



*Investing in Quality of Life
for Essex County Residents*



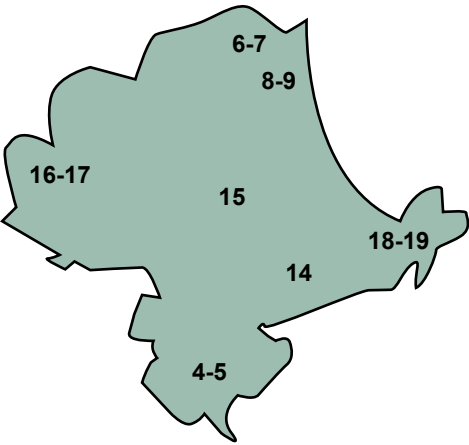
Essex County
Community Foundation

ANNUAL REPORT 2010
Fiscal Year July 1, 2009 to June 30, 2010

There are 2,500 nonprofits in Essex County comprising 12% of the economy here. These nonprofits feed our hungry neighbors, care for our elders, protect our landscape, support our children, counsel the abused, and help to enrich our lives through the arts and education.

*Your Community Foundation’s mission is to
promote local philanthropy to
strengthen the charities that
improve the quality of life for
Essex County’s 742,000 residents.*

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Dear Friends and Neighbors throughout Essex County,

Never before have our nonprofits been so important. Needs are up in every sector, nonprofit staff are more skilled than ever, government spending is in question, and national philanthropy is (temporarily) not growing.

Yet you have given your Community Foundation more resources, more encouragement, more volunteer time, and more responsiveness than ever before. Thanks to a lot of really faithful and creative people in our communities, the past fiscal year (starting July 1, 2009) has seen growth and improvement on all fronts.

Essex County is a remarkably balanced place. Few of the 3,140 counties in America have such a high balance of substantial societal problems and substantial resources to address them. Our 2,500 nonprofits, high average standard of living, high educational levels, and strong commitment to the quality of life in our 500 square miles, give us the ability to be of great help to the needy among us.

The wonderful variety of ECCF’s services and grants is your doing. ECCF’s annual economic impact grew to nearly \$3 million in grants and services during fiscal 2010. Its programs saw a record attendance, and this wonderful community of donors and fund-holders outdid itself.

We hope you read this report with a smile on your face. Essex County may speak 60 different languages, but everything we do here is multi-community, multi-generational and multi-purpose. This is a place people want to come to, as immigrants, as students, as families, as tourists.

Enjoy these stories about quality of life and quality of community, and please do join us in making Essex County an ever-better place to live. Call with questions and ideas any time. We’re at your service.

Will Rogers **Dave Welbourn**
Chair of the Board President & CEO



When Peter Stavru finished his courses at Lynn Classical High School in 1932, “people were living on bread and milk.” He recalls that times were so difficult during the Depression that the city provided an extra year of course work in 1933 “to keep kids busy.” The principal, Mr. Mitchell, knew Peter as a hard worker, the oldest of ten children in a West Lynn family. For years Peter had helped his family by running a large paper route delivering *The Lynn Item* up and down stairs in triple deckers, carefully saving the remarkable sum of \$1,000.

Peter had an offer to attend MIT for \$271, but there was no good way to commute there and still have time

home to Lynn to find a good use for his rare combination of talent in engineering and accounting.

Mr. Stavru, now 98, still recalls in sharp detail his remarkable career. Peter ran, and greatly expanded, Philadelphia’s largest cleaner and launderer, managed the Washington office of a leading accounting firm, and supported his wife, Ellie’s, career in the Federal Tax Courts.

Mr. Stavru is now in the 37th year of his retirement, mostly spent on Cape Cod and now in New Jersey, with a sister, brother and family in Saugus, Nahant and surrounding towns.

We might say that Peter’s greatest contribution is happening now, in his wonderfully healthy tenth decade. Several years ago, he and his brother Angelo began giving back to the city and school that launched them. They asked Essex County Community Foundation to administer their gift of two substantial college scholarships each

The Stavru Scholarship Fund

for a job. As the end of the school year approached he was summoned to the principal’s office and introduced to Mr. Stevens, the Superintendent of Schools, who said, “I understand you do not intend to go to college.” Peter told of his financial constraints, his willingness to work hard, and the fact that he had an offer to live with relatives in Philadelphia. Stevens reached in his pocket, pulled out \$50, and said “tomorrow morning take the train to Philadelphia and enroll in college.”

For the next seven years, Peter studied civil engineering, and then business and accounting, while working long hours, becoming expert in the maintenance of textile equipment. He graduated from Drexel in 1941 and came

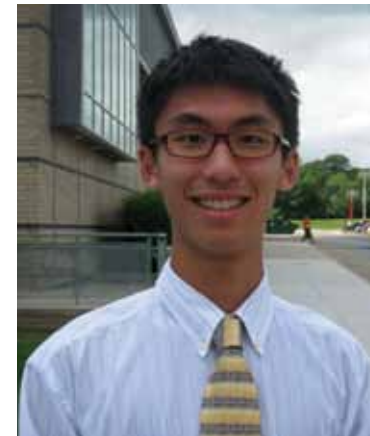
year for graduates of Lynn Classical High School.

Peter has also established a Charitable Annuity which will become an endowment at ECCF, funding the scholarships in perpetuity.

All of us who take interest in young people can hope we might do what Superintendent Stevens did almost 80 years ago. His strategic generosity to one promising young man has become a repeating gift of education to two more Lynn Classical graduates, every year, for generations to come.

Peter Stavru gets a lot of thank-you notes and Christmas cards from his scholars. And their numbers are growing.

Thank you letters come in each year from recipients of the Stavru Scholarship Fund. This year Lawrence Cheung had much to say. Here is part of his story...



Dear Mr. Peter Stavru,

It’s the day that Northeastern University releases its admission decisions. The school bell rang, and I raced to get the next bus home. Feeling like the seconds dragged, my stop finally arrived. I jumped off, sprinted home, ran to my room, turned on my laptop, and went directly to the Northeastern University website. With my fingers crossed and eyes shut tight, my heart thumped and started to beat rapidly. “Will I get in?” I entered into the decision webpage and instantly opened my eyes. The big words “Congratulations, Lawrence, you have been accepted into Northeastern College of Business Administration” came into my line of sight. I jumped up, pumped my fists and ran downstairs to tell my family the good news.

Unfortunately, the financial aid and scholarship award letter was not anywhere near affordable for my family. Even what I made working two jobs wasn’t enough to help. My guidance counselor encouraged me to apply for more local scholarships. Making sure I included all information that would help me shine through the applicant pool, I got the good news that someone had recognized my hard work. At the Award Ceremony, Alumni President Stafford introduced the first and most prestigious award: the Stavru Scholarship. I listened to every word, “Mr. Stavru created this scholarship for students with great financial need, so they would not go through the same pain that he did while he pursued his educational goals.” Abigail Field and I were the recipients. My dream is now possible because of Mr. Stavru’s generous support. I sincerely thank you, and when the time comes, I will give back generous support to students who need it most the same way you helped me.

Sincerely,
Lawrence Cheung

Inspiration: *“Superintendent Stevens, whose generosity enabled me to pursue my college aspirations.”*

Intent: *“To give Lynn Classical High graduates the opportunity to achieve their dreams of higher education.”*

Inspiration: *“Preserving Newburyport’s Maritime History.”*

Intent: *“To safe-keep a generous gift to the Museum, the interest of which will help support the Museum’s day to day operations.”*

Essex County Life...

Lowell’s Boat Shop in Amesbury, MA, has been building wooden boats since Simeon Lowell established the shop in 1793, making it the oldest continually operating boat shop in the country.

Custom House Maritime Museum Endowment Fund

Wonderful gifts can sometimes be very complicated. The Custom House Maritime Museum in Newburyport recently received a substantial bequest which required the establishment of an “irrevocable income-only charitable trust.”

Chairman Mark Guay and the Board of Trustees of CHMM soon realized that they faced significant costs and administrative burdens in setting up and managing a new trust on their own. Those special duties are not a natural part of their mission to build a distinguished and engaging museum.

Mark and the Board came to ECCF in search of cost-effective and professional options for a long-term financial strategy for the Custom House Maritime Museum.

After much discussion and research, the Museum Board chose to establish an endowment fund at ECCF to accomplish the goals and provide the controls of the required charitable trust. The new fund promises CHMM reduced costs and the potential for a significantly improved return on investment, without the management and compliance responsibilities.

An endowment fund at the Community Foundation is governed by a writ-

ten statement that makes clear for all time the donor’s intent, the acceptable uses of the funds, and indeed all information that assures proper care and use of the gift. In this case, the Custom House Maritime Museum Endowment Agreement states that this is a permanent fund (it can spend income at certain rates, but not principal), and it is only for this Museum. The Museum’s assets are protected, but the Board does not have responsibility for all of the bookkeeping, investment decisions, and reporting and filing that it would have to do if it held the funds itself. ECCF is bound in perpetuity to follow the requirements of the Museum’s written agreement.

The administrator of the donor’s estate was entirely satisfied with that option. The Museum’s Board is now moving additional long-term assets into the fund as well. ECCF pools those assets with those of other permanent funds under its management, so that the Custom House will receive the lower costs, greater safety, and increased diversification and performance of a larger investment pool.

The Museum has chosen to receive income from its endowment fund on a quarterly basis, to be used in support of

its current operations, in perpetuity.

The Custom House is an extraordinary Maritime Museum, educational center, and research facility. It is also a unique venue for professional or social gatherings. The Museum is owned and operated by the Newburyport Maritime Society, dedicated to protecting, preserving and communicating the seagoing heritage of the Merrimack Valley and its prominence in American history. As is so often the case in Essex County, the Museum also celebrates an American first: Newburyport is the birthplace of the U.S. Coast Guard.

Today, the Museum connects with local artistic, business and environmental organizations, and with a great variety of school and civic groups.

For tomorrow it has a new endowment at ECCF to assure its continuing preservation of Essex County treasures.



Endowment Funds for Nonprofits

An Endowment Fund at ECCF is a safe and simple way for a nonprofit organization to establish and protect its endowment. It provides a source of lasting support, guaranteeing that all future distributions will be restricted to the purpose outlined in its custom donor agreement. ECCF’s economies of scale offer an organization the benefits of a diverse investment portfolio and low investment fees that typically come only with much larger funds. ECCF provides experienced professional investment management and handles all administrative responsibilities for the endowment.



“Working with ECCF has given us security - we know that the details are taken care of, leaving us free to creatively and energetically raise funds to honor our dear friend.”

-Janie Bellenis

Anita Pacione Evetts Shine On Scholarship Fund



Anita Pacione Evetts shone. Her bright eyes and beautiful smile lit up her classroom, a conversation and the stage. Her friends, family and students were blessed with her positive energy and seemingly endless creativity. After a career in the arts, Anita entered the classroom in 2003 and found her true passion in teaching 2nd grade at the Cutler School in Hamilton, MA. In May 2009, Anita earned her Master's degree in teaching from Gordon College. Within a few weeks she was diagnosed with cancer that would claim her life three months later at age 51.

Although Anita's personal light had gone out, her fellow teachers and principal at Cutler School wanted a way to ensure that her memory would always shine on. They approached ECCF in April 2010 to establish a scholarship in Anita's honor. ECCF's 501(c)(3) tax exempt status immediately allowed all gifts to be tax deductible and relieved Anita's friends and family of any responsibilities for tax

filings. The funds were pooled with ECCF's endowment to provide a significantly higher rate of return than a traditional bank account. ECCF's experienced staff provided technical assistance to the fund's donors, helping them to create an appropriate application process.

Each applicant was asked to submit an essay about a teacher, coach or mentor who had helped them to “shine on.” In early June, the first Anita Pacione Evetts Shine On Scholarship was awarded to Sarah Rotundy, a Hamilton-Wenham High School graduating senior.

ECCF sent the scholarship award check to Wellesley College in Sarah's name, where she is attending this fall. This year ECCF will support the Fund's donors in their efforts to raise additional funds for future scholarships. Donors may also use ECCF's website to donate directly online to Anita's scholarship or others.

ECCF is also a member of Dollars for Scholars™, a national network which guarantees that our scholarships are used to reduce unmet need and self-help sections of a student's financial aid package. Over 100 colleges match Dollars for Scholars™.

In future years, the donors hope to award scholarships to some of Anita's former students. Anita Pacione Evetts will continue to provide an inspiration to the community that loved her by helping students continue their education and remember those who helped them shine on.

Scholarship Funds 2010 Scholarship recipients

Anita Pacione Evetts Shine on Scholarship Fund

Sarah Roundy,
Hamilton, MA

Arthur L. Flynn Education Trust Fund

Jessica M. Tower,
Salem, MA

Ditchfield Scholarship Fund

(Lynn, MA residents)
James Bell
Jack Carter

Dr. Thomas N. Pesola Memorial Scholarship Fund

Anthony Gatti,
Peabody, MA

Edna Stocker Trust Fund

(Swampscott, MA
residents)
Philip Montague
Sara E. Sverker
Marieme R. Tracreh

George McQuinn Memorial Foundation

(Burlington, MA
residents)
Francis McCarthy
Thomas F. Murphy III

Hal Wennik Fellowship Scholarship Fund

Timothy Duffy,
Andover, MA

Kenneth Waldie Memorial Fund

(Methuen, MA
residents)
Jacob Rogers
Andrew Stamatosulos

Lawrence High School Alumni Association

(Lawrence, MA
residents)
Dery J. Aldeano

Erick Aponte
Elianny Cacerez
Adelaida C. Camilo
Jairo G. Camilo
Raul Carpio
Alysha A Carrasquillo
Elizabet Ceballos
Samuel L. Centeno
Joshua K. Decotis
Tiana L Diaz
Gissell Eduardo
Nick Elwell
Kenia Estevez
Ramon Estevez
Shanice M. Fountain
Angie Gomez
Eva E. Jansen-Morales
Davante K. Jones
Jeffrey Joseph
Yuliana L. Juarez
Vincent Q. Long
Yomaira A. Lopez
Bang T. Luu
Joshua P. Maldonado
Cindy S. Marte
Juana Matias
Samantha Meas
Fiordaliza Mena
Jose L. Minaya
Stephanie Montes
Yeison Mora
Ana V. Morales
Shakira Moreta
Colleen M. Moriarty
Thais V. Moron
Lizmary Mota
Giselle Munoz
Francis A. Nova
Yulissa E. Nunez
Jennifer Pagan
Samuel Paulino
Joel Perez
Uyen T. Pham
Stephanie Quezada
Emily M. Ramirez
Elody Y. Ramirez, Jr.
Stephanie Ramos
Johanna M. Reyes
Michelle Richardson
Ainsley M. Robles
Femary Rodriguez
Jadil Rodriguez
Veronica I. Rosa
Stacey M. Rosario
Dahirenib Sanchez
Shannon Sanchez
Marciel Santana
Katherine Tavaras
Corliss Taveras
Heroina Taveras
Angeranias Tejeda

Melvin J. Torres
Natasha Torres
Joanne Trinh
Jessica Vidal

Michael Erikson Memorial Scholarship Fund

Michael Beskid,
Danvers, MA

Michael J. Latta EMT

Todd D. Betts,
Charlton, MA
James E. Goldstein,
Shelton, CT

Reid R. Sacco Memorial Scholarship Fund

Timothy Miller,
Lynnfield, MA
Helen H. Petersen,
Kennebunk, ME
Maureen Quirk,
Wakefield, MA

Stavru Scholarship Fund

(Lynn, MA residents)
Lawrence G. Cheung
Abigail Field

The Corinne (Morris) Johnson Scholarship Fund

(Andover and Reading,
MA residents)
Eric Bnyden
Placidina Fico
Mary Florenco
Amy Machain
Brian Martin
Lilly Miller
Deshanti Perera
Naomi Ricci
Justene Salomon
Thomas Seibold
Alexandra Morgan
Welch

The Nicole Lemieux Knight Scholarship Fund

Joseph Keery,
Newburyport, MA

Inspiration: *“Anita - She was inspirational in her ability to draw in, motivate and mentor not only the children in her classes, but her friends and colleagues as well.”*

Intent: *To honor our friend and colleague every year and give a scholarship in her name to a senior at Hamilton-Wenham Regional High School.*

Four ways to invest in Essex County through ECCF



Give a gift to the Essex Fund

The Essex Fund supports everything the Foundation does, from the administrative work behind \$2.5 million in grants to nonprofits, to supporting nonprofit leaders through workshops and counseling. It enables roundtable discussions for affordable housing, education funds and other peer groups. It funds workshops that educate nonprofit leaders in capacity building and operational best practices, and underwrites The Institute for Trustees and Youth at Risk conference each year.

The Essex Fund supports our work with donors, helping them create vehicles to meet their philanthropic interests. It puts the lights on in our building and funds one-on-one consulting with nonprofit leaders. It supports research on the needs of Essex County communities. It enables us to build philanthropic resources for the benefit of our local treasures: our youth, our health, cultural, historical, art and environmental institutions as well as supporting our work as a resource for both donors and nonprofits. Giving a gift to the Essex Fund allows ECCF to empower nonprofits through local philanthropy and empower donors by being part of a high impact philanthropic community.



Give to an area of interest

ECCF has a number of collaborative initiatives and programs that were created to address specific needs in the community. These programs welcome donor involvement and are in continual evolution reflecting the needs of the people they were created to serve.

Youth

Donors can give directly to ECCF to support youth or to support a particular program:

Youth at Risk- A conference for youth service providers with over 500 attendees annually.

Greater Lawrence Summer Fund- A collaborative granting program awarding over \$250,000 in grants annually to 45 summer enrichment programs in Greater Lawrence.

Hardscrabble Education Fund- A granting program for teachers to supplement classroom equipment and support curriculum development for six southern Essex County towns.

F1rst Jobs Fund- A partnership with the Workforce Investment Board to provide summer employment to North Shore and Lynn teens at area nonprofit organizations.

Scholarships- Individual funds supporting over 100 scholarship awards annually.

Hunger

The Essex County Hunger Relief project convenes over 70 hunger relief organizations by providing an online resource, listing all food pantries and soup kitchens in Essex County. It also encourages donors and volunteers to give their time and financial support to meet the rising need.

Women

The Women's Fund of Essex County is a granting program to address the needs of women and girls.

The Environment

Essex County Forum Fund, once a smart growth initiative, will soon become a granting program to benefit Essex County environmental organizations.



Give to an existing donor fund

There are over 100 funds at ECCF and each was created with a specific purpose in mind, from cancer research to scholarships for Lawrence High School graduates to endowment funds for specific nonprofit organizations.



Set up a new fund

Setting up a fund at ECCF enables donors to direct their charitable interests in a planned, efficient and creative way. The Foundation manages all administrative duties, giving donors the time and support to grant to organizations of their choosing.

ECCF strengthens, advises and provides support services for the nonprofit organizations in our region. There is no better way to maximize the effectiveness of your philanthropy than by keeping your charitable fund at your Community Foundation, thereby teaching and strengthening the charities you support. The Foundation offers a variety of fund options, including donor advised funds, charitable trusts and annuities, and will provide personal consultation to help donors create the fund that best meet their needs.

Benefits of Pooled Fund Investment at ECCF

ECCF's investment strategy and oversight are the responsibility of ECCF's Trustee Investment Committee led by experienced Board members and enhanced by other Essex County volunteers, all of whom are accomplished professionals in investment management with local and national firms. The committee meets regularly to discuss economic and philanthropic conditions and to choose and oversee custodial and investment management firms. Their work is guided by the strict standards of the National Council on Foundations and ECCF's Board of Trustees.

Investment management at ECCF provides:

- Donor privacy- donors are only identified when they wish to be.
- Diversification and safety- pooled assets can spread investments broadly to smooth the ups and downs of volatile markets and provide a better return on investment. This fiscal year, ECCF outperformed the national benchmarks for charitable foundations.
- Professional management- the Community Foundation offers better service and expertise than most private foundations and small endowments.
- Economies of scale- pooled assets are charged lower fees and all individual fund management, administrative and tax filing services are provided for a low single fee.

Three types of assets comprise the Community Foundation's investment pool:

- Donor Advised Funds, built by people who want to establish a long term philanthropic resource for making charitable gifts now and in the future.
- The endowments and reserves of nonprofits, which are deposited at the Community Foundation for safety, permanence and professional management.
- ECCF's own reserves, endowment, and program funds.

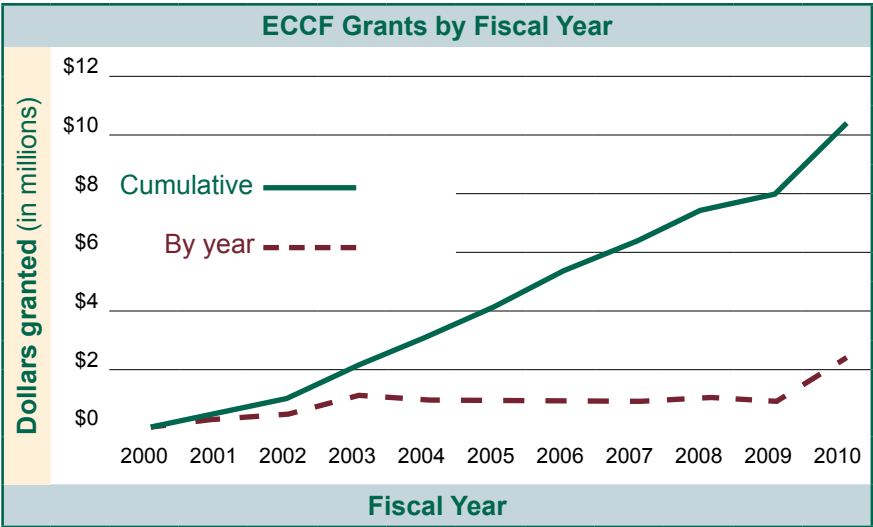
Funds under management are invested with great care in these challenging times and always with great sensitivity to the importance of charitable funds. Currently, ECCF's guidelines require a balance of equities and fixed income assets, which offer asset protection and income to support extensive grant making.

\$8,030,774 in gifts to the Foundation.

417 grants totaling \$2,597,072 awarded to 269 nonprofits.

100 scholarships presented to Essex County students.

12 new funds established.



Council on Foundations certification awarded ECCF verifies compliance with national best practices for community foundations.

Grants, Scholarships and Services increased in amount and number, throughout the County, with an economic impact of nearly \$3 million in fiscal 2010.

Funds under management increased by \$7.5 million, including the largest gift in ECCF history.

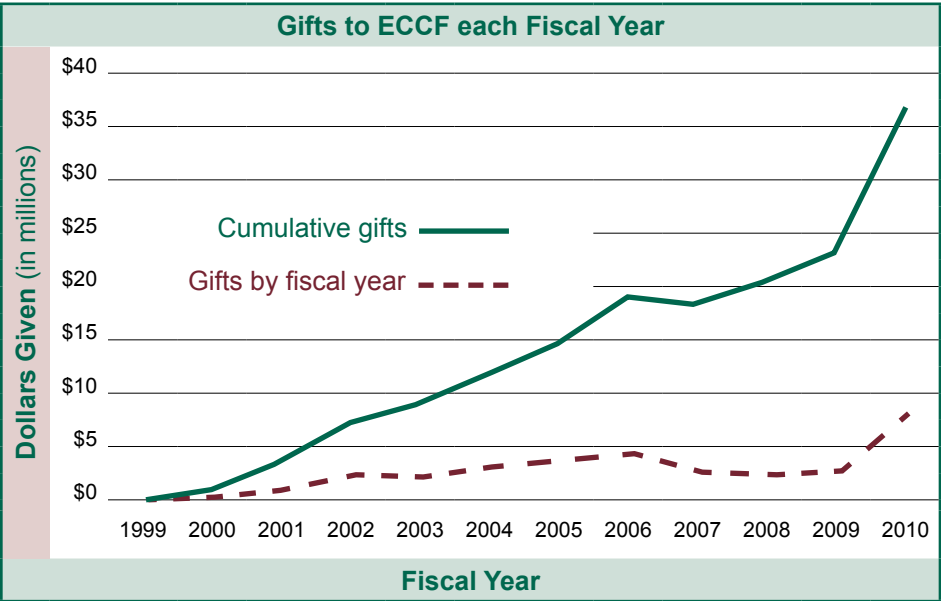
Continued outperformance in ECCF’s investment management compared to national benchmarks for foundations.

Website expanded to include more resources for nonprofits, a searchable database of Essex County nonprofits, and guidance for donors.

Institute for Trustees - launched as a new leadership experience for 300 nonprofit board members.

Services to Nonprofits expanded as the number of peer groups, workshops, alliances, counsel for boards, and mentoring programs reached record levels, touching nonprofit leaders in every city and town in Essex County.

Youth at Risk restored to ECCF’s in-house management with a record 500+ participants at this year’s conference.



Back office accounting project continued its preparations to help streamline bookkeeping, accounting and compliance for nonprofits.

Affordable housing organizations met for the first time at ECCF to develop alliances and best practices.

Offsite Trustee meetings began focusing on regional issues with area nonprofits and local leaders participating in post meeting receptions.

Relocation to new offices in August 2009, improving access, service, professionalism and meeting space.

Statement of Financial Position
for year ended June 30, 2010

Assets	
Cash and Cash equivalents.....	\$1,203,641
Investments at fair value.....	\$13,400,509
Unconditional promises to give - net	\$68,505
Prepaid expenses and other assets	\$20,944
Fixed assets - net	\$17,480
Reinsured split interest agreements	\$983,880
Total Assets.....	\$15,694,959
Liabilities and Net Assets	
Liabilities	
Accounts payable	\$7,317
Grants payable	\$52,625
Accrued expenses	\$14,146
Deferred rent	\$7,236
Accrued payroll and related	\$28,951
Split interest agreements	\$983,880
Agency endowment funds	\$946,827
Total Liabilities.....	\$2,040,982
Net assets	
Unrestricted	\$12,910,765
Temporarily restricted	\$108,890
Permanently restricted.....	\$634,322
Total Net Assets.....	\$13,653,977
Total Liabilities and Net Assets.....	\$15,694,959

Statement of Activities
for year ended June 30, 2010

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2010
Support and revenue				
Contributions, grants and gifts	\$7,969,919	\$60,755	\$100	\$8,030,774
Special event revenue				
net of cost of direct benefit to donors of \$59,499	\$48,919			\$48,919
Program fees	\$50,083			\$50,083
Investment income (loss) - net	\$706,336	\$61,345		\$767,681
Donated services and goods	\$65,000			\$65,000
Net assets released from restrictions	\$60,010	(\$60,010)		\$0
Total support and revenue	\$8,900,267	\$62,090	\$100	\$8,962,457
Expenses				
Program services	\$2,814,816			\$2,814,816
Management and general	\$337,771			\$337,771
Fundraising	\$354,368			\$354,368
Total expenses	\$3,506,955	\$0	\$0	\$3,506,955
Change in net assets	\$5,393,312	\$62,090	\$100	\$5,455,502
Net assets at beginning of year	\$7,517,454	\$46,800	\$634,222	\$8,198,476
Net assets at end of year	\$12,910,766	\$108,890	\$634,322	\$13,653,978

Youth At Risk

On a perfect June morning over 500 individuals poured into the Post Center on the beautiful Endicott College campus in Beverly to spend a day learning, supporting, and laughing with those who work in the challenging field of youth development. Celebrating its 10th year, ECCF's Youth at Risk conference offered a day of networking, training and inspiration to the many dedicated individuals who serve youth in our communities, including social workers, psychologists, counselors, teachers, community health workers, program managers, probation officers, lawyers, organization leaders and volunteers.

The Youth at Risk Conference is the foothold of the Community Foundation's youth programs. It was developed in response to the need for collaboration and coordination among the many providers of services to at-risk youth in

and around Essex County.

Described by one participant as "a truly multidimensional and multidisciplinary" event, the day opened with keynote speaker Dr. Ross Greene of Harvard Medical School and author of the highly acclaimed books *The Explosive Child* and *Lost at School* and was followed by 20 professional workshop sessions. Luncheon speaker and YAR founder, Reverend Mike Duda of First Church in Wenham, inspired many with his recollections of youth work and the story of YAR's founding.

Express Yourself, a local, nationally-recognized youth performance group, provided high-energy lunchtime entertainment. Young artists filled the Post Center with artwork contributed by Essex Art Center (Lawrence), Raw Art Works (Lynn), S.A.F.E. Studios, Inc. (Ipswich) and Express Yourself (Beverly).

"The speakers, the workshops, the re-connecting with peers, the drumming, the inspiration and gratitude... I liked everything about the conference! Very re-invigorating!!"



"After attending the First Annual Essex County Institute for Trustees, I feel so pumped up with regard to board development and even fundraising! The facilitators were all excellent, and who would guess that a topic such as Fiduciary Responsibilities and Legal Issues could be so entertaining yet so enlightening."

"It more than merely exceed my expectations... it lit a rocket under my enthusiasm. To say nothing of gaining a sense of real citizenship in the Essex County public charities community; I had no idea we were as much a presence as we are, so thank you also for letting us know who we are!"



"Absolutely the best program for its stated purpose I have ever attended."



Institute for Trustees

ECCF launched its First Annual Institute for Trustees on March 27, 2010 at the Pingree School in Hamilton, MA. Close to 300 trustees and executive directors who represent virtually all facets of Essex County's nonprofit community gathered at the day-long event to learn about the best in Board practice and to network with others in the County who are serving on nonprofit boards.

The Institute featured keynote speakers David Spackman, Chief of the Nonprofit Organizations/Public Charities Division of the Massachusetts Attorney General's Office, and Simone Joyaux, internationally known speaker and author on fundraising in the nonprofit/NGO sector. Mr. Spackman engaged the crowd in a lively discussion of the legal and fiduciary responsibilities of trustees. Ms. Joyaux entertained with tales of raising money while teach-

ing basic principles that all trustees need to know. Additional breakout sessions featured a variety of presentations on Board development topics such as Board recruitment, Board evaluation and Board-Executive Director relationships.

The Institute provided nonprofits with the tools needed to run efficiently, effectively and in compliance with state and federal laws. Despite the economy, the number of nonprofits in this region is increasing. And so are the demands of serving on a nonprofit board, as trustees confront growing fiduciary and compliance pressures. Attendees were thrilled with the format, the site and the content of the day: "The concept, execution, and outcome of the Institute for Trustees was exceptional. I just want to thank you and all the staff for pulling together sponsors, a handsome and appropriate location, excellent speakers,

terrific food, and signature graciousness for such a wonderful day."

The Institute Resource Guidebook, complete with speaker presentations, is posted on our website, www.eccf.org and is available to Trustees from all 2,500 nonprofits in the County. The turnout and response to the program validated the need for this information and training, and ECCF staff is at work on plans for the Second Annual Institute for Trustees to be held on Saturday, March 26, 2011.

The 2nd Annual Institute for Trustees will take place on March 26, 2011.



Grant Recipient: Methuen Arlington Neighborhood Inc.

On a recent July afternoon, all is organized, cheerful chaos at the Methuen-Arlington Neighborhood (MAN) Summer Youth Haven program for children ages 8 to 15. An unexpected rainstorm sends children and teens dashing into Safe Haven's new headquarters, adjacent to the Tenney Street playground. Inside, the weekly food pantry distribution is just wrapping up as young people begin to set out games and craft projects, or crowd into the lending library that is filled with books for summer reading.

MAN was one of 45 organizations supported by this year's Greater Lawrence Summer Fund (GLSF). ECCF distributed a total of \$266,900 to benefit

more than 14,000 youth in Lawrence, Methuen, Andover and North Andover. GLSF supports a range of high quality summer programs, including academic enrichment, art and theater instruction, career training, summer overnight and day camps, and recreational opportunities such as boating, horseback riding and hiking in the White Mountains.

Now in its 20th year, GLSF has been ahead of the curve in recognizing the crucial role that summer enrichment programs play in stemming summer learning loss that worsens the achievement gap between low-income youth and their more affluent peers. Indeed, a report by the Nellie Mae Foundation noted, "While their middle-class

peers are engaged in activities and often enrolled in enrichment programs and camps that strengthen and reinforce all kinds of learning, the vast majority of children in lower-income communities have little or no access to such opportunities. Hence, what we have is an enormous 'opportunity gap.'"

"The recent recession has hit the Arlington neighborhood hard," laments MAN founder and Safe Haven Coordinator Linda Soucy. The densely packed Arlington neighborhood is one of Methuen's poorest, comprised of 535



families living primarily in three-story tenement homes. Of those families, 83% are low to moderate income, 53% are headed by single moms and 37% of the residents are under age 18. Many of these families are experiencing significant financial difficulties.

"These parents don't have money to pay for a sitter or to put their kids in camps to keep them safe and provide life-enriching experiences. The Safe Haven program focuses on pre-teens and younger teens. These are the kids who, left to their own devices, can start getting into trouble," Soucy notes. "We become an alternative to what can too easily become a lifetime of bad choices."

An offshoot of MAN's after-school and Saturday Safe Haven program, the summer program offers field trips, visits to the local library, and recreational opportunities that are safe and supervised, along with free breakfast and lunch to 130 youths, about 65% of the neighborhood's young people.

Just what impact does the Greater Lawrence Summer Fund have on Summer Safe Haven?

"I can tell you this," asserts Soucy, "without this funding, we would not be running the program. We would not be providing breakfast and lunch. And we certainly would not be able to provide this safe haven for 130 children."

Greater Lawrence Summer Fund

GLSF is a collaborative fund founded in 1990 by Betty Beland, former administrator of The Stevens Foundations in North Andover. It became a program of ECCF in 2001. By offering a central funding source, GLSF provides organizations with a one-stop source of funding that spares them the time-consuming task of seeking support from multiple donors while providing those donors with assurances that their money is well spent.

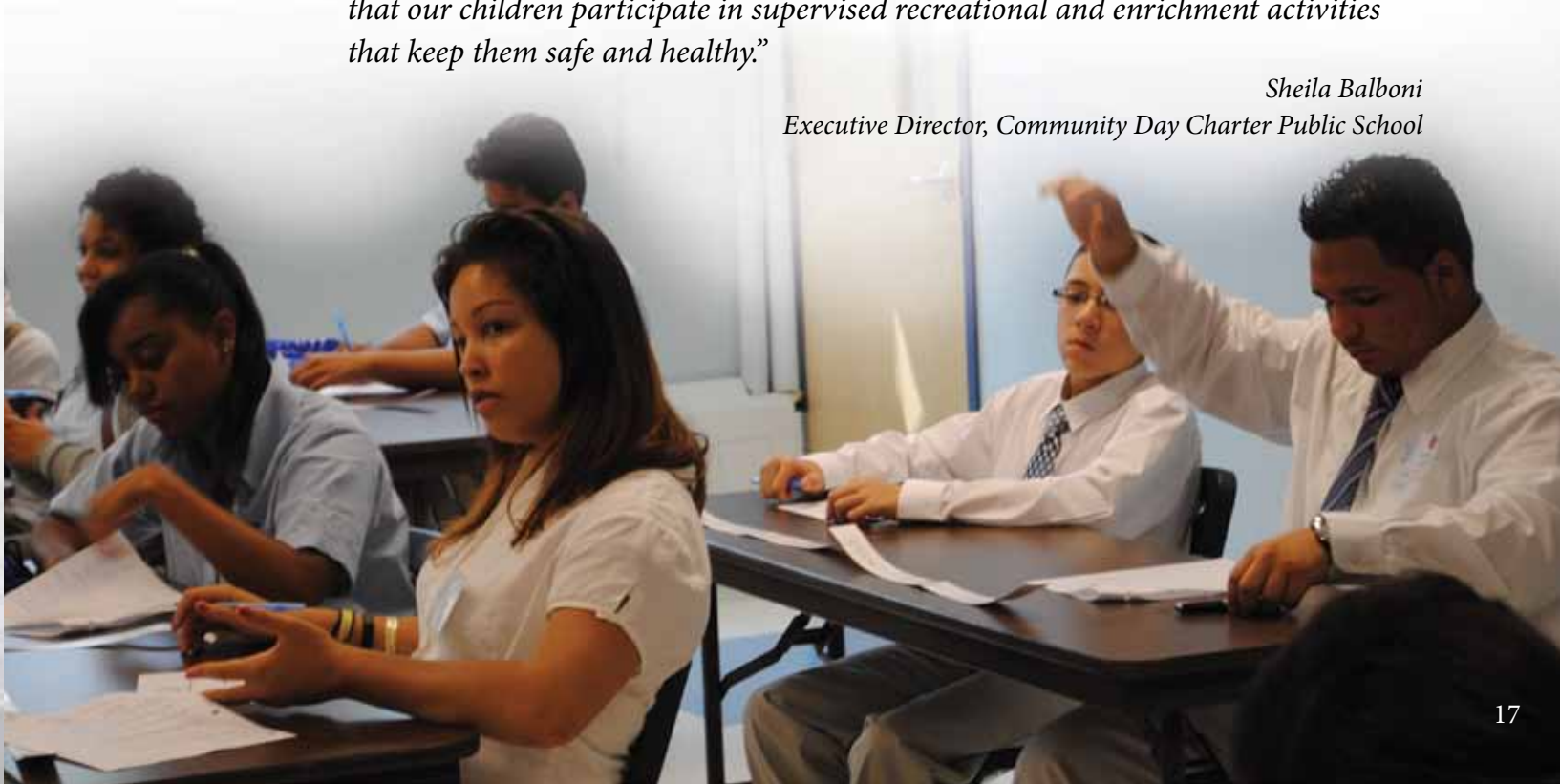
GLSF also provides support to help deliver food to funded program sites throughout Lawrence as part of the city's Summer Meals program. In 2010, the program provided free breakfast, lunch and healthy afternoon snacks to 2,500 children each day.

Over the past 20 years, GLSF has granted a total of \$3.6 million to summer programs to Lawrence, Methuen, Andover and North Andover.

Research at Johns Hopkins University found that low-income children fall an average of 2.5 academic years behind their middle-class peers between the 1st and 5th grades, much of it attributable to summer learning loss when children lack access to the kinds of enrichment programs GLSF supports.

"Greater Lawrence Summer Fund grants are vital to the continuation of Summer Academy, a program that helps ensure that Lawrence children receive the extra academic assistance that they need to reach a high standard of achievement. Equally as critical, Greater Lawrence Summer Fund contributions help us to ensure that our children participate in supervised recreational and enrichment activities that keep them safe and healthy."

Sheila Balboni
Executive Director, Community Day Charter Public School



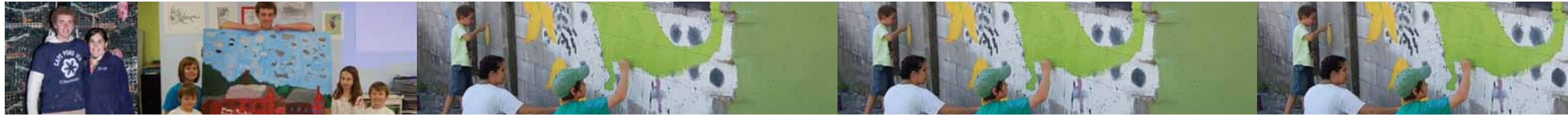
Recipient:

Cape Ann Art Haven



“Everyone over at ECCF has been a tremendous help to us. We’ve always known the mission we’re trying to accomplish and they have the skills and resources to help us get there.”

*-Dawn Gadow
Executive Director,
Cape Ann Art Haven*



Cape Ann Art Haven began as a dream of David Brooks while a student at Gordon College. He hoped to create a place on Cape Ann where kids could come to make art. David wanted a space that would inspire kids’ creativity and help them develop the artist inside. With exposure to art mediums no longer available in schools, children would excel in art and improve the way they felt about themselves. For a 19 year old, this was a big dream.

David worked tirelessly for six months raising money and gathering friends to help with the project. With the support of his landlord, Action Inc. of Gloucester, Cape Ann Art Haven opened its doors in July 2008.

Beginning with afterschool programs for young children, Art Haven soon began offering specialized art classes and pursuing a second goal- to support local Cape Ann artists.

David hired Dawn Gadow a few months after her 2009 graduation from Gordon College, to become the agency’s first Executive Director. With more “can do” attitude than formal training,

Dawn and David built a community art space where kids can learn, local artists can stop by to use the digital lighting studio and shoppers can purchase local art. It truly is a haven in the middle of downtown Gloucester.

Dawn and David dropped by ECCF in the fall of 2009. They had come to a point in the road where the questions had become too complex and the answers were no longer simple. They quickly realized they needed more expertise. They enrolled in ECCF workshops and attended the Foundation’s Institute for Trustees to learn more about how to run a successful nonprofit.

“Everyone over at ECCF has been a tremendous help to us,” says Dawn. “We’ve always known the mission we’re trying to accomplish and they have the skills and resources to help us get there.”

Dawn and David also learned about our grant programs. Knowing they lacked experience in nonprofit accounting, Dawn applied for a grant from ECCF’s Discretionary Fund to bring in a consultant to help improve their accounting system. ECCF’s Grants

Management Committee enthusiastically responded by awarding them a grant for \$2,000.

Fortunately for the Art Haven, the site visitor from the Grants Management Committee was ECCF Board member, Allan Huntley, who was working on an ECCF project to improve bookkeeping practices to reduce accounting costs for nonprofits in Essex

County. Allen quickly connected Art Haven with a local bookkeeper interested in helping a small nonprofit.

David and Dawn also joined ECCF’s Arts Forum. As part of the project, funded by the Bruce J. Anderson Foundation, the Community Foundation partnered with local historical societies to encourage joint summer programming activities. Art Haven was first

in line to volunteer opportunities for children’s art projects at the North of Boston Tourism and Convention Bureau’s 17th Century Saturdays program this summer. Art Haven provided the art programming on three summer Saturdays, drawing more visitors to the historical houses and spreading excitement about their work.



Funds Managed at ECCF

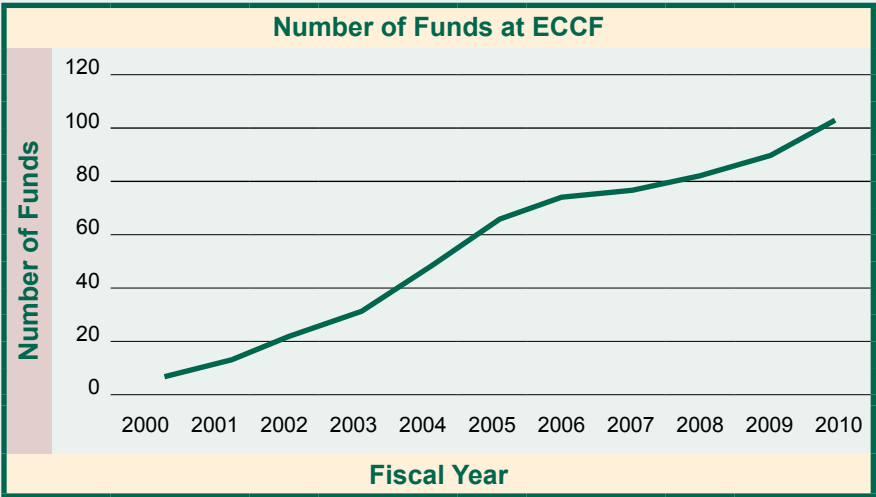
ACAC Fund
Alacoque-Weber Trust Fund for Catholic Education
Albert Lunt Trust for Charity Fund
ALMA Fund
Andover Coalition for Education Fund (ACE)
Andover High School Community Health Fund
Andover Group Fund
Anita Pacione Evetts Shine on Scholarship Fund
Anonymous gift annuities (2)
Arts Initiative Fund
Arthur L. Flynn Education Trust Fund
ASD Fund
Astle-Tory Broadhow Fund
Ayer Mill Clock Tower Fund (2)
Barbara H. Almy Fund
Bowditch Fund
Build A Bridge Scholarship Fund
Capacity-Building Workshop Fund
CCS Fund
Charity Girls NEMA
Christine C. Price Breast Cancer Fund
Clark Smith Fund
Corinne (Morris) Johnson Scholarship Fund
Custom House Maritime Museum Endowment
David & Mary R. Dearborn Fund
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New Funds in Fiscal 2010

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Charity Girls of Northeast Massachusetts Fund
Custom House Maritime Museum Endowment Fund
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Reid R. Sacco Memorial Scholarship Fund
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Sam and Molly Fund
Second Decade Project
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Stephanie Hobson Memorial Fund
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Webster Family Fund
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“ECCF provides relief from much of the administrative burden associated with nonprofit organizations, allowing us to focus our skills and energy on fundraising and events like Reid’s Ride. The bottom line is that our relationship with ECCF has helped make Reid’s Ride the success it is today.”

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Director of Reid’s Ride
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Frederick Law Olmstead the designer of New York's Central Park and Boston's "Emerald Necklace", came to Swampscott at the behest of the Swampscott Land Trust to create one of the North Shore's first residential subdivisions.

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Leonard Bernstein, American conductor, composer, author, music lecturer, and pianist and who wrote the music for West Side Story, Candide, Wonderful Town and On the Town, was born in Lawrence, MA in 1918.

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*The Essex County
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to have the largest
honey show in North
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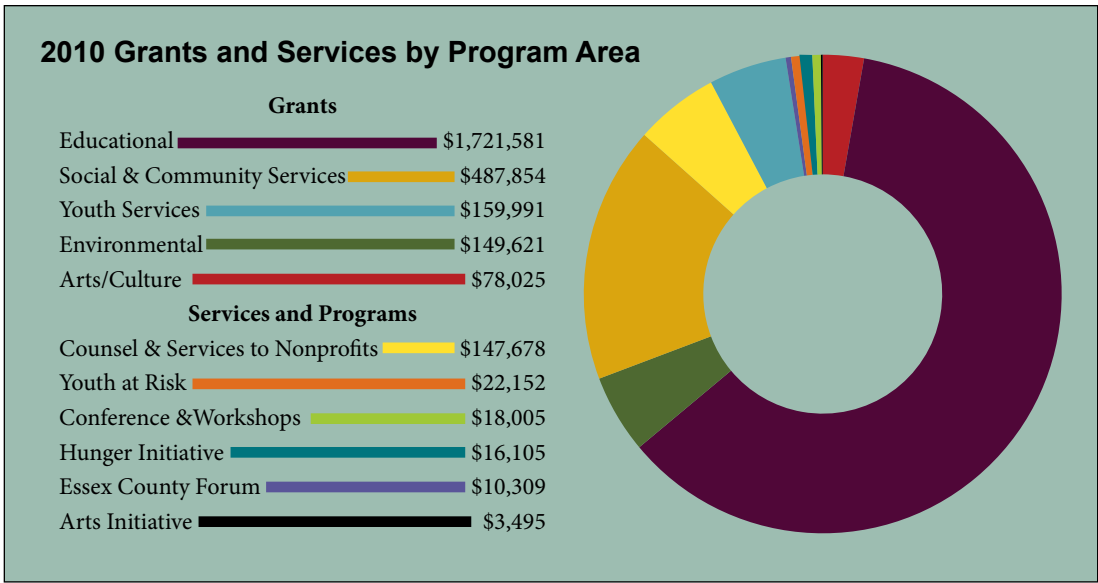
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Andover Public Schools (2)
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Doherty Middle School (4)
Phillips Academy
Phillips Academy ABL
Phillips Academy PALS
West Middle School (2)
West Parish Garden Cemetary
Wood Hill Middle School (4)

Beverly

Addison Gilbert Hospital
Beverly Bootstraps Community
Services, Inc. (5)
Beverly Children's Learning
Center Inc. (2)
Beverly Historical Society Inc.
Beverly Main Streets
Briscoe Middle School (5)
Children's Center for
Communication
Harborlight House
Health & Education Services, Inc.
Montserrat College of Art (2)
North Shore United Way Inc (2)
Northeast Health Foundation
Project Adventure
Shore Country Day School
Trustees of Reservation-
Long Hill (3)
YMCA of the North Shore
YMCA of the North Shore- Greater
Beverly

Boxford

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

Danvers

Hospice of the North Shore
North Shore Community College
North Shore Community College
Foundation, Inc.
North Shore Elder Services (2)
Northeast Arc
Strongest Link AIDS Services, Inc.
VNA Care Network, Inc. (2)

Essex

Essex County Greenbelt
Association (2)
Essex Historical Society &
Shipbuilding Museum
Music at Eden's Edge

Gloucester

Annisquam Village Church
Cape Ann Animal Aid Association
Cape Ann Art Haven
Cape Ann Bible Church
Cape Ann Farmers' Market
Community Church of
East Gloucester
Day by Day Adult Care, Inc.
First Baptist Church of Gloucester
Gloucester Maritime Heritage
Center
Gloucester United Methodist
Church
Independent Christian Church
Unitarian Universalist

North Shore Arts Association
St. John's Episcopal Church
Temple Ahavat Achim
The Open Door (2)
Wellspring House Inc.
YMCA of the North Shore -
Cape Ann

Hamilton

Acord Food Pantry (3)
Pingree School (2)
Prep@Pingree

Haverhill

Northern Essex Community
College (3)
Presidential Gardens
Neighborhood Association Inc.
YMCA of the North Shore-
Haverhill

Ipswich

Caldwell Skilled Nursing &
Rehab Center, Inc.
Ipswich River Watershed
Association (2)
S.A.F.E. Studio, Inc.

Lawrence

Adelante Inc./Lawrence Youth
Center (3)
American Training Co.
Arlington Community Trabajando
Asian Center of the
Merrimack Valley (2)
Blessed Stephen Bellesini,
O.S.A. Academy (2)
Boys & Girls Club of Lawrence (4)

Bread & Roses Inc. (2)
C.L.A.S.S. Inc.
Communities Together (2)
Community Day Charter
Public School
Cor Unum Meal Center
Esperanza Academy, Inc. (3)
Essex Art Center (7)
Family Service, Inc. (5)
Food for the World
Greater Lawrence Community
Action Council
Greater Lawrence Community
Boating Program
Greater Lawrence Family
Health Center, Inc.
Groundwork Lawrence (2)
Home Health VNA
Lawrence Community Works (3)
Lawrence Family Development and
Education Fund, Inc. (2)
Lawrence Family Development
Charter School
Lawrence General Hospital
Lawrence History Center (5)
Lawrence Public Library
Lawrence Public School, Summer
Meals Program
Lawrence Public Schools
Lawrence Recreation Department
Lazarus House Ministries (4)
Merrimack Valley Community
Service Corps
Merrimack Valley Habitat for
Humanity (3)
Merrimack Valley Hospice
Merrimack Valley Project, Inc.
Merrimack Valley YMCA -
Lawrence Branch (2)
Merrimack Valley YMCA-
Administrative Offices (2)

Neighbors in Need (2)
Northeast Independent Living
Program Inc. (2)
Notre Dame Education Center
Notre Dame High School
Pro-Employment & Social Welfare
Foundation, Inc.
Salvation Army - Lawrence
Youth Development Organization
YWCA of Greater Lawrence

Lynn

Breed Middle School
Cerebral Palsy Association
Girls Inc. of Lynn (2)
Lynn Classical High School
Lynn Community Health Center
Lynn English High School (6)
Lynn Home for Women
Pickering Middle School
Raw Art Works
The Food Project - North Shore
Thurgood Marshall Middle School
Wm. P. Connery School (5)
YMCA of Greater Lynn

Manchester

Brookwood School
Manchester Historical Society

Marblehead

L. H. Coffin School

Methuen

Caritas Holy Family Hospital
Children's Center
Foster Kids of Merrimack Valley,
Inc. (FKMV)
Merrimack Valley YMCA -
Methuen Branch
Methuen Arlington
Neighborhood Inc (2)
MSPCA (2)
Presentation of Mary Academy
St. Ann's Home and School

Middleton

North Shore Technical High School

Nahant

Johnson School

Newburyport

Belleville Congregational Church
Custom House Maritime Museum
Firehouse Center for the Arts
Jeanne Geiger Crisis Center (2)

North Andover

Acting Out! Theater Company, Inc.
Brooks School
Girl Scouts of Eastern
Massachusetts (2)
Merrimack College
Methuen Memorial Music Hall, Inc.
North Andover Historical Society
Si, Se Puede, Inc.

Peabody

Citizens for Adequate Housing
Healthy Peabody Collaborative
Woodbridge Assisted Living
YMCA of Peabody-Lynnfield

Salem

Bates Elementary School
Bentley School (2)
Boys & Girls Club of Greater Salem
Brookhouse Home
Carlton Elementary School
Collins Middle School (6)
Essex National Heritage
Commission
Horace Mann Elementary School
Jewish Federation of the
North Shore
Nathaniel Bowditch
Elementary School
North Shore Medical
Center Foundation
Salem High School
Salem Mission
Salem State University
Salem Theatre Company
Saltonstall Elementary School
Witchcraft Heights
Elementary School (3)

Rowley

The Governor's Academy (2)

Salisbury

Assisted Living Center, Inc.

Swampscott

Stanley Elementary School
Swampscott High School (8)

Topsfield

North Shore Youth Symphony
Orchestra, Inc

Wenham

Wenham Museum

Outside Essex County

Connecticut Children's Medical
Center, Hartford, CT
Environmental Defense Fund,
Washington, DC
Habitat for Humanity of Collier
County, Naples, FL
American Heart Association,
Framingham, MA
American Textile History Museum,
Lowell, MA
Artist for Humanity, Boston, MA
Babson College, Wellesley, MA
Beacon Academy, Boston, MA
Boston Foundation, Boston, MA
Boston University Graduate School
of Management, Boston, MA
Corpus Christi Church,
Boston, MA
Crispus Attucks Children's Center,
Boston, MA
Dana Farber Cancer Institute,
Brookline, MA
Easter Seals, Worcester, MA
Educators for Social Responsibility,
Cambridge, MA
Epiphany School, Dorchester, MA
Lahey Clinic, Burlington, MA
Let's Get Ready, Boston, MA
Malden Catholic High School,
Malden, MA
Masonic Angel Fund, Orleans, MA
Mass Chapter of the Arthritis
Foundation, Newtonville, MA
Massachusetts 4-H Foundation,
Ashland, MA
MetroLacrosse, Boston, MA
MissionSAFE: A New Beginning,
Boston, MA
Noble and Greenough School,
Dedham, MA
Oxfam America, Boston, MA
Partners In Health (2), Boston, MA
Penikese Island School, Inc.,
Woods Hole, MA
Pioneer Institute for Public Policy
Research, Boston, MA
Planned Parenthood League of MA,
Boston, MA
Rangrig Yeshe, Inc.,
Stockbridge, MA
School of the Museum of Fine Arts,
Boston, MA
The Barton Center for Diabetes
Education, North Oxford, MA
Thompson Island Outward Bound,
South Boston, MA

Trust for Public Land, Boston, MA
WGBH-TV, Boston, MA
Boys & Girls Club of Annapolis
& Anne Arundel County,
Annapolis, MD
Chesapeake Regional Accessible
Boating, Annapolis, MD
Living Classrooms Foundation,
Baltimore, MD
The Humane Society of the United
States, Gaithersburg, MD
YWCA of Annapolis and Anne
Arundel County, Arnold, MD
Hillsdale College, Hillsdale, MI
Central Asia Ins, Bozeman, MT
Lung Transplant Fund at University
of North Carolina, Chapel Hill,
NC
St. Paul's School, Concord, NH
Upper Valley Land Trust, Hanover,
NH
Adirondack Nature Conservancy,
Keene Valley, NY
Doctors Without Borders USA,
New York, NY
Harlem Children's Zone,
New York, NY
Natural Resources Defense
Council, New York, NY
Wildlife Conservation Society,
Bronx, NY
Local Church Ministries,
Cleveland, OH
Wider Church Ministries,
Cleveland, OH
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Oklahoma City, OK
The ALS Association, Greater
Philadelphia Chap, Amber, PA
The Pew Charitable Trusts for the
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Jay Caporale joins ECCF as Executive Vice President & Director of Philanthropy after 21 years in senior management and partnership at Ruotolo Associates Inc., a national consulting firm that provides philanthropic counsel to nonprofits. His expertise includes capital campaigns, strategic planning and development operations with a special emphasis on board development and major gifts. Jay and his family live in North Andover.

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