



**SOUTHEAST**  
community development corporation

The background of the cover is a photograph of an outdoor community event at dusk. People are seated at round tables on a grassy lawn, with several large, closed patio umbrellas. In the background, a multi-story brick building is illuminated by warm interior and exterior lights. A large tree trunk is visible on the right side of the frame.

# 2017

ANNUAL REPORT



## Message from the Chair of the Board of Directors

Baltimore is a great American city and is only getting better. Revitalization is occurring in so many areas, attracting new residents from outside the City and State, new businesses and new investment. Despite the picture painted in the media, I see a different Baltimore when I walk the streets of Southeast Baltimore and Highlandtown.

The Highlandtown Main Street District is a program of the Southeast CDC. As a Main Street program “embedded” in a larger organization, it is the beneficiary of all the talents and capacity of the Southeast CDC. The impact is visible. Southeast CDC helped to kick off the revitalization by acquiring the property that became the new Southeast Anchor of the Enoch Pratt Free Library and the old Patterson Theater that became the Creative Alliance.

Between these anchors, in-fill development and redevelopment are signs of the changes happening in areas like Highlandtown, where neighborhoods don’t have to have a water view to be attractive and healthy. Millions of dollars of private investment have transformed five major buildings into vibrant, tax paying properties, along with a million dollar public investment in streetscape, transit and Placemaking projects.

The Board of the Southeast CDC brings its experience and efforts to this commercial district and many other projects because we see Southeast CDC’s impact on the quality of life in Southeast Baltimore.

Thank you for your support.

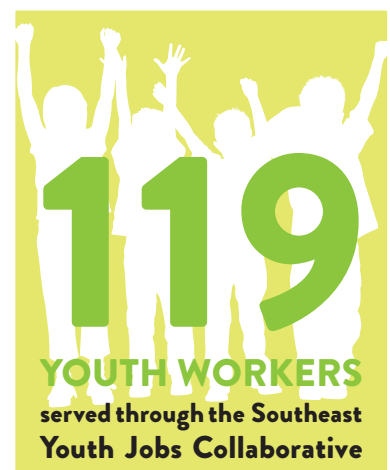
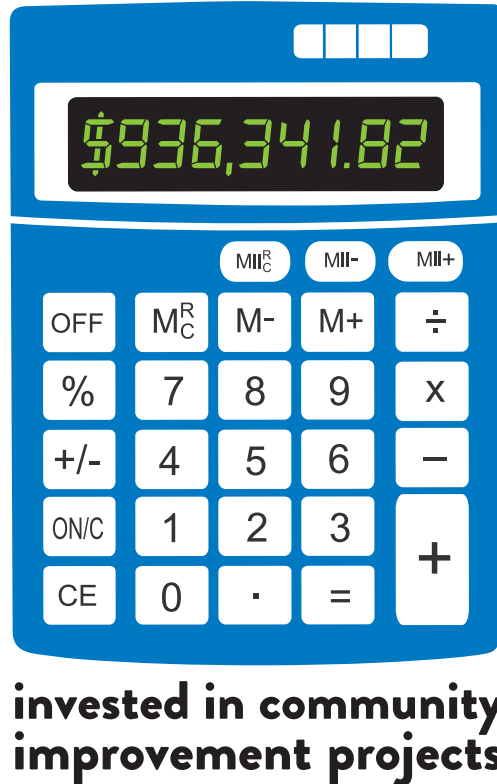
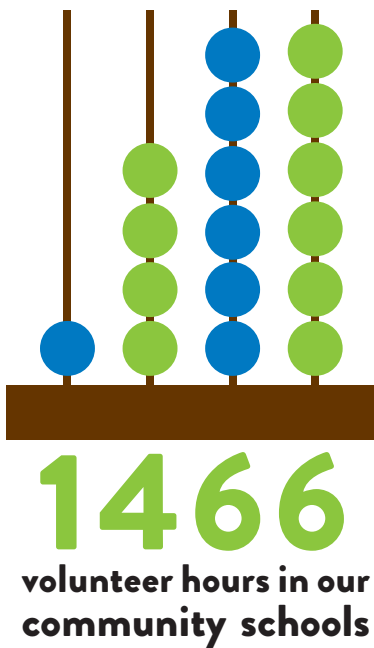
Doug Schmidt



# SOUTHEAST

community development corporation

## 2017 IN REVIEW





## Southeast CDC welcomes new Spanish Speaking staff!



### Miguel Coello

#### Bilingual Director of First Impressions and Administrative Assistant

Miguel Coello is a first generation immigrant from Honduras. He has worked with other non-profit organizations in workforce development in Maryland. He welcomes clients in person and by phone in English and Spanish. In addition to handling front desk administrative duties, Miguel handles book keeping and scheduling.



### Karol Snyder

#### Bilingual Housing Counselor

Karol Snyder (pictured, right) is a new housing counselor at Southeast CDC. She came to the U.S. after finishing college in her home of Peru. She works to help English and Spanish speakers buy their first home. In her first 3 months, she completed more than 100 hours of training to become a fully certified housing counselor. In her spare time, Karol loves to spend time with her dog, ride her bike, and eat!



## IMMIGRANT HOMEOWNERSHIP

Like many community organizations, homeownership is the bedrock of Southeast CDC's community revitalization strategy. We are a dedicated partner with Baltimore Housing and Live Baltimore in promoting city living. Our Housing Counseling department helps new and existing residents achieve homeownership by providing pre-purchase counseling services. Homeownership counseling helps aspiring homeowners learn the steps in buying a home as well as the key players in the process. Our program helps our clients save money, qualify for down payment assistance programs, and apply for tax credits.

With the support of the Abell Foundation, Southeast CDC put more than 50 Limited English Proficiency (LEP) clients on the path to homeownership in 2017.

Most of the clients were recent Latino immigrants and refugees from the Baltimore International Resettlement Center (IRC). All of the participants in the IRC program have more than two years of work history in the U.S. Southeast CDC housing counselors guided clients through home purchase preparation in group classes and one-on-one counseling to ensure that clients are ready to take on the responsibilities of homeownership. New Americans are eager to put down roots in the U.S. but need to learn about the United States finance, real estate and insurance process and procedures. Clients also learn about banking, budgeting, credit, taxes and insurance.

Southeast CDC counseling department is also invested in helping homeowners who are at risk of losing their homes to mortgage and tax sale foreclosure through the provision of default and delinquency counseling services.





## SPOTLIGHT ON LIBRARY SQUARE

Library Square, a small city-owned park that bridges Fayette and Pulaski Streets between Patterson Park and McElderry Park, is known today for its namesake—the Patterson Park branch of the Enoch Pratt Free Library that sits at its eastern border. The area used to have another name, Belnord Square, named for the historic Belnord Theater that closed in 1969 and was converted to a number of uses—the final one, a furniture store.

Library Square was the focus of revitalization efforts in this area a decade ago, but in 2009 those efforts stalled because of the recession.

Around 2013, a group of community stakeholders called Friends of Library Square came together, spearheaded by Southeast CDC and Banner Neighborhoods and with investment from the Baltimore Community Foundation, to draft a new Revitalization Plan for Library Square.

Much has changed since. Blue Water Baltimore constructed 1,000 square feet of engineered rain gardens through the park area. Patterson Park Audubon Center created a new bird-friendly garden and mural at the site of a once crumbling building. Southeast CDC made Library Square a focus area of its Maryland Department of Housing and Community Development BRNI investments, which included renovations to Banner Neighborhoods new headquarters; improvements to Banner's former office space for a new non-profit tenant, The Intersec-

tion; capital for CASA de Maryland's new headquarters at the former Belnord Theater; interior improvements, a restored historic entrance and a new reading garden at the Patterson Park Library; new custom fencing; two new sculptural bus shelters to debut in spring 2018; and more trees along Fayette Street.

### INVESTMENT

**\$1.2 million**

amount invested by  
Southeast CDC since 2014

**\$12.3 million**

amount leveraged by  
this investment

What's to come in 2018?

The Southeast CDC, in partnership with Waterfront Partnership's Healthy Harbor Initiative, Blue Water Baltimore and Friends of Library Square, with investment from Chesapeake Bay Trust, will begin a greening stewardship program to ensure the gardens in and around Library Square are cared for by a team of resident volunteers.

The Southeast CDC will complete two Healthy Neighborhoods-funded block projects on adjoining residential blocks and make facade improvements to 10 homes in Library Square.

CASA will begin historic renovations to the Belnord Theater, which will be re-

stored to its original facade and become the capstone to Library Square revitalization efforts. When it opens, CASA's new headquarters will house expanded vocational training, employment services, after-school programs and more. CASA will join Banner Neighborhoods, The Intersection, Baltimore Curriculum Project and William Paca Elementary School to form a hub of family-centered programming around Library Square.



**"No longer merely a pathway to somewhere else, Library Square will be a unique community and ecological destination that is beautiful, safe and vibrant."**

*Vision for Library Square, Revitalization Plan for Library Square,  
May 5, 2014*



## HOW DID YOU PARTNER WITH SOUTHEAST CDC IN LIBRARY SQUARE?



"Working with Southeast CDC enabled the Friends of Library Square to have **family friendly events to unite our community**. *Summer In The Square* was a series of entertaining activities for our residents to reclaim Library Square. Southeast CDC assisted Friends of Library Square with funding, publicity and manpower that enabled us to boost these activities which included Movie Nights, Concerts, Cook-Outs, school supply give-always and fun and games."

*Cheryl Bryant, Chair, Friends of Library Square*



# HOW DID YOU PARTNER WITH SOUTHEAST CDC THIS YEAR?



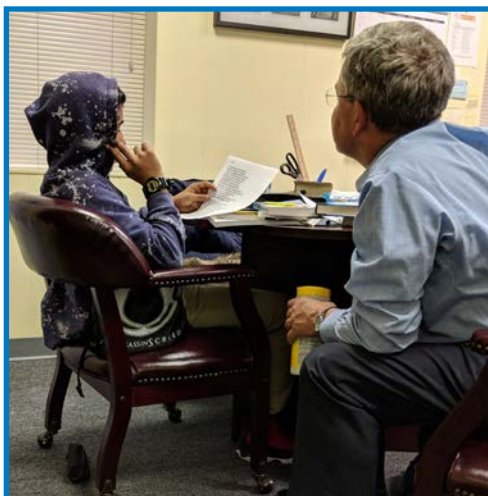
"As an **artist and small business owner**, it is important to me to build connections with the local community. The Highlandtown Art Walk has become the catalyst for my marketing each month—a way to connect with residents and visitors to the area, develop and grow workshops, and even gain new commissions."

*Beth-Ann Wilson, owner of Night Owl Gallery, a venue and coordinating member of the Highlandtown First Friday Art Walk, a monthly event organized by Highlandtown Main Street and Highlandtown Arts & Entertainment District.*



"We are excited about our **new community school partnership** with Southeast CDC. This year we launched a new "Parents as Partners" volunteer program, and brought several new leadership opportunities to the school for our students. We are excited to announce we are recycling and partnering with Amazing Grace Lutheran Church to work in their community garden!"

*Jael Samuel, principal at Tench Tilghman Elementary/Middle School, a Southeast CDC Community School*



"I am a **volunteer tutor** for Northstar Baltimore. I love the personal relationship we develop with our mentee's and their families. The kids need support that is easy to provide, and for investing just a little time I get so much more back. It's the most fulfilling thing I do, and I look forward to it as the highlight of every week!

*Bill Carruth, volunteer tutor in Northstar Baltimore, a student tutoring partnership between Southeast CDC's Community Schools and Martin Pollack Project*



# THANK YOU

to our funders for their  
generous support!

Abell Foundation

The Annie E. Casey Foundation

Baltimore City Schools

Baltimore Community Foundation

Baltimore County Maryland

Baltimore Development Corporation

Baltimore Equitable Insurance Foundation

BB&T

Capital One

Chesapeake Bay Trust

Columbia Bank

Community Development Block Grant

Family League of Baltimore

France-Merrick Foundation

Fund for Educational Excellence

Goldseker Foundation

Healthy Neighborhoods, Inc.

Housing and Urban Development

Johns Hopkins Bayview Medical Center

Johns Hopkins University

MD Dept. of Housing and Community Development

Meyerhoff Family Charitable Funds

Neighborhood Housing Services

TD Charitable Foundation

United Way of Central Maryland

Wells Fargo

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Sonja Wells  
City First Bank

# FINANCIALS

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

For the Years Ended June 30, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<b>SUPPORT AND REVENUES</b>		
Grants and Contributions	\$ 1,458,745	\$ 1,272,982
Earned Income	322,988	197,501
<b>TOTAL SUPPORT AND REVENUES</b>	<u><b>1,781,733</b></u>	<u><b>1,470,483</b></u>
<b>EXPENSES</b>		
Program Expenses	1,877,055	1,579,234
Management and General	59,626	97,174
<b>TOTAL EXPENSES</b>	<u><b>1,936,681</b></u>	<u><b>1,676,408</b></u>
*Income (Loss) Before Assignment of Net Assets	<b>(154,948)</b>	<b>(131,906)</b>
	<u>-</u>	<u>-</u>
<b>CHANGE IN NET ASSETS</b>	<b>(154,948)</b>	<b>(205,925)</b>
Unrestricted Net Assets - Beginning of Year	2,224,104	2,430,029
Change in Reporting	<u>-</u>	<u>-</u>
<b>UNRESTRICTED NET ASSETS - END OF YEAR</b>	<b>\$ <u>2,069,156</u></b>	<b>\$ <u>2,224,104</u></b>



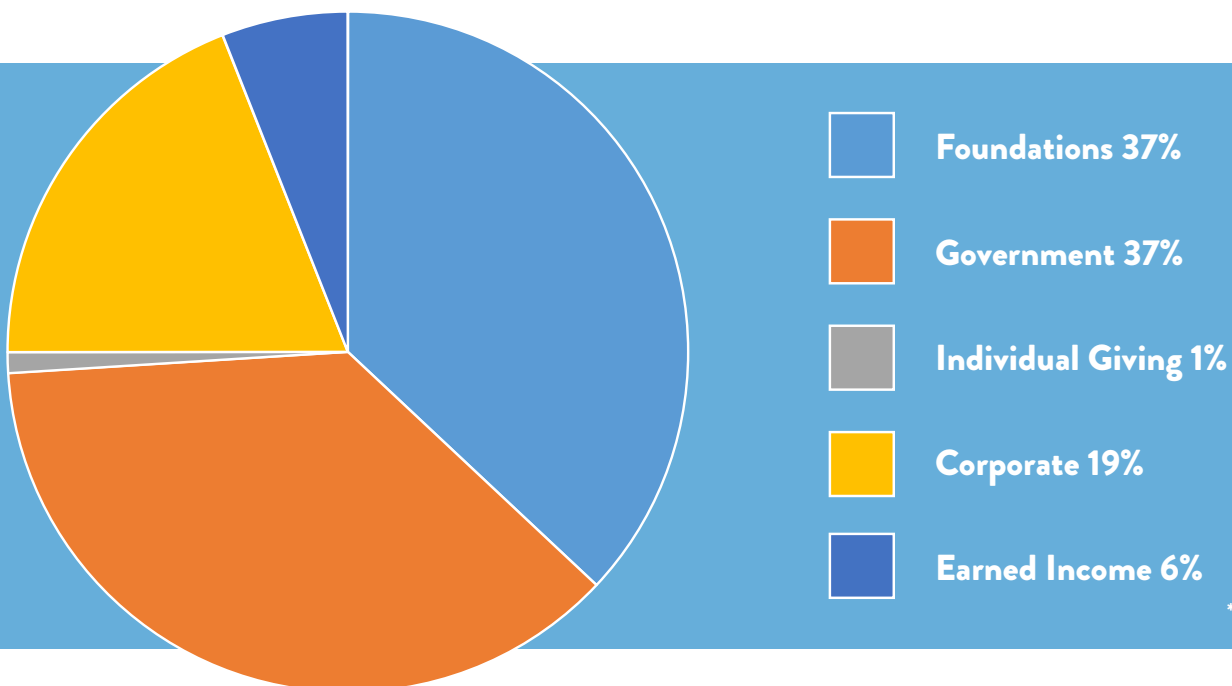
**Southeast CDC  
Operating Income  
for 2017\***



# FINANCIALS

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

As of June 30,	2017	2016
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 172,834	\$ 68,048
Investments	1,072,684	1,068,625
Property and Equipment	2,315,415	2,397,730
Other Assets	1,126,567	1,078,431
<b>TOTAL ASSETS</b>	<b>\$ 4,687,500</b>	<b>\$ 4,612,834</b>
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 134,075	\$ 175,930
*Long-Term Liabilities (Rental Property)	2,191,824	2,026,351
Other Liabilities	292,445	186,449
<b>TOTAL LIABILITIES</b>	<b>2,618,344</b>	<b>2,388,730</b>
Unrestricted Net Assets	2,069,156	2,224,104
<b>TOTAL NET ASSETS</b>	<b>2,069,156</b>	<b>2,224,104</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 4,687,500</b>	<b>\$ 4,612,834</b>



\*calendar year 2017



Southeast CDC tours Baltimore's Inner Harbor with Healthy Harbor Initiative and residents from Southeast Baltimore.