spaces were held, bringing together more than 1200 community members, 40 of whom took the first ever Mural Bike Tour of Southeast Baltimore!

## IMPROVING GREEN SPACES

The Southeast CDC and Patterson Park Audubon Center collaborated to transform underused green spaces into gardens for birds and people. Together, the organizations have completed three gardens with another on its way in 2017.

Audubon, Southeast CDC, and 12 gardeners and community volunteers built raised beds for new plants to attract needed vegetable garden pollinators at Conkling Street Garden. Thanks to collaboration among neighbors, partner organizations and funders, this unique space is thriving.

At the site of a previously built Audubon-supported native bird garden in Greektown, the CDC supported a second project to install a community vegetable garden. A “Día de Jardinería (Gardening Day) involved 13 adult residents and 10 children in the assembly of the other raised beds. This project builds momentum for an upcoming tree planting planned for those same blocks.

## INCREASING THE TREE CANOPY IN SOUTHEAST

The Southeast CDC, in partnership with organizations like Parks & People Foundation and Blue Water Baltimore, has been at the forefront of a sustained push to add trees to the landscape of neighborhoods in Southeast Baltimore, most recently with the help of a \$75,000 grant from Chesapeake Bay Trust, to connect existing tree plantings while expanding the overall tree canopy in the Greater Highlandtown area.

With additional support from the Parks & People Foundation, we planted 536 trees in 2016 in Highlandtown, Patterson Park and Baltimore Highlands.

This is just the most recent in an effort that goes back a decade—the CDC has planted, with the community and partners, over 1,000 trees.

## WHAT IS TO COME IN 2017

We’re in the planning phase for large-scale projects for the Fayette Street and Highland Avenue corridors, including TWO new bus stop sculp-

tures, two- and three-story murals, new lighting and a reading garden at the Patterson Park branch library in Library Square.



## FAMILY STABILITY HIGHLIGHT

Melanie\* entered the Family Stability Program in the summer of 2016. She works at a school and in past years had been hired for a summer position, but this year she unexpectedly found herself without summer work.

At the same time, her child's father lost his job and she stopped receiving child support. As a result, Melanie fell behind on her utility bills. When she applied to the program, she had received a turn off notice for her electricity and her balance for her electricity and water bills had become unmanageable.

**“I am so happy that my sister told me about the program...now I can pay my bills on time and save money. Before I was so stressed out thinking what can I do to manage my money better and the program helped me to do just that.”**

—Melanie, Family Stability Program client

The Family Stability Program helped her with her BGE and water bill debts. Over the next few months, Kate, our case manager, and Melanie worked together on creating a budget and setting goals for spending and savings.

Melanie has changed her money habits and is now able to pay her bills each month, while also saving money out of each paycheck. She has enough money saved now that she could weather a few months of unemployment, should the unexpected happen again.

*\*Client name has been changed to protect their privacy*



## STRENGTHENING FAMILIES THROUGH COMMUNITY SCHOOLS

In its third year of operation, the Community School initiative at Highlandtown Elementary/Middle School #237 includes a full-time Community School Coordinator (CSC), a Family Stability Case Manager as well as two graduate interns from the University Of Maryland School Of Social Work.

The Community School team communicates a fundamental message at the center of the school's operations: Highlandtown #237 cares very deeply about its families, and is striving to bring as many layers of support to help parents shepherd their students toward future success.

### John Ruhrah now a “Community School”

This year we became the community school partner to John Ruhrah Elementary/Middle School in Greektown.

In almost every way John Ruhrah was already a community school; its staff welcomes partnership and encourages parent involvement and leadership. What the school needed, and the CDC could provide, was a more coordinated effort to increase parent involvement, which is a strong indicator of student success.

One of our new programs is Fridays Together/Viernes Juntos, where parents join their

kids for programming like Zumba, yoga, art-making and reading. The program was created because parents asked for more recreational activities to share at school with their kids.

### Family Stability

The Family Stability Program, developed and funded by United Way of Central Maryland, helps families at three schools work toward financial stability.

Typically the families have fallen behind on their rent or utility payments, and may have even received an eviction or utility turn off notice.

We help the family resolve the immediate crisis and work with the family for up to a year, creating and realizing individualized goals to improve the family's economic situation. Forty-four families have been served by the program so far, including 23 who were enrolled in 2016.



Community School Coordinator Margie Hatch celebrates with students at local event; Highlandtown Elem/Mid #237 Green Team prepares plants for classrooms.



## CULTIVATING LEADERSHIP IN SOUTHEAST BALTIMORE

### CONNECTING YOUTH TO WORK

Increasing older youth employment is an opportunity for Southeast and the experience that many teens ask for. It was the impetus for the Southeast Youth Collaborative, a group of nine community-based organizations that partner on a summer program to provide work experience in neighborhoods, job readiness training, leadership development and community engagement. In 2016, the Collaborative hired 65 YouthWorkers who maintained community spaces and supported summer camps. They learned about racial justice issues, civic engagement and how to combat harassment in public spaces.

### COMITÉ LATINO

The Southeast CDC organized initial meetings with a small group of Latina mothers to discuss their neighborhood priorities. After the third meeting, the word got out about the “Comité” monthly gatherings and the group quickly grew. The “Comité Latino de Baltimore” (Baltimore Latino Committee) as an elected Board, registered itself with the City, and maintains monthly meetings with visits from local police officers, Catalina Rodriguez of the director of the Mayor’s Office of Immigrant and Multicultural Affairs, the First District Councilperson-Elect, Zeke Cohen, among others.

### NEW BOARD MEMBERS

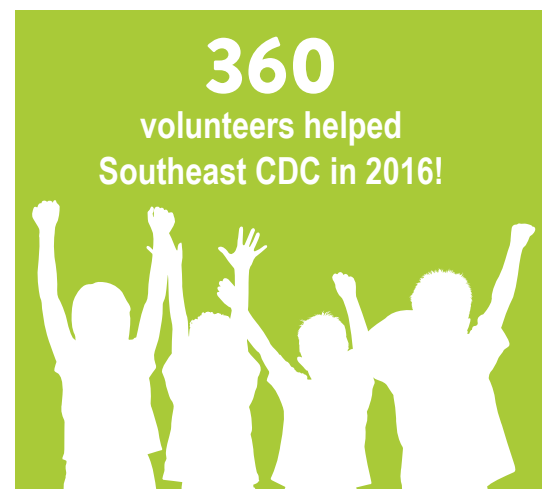
Southeast CDC welcomed three new board members in 2016. Liz Copeland’s candidacy for the 1st district council seat brought her intimate knowledge of the neighborhood, while her tenure on the Liquor Board provides innovative ideas for the Highlandtown Main Street District. Diana Gaines, a mortgage lender in an earlier life, successfully renovated an entire block of vacant homes in the CARE community while Robbyn Lewis parleyed her experience as a public health advocate and community activist into a seat in the Maryland House of Delegates. All are examples of new leadership in SE Baltimore—individuals seizing the initiative to improve our community.

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**“I feel self-assured about what I can do...so for the future I believe it’s this—confidence in oneself, to not be afraid.”**

—Fabiola Lopez, after saying she felt empowered to report a vacant home on her block and to report people entering the home

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# FINANCIALS

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## SOUTHEAST COMMUNITY DEVELOPMENT CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

As of June 30,	2016	2015
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 68,048	\$ 242,326
Investments	1,068,625	1,094,623
Property and Equipment	2,397,730	2,479,687
Other Assets	1,089,445	921,568
<b>TOTAL ASSETS</b>	<b><u>\$ 4,623,848</u></b>	<b><u>\$ 4,738,204</u></b>
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 175,930	\$ 115,083
Long-Term Liabilities (Rental Property)	2,037,365	1,948,751
Other Liabilities	186,449	244,341
<b>TOTAL LIABILITIES</b>	<b><u>2,399,744</u></b>	<b><u>2,308,175</u></b>
Unrestricted Net Assets	2,224,104	2,430,029
<b>TOTAL NET ASSETS</b>	<b><u>2,224,104</u></b>	<b><u>2,430,029</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 4,623,848</u></b>	<b><u>\$ 4,738,204</u></b>

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# FINANCIALS

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## SOUTHEAST COMMUNITY DEVELOPMENT CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF ACTIVITIES

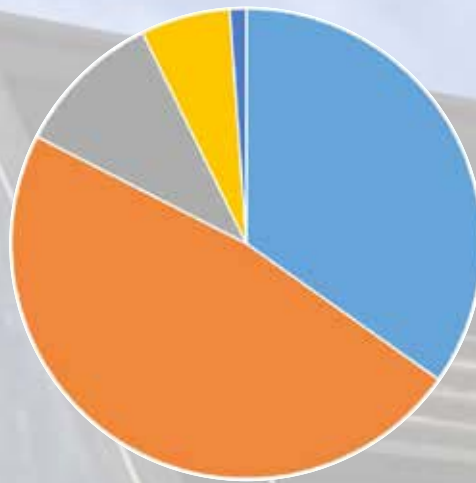
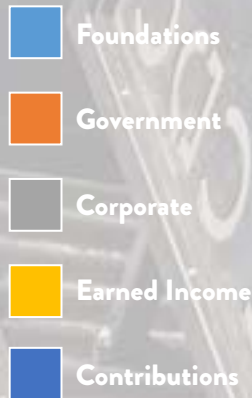
**For the Years Ended June 30, 2016 and 2015**

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	<u>2016</u>	<u>2015</u>
<b>SUPPORT AND REVENUES</b>		
Grants and Contributions	\$ 1,272,982	\$ 1,042,947
Earned Income	<u>197,501</u>	<u>263,271</u>
<b>TOTAL SUPPORT AND REVENUES</b>	<u><b>1,470,483</b></u>	<u><b>1,306,218</b></u>
<b>EXPENSES</b>		
Program Expenses	1,579,234	1,343,340
Management and General	<u>97,174</u>	<u>100,076</u>
<b>TOTAL EXPENSES</b>	<u><b>1,676,408</b></u>	<u><b>1,443,416</b></u>
Income (Loss) Before Assignment of Net Assets	<b>(205,925)</b>	<b>(131,906)</b>
	<u>-</u>	<u>-</u>
<b>CHANGE IN NET ASSETS</b>	<b>(205,925)</b>	<b>(131,906)</b>
Unrestricted Net Assets - Beginning of Year	2,430,029	2,561,935
Change in Reporting	<u>-</u>	<u>-</u>
<b>UNRESTRICTED NET ASSETS - END OF YEAR</b>	<b>\$ <u><u>2,224,104</u></u></b>	<b>\$ <u><u>2,430,029</u></u></b>

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# Southeast CDC Operating Income for 2016\*



\*calendar year 2016

## We thank our funders for their generous support!

Abell Foundation

Baltimore City Public Schools

Baltimore Community Foundation

Baltimore Development Corporation

Baltimore Housing

B B & T

Chesapeake Bay Trust

Department of Housing and Urban Development

Enterprise Foundation

Equitable Foundation

Family League of Baltimore

Goldseker Foundation

Healthy Neighborhoods, Inc.

Highlandtown Business Association

Johns Hopkins Bayview Medical Center

Johns Hopkins University

Joseph and Harey Meyerhoff Family Charitable Funds

Maryland Department of Housing and Community Development

The Charitable Foundation

United Way of Central Maryland

Wells Fargo Housing Foundation

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