



Essex County Community Foundation

Promoting local philanthropy and strengthening the nonprofit organizations in Essex County, MA.

Ayer Mill Clock Tower Turns 100!

October 3rd, 2010 marked the 100th Anniversary of the largest mill clock tower in the world. ECCF celebrated the tower and its keeper, Charlie Waites, with a reception at the Lawrence History Center. ECCF manages the maintenance of the tower through an Endowment Fund established at the Foundation. Learn more about the iconic tower at www.eccf.org.

2011 report

...Making a difference for those who make a difference

This is a report for ECCF's fiscal year 2011 which began July 1st, 2010 and ended June 30th, 2011.

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Dear Neighbors and Friends,

If ever there were a time for a thriving Community Foundation, this is it.

Charitable life in America has reached new levels of challenge and importance this year. When government is in difficult straits, when business is recovering, and when society's needs are growing, the nonprofit sector steps forward. Can charities become more efficient? Can donors give more effectively? Can they work together?

Your Community Foundation is at the heart of the matter. This Report has news of ECCF's life in 2011:

- ◆ Record participation of leaders county-wide at the Institute for Trustees
- ◆ Significant increases in the breadth of grantmaking by ECCF Fund Holders
- ◆ A challenging fundraising year for ECCF and many other nonprofits
- ◆ A game-changing summit of nonprofit leaders in Lawrence
- ◆ 6,800 Massachusetts nonprofits and 275,000 nationwide decertified by IRS as out of business or out of compliance
- ◆ Record attendance at the Youth at Risk Conference in the face of major public budget cuts
- ◆ Wonderful new Trustees and staff helping ECCF expand its services and impact

A year like 2011 shows just how essential it is for Essex County to have its Community Foundation.

- ◆ ECCF fosters our personal inclination toward generosity.
- ◆ ECCF improves the efficiency and governance of our nonprofits.
- ◆ ECCF convenes organizations around our communities' needs and opportunities.

Our heartfelt thanks to the thousands of donors, nonprofit leaders, organizations, and residents that believe in, invest in, and work for charitable life and quality of life in Essex County and in its Community Foundation.

Best wishes,

Dave Welbourn, President and Chief Executive Officer

Joe Grimaldi, Chairman of the Board of Trustees

ECCF is honored to have Joe Grimaldi as its new Board Chair, after serving as Board member since 2007. Joe is President & CEO of Mullen Advertising of Boston, MA and a longtime Manchester resident. Joe and the Foundation's highly talented Board of Trustees are looking forward to guiding ECCF into its next successful growth phase.



OUR PEOPLE

2011 Board of Trustees



Trustees-elect for 2012 Board

Rosalin Acosta, *Amesbury*, TD Bank North
 Matthew P. Doring, *Rowley*, Hinckley Allen Snyder, LLP
 Jonathan Payson, *Beverly*, Wellington Management Company (retired)
 Amelia C. Fawcett DBE, *Manchester*, Guardian Media Group
 Kim Williams, *Newbury*, Weyerhaeuser & E.W. Scripps
 Joe Grimaldi assumes role of Chairman of the Board.

Farewell to Founders



Our Founders, David Tory and Lorraine Jenks, retired in the spring of 2011, leaving the organization well positioned to enter a new period of growth and leadership. With much gratitude, we wish them both bon voyage and joy in their new endeavors.

William Rogers, Chair, Ipswich
 of Counsel

Charles P. von Bruns, Treasurer, Salem
 Community Volunteer

John Brooke, Hamilton
 Brooke Private Equity Associates

Christopher Cowans, Beverly
 Morgan Stanley

David Dearborn, Beverly
 Community Volunteer

Anne Dodge, Manchester
 Community Volunteer

Joe Grimaldi, Manchester
 Mullen Inc.

Allan Huntley, Middleton
 Community Volunteer

Paula Lanigan Jerome, Wenham
 MERSD Enrichment Fund

Patricia Foley Karl, North Andover
 Lawrence Family Development Charter School

Patricia Maguire Meservey, Salem
 Salem State University

Juliet Nagle, Haverhill
 Community Volunteer

Michael Prior, Hamilton
 Atlantic Tele-Network, Inc.

Richard Purinton, Byfield
 Richard Purinton Inc.

Pauline Sheedy, Gloucester
 U.S. Trust Bank of America

Richard Sumberg, Andover
 The Financial Advisors, LLC



Staff

Dave Welbourn, President and CEO
Jay Caporale, Executive Vice President & Director of Philanthropy
Julie Bishop, Vice President of Grants and Services
Carol Lavoie Schuster, Assistant Manager of Grants and Services
Pat Michaud, Donor Services
Kathy Moriconi, Grants and YAR Administrative Coordinator
Susan Perry, Contoller
Jonah Ruh, Communications and Web Manager

2011 Committees

Executive Committee

Christopher Cowans
 Juliet Nagle
 William C. Rogers
 Pauline Sheedy
 Chuck von Bruns
 David Welbourn

Nominating Committee

Christopher Cowans
 David Dearborn
 Joe Grimaldi
 David Welbourn

Finance Committee

Justin Bennincasa, Atlantic Tele-Network, Inc.
 Samuel J. Conte, II, Andover Equity Associates
 John Gebauer, Attorney at Law
 Derek A. Smith, Castel, Inc.
 David Tory, ECCF
 Chuck von Bruns, TDBancnorth Investment Group (retired)

Investment Committee

Pauline Sheedy, *Chair*, U.S. Trust Bank of America
 John Brooke, Brooke Private Equity Advisors
 Thomas Hovey, Cambridge Appleton Partners (retired)
 Becky Linhart, Sharp & Linhart Financial Strategies
 Patricia Roach, State Street Bank and US Trust (retired)
 Richard L. Sumberg, The Financial Advisors
 Chuck von Bruns, TDBancnorth Investment Group (retired)
 John C. Walsh, Brown Brothers Harriman & Co.
 David Welbourn, ECCF

Grants Management Committee

Juliet Nagle, *Chair*, Haverhill
 Julie Bishop, Wenham
 Rick Blain, North Andover
 Nat Cary, Lynn
 Brenda Costello, Manchester
 Barbara DiGuiseppe, Beverly
 Don Hodgman, Wenham
 Paula Iannuccillo, Amesbury
 Holly Langer, Boxford
 Carol Lavoie Schuster, Salem

Heartfelt thanks to all our talented volunteers!

They are 150+ Essex County neighbors providing expertise and leadership to the County's large and influential nonprofit sector. They are grantmakers, financial advisors, teachers, leaders, scholarship administrators and fiduciaries, to name a few.

Greater Lawrence Summer Fund Grants Committee

Josh Miner, *Chair*, Boxford
 Sarah Caffrey Bachand, Lawrence
 Sandra Cannella, North Andover
 Jay Caporale, North Andover
 Lorraine Jenks, North Reading
 Patricia Karl, North Andover
 Kathy Moriconi, Tewksbury
 Holly Langer, Boxford
 Mary Miner, Boxford
 Dick Purinton, Byfield
 Carol Lavoie Schuster, Salem
 David Sullivan, Salem
 Richard Sumberg, Andover
 Pamela Yameen, Haverhill

Hardscrabble Education Fund Grants Committee

Julie Bishop, Wenham
 David Dearborn, Beverly
 Joan Wheeler, Marblehead

Lawrence Development Fund

Elton McCausland, *Chair*, Ipswich
 Thomas Caffrey, Wells, ME
 Emma Greene, Nahant
 Josh Miner, Boxford
 Leonard Wilson, Andover

Merrimack Valley General Fund Grants Committee

Julie Gadziala, *Chair*, Andover
 Rick Blain, North Andover
 Liz Burdeau, Andover
 Peter Caruso, Andover
 Sheila Doherty, Andover
 Patricia Driscoll, Lawrence
 Paul Heggarty, Newburyport
 Patricia Karl, North Andover
 Lisa McDonald, Andover
 Daniel Murphy, North Andover
 Marianne P. Nadel, Chestnut Hill
 Jeanne Scarpa, Andover
 Leonard Wilson, Andover

Women's Fund Grants Allocation Committee

Pat Connolly Atkins, *Chair*, Marblehead
 Susan Barry, Beverly
 Robin Falzone, Manchester
 Helen Glaenger, Manchester

Miranda Gooding, Beverly
 Clare Gunther, Chelmsford
 Linda Harvey, Manchester
 Marcie Hunsaker, Wenham
 Paula Jerome, Wenham
 Sheridan Maguire, Nahant
 Rachel L. Pohl, Beverly
 Debbie Powell, Marblehead
 Susan Robie, Marblehead
 Paula Shorts, Wenham
 Martha Smeallie, Beverly
 Joni Stone, Boxford
 Angela Sweeney, Andover
 Lynn Welbourn, Wenham

Women's Fund Advisory Board

Paula Shorts, *Chair*, Wenham
 Susan Barry, Beverly
 Lynn Bryant, Marblehead
 Pat Connolly Atkins, Marblehead
 Mary Dearborn, Beverly
 Cathy Ebling, Wenham
 Meg Erickson, Beverly
 Robin Falzone, Manchester
 Helen Glaenger, Manchester
 Miranda Gooding, Beverly
 Rebecca Hallowell, Hamilton
 Kathy Harris, Manchester
 Linda Harvey, Manchester
 Marcie Hunsaker, Wenham
 Pam Jaynes, Salem
 Paula Jerome, Wenham
 Myranda O'Bara, Manchester
 Suzanne O'Brien, Essex
 Beth Payson, Beverly
 Jane Phillips, Essex
 Debbie Powell, Marblehead
 Joni Stone, Boxford
 Carol Townsend, Beverly
 Kris Trustey, Wenham

Youth at Risk Conference Committee

Kathy Moriconi, *Coordinator*, ECCF
 Phyllis-Ann Morrissey, *Co-Chair*, Family Continuity, Inc.
 Marian Myers, *Co-Chair*, North-shore Education Consortium
 Maria Avila, MSPCC
 Julie Bishop, ECCF
 Jessica Cohen, Family Continuity
 Matthew Doyle, Health & Education Services
 Patty Gardner-Goodof, North Shore Children's Hospital

Stephanie Lallier, Children's Friend and Family Services
 Stephanie Magdis, Private Practice
 Richard Muzzy, Catholic Charities North
 David Parry, Endicott College
 Linda M. Richards, Department of Mental Health
 Kristina Simon, Family Continuity, Inc.
 Lauren Soules, Northshore Education Consortium
 Jacqui Williams, Department of Public Health

Chair's Council (former ECCF Trustees)

Barbara Almy
 Jack Armitage
 Betty Beland
 Steve Bergholtz
 David Bernard
 Ken Block
 Alexander K. Buck
 Tom Burger
 Susan Coffin
 Magnolia Contreras
 Nat Coolidge
 Christopher Corbett
 William Cunningham
 George Cushing
 Peter Dana
 Judith Eissner
 Mary Flannery
 Kathleen Hines
 Deborah Cowan Hunt
 Lorraine Jenks
 Elaine Kelleher
 Marjorie Kittridge
 Erika Leone
 Nicholas Lopardo
 Elton McCausland
 Tim McKenna
 Barbara Moody
 Deborah Pechet Quinan
 Peter Seamans
 Debra Silberstein
 Liz Silva
 Paula Shorts
 John K.P. Stone III
 Ben Strohecker
 David Tory
 Joseph Trustey
 Tesa Van Munching
 Chris Welles
 Len Wilson

FUND HIGHLIGHTS

The Reid Sacco Memorial Cancer Research Fund was established in honor of Reid Sacco, a courageous young man who was diagnosed with Sarcoma just weeks before his high school graduation in 2003. Driven by his dreams of continuing the plans he had made for his future and despite eventually losing a lung, a kidney and his right leg to the cancer, Reid fought bravely against the disease that eventually claimed his life in April of 2005. During those two years, Reid and his family learned the tragic reality facing adolescent and young adult (AYA) cancer patients: there are very few treatment options for them, and there had been no improvement in survival in this age group in more than 25 years.

Shattered by the loss of their beloved son and brother, Reid's family set out to change the outlook for AYAs stricken with cancer, and began planning events to both raise funds for medical research and raise awareness about the disparity in cancer progress, treatment options, and clinical research for this age group. Reid's family partnered with ECCF in setting up a donor-advised fund with the core purpose of supporting scientific and clinical research aimed at finding better treatments – and someday a cure – for the cancers striking adolescents and young adults.



REID'S RIDE

The primary annual fundraiser for the Reid Sacco Memorial Cancer Research Fund is Reid's Ride, a 28-mile bike-a-thon from Lynnfield to Gloucester held in July, to raise funds for clinical and scientific research that will help find better treatments for cancers affecting adolescents and young adults.

After Reid's passing, his mother, Lorraine Sacco, went right to work organizing the first Reid's Ride, which was held on July 24, 2005, the date that would have been Reid's 21st birthday. On July 18, 2010, the 6th Annual Reid's Ride was held with over 375 cyclists participating and raised over \$135,000.

"Reid told us that one of his dreams had become to ride in a cycling event to raise money for cancer research." -Lorraine Sacco



Our view

- Adolescents and young adults are among our community's most valuable resources, because they are on the advent of the most productive years of their lives – poised to contribute to the richness and improvement of our society.

Our Vision

- To see the day when cancers in adolescents and young adults have become routinely curable.

Our Mission

- To play an important role in realizing that vision through our proactive advocacy and financial support of targeted medical research.

Reid Sacco Memorial Cancer Research Fund

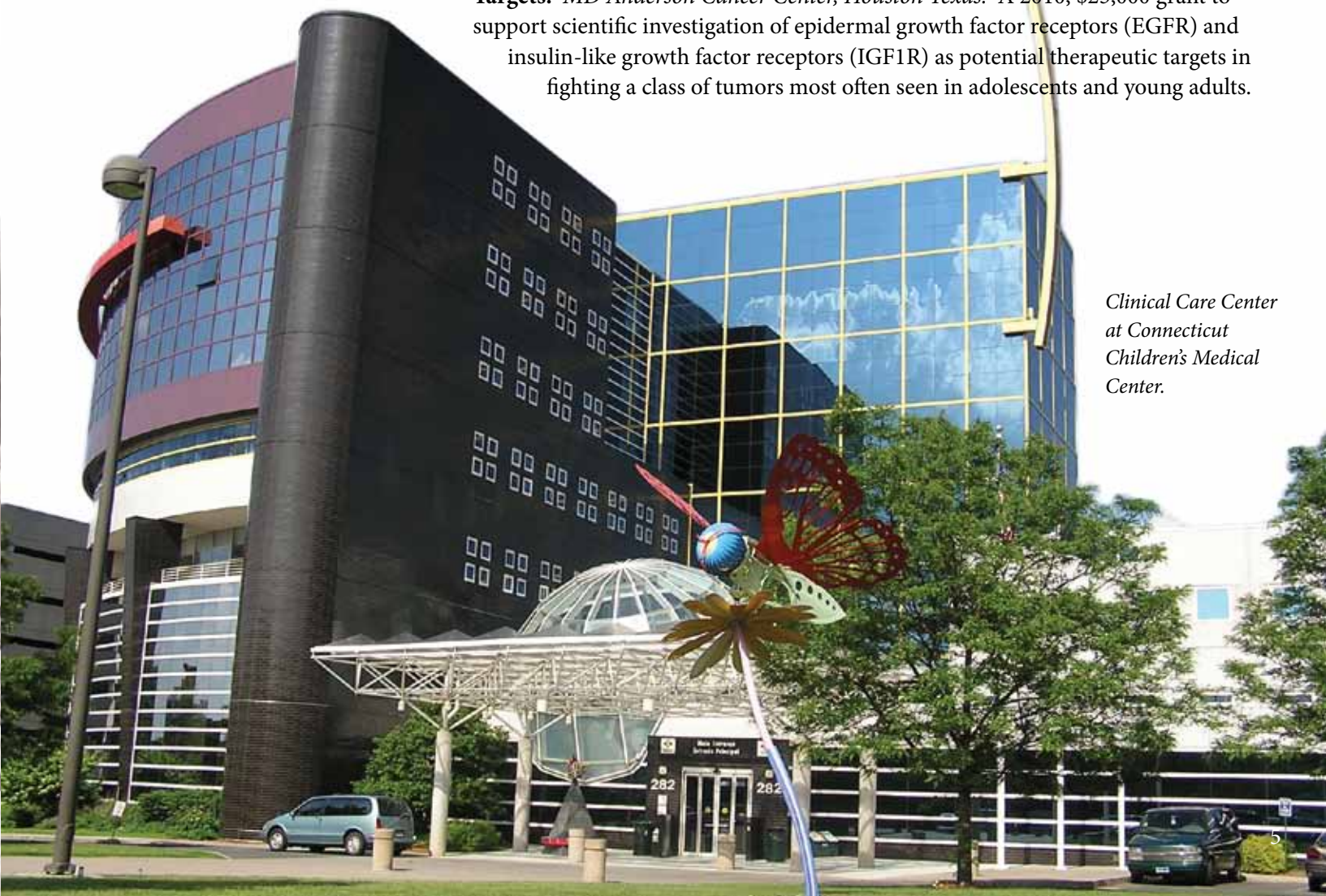
The Impact

Through careful and extensive research into AYA cancer research projects, the Sacco Family selected and funded the following initiatives.

Adolescent & Young Adult Cancer Registry Project. Tufts Medical Center and its Floating Hospital for Children. A 2009, \$10,000 grant to fund a cancer registry project that used a tumor registry and national database in an analysis to evaluate patterns and trends in the incidence and treatment of young adult cancers.

Adolescent & Young Adult Cancer Research Program. Connecticut Children's Medical Center. 2007-2010 grants totaling \$174,525 to help the Connecticut Children's Medical Center establish the Adolescent & Young Adult Cancer Program. The AYA Cancer Program focuses on providing patients aged 14 to 40 with access to the latest clinical trials. As concluded in the Tufts Registry Project, it is through clinical trials that progress is made in improving the chances of surviving cancer. The AYA Cancer Program is dedicated to extending the eligibility of this age group to trials originally restricted to children or to older adults, and by designing and launching new studies specifically for this age group.

Genomic and Molecular Characterization of Cellular Receptors as Therapeutic Targets. MD Anderson Cancer Center, Houston Texas. A 2010, \$25,000 grant to support scientific investigation of epidermal growth factor receptors (EGFR) and insulin-like growth factor receptors (IGF1R) as potential therapeutic targets in fighting a class of tumors most often seen in adolescents and young adults.



Clinical Care Center at Connecticut Children's Medical Center.

Sendzimir Fund

The Sendzimir Fund was established at ECCF in June 2010 by Jan Sendzimir, in his father's name, with the transfer of the assets from the Sendzimir Foundation. Jan was looking for a more cost-effective and simpler way of supporting his philanthropic interests in Poland. ECCF, after consultations with the Polish Embassy and the Council on Foundations, was pleased to be able to meet their needs. As a result, ECCF makes grants from the Sendzimir Fund to support the key environmental protection projects of interest to Jan Sendzimir through his foundation in Poland, Fundacja Sendzimira.

Fundacja Sendzimira

Fundacja Sendzimira was created to help Polish society find solutions to complex environmental, economic and social problems by supporting education, research and practical activities aimed at developing an ecologically conscious civil society, and improving environmental quality. Learn more at www.sendzimir.org.

In December 2010, ECCF assisted in the transfer of a \$35,000 grant to Fundacja Sendzimira to fund 2 projects:

Sustainable Development Program- a 3 week course on sustainable development for a highly selected group of 27 participants to develop and strengthen partnerships with foreign and Polish organizations and institutions active in the field of sustainability.

Policy-Science Interactions: connecting science and policy through innovative knowledge brokering - a project initiated in 2009 with support from the European Commission to develop a conceptual framework for the interface between science and policy-making, focusing on the issues of climate change and water management.



Amanda P. Craig Fund

Mandy Craig spent most of her girlhood summers at Camp Huckins, a YMCA overnight camp for girls on lovely Lake Ossipee in Freedom, New Hampshire. For Mandy, these summers defined who she would become. After a successful career at Fidelity Investments, Mandy retired, but wanted to give back to the community that meant so much to her. She wished for other young girls to have the opportunity to be exposed to a new world through Camp Huckins as she had been. Mandy established a Designated Fund at the Essex County Community Foundation to provide an annual two-week campership for four young girls who would otherwise be unable to attend overnight camp. She worked with the YMCA of Greater Manchester and the YWCA of New Hampshire to select nine year old girls who would best benefit from the experience in hopes that they will return each summer through high school. So if you happen to be passing Lake Ossipee on an August day, look out for four very bright smiles who are enjoying their time at Camp Huckins, thanks to the Amanda P. Craig Fund.



Part of the beauty of ECCF and its family of funds is its ability to foster connections between those who offer help and those in need.

The following story recounts the joy and reflections of a young woman after volunteering with the Play it Forward Giving Circle, an ECCF fund, at the Tracy School in Lynn.

Sharing the Power of Art

By Lisa Truong

For two weeks during spring break, when other high schoolers went on vacation or visited colleges, a group of Pingree School students volunteered their time to the Tracy School and the Lynn community. We arrived early in the morning to set up paint stations and lay out floor protecting tarps. Then after the kids left, we stayed to clean up the chaos that inevitably follows the making of masterpieces. We were on our hands and knees scrubbing paint smears that seemed to want to stay forever in the hundred year old building. For all the effort and toil we spent, the experience was well worth it and I would do it a hundred times over if given the chance.

I am a soon to be senior at Pingree and I have had a passion for both kids and art my whole life. When I heard of this volunteering mission that combined both aspects that I cared for, I jumped at the chance to be a part of it. Upon my arrival at Tracy School, I felt a pang of déjà vu. While growing up in Lawrence, a city like Lynn with its fair share of underprivileged families and a poor economic situation, I attended a school similar to the Tracy School. My elementary school had the same dark hallways and walls in need of refinishing, looming doors that intimidated

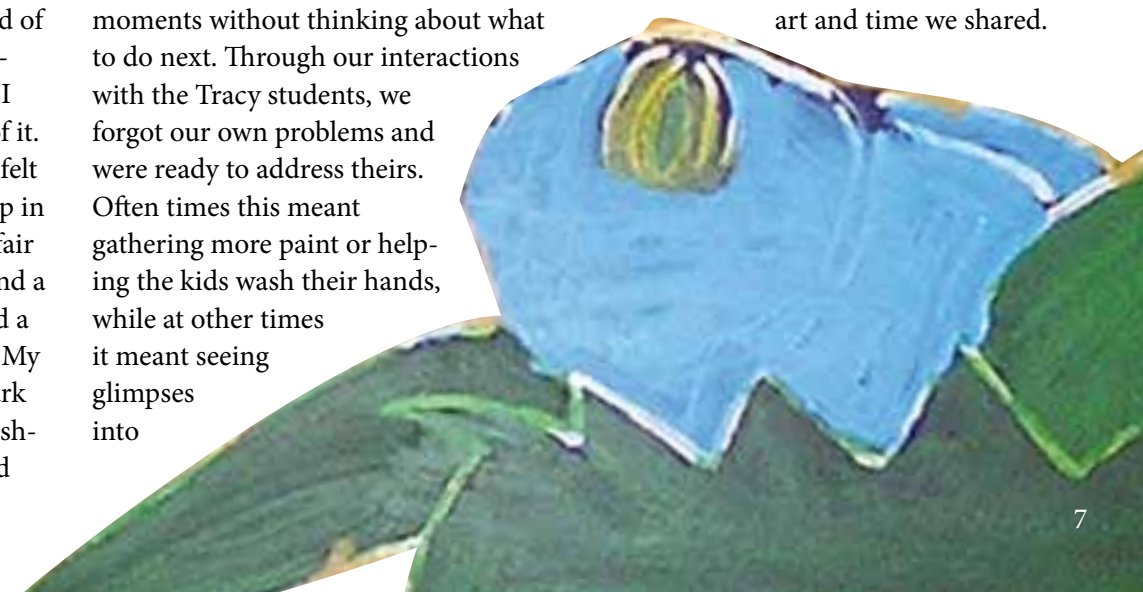


small school children, and insufficient funds to support the arts. I thought back on how I would have felt if Play It Forward had come to my school when I was younger and I was secretly jealous.

When the bell rang for the kids to leave their classrooms and join us, there was a definite and immediate change in their demeanor. I saw their eyes shine when they scrambled away from their teachers and threw on the smocks to paint. They were genuinely curious, excited, and hungering for a chance to let their artistic spirits flow. The Pingree students, too, were all smiles and shared in the positive energy. Sometimes as young adults we are too laden with worries, responsibilities and deadlines that we forget to stop and breathe or enjoy moments without thinking about what to do next. Through our interactions with the Tracy students, we forgot our own problems and were ready to address theirs. Often times this meant gathering more paint or helping the kids wash their hands, while at other times it meant seeing glimpses into

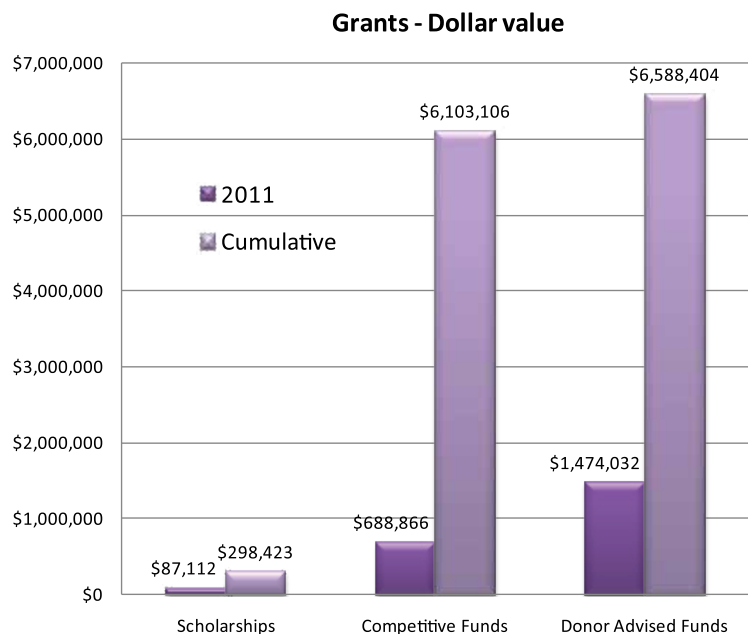
their lives that made us feel privileged and want to "step off our high stools."

At the end of the volunteering, I remembered why I fell in love with art. Imagination and uninhibited creativity transcends all types of diversity, be it age, culture, gender or economically driven. It can strengthen the bond of a community by bringing together people who would never have been connected otherwise. The world around us may change and all the people involved may lead separate and different lives, but one thing is consistent. The connections that we - the Pingree students, Tracy School children, faculty and staff of both schools, and the Play It Forward Giving Circle made, has left an impression in all of us that will live on in the art and time we shared.



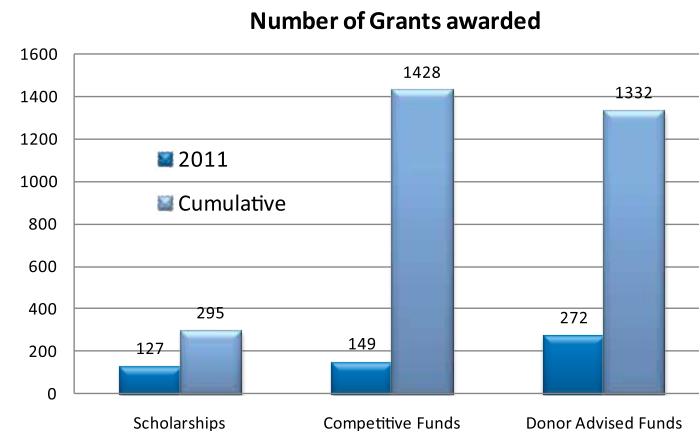
2011 ACHIEVEMENTS

- ◆ Awarded **548 grants** totaling \$2,250,010 to nonprofit organizations.
- ◆ Established 10 **new funds** at ECCE.
- ◆ Launched The **Center for Nonprofit Excellence** to expand educational, consultative and financial services available to nonprofits. See pages 12 & 13.
- ◆ Held 5 half-day **workshops** serving 385 nonprofit leaders.
- ◆ Held the 2nd Annual **Institute for Trustees** for 375 nonprofit Board members and Executive Directors on governance, compliance, financial planning and sustainability.
- ◆ Produced 175,000 grocery bags to support the **National Association of Letter Carriers' Annual Food Drive**, increasing donations by up to 80% in participating communities.
- ◆ Held the 11th Annual **Youth at Risk Conference** for 650 attendees. The conference is New England's only place for the full spectrum of youth serving professionals to learn together and network with each other across specialties.
- ◆ Held the 1st Annual **Fund Holder's meeting** to network philanthropists and strategize about maximizing giving.
- ◆ Raised a record \$333,690 for the **Greater Lawrence Summer Fund** to support 52 education and enrichment programs for 13,000 youth in the Greater Lawrence region.
- ◆ Piloted **Breakfast Seminars** on current topics for nonprofit leaders.
- ◆ Created the **Lawrence Nonprofit Summit** for leaders of Lawrence based nonprofits to share expertise and best practices.



New Funds

Margaret Voss Howard Teacher Recognition Award Fund
 Goodwin Wragg Land Stewardship Endowment Fund
 Tia D. Andrew Fund
 The Eamon O'Holleran Fund
 ESMV Board Designated Endowment Fund
 Play It Forward Giving Circle Fund
 Sherry and William Rogers Family Fund
 Amanda P. Craig Fund
 Friends of Andover Tennis
 Help in the Nick of Time



Statement of Financial Position for year ended June 30, 2011

Assets

Cash and Cash equivalents.....	\$808,174
Investments at fair value.....	\$16,512,888
Unconditional promises to give - net	\$19,416
Prepaid expenses and other assets	\$6,662
Fixed assets - net	\$12,266
Reinsured split interest agreements	\$983,880
Total Assets	\$18,343,286

Liabilities and Net Assets

Liabilities

Accounts payable	\$0
Grants payable	\$62,500
Accrued expenses	\$15,707
Deferred rent	\$6,063
Accrued payroll and related.....	\$6,303
Split interest agreements.....	\$983,880
Agency endowment funds	\$275,978
Total Liabilities	\$1,350,431

Net assets

Unrestricted	\$15,059,503
Temporarily restricted	\$409,113
Permanently restricted.....	\$1,524,239
Total Net Assets	\$16,992,855
Total Liabilities and Net Assets	\$18,343,286

Statement of Activities for year ended June 30, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2011
Support and revenue				
Contributions, grants and gifts	\$2,391,162	-	\$149,977	\$2,541,139
Special event revenue	\$38,951	-	-	\$38,951
<small>net of cost of direct benefit to donors of \$69,309</small>				
Program fees	\$73,784	-	-	\$73,784
Investment income (loss) - net	\$2,629,294	\$356,000	-	\$2,985,294
Donated services and goods	\$47,000	-	-	\$47,000
Net assets released from restrictions	\$92,431	(\$92,431)	-	-
Total support and revenue	\$5,272,622	\$263,569	\$149,977	\$5,686,168
Expenses				
Program services	\$2,512,260	-	-	\$2,512,260
Management and general	\$312,590	-	-	\$312,590
Fundraising	\$327,952	-	-	\$327,952
Total expenses	\$3,152,802	-	-	\$3,152,802
Change in net assets	\$2,119,820	\$263,569	\$149,977	\$2,533,366
Net assets at beginning of year	\$12,939,683	\$145,544	\$1,374,262	\$14,459,489
Net assets at end of year	\$15,059,503	\$409,113	\$1,524,239	\$16,992,855

Essex County

Andover

Andover A Better Chance
Andover Chamber Music Series
Andover High School (4 grants)
Andover Historical Society
Andover Public Schools (4 grants)
Andover Youth Service
Challenge Unlimited (2 grants)
Doherty Middle School (4 grants)
Phillips Academy PALS
Phillips Academy PALS/ABL
West Middle School (2 grants)
Wood Hill Middle School (4 grants)

Beverly

Addison Gilbert Hospital
Beverly Bootstraps Community Services, Inc. (4 grants)
Beverly Children's Learning Center Inc.
Beverly Historical Society Inc.
Beverly Hospital
Briscoe Middle School
Children's Center for Communication
Health Quarters, Inc.
Montserrat College of Art (5 grants)
North Shore United Way Inc. (3 grants)
Northeast Health Foundation (2 grants)
Northeast Health Systems Inc. (2 grants)
Project Adventure
St. John's Episcopal Parish
Trustees of Reservation-Long Hill
YMCA of the North Shore (3 grants)
YMCA of the North Shore-Greater Beverly

Boxford

Community Giving Tree (4 grants)
Windrush Farm Therapeutic Equitation, Inc. (2 grants)

Danvers

Northeast Arc
Strongest Link AIDS Services, Inc. (2 grants)
VNA Care Network, Inc. (2 grants)

Essex

Essex County Greenbelt Association (2 grants)
Music at Eden's Edge

Gloucester

Annisquam Village Church
Cape Ann Animal Aid (2 grants)
Cape Ann Bible Church
Cape Ann Farmers Market
Community Church of East Gloucester
Gloucester Maritime Heritage Center
Gloucester United Methodist Church
Independent Christian Church
Unitarian Universalist
St. John's Episcopal Church
Temple Ahavat Achim
The Open Door (2 grants)
Wellspring House
Whale Center of New England
YMCA of the North Shore - Cape Ann

Hamilton

Acord Food Pantry (2 grants)
Pingree School
Prep @ Pingree

Haverhill

Emmaus, Inc.
Northern Essex Community College
Pregnancy Care Center of the Merrimack Valley Inc.
Yankee Clipper Council Boy Scouts of America (2 grants)



Ipswich

Ipswich River Watershed Association (3 grants)
S.A.F.E. Studio, Inc. (2 grants)

Lawrence

Acting Out! Theater Company
Adelante Inc./Lawrence Youth Center
Arlington Community Trabajando, Inc.
Asian Center of Merrimack Valley (3 grants)
Blessed Stephen Bellesini, O.S.A. Academy (3 grants)
Boys & Girls Club of Lawrence (3 grants)
Bread & Roses Inc. (3 grants)
Bread and Roses Heritage Committee, Inc.
CLASS, Inc.
Communities Together
Community Day Charter Public School
Community Service Agency, Inc.
Cor Unum Meal Center
Esperanza Academy (2 grants)
Essex Art Center (7 grants)
Family Service, Inc. (6 grants)
Food for the World (2 grants)
Greater Lawrence Community Boating Program (2 grants)
Greater Lawrence Family Health Center, Inc.
Groundwork Lawrence (3 grants)
Home Health VNA
Lawrence Catholic Academy
Lawrence Community Works, Inc. (3 grants)
Lawrence Family Development and Education Fund (2 grants)
Lawrence General Hospital
Lawrence High School - School for Exceptional Studies
Lawrence History Center (5 grants)
Lawrence Public Library
Lawrence Public School, Summer Meals Program
Lawrence Public Schools-Arts
Lawrence Public Schools-Football
Lawrence Recreation Department
Lazarus House (4 grants)



Merrimack Valley Community Service Corps.
Merrimack Valley Habitat for Humanity
Merrimack Valley YMCA - Lawrence Branch
Merrimack Valley YMCA/Adelante Education Center
Merrimack Valley YMCA-Administrative Offices
Neighbors in Need (6 grants)
Northeast Independent Living Program Inc. (3 grants)
Notre Dame High School (2 grants)
Youth Development Organization, Inc.
YWCA of Greater Lawrence (3 grants)

Lynn

EJ Harrington School
Family & Children's Service of Greater Lynn
Girls Inc. of Lynn
Greater Lynn Senior Services
Ingalls Elementary School
Lynn Classical High School (6 grants)
Lynn Community Health Center
Lynn English High School (13 grants)
Lynn Housing Authority and Neighborhood Development Group
Lynn Voc. Tech. Institute
Pickering Middle School

Lynnfield

Bridgewell

Manchester

Brookwood School (2 grants)
Manchester Essex Regional School District (3 grants)
Manchester Essex Regional School District - Green Team
Manchester Fund to Prevent Homelessness
Manchester Historical Society
Pan-Massachusetts Challenge



Marblehead

Marblehead Public Schools

Methuen

Children's Center of Faith United Methodist Church, Inc.
Foster Kids of Merrimack Valley, Inc. (FKMV)
Methuen Arlington Neighborhood, Inc.
New England Civic Ballet
Presentation of Mary Academy
St. Ann's Home and School
Trauma Intervention Program of Merrimack Valley

Middleton

North Shore Feline Rescue Inc.

Nahant

Johnson School

Newburyport

Belleville Congregational Church
Firehouse Center for the Arts
Jeanne Geiger Crisis Center (4 grants)
YWCA of Newburyport
Newburyport Maritime Society, Inc. (4 grants)

North Andover

A Little Easier Recovery
Acting Out! Theater Company
Brooks School
Girl Scouts of Eastern Massachusetts (3 grants)
Joseph N. Hermann Youth Center
Merrimack College A.B.A. Camp
Methuen Memorial Music Hall
North Andover Historical Society
Si, Se Puede, Inc.
Up With Music, Inc.



Peabody

CAB Health & Recovery Services
Citizens for Adequate Housing (2 grants)
Haven From Hunger
Healthy Peabody Collaborative

Salem

Bates Elementary School (4 grants)
Boys & Girls Club of Greater Salem
Children's Friend and Family Services
Collins Middle School (7 grants)
Essex National Heritage Commission
Family Self-Sufficiency Center
Healing Abuse Working for Change (2 grants)
Horace Mann Elementary School (3 grants)
Jewish Federation of the North Shore
Nathaniel Bowditch Elementary School (2 grants)
North Shore Community Development Coalition
Salem Education Foundation
Salem High School (2 grants)
Salem Sound Coastwatch
Saltonstall Elementary School (4 grants)

Wenham

Wenham Museum

State

Massachusetts

ALS Therapy Development Institute
American Heart Association
Angkor Dance Troupe
Artist for Humanity (2 grants)
Babson College (2 grants)
Beacon Academy
Boston Foundation
Boston University Graduate School of Management
Brigham and Women's Hospital
Budget Buddies
Concord Academy
Corpus Christi Church
Deerfield Academy
Easter Seals
Educators for Social Responsibility
Eliot Community Human Services

Environmental Defense Fund (2 grants)
Epiphany School
First Time Computers
Friends of Harvard Skiing
Girls Inc. of Greater Lowell
Harvard University
Hingham Education Foundation
Hingham Interfaith Food Pantry
Jericho Road Project
Lahey Clinic
Let's Get Ready
Lowell Transitional Living Center
Malden Catholic High School
Masonic Angel Fund
Mass Chapter of the Arthritis Foundation
Merrimack Valley Catholic Charities
Moon Balloon Project, Inc.
MSPCA-Angell
Neighbor to Neighbor Educational Fund
Noble and Greenough School
Ocean Alliance
Ocean River Institute (3 grants)
ONE Lowell
Pioneer Institute for Public Policy Research
Planned Parenthood League of MA, Inc.
Project Bread
Rangrig Yeshe, Inc (3 grants)
Red Sox Foundation/Run to Home Base
Sabre Foundation
School of the Museum of Fine Arts
Staley Foundation
Thompson Island Outward Bound
Urban Improv
WBUR (2 grants)
WGBH-TV (2 grants)
Williams College
YMCA of Central Massachusetts

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Connecticut Children's Medical Center

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Alpha USA Development

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Bowdoin College

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Boys & Girls Club of Annapolis & Anne Arundel County

Chesapeake Montessori School
YWCA of Annapolis and Anne Arundel County, Inc.
American Red Cross of Central Maryland
Living Classrooms Foundation
Maryland Food Bank - DM161
Muscular Dystrophy Association - Summer Camp

Michigan

Hillsdale College

New Hampshire

Upper Valley Land Trust
Proctor Academy - Annual Fund

New Jersey

Myelodysplastic Syndromes Foundation (MDS)

New York

World's Window, Inc. (2 grants)
Natural Resources Defense Council
The National Audubon Society
Wildlife Conservation Society

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Lung Transplant Fund at University of North Carolina at Chapel Hill

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Wider Church Ministries
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The Center For Nonprofit Excellence

In 2011, ECCF launched the Center for Nonprofit Excellence. Building on its many years of supporting the work of nonprofits through grant making, education and training, and support services, the Center will provide a one stop resource for those who lead and manage the over 2,500 nonprofit organizations in Essex County and beyond. The nonprofit community in Essex County is rich and diverse. It provides a quality of life for all the County's residents, from

providing medical care, education and food for the hungry to maintaining our culture and heritage, managing youth sports and preserving our open space and natural treasures. Many struggle to remain afloat and to provide services in the most effective way. The Center will serve as an ongoing resource for those just forming a nonprofit to the largest providers in our communities.

AD HOC MEETINGS

On June 14th, ECCF and Jericho Road Lawrence sponsored an important forum exclusively for Lawrence nonprofit board members and Executive Directors. The Lawrence Nonprofit Leadership Summit, led by Jay Caporale, ECCF Executive Vice President, in a town meeting style, highlighted best practices from Lawrence nonprofit organizations and included discussions led by local nonprofit leaders.

"Thank you, Jericho Road and ECCF! It was an extraordinary morning. I look forward to the continuation in some way of gathering these amazing leaders."

- Linda Zimmerman, Neighbors in Need

PEER GROUPS

AD HOC MEETINGS

BACK OFFICE SERVICES

INSTITUTE FOR TRUSTEES

WORKSHOPS

COUNSEL

RESOURCES

Center
for
Nonprofit
Excellence

ASSET
MANAGEMENT

The following highlights illustrate some of the Center's activities during Fiscal 2011. Visit www.eccf.org to learn more about the Center or request a brochure of current programs.

INSTITUTE FOR TRUSTEES

On March 26, 375 nonprofit Board members and Executive Directors gathered at Pingree School in Hamilton to attend ECCF's 2nd Annual Institute for Trustees. The all-day program featured workshop presentations on board development, strategic planning, financial planning and sustainability. Keynote speakers David Spackman, of the MA Public Charities Division and Simone Joyeaux, internationally recognized expert on Board governance, inspired participants while emphasizing their critical roles and responsibilities as Trustees.

"A world class presentation from beginning to end." -Institute attendee



WORKSHOPS

ECCF's 2011 workshops series included sessions on major gift fundraising, investment management and volunteer management. In response to requests for special focus training sessions, we also piloted a breakfast seminar format. The first, presented by Trustees Dick Sumberg, Principal of The Financial Advisors, LLC and Paula Sheedy, Senior Vice President of U.S. Trust Bank of America discussed the role and appropriate duties of an Investment Committee.

"Thank you for offering the much needed workshops ... I felt like I was Jeremiah Johnson coming out of survival in the wilderness into a room of inspired, tried, successful, viable organizations."

- Workshop Attendee

COUNSEL

ECCF offers individualized consulting services that reinforce the importance of critical thinking, best practices and growth opportunities. Services include strategic planning, board development, stewardship and financial management. ECCF worked with over 75 organizations during the past year, including Notre Dame High School, Pingree School, Esperanza Academy, Jeanne Geiger Crisis Center, Lawrence Family Development Charter School, A Better Chance - National Conference, Marblehead Arts Association, Colhoun Foundation, Anna Jacques Hospital and Wellspring House.

"Strategic planning for non-profit organizations is one of the most important components for success. When done correctly, it enables the organization to prioritize its funding resources and articulate its mission. ECCF was instrumental in helping our Board create a successful and visionary strategic plan!"

- Ralph Carrero, LFDSCS



ECCF's unique collaborative fund that provides summer fun and hope for at-risk youth in the Greater Lawrence area.

"Without Greater Lawrence Summer Fund many kids would be on the street all day. GLSF gives them opportunities they wouldn't otherwise have had." - Jess Greus, Dev. Coordinator, Girls Scout of Eastern Mass.

The Greater Lawrence Summer Fund is a collaborative fund that has granted over \$3.9 million since its founding in 1990 to summer programs in Lawrence, Methuen, Andover and North Andover. GLSF became a program of ECCF in 2001, providing organizations with

a simple funding source while reassuring donors that their money is going to the right programs. This year we are thrilled to welcome the Edward S. and Winifred G. Moseley Foundation, The William M. Wood Foundation, Mr. & Mrs. Gary Martin, Katherine Stevens, Pamela Yameen and The James W. Rollins Charitable Trust as donors to the Greater Lawrence Summer Fund programs. In 2011, a record breaking \$330,000 was granted, serving nearly 13,000 kids in the Greater Lawrence area. Thank you to all our donors!

Spotlight on the Groundwork Lawrence Green Team

"My favorite Green Team project is and forever will be Keepin' It Fresh because through this project we give the opportunity to live healthier lives by purchasing our locally grown produce."
- Santiago Reyes



"What I've noticed is that we make a difference by example. More often than not, when we're cleaning a park, we get questions about who we are, what are we doing, and why. I feel that by us leading through example, we show residents that there are people who sincerely love and care about our city, and that they should join the efforts."
-Jessica Horton

"One of our favorite things about Green Team is the bonding- we are like a family now."
-All

"We teach health workshops to local summer programs and youth organizations. We are also developing a documentary about the GT and what we do to educate local community members and make a bigger impact on the community."
- Jannelvy Martinez



"GT has impacted my life in a tremendous way. It has inspired me to change my lifestyle into a healthier lifestyle and it has made me appreciate my city. The GT has also inspired me to make a difference in every way possible. I have learned that the smallest action someone can do to make a positive difference can go a long way."

- Migueyli Rivera

"My favorite GT project was being able to hike Mt. Lafayette with the GT from NYC... being able to hike in the wilderness and to bring our experiences back to Lawrence and inspire them about the great outdoors."
- Dorian Stalker



"My favorite GT project has been the Keepin' It Fresh campaign where we grow our own veggies in our community gardens around the city. Through this project I have been able learn the ins and outs of the business world and how to outreach to people. I've also learned the benefits of healthy eating and the benefits of living a life where you're happy for who you are. Giving back to my community doesn't only have a positive effect on our community members but on myself as a whole."

- Nashira Mencia



"Now I have my whole family eating healthier and picking up trash wherever they go. Honestly, I don't think any other job or program could offer me as many benefits as the Groundwork Lawrence Green Team."
- Anthony Choquette

2011 GLSF Funded Programs

Acting Out Theater Company	\$5,000
Andover Youth Service	\$8,000
Arlington Community Trabajando, Inc.	\$8,000
Asian Center of Merrimack Valley.....	\$7,000
Blessed Stephen Bellesini, O.S.A. Academy	\$10,000
Boys & Girls Club of Lawrence.....	\$15,000
Brooks School Summer Camp.....	\$6,000
Challenge Unlimited.....	\$7,000
Children's Center	\$7,000
Communities Together.....	\$5,000
Community Day Charter Public School	\$8,000
Community Services Agency.....	\$1,000
Easter Seals.....	\$5,000
Esperanza Academy	\$13,000
Essex Art Center.....	\$10,000
Family Service, Inc.	\$5,000
Girl Scouts of Eastern MA	\$1,500
Greater Lawrence Community Boating Program	\$20,000
GroundWork Lawrence.....	\$10,000
Joseph N. Hermann Youth Center	\$5,000
Lawrence Family Development Charter School.....	\$9,000
Lawrence Public Library.....	\$3,000
Lawrence Public Schools - Summer Meals Program.....	\$5,000
Lawrence Recreation Department	\$5,000
Let's Get Ready.....	\$5,500
Merrimack College ABA	\$4,000
Merrimack Valley Community Service Corps.	\$5,000
Merrimack Valley YMCA - Camp Otter.....	\$8,000
Merrimack Valley YMCA-LSACC.....	\$10,000
Methuen Arlington Neighborhood.....	\$12,000
North Andover Historical Society.....	\$1,000
Northeast Independent Living.....	\$4,500
Northern Essex Community College.....	\$20,800
Notre Dame High School	\$8,000
Phillips Academy ABL.....	\$7,500
Phillips Academy PALS	\$7,975
Pingree School - Prep@Pingree.....	\$15,000
Project Bread - The Walk for Hunger	\$2,500
Si, Se Puede	\$5,200
St. Ann's Home and School	\$14,000
Up with Music.....	\$2,000
Windrush Farm Therapeutic Equitation.....	\$5,000
Youth Development Organization	\$6,500
YWCA of Greater Lawrence	\$8,000
Total	\$330,975

To request a copy of our full 2011 GLSF report, contact Carol at c.lavoieschuster@eccf.org.

Jeanne Geiger Crisis Center

Empowering members of our community to live free from fear, intimidation, violence or the threat of abuse, by providing support, advocacy and education.

Each year Jeanne Geiger Crisis Center helps 1,300 adults and children overcome the devastating effects of domestic violence. The Center has earned national and regional awards for its work on behalf of victims of domestic violence, including the Spirit of Advocacy award from the National Network to End Domestic Violence.

Unlike many other domestic violence agencies, the Center looks beyond shelters as the solution to breaking the cycle of violence and has shown measurable success in helping victims remain safely in their communities

where they often have jobs, school-aged children, and social support networks. Provided at no cost to those in need, services include a 24-hour crisis hotline, safety planning, a high-risk case response team, crisis counseling, children's counseling, art therapy, parenting support, legal representation, court advocacy, economic independence training, support groups with child care, and violence prevention programs for adolescents.

ECCF has supported Jeanne Geiger's work over the years with close to \$50,000 in grant funding. In addition,

Center staff and board members have participated in ECCF education and training programs, including the Institute for Trustees. In 2011, ECCF CEO Dave Welbourn worked one on one with the Jeanne Geiger board members and senior staff to develop a strategic plan to guide them through their next three years of service.

"The Essex County Community Foundation continues to prove to be an invaluable resource to the nonprofit community. The Jeanne Geiger Crisis Center has benefitted from being a member of the ECCF community – whether it is learning new skills at the Institute for Trustees, getting their help to identify emerging trends, receiving grants to help us meet our mission, or being led through a staff and board strategic planning event! We are fortunate to work in Essex County with such a visionary, dedicated and effective Community Foundation."

*-Suzanne Dubus,
Executive Director*

ECCF provided funding in 2011 to Jeanne Geiger Crisis Center to support the following

Programs:

Girls Inc.

When girls are fully empowered and live in a girl-friendly culture, they will be less likely to become victims of domestic violence. Girls Incorporated is a national research, education, and direct advocacy organization that inspires girls ages 6 to 18 to take risks and master physical, intellectual, and emotional challenges. Girls Inc. of the Seacoast Area, a program at Jeanne Geiger Crisis Center, offers Action for Safety, Economic Literacy and Media Literacy programs, and received 2011 support from the Charities Girls NEMA, a donor advised fund at ECCF, to help expand these programs into Newburyport and Salisbury.

Children Overcoming Violence Empowerment (COVE) Program

The COVE program creates safe, supportive interventions for children who have witnessed or been victims of violence. Jeanne Geiger annually helps more than 250 children ages 2 to 18 and their non-offending care givers. ECCF has provided support for the COVE program since 2003. The story of Billy and Denise illustrates the importance and positive results of the COVE program:

Domestic violence was a frequent occurrence in Denise's home. When her son, Billy, first came to us at age 7, he had nightmares and explosive temper tantrums. His mother felt guilty that Billy had been through so much and so did not enforce any limits or rules at home. She was also so overwhelmed that it was often easier to just give in to Billy's demands. With support, Billy processed the confusing feelings many children feel who witness family violence. He also learned skills to calm down at night to improve his sleep. Denise worked with a therapist to improve her anxiety and attended a workshop on parenting. She began to set the limits Billy needed in order to create safe boundaries for him. Billy's nightmares decreased and his behavior improved. Billy and Denise continue to make progress in moving forward from the abuse, but acknowledge that change is a process and healing takes time. The COVE clinical staff continues to empower this family with the tools to overcome the challenges that lie ahead.

SAFE Studio

In December 2009, SAFE Studio, an expressive art therapy center that works with survivors of domestic violence and trauma, merged with Jeanne Geiger Crisis Center. The merger provided significant cost savings on administration and provided new services for Jeanne Geiger clients. Through creative expression, SAFE Studio helps children, teens and women affected by domestic violence to heal emotionally, develop positive self-esteem and rebuild their lives. For many, children particularly, art becomes a way to release feelings around the violence they have witnessed or endured. Programs offered in local schools and nonprofits as well as at the Ipswich Studio will continue under the Center's management. SAFE Studio has received funding and technical support from ECCF throughout its history. Two ECCF Donor Advised Funds provided grants in FY11 to support the merger and the new SAFE Studio programming at Jeanne Geiger Crisis Center.

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Oscar Carranza, Lawrence Northern Essex Community College
Alysha A. Carrasquillo, Lawrence Brown University
Christie Castillo, Lawrence Middlesex Community College
Marlenie Cepeda, Lawrence Framingham State University
Kimberly Ruby Colon, Lawrence UMASS - Lowell
Jennifer Cruz, Lawrence, Hamilton College
Luis Cruz, Lawrence Merrimack College
Stephanie A. Cruz, Lawrence UMASS - Dartmouth
Jason DeJesus, Lawrence Middlesex Community College
Dara Duong, Lawrence UMASS - Lowell
Kelsy Duran, Lawrence Massachusetts College of Liberal Arts
Doreen Emmanuel, Lawrence UMASS - Boston
Michael Estevez, Lawrence UMASS - Lowell
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Christina Eusebio, Lawrence Middlesex Community College
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What's next?

Many Essex County nonprofits are challenged by growing needs in our communities as economic conditions cause cuts in their support from government and philanthropy. ECCF will expand to help.

in 2012...

- ◆◆ The Center for Nonprofit Excellence will broaden the educational and support services available to nonprofit Boards and staff. By investing in the leaders of our nonprofits we ensure the sustainability and efficiency of the organizations that improve our quality of life.
- ◆◆ ECCF will expand its philanthropic community by offering new donors the opportunity to join their charitable dollars with ECCF's pool of carefully invested assets to increase the impact of their giving.
- ◆◆ ECCF will serve as a resource to the leadership of the billion dollars in charitable trusts and foundations in Essex County by helping them meet their philanthropic mission.

The goal:

To accomplish these strategic objectives, ECCF has launched a \$30 million Capital Campaign that will focus on endowing the Center for Nonprofit Excellence and expanding our family of Donor Advised Funds and Agency Funds.



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