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
2017 IN REVIEW

5,000+ visitors attended events on Highlandtown Main Street

$936,341.82

600 HOUSEHOLDS received 1:1 counseling

877 PEOPLE ATTENDED Group Home Buyer Education Classes

81,890 POUNDS OF FOOD distributed to Southeast CDC community school families

1466 volunteer hours in our community schools

$55K in financial assistance to school families at risk of losing their homes

9 CLEAN UPS

119 YOUTH WORKERS served through the Southeast Youth Jobs Collaborative

150 SENIORS received housing and financial services
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.
ALL ABOUT SOUTHEAST CDC’S HOUSING COUNSELING PROGRAM

HOUSING COUNSELING
SAFE
GOAL SETTING
PURCHASE
AFFORDABILITY
ACCESSIBLE
LOAN
TRUSTED
SAVINGS
CONTRACT
EDUCATION
TAX
CREDITS
STEPS TO
BUYING
A HOME
INCOME
HEDUCATION
FIRST TIME HOMEBUYER
HOMEOWNERSHIP
SUSTAINABLE
OWNERSHIP
STABLE
8-HOUR CERTIFICATE
Baltimore
Community
neighborhoods
closing cost assistance
weath
creation
HEALTHY
PITI
money
SAVE
mortgage
HOME
CLASS
HOUSING
COMMUNITY
Ascotd
ONE-ON-ONE
appointment
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 Intersection; 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.

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 began 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 restored 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.

**INVESTMENT**

- **$1.2 million** amount invested by Southeast CDC since 2014
- **$12.3 million** amount leveraged by this investment
“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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Workshop Development
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Vice Chair
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Live Baltimore
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Ballard Spahr LLP
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Obrecht Commercial Real Estate
Carolyn Krysiak
Maryland General Assembly (ret'd)
Robyn Lewis
Maryland General Assembly
Mark Parker
Breath of God Lutheran Church
Carlos Plazas
Planned Parenthood
Matthew Seward
Cushman & Wakefield
Anne Stahl
Clockwork
Elaine Welkie
Johns Hopkins Bayview Medical Center
Sonja Wells
City First Bank

THANK YOU to our funders for their generous support!
## Support and Revenues

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and Contributions</td>
<td>$1,458,745</td>
<td>$1,272,982</td>
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<tr>
<td>Earned Income</td>
<td>$322,988</td>
<td>$197,501</td>
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<td><strong>Total Support and Revenues</strong></td>
<td><strong>$1,781,733</strong></td>
<td><strong>$1,470,483</strong></td>
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## Expenses

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<tbody>
<tr>
<td>Program Expenses</td>
<td>$1,877,055</td>
<td>$1,579,234</td>
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<tr>
<td>Management and General</td>
<td>$59,626</td>
<td>$97,174</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,936,681</strong></td>
<td><strong>$1,676,408</strong></td>
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*Income (Loss) Before Assignment of Net Assets

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<tr>
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<th>2016</th>
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<tbody>
<tr>
<td></td>
<td>$(154,948)</td>
<td>$(131,906)</td>
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<tr>
<td><strong>Income (Loss) Before Assignment of Net Assets</strong></td>
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## Change in Net Assets

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<th>2016</th>
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<tbody>
<tr>
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<td>$(154,948)</td>
<td>$(205,925)</td>
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## Unrestricted Net Assets - Beginning of Year

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<tr>
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<th>2016</th>
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<tbody>
<tr>
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<td>$2,224,104</td>
<td>$2,430,029</td>
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## Change in Reporting

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<tbody>
<tr>
<td></td>
<td>-</td>
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## Unrestricted Net Assets - End of Year

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2,069,156</td>
<td>$2,224,104</td>
</tr>
</tbody>
</table>

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**Southeast CDC Operating Income for 2017***
# Financials

SOUTHEAST COMMUNITY DEVELOPMENT CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

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

*calendar year 2017
Southeast CDC tours Baltimore’s Inner Harbor with Healthy Harbor Initiative and residents from Southeast Baltimore.