



Children's Scholarship Fund Baltimore
FY 2018 ANNUAL REPORT

2018

2017



OPPORTUNITIES
IN EDUCATION





As we begin our 20th academic year, Children's Scholarship Fund Baltimore is thrilled to continue improving the lives of low-income families in Baltimore. Your donations helped us send 275 scholars to the schools that best suit them. As CSFB grows, we are excited to invest and see what is in store for the future.

OUR MISSION AND PROGRAM

CSFB is Baltimore's need-based, non-denominational program providing low-income Baltimore City families with tuition assistance for their children to attend K - 8th grade at the school of their choice.



DURING THE LAST SCHOOL YEAR...

CSFB provided
tuition
assistance to
275 students

CSFB scholars
attended
41 schools

Scholarships
are partial
with families
paying a
minimum of
\$500/year
per student

Every family
who received a
CSFB scholarship is
below the
median
income level.
All of our families
qualify for free and
reduced lunch programs.

All students from a family **randomly selected** from our waiting list are eligible for **tuition assistance** through eighth grade if the family's income continues to qualify them for the program.

Nationally, 22 CSF affiliates have provided scholarships worth almost **\$741 million** to more than **166,000 students.**



"School choice provides equal opportunity and CSFB provides this. We fund devoted parents and guardians who care about their children. Donating to CSFB is a terrific investment in the future of our city and our world and we have the outcomes to prove it!"

— SUZANNA DUVALL, CSFB FOUNDER

CSFB OUTCOMES...

In Baltimore, data from an independent study and our continued follow-up with alumni measure high school graduation rates and college attendance rates of CSFB scholars. We are happy to report these exceptional results!

97.8% HIGH SCHOOL GRADUATION RATE

And post high school...

- 84% OF OUR STUDENTS ATTEND COLLEGE,
- 11% ENTER THE MILITARY, AND
- 4% ENTER THE WORKFORCE.

CSF scholarships demonstrate that a relatively small philanthropic investment – the average scholarship was \$1,841 – combined with a contribution from the parent, can provide a private school education and a better chance of graduating from high school and attending college.





2017-2018 CSFB SCHOOLS...

Al-Rahmah School
 Archbishop Borders School
 Bais Yaakov School for Girls
 Baltimore Junior Academy
 B'nos Yisroel of Baltimore
 Cardinal Shehan Catholic School
 Carroll Christian School
 Cheder Chabad
 Darchei Noam Montessori
 Friends School of Baltimore
 Greater Grace Christian Academy
 Greater Youth Christian Academy
 H.O.P.E. Academy
 Holy Angels Catholic School
 Immaculate Heart of Mary
 Maryvale Preparatory School
 Mt. Pleasant Christian School
 Mt. Zion Baptist School
 Ohr Chadash Academy
 Our Lady of Victory
 Rosedale Baptist School
 School of the Cathedral

Sisters Academy of Baltimore
 St. Agnes School
 St. Casimir Catholic School
 St. Francis of Assisi
 St. James & St. John Catholic
 Elementary School
 St. Joseph School (Fullerton)
 St. Mark School
 St. Michael/St. Clement
 Catholic School
 St. Peter's Christian Day School
 St. Philip Neri School
 St. Ursula School
 Talmudical Academy of Baltimore
 The Boys' Latin School of Maryland
 The Lamb of God School
 The Odyssey School
 The Unselds' School
 The Waldorf School of Baltimore
 Torah Institute of Baltimore
 Yeshivas Toras Simcha

Lake Clifton High School
 Largo High School
 Maritime Academy High School
 Mercy High School
 Mergenthaler Vocational School
 Merit Israel
 Mesivta High School (Boston)
 Milford Mill Academy
 Milford Mill High School
 Mount Saint Joseph High School
 Mt. Zion Baptist High School
 Ner Israel Beren High School
 Ner Israel Rabbinical College School
 New Town High School
 Notre Dame Preparatory School
 Ohr Hameir Seminary of New York
 Our Lady of Mt. Carmel
 Overlea High School
 Patterson High School
 Paul Laurence Dunbar High School
 Pine Forge Academy

Reginald F. Lewis High School
 Roland Park Country School
 Seton Keough Catholic High School
 Shenandoah Valley Academy
 Shoshana S Cardin School
 Southwestern High School
 St. Francis Academy
 St. Mary's High School
 Talmudical Academy of Baltimore
 The Catholic High School of Baltimore
 Towson High School
 W.E.B DuBois High School
 Waterbury Yeshiva, Connecticut
 Western High School
 Yeshiva Telshe Alumni School
 Yeshiva Toras Chaim School
 Yeshiva Ohr Yissochur
 Yeshivas Toras Chaim
 Yeshivat Rambam
 Yeshiva High of Greater Washington

CSFB ALUMNI ATTEND THESE HIGH SCHOOLS...

Academy for College and
 Career Exploration
 Archbishop Curley High School
 Archbishop Spalding High School
 Bais HaMedrash and Mesivta
 of Baltimore
 Bais Yaakov School for Girls
 Baltimore City College High School
 Concordia Preparatory School
 Baltimore Polytechnic Institute
 Baltimore School of the Arts
 Beth Tfiloh Dahan Community School
 Bnos Yisroel of Baltimore
 Boy's Latin School of Maryland
 Bryn Mawr School
 Calvert Hall College High School
 Civitas High School

Cristo Rey Jesuit High School
 Digital Harbor High School
 Dulaney High School
 Dunbar High School
 Edmondson High School
 Forest Park High School
 Frederick Douglass Senior High School
 Friends School of Baltimore
 Friendship Academy
 Gilman School
 Heritage High School
 Immanuel Christian
 Independence School
 Institute of Notre Dame
 Jemicy School
 Kenwood High School
 Kerrim Academy

CSFB ALUMNI ATTEND THESE COLLEGES AND TRADE SCHOOLS...

Albright College
 Anne Arundel Community College
 Arcadia University
 Baltimore City Community College
 Bais Medrash Toras Chessed
 Benedict College
 Binah Institute
 Bowie State University
 Brandeis University
 Catonsville Community College
 Coppin State University
 Cornell University
 Empire School of Beauty
 Essex Community College
 Fashion Institute of Technology
 Fortis Colleges and Institute
 Frostburg State University
 Greensboro College
 Hebrew Theological College
 ITT Tech
 Johns Hopkins University
 Lackawanna College
 Loyola University of Maryland
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 The New School for Drama
 Thomas Edison State College
 Towson University
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 UMBC
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 Virginia State University
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 Wesley College
 Yeshiva Gedolah of Connecticut
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We thank you today, but our families are grateful everyday they send their children to school!

\$100,000 - \$50,001

CSF, Inc.
Davis Family Foundation
Lockhart Vaughan
Foundation

\$50,000 - \$25,001

Baltimore Next Generation
Investing Event
Clayton Baker Trust
Thomas Wilson Sanitarium
for Children of Baltimore City

\$25,000 - \$15,001

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Foundation
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Huether-McClelland
Foundation
Kate and David Powell
SunTrust Foundation
Venable Foundation
WPW Foundation

\$9,999 - \$5,000

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Virginia T. Campbell
Charitable Gift Fund
Rick, Alexa, Maeva and
Charlotte Corcoran

Kelso Bishop
Family Foundation
M&T Bank
Charitable Foundation
George Roche
Brad and Crickett Woloson
Matthew & Christina Wyskiel
Family Charitable Gift Fund

\$4,999 - \$2,001

14 W Administrative
Services, LLC
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John and Susan Powell
William and Pamela Schlott
Ralph Smith

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(At the direction of Jane and
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Van Dyke Family Foundation
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Judah Zellinger

MATCHING GIFTS

Abell Foundation
Amazon Smile Foundation
Network for Good

*CSFB is grateful for every
donation we receive from
individuals, organizations,
and businesses. If your name
is missing, please contact
bharbinson@csfbaltimore.org.*



JOANNE KNOWS: CELEBRATING 15 YEARS OF SERVICE TO CSFB

Whether you are a parent, student, donor, board member, or anyone else connected to CSFB, we are sure Joanne Sanders has touched your life in one way or another. Her love, dedication, experience, and personal history with CSFB have helped shape the organization into what it is today. This year, we celebrated Joanne's 15th year of service, and could not be more grateful for her contribution to our community.

Joanne first began as a volunteer through a connection with our founder Suzanna Duvall. Joanne recalls Suzanna always saying that she "worked like she was getting paid." Suzanna initially told Joanne that if she got her drivers license she would hire her so she could eventually buy a car. Joanne took this suggestion and moved ahead quickly to secure her license. At first, she was paid a modest stipend for her work. In a matter of months, Joanne formally became part of CSFB. Her initial duties included calling parents, filing paperwork, and working to input information into the database.

One moment stands out to Joanne as pivotal in furthering her career. There was a day where Susanna was out of the office and someone called. Joanne was the only person available to answer the phone and had to help this man out on her own. That same man called a few weeks later and raved about "the girl he spoke to on the phone" saying how helpful she had been and that she should be hired. This praise encouraged and empowered Joanne and helped her sustain the organization through administrative changes and serving parents and schools who have an integral connection with CSFB.

Joanne wants donors to know that "when they donate to CSFB, they aren't just helping a single family, they are helping to change the culture of the entire community through education."

Joanne shares that she truly enjoys every part of the job, but especially meeting and talking to parents. She finds it inspiring to learn of their sacrifices on behalf of their children. "I could do this job for free, I would do this job for free."

One of the things Mrs. Sanders values most about the organization is that although CSFB gives funds away, they do not make the recipients feel like they are "less than." One favorite memory involves a mother who explaining how much she liked how people at CSFB treated her even though they were giving something to her. She felt that "CSFB did not treat her like they were giving a handout."

Joanne's favorite time of the year is the spring when families must submit paperwork to continue to qualify for the program and when new families are coming into the program for the first time. It is satisfying to see everything fall into place. This is also a time she can see how CSFB funding comes alive and into action. She shares that

as rewarding as it is to help so many families already, it is frustrating that she cannot help more. "I want to do more" she says, "I want to find a way to do something further like pay book fees or for after school care." Joanne is always looking for ways to go that extra mile, and it is her passion for her work that makes her presence so valuable to the families we serve.

In the future, Joanne has high hopes for CSFB, and wants to see it expand. Her vision would be for the organization to fund 500 students consistently every year and to expand to serve high school.

"I've learned that no matter what color our skin is, we go through the same things." She says that through this job, she has learned that people all basically have the same issues, and in simple ways need to connect and be heard. Another lesson she has learned is that "society wastes time on constructs



that aren't important. We should be spending more time loving each other." Joanne has a lot of love to give, and it is very evident in her work.

CSFB congratulates Joanne on her extraordinary dedication to the organization and her 15 years of service!

P.S. Ms. Sanders completed her Bachelor of Science degree in May 2018.

Q&A WITH MS. SANDERS

Q: What is your guilty pleasure?

A: Crab cakes

Q: What is your biggest pet peeve?

A: When people represent themselves in a way that is not authentic

Q: What is something quirky about you that no one would know?

A: I collect songs from commercials

Q: What are some of your hobbies?

A: Reading, CNN news and watching tennis

Q: What type of music do you listen to?

A: Everything - gospel, Chase Rice, Meghan Trainor

Q: Do you have any animals?

A: Two cats: Reese's Cup and Luke

Q: What is something fun you like to do with your daughters?

A: They have recently been showing me all these funny things to do with snapchat

FUND THE FUTURE CAMPAIGN

CSFB continued its three-year campaign to raise \$1 million beyond the annual fundraising goal. *Fund the Future* will ensure CSFB has adequate funding for scholarships at the beginning of each school year, rather than at the end. This initiative will allow families to learn of their scholarships a full year before the school session starts — giving parents ample time to find the right school for their children and secure their personal tuition contribution, which is required under our program.

CAMPAIGN CHAIRS TOM KELSO AND DORI BISHOP CONTINUE TO LEAD OUR EFFORTS to date, the campaign has received more than \$960,000 in funding and pledges.

At an event held at the Baltimore Country Club, we heard from and visited with our founder, Suzanna Duvall, several founding trustees and alumnus Joe Flemke, whose mother and grandmother traded cleaning services, so he could attend the Sacred Heart of Mary. Joe graduated from high school, attended college and now works as an Advanced Systems Engineer at General Dynamics Mission Systems.

"If you invest in youth, it will come back to you." — JOE FLEMKE, CSFB ALUMNUS

Incredibly, Joe became a first-time donor to CSFB. His gift serves as an inspiration to us all and reminds us that each of us can change the trajectory of a child's life through the gift of a great education.

WE ARE SO GRATEFUL FOR OUR *FUND THE FUTURE* SUPPORTERS TO DATE:

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"CSFB donors gave my sons opportunity and opened their eyes to a world they might not have seen. Their education became an asset instead of a liability."

— MICHELLE ALSTON, CSFB PARENT

BALTIMORE NEXT GENERATION INVESTING EVENT

The 2017 Baltimore Next Generation Investing Event showcased premier investors who presented their top equity investment ideas of the moment. This unique event featured speakers who rarely share their specific stock ideas in a public forum. These successful world-class investors agreed to speak because the proceeds from the event go to four Baltimore non-profit organizations that help improve educational choices for local children: Children's Scholarship Fund Baltimore, Southwest Baltimore Charter School, KIPP: Baltimore and Next One Up.



2017 SPEAKERS

Kris Jenner, Co-Founder and Managing Director of Rock Springs Capital
Bill Miller, Founder, Chairman, and CIO of Miller Value Partners
Bertie Thomson, Portfolio Manager at Brown Advisory
Jeff Rottinghaus, Portfolio Manager and Vice President at T. Rowe Price

Save the Date to attend the 2018 event on Thursday, November 15, 2018 at a new location - the World Trade Center Baltimore.

For more information visit www.NextGenInvesting.org

THE GATHERING – FABULOUS FOOD, MARVELOUS MUSIC, SUPPORTING SCHOLARSHIPS

The Gathering Food Truck events in Baltimore continue to support Children's Scholarship Fund Baltimore donating a percentage from each event to fund our mission.

Thanks to founder Damian Bohager for his continued support of our work.



SIPS FOR SCHOLARSHIPS: SHAKER SHOWDOWN EDITION

On February 8, 2018 Children's Scholarship Fund Baltimore held its annual Sips for Scholarships event: Shaker Showdown Edition. A collaborative community event, Sips for Scholarships promoted "celebrity bartenders" who donated their time and created innovative cocktails to garner votes from attendees who voted for their favorite concoction. This year's event featured bartenders from three great bar/ restaurants. Ticket sales, tips and sponsorships generated over \$3,000 allowing CSFB to fund one and a half full year scholarships for low income Baltimore families.

Thank you to 14 West, Modern Cook Shop and Old Line for sponsoring and hosting the event.



FINANCIALS

JULY 2017 - JUNE 2018



REVENUE	\$ 732,256
Grants	\$ 436,584
Individual Gifts	\$ 145,193
Children's Scholarship Fund New York	\$ 100,000
Events	\$ 50,479
EXPENSES	\$ 723,325
Program Services	\$ 556,207
Management	\$ 60,016
Fundraising	\$ 107,102
SURPLUS	\$ 8,931

CSFB audited financials are available upon request.

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Children's Scholarship Fund Baltimore

giving parents a choice, giving children a chance

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