



ANNUAL REPORT | 2012

LETTER FROM THE PRESIDENT



Dear Friends,

Metropolitan Baltimore is fortunate to have independent schools that share a sense of community and provide academic excellence, values-based learning, and extraordinary teachers.

This past year, the Baltimore Educational Scholarship Trust—B.E.S.T.— celebrated twenty-five years of partnering with the top independent schools in our community to ensure that lower income African American children receive the unique benefits that these schools provide. On behalf of the Board of Trustees, we are honored to have guided the organization for the first twenty-five years and look forward to the continued impact B.E.S.T. will make on the lives of children in Baltimore.

B.E.S.T. has maintained its steadfast mission to support academically ambitious lower income African American children throughout Baltimore. As B.E.S.T. has grown, we remain committed to further supporting our scholars through comprehensive programs, parent networking and auxiliary funding. As a result of our success to serve more talented youngsters, Baltimore has responded. Recruiting networks have expanded; funding networks continue to demonstrate their commitment; and B.E.S.T. has reaffirmed its role as an educational leader in Baltimore.

B.E.S.T. scholars are the future leaders of our community. Our alumni include lawyers, doctors, educators, community leaders, trustees, artists, musicians, athletes and parents in our community. They are grateful for the educational opportunity and value provided by independent schools, and independent schools and their respective students and faculties are grateful for how these students enriched their communities.

Thank you for the role you have played to get the Baltimore Educational Scholarship Trust to where it is today, and the role you will play for the next generation.

Warm regards,

A handwritten signature in black ink, appearing to read "Stuart O. Simms". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Stuart O. Simms
Board President

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SUCCESSFUL ADMISSIONS SEASON AT B.E.S.T.



Boys' Latin upper school students

Admissions is the foundation of the work that we do at the Baltimore Educational Scholarship Trust. We are grateful for the strength of our partnerships with the Admissions departments at our member schools, their commitment to our mission and their unwavering belief in our students. In order to continue providing our schools with strong applicants, we enhanced strategies to strengthen our student recruitment efforts. In 2011, our admissions goals were to increase our male applicant pool, broaden our reach to more families throughout Baltimore and to maintain existing enrollment numbers. Our strategies to achieve these goals were to enhance our recruiting networks through events and to offer offsite testing in order to evaluate children whose parents were unable to bring them to the B.E.S.T. office. We are pleased to share that we not only increased our male applicant pool, but we also increased our newly enrolled student number by 27% over last year. As the need for financial aid at our member schools is met with increased and competing demands, our member schools continue to demonstrate their commitment to the students who are part of the Baltimore Educational Scholarship Trust.

B.E.S.T. COLLEGE ENROLLMENT 2012

B.E.S.T. Class of 2012 College Choices

School	Gender	College Choice
The Boys' Latin School of Maryland	M	Johns Hopkins University
The Boys' Latin School of Maryland	M	St. Francis College
The Boys' Latin School of Maryland	M	Salve Regina University
The Boys' Latin School of Maryland	M	Clarkson University
The Boys' Latin School of Maryland	M	Hampton University
The Bryn Mawr School	F	Hobart and William Smith Colleges
The Bryn Mawr School	F	University of Maryland, College Park
Friends School of Baltimore	F	Barnard College
Friends School of Baltimore	F	Widener University
Friends School of Baltimore	F	McDaniel College
Friends School of Baltimore	M	Ursinus College
Friends School of Baltimore	F	Pitzer College
Friends School of Baltimore	F	Albright College
Friends School of Baltimore	M	Northeastern University

B.E.S.T. COLLEGE ENROLLMENT 2012 (CONT.)

B.E.S.T. Class of 2012 College Choices

School	Gender	College Choice
Friends School of Baltimore	F	Russell Sage College
Garrison Forest School	F	University of Richmond
Garrison Forest School	F	Syracuse University
Garrison Forest School	F	University of Houston
Gilman School	M	Ursinus College
Gilman School	M	University of Maryland, College Park
Gilman School	M	Monmouth University
Jemicy School	F	Albright College
McDonogh School	F	Goucher College
McDonogh School	M	Johns Hopkins University
The Park School of Baltimore	M	Loyola University Maryland
The Park School of Baltimore	F	Clark University
The Park School of Baltimore	M	Muhlenberg College
The Park School of Baltimore	F	University of Maryland, College Park
Roland Park Country School	F	Carnegie Melon University
Roland Park Country School	F	Stevenson University
Roland Park Country School	F	Loyola University Maryland
Roland Park Country School	F	Morgan State University
Severn School	F	Virginia Commonwealth University School of the Arts
Severn School	F	Hood College
St. Paul's School	M	Bowdoin College
St. Paul's School	M	Case Western Reserve
St. Paul's School for Girls	F	University of Delaware
St. Paul's School for Girls	F	University of Maryland, College Park
St. Paul's School for Girls	F	University of Maryland, College Park
St. Paul's School for Girls	F	University of Maryland, College Park
St. Paul's School for Girls	F	University of Maryland, College Park
St. Paul's School for Girls	F	High Point University
St. Timothy's School	F	University of Maryland, College Park
Waldorf School of Baltimore	M	Community College of Baltimore County, Catonsville



St. Paul's School Graduation Ceremony

COMPREHENSIVE PROGRAMS CONTINUED TO SUPPORT B.E.S.T. STUDENTS AND THEIR FAMILIES



Redmond C.S. Finney Young Men's Leadership Program Scholars met with Congressman Elijah Cummings as part of the Youth Scholar Academy

This past year, we continued our model of providing dual-track programming for both our applicants and currently enrolled students and families.

B.E.S.T. supported our applicant students and their families through a variety of programs relevant to the application process. The Independent School Entrance Exam (ISEE) is given every year to rising 5th-12th grade independent school applicants. The exam evaluates a student's verbal abilities, writing and quantitative reasoning skills. In order to help prepare our applicants for the exam, B.E.S.T. partnered with several independent school teachers from our member schools who volunteered their Saturdays to provide preparation workshops in these subject areas and in test-taking strategies. While students were in their workshops, applicant parents attended a seminar that not only helped them understand the overall financial aid process, but took them line by line through the financial aid application. Incorporated into this seminar was a discussion around the financial realities for a family when enrolling their child at an independent school. A mandatory parent orientation workshop was an additional program provided to our applicant parents. As part of that orientation, we incorporated a conversation

around "Preparing an Educational Plan B." This allowed parents to explore all educational options throughout Baltimore, therefore eliminating uncertainty when enrollment at an independent school was not an option. Through the assistance of the Baltimore Educational Scholarship Trust, our families had additional support as they navigated the challenges presented during the admissions process.

For our currently enrolled students and their families, we provided academic enrichment, leadership development and general support that positioned them for greater success at their independent schools. We offered a variety of programs to meet that goal, which included: the Park School leadership development outdoor ropes course, college financial aid workshop at Goucher College, Parent Support Network speaker event featuring Dr. Andrew Martire and Dr. Ed Trusty from Calvert School, Distinguished Speaker Luncheon featuring Wes Moore, service day with Legg Mason and Parks & People Foundation, service day with My Sister's Circle, college admissions process workshop at Johns Hopkins University, SAT Prep and Summer Scholars for middle and upper school students. As we continually evaluated the overall needs of our students, we determined that B.E.S.T. should be connecting our scholars to summer academic and leadership enrichment opportunities. To that end, we identified strong programs with whom we have partnerships, and we facilitated the placement of students in the D.C.-based Youth Scholar Academy, Bryn Mawr School Summer Academic Enrichment courses and the Collegiate Summer Bridge Academy. Giving our students the opportunities to be involved with high level programming not only made them more well-rounded, but also helped to build their college transcripts. In partnership with the work of our member schools, B.E.S.T. continued to meet our goal of supporting the success of our students at their independent schools.

PRIVATE SCHOOLS WITH A PUBLIC PURPOSE



Domonique Foxworth, Board of Trustees

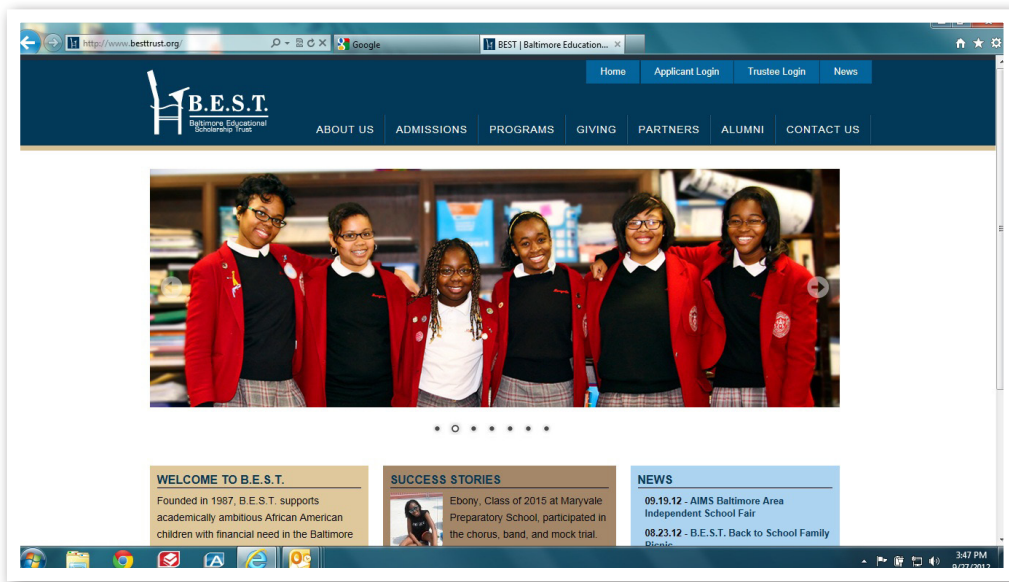
As an educational leader in Baltimore, we believe we have the responsibility to create and facilitate collaborations and partnerships between private, public and parochial educational institutions, as well as nonprofits throughout Baltimore, to better support children in our city. Included in this effort was our ongoing internal work of providing school choice information to all of our applicant families. Externally, B.E.S.T. was asked to consult on a school choice Power Point presentation that was used as a training tool for educational school choice ambassadors throughout Baltimore. Last fall, we hosted a breakfast speaker series to discuss pressing educational issues facing our city. Domonique Foxworth (B.E.S.T. Trustee and President of the NFL Players Association) and Dr. Ed Trusty (Calvert School Lower School Head) presented on supporting the educational success of African American boys in Baltimore. At a separate breakfast, Bonnie Legro of the Abell Foundation presented on independent schools, school choice in Baltimore City Public Schools and the overall educational landscape in Baltimore. Invited guests included educators, administrators, funders and nonprofit leadership.

B.E.S.T. has been a leader in the national “Private Schools with a Public Purpose” initiative in Baltimore. Amy John was invited to be a presenter at a meeting of the Education Affinity Group of the Association of Baltimore Area Grantmakers as funders were learning more about this initiative. At that meeting, Amy rolled out B.E.S.T.’s three-part professional development workshop series for public school principals. B.E.S.T. designed these workshops to support the efforts of Baltimore City Public School principals as they incorporate marketing and branding into their schools’ strategic plans. The three-part series included a marketing and branding overview, how to create an internal SWOT analysis, and a panel discussion with independent school Directors of Admissions and public school leadership on how to translate marketing and branding into public school student recruitment. Participation was over sixty principals and key leadership staff. We thank the Office of Family and Community Engagement under the leadership of Michael Sarbanes, with whom we partnered for these workshops.



Amy John, Executive Director of B.E.S.T. and Betsy Ringel, Executive Director of the Blaustein Philanthropic Group

B.E.S.T. LAUNCHED NEW WEBSITE IN WINTER 2012



Maryvale Preparatory School upper school students

B.E.S.T. partnered with Warschawski, a leading P.R., Marketing & Branding Firm in Baltimore, to create a new website that allows B.E.S.T. to tell our expansive story and have a broader reach to families in the Baltimore metropolitan area. The new website features current student success stories, B.E.S.T. alumni updates, a parent portal which allows families to monitor their applications in real-time and a section for news briefings. We thank David Warschawski, Shana Harris and their team for designing a website that allows us to share our mission and tell our story to the Baltimore community.

THE BALTIMORE EDUCATIONAL SCHOLARSHIP TRUST CELEBRATES THE LIFE OF OUR FOUNDING PRESIDENT, STANLEY I. PANITZ



Stanley I. Panitz, a former real estate developer whose Bolton Square town house community earned him national recognition, died Monday, August 6, 2012 from complications of Alzheimer's disease at Springwell Senior Living in Mount Washington.

The Roland Park resident was 88.

“Stan was a lovely, dear man who did so much for Baltimore and the Baltimore metro area. He loved both his family and his community,” said Shale D. Stiller, a longtime friend who is a partner at DLA Piper and former president and trustee of the Harry and Jeanette Weinberg Foundation. “He was also what we call a real mensch.”

The grandson of a builder, Mr. Panitz was born in Baltimore and raised near Druid Hill Park. He was a 1939 graduate of City College and earned a bachelor's degree in 1943 from the Johns Hopkins University.

During World War II, he served as a naval gunnery officer and participated in the D-Day invasion on June 6, 1944.

Mr. Panitz, who served aboard a Landing Tank Ship during the invasion, defied an officer's orders and at great risk returned to pick up wounded soldiers who were struggling in the sea.

"The officer said he was risking being court-martialed for his actions, and Stan said he 'wasn't leaving those boys behind,'" said his wife of 33 years, the former Linda Hambleton.

"There were people killed all around him and for a 21-year-old to be involved in that and survive is amazing," said Mr. Stiller. "I do know that Stan was very proud that he was a part of D-Day."

After being discharged with the rank of lieutenant junior grade in 1946, he returned to Baltimore and joined his brother, Leon Panitz, who was president of Panway Construction Co., as vice president.

In 1963, the two brothers dissolved their partnership and Mr. Panitz founded his own company, Panitz & Co. Inc.

A social liberal, Mr. Panitz supported open housing laws in the early 1960s, when, as president of Baltimore Neighborhoods Inc., he asked that builders adopt a voluntary policy of ending racial discrimination in the sale or rental of apartments and houses.

"I agree that unilateral action by any one builder may be impractical but following legislation or voluntary action applicable to the entire industry we can adjust to the problem and put it behind us for once and for all," he told *The Baltimore Sun* in a 1968 article.

"Stanley was passionate about civil rights. He believed right was right, and wrong was wrong, and housing was to be open to all people," said Mrs. Panitz.

During the 1960s, Mr. Panitz was the developer of Joppatowne and Rumsey Island, and at the end of the decade turned his attention to Bolton Hill.

Mr. Panitz developed Bolton Square, a community of 37 town houses that were designed by Hugh Newell Jacobsen and featured elements that echoed the surrounding older houses.

Mr. Jacobsen incorporated into their design dark brick and mortar, slate roofs, bay windows and traditional Baltimore white marble front steps.

The town house "clusters," as they were called, earned top national honors from the American Institute of Architects and House & Homes magazine.

"The judging panel notes that each house 'has its own private walled patio, which, in most instances faces into a central park open only to residents and their guests,'" reported *The Baltimore Sun* at the time.

"I first got to know Stan when I bought one of the Bolton Square houses. It took courage in those days to build diversified housing, but he was a liberal from A to Z," said Mr. Stiller.

"I know he was enormously proud of Bolton Square and it was a quality project. He took pride in those houses — and by the way, he lived there, too," he said. "Stan, because he had a large family, combined two of the town houses."

Another project that earned Mr. Panitz acclaim was the 1974 conversion of the old Friends School, built in 1889 in the 1700 block of Park Avenue, into 34 luxury apartments. The site was abandoned in the mid-1930s when Friends School relocated to its present home on North Charles Street.

He joined in partnership with Tred Griffiths and J.H. Williams Jr. to form Panitz, Griffiths and Williams, and also developed the Bolton Hill Swim and Tennis Club.

Not only was Mr. Panitz active in the business world, he was also a visible player in the educational and cultural life of Baltimore.

From 1974 to 1977, he served as president of Park School, and with Redmond C.S. Finney, who was headmaster of Gilman School from 1968 to 1992, established the Baltimore Educational Scholarship Trust, which provided scholarships for city students. Mr. Panitz served as president of the scholarship fund from 1986 to 1990.

“When he was at Park, the school was going through tremendous changes, and his contributions were making its student body more comprehensive and diverse,” said Mr. Stiller. “He also had the foresight to build up its endowment fund.”

Mr. Panitz had served as a trustee of the Baltimore Symphony Orchestra, Citizens Planning and Housing Authority, Home Builders Association of Maryland, Enterprise Development Co., and Westview Savings & Loan.

He was a member of the Hopkins Club and the Center Club.

“But his favorite club was the Petit Louis restaurant in Roland Park,” said his wife.

A drummer, Mr. Panitz was a founder of the Chamber Jazz Society. He was also an avid student of history and a world traveler.

In 1985, he and his wife built a home on Martha’s Vineyard, where they lived four months of the year until they sold it in 2006.

In addition to his wife, he is survived by a son, Thomas Panitz of New York City; three daughters, Susan Fillion of Ruxton, Amy Panitz of Manchester, Vt., and Polly Panitz of McLean, Va.; a stepson, Jonathan Watts of Kamakura, Japan; two stepdaughters, Anne Watts of Cambridge and Caroline Watts of Philadelphia; 10 grandchildren; and five step-grandchildren.

(As taken from *The Baltimore Sun*, August 11, 2012)

CONDENSED FINANCIAL INFORMATION BALTIMORE EDUCATIONAL SCHOLARSHIP TRUST STATEMENTS OF FINANCIAL POSITION JUNE 30, 2011 AND 2010

Assets

ASSETS	2011	2010
Cash and cash equivalents	\$ 166,232	\$ 115,556
Investments	8,589,065	7,392,712
Unconditional promises to give, net	128,634	8,374
Other Assets	26,513	31,857
Total Assets	\$ 8,910,444	\$ 7,548,499

Liabilities and Net Assets

LIABILITIES		
Distributions payable to member schools	\$ 298,794	\$ 290,091
Accounts payable and accrued expenses	3,112	16,107
Total Liabilities	\$ 301,906	\$ 306,198
NET ASSETS		
Total Net Assets	\$ 8,608,538	\$ 7,242,301
Total Liabilities and Net Assets	\$ 8,910,444	\$ 7,548,499

CONDENSED FINANCIAL INFORMATION BALTIMORE EDUCATIONAL SCHOLARSHIP TRUST STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 2011 AND JUNE 30, 2010

	2011	2010
REVENUES AND SUPPORT		
Contributions	\$ 797,607	\$ 521,026
School membership fees	373,493	362,614
Operating grants	3,000	—
Application fees and other	34,579	18,595
Total Revenues and Support	1,208,679	902,235
EXPENSES		
Program services	1,145,991	1,170,502
General and administrative	158,092	261,919
Fundraising	101,872	94,324
Total Expenses	1,405,955	1,526,745
Change in Net Assets from Operations	(197,276)	(624,510)
OTHER CHANGES		
Interest and dividend Income	132,367	140,504
Realized and unrealized gain (loss) on investments	1,431,146	645,542
Change in Net Assets	1,366,237	161,536

These figures are summarized from the Baltimore Educational Scholarship Trust's Annual Audit. The full Financial Statement is available upon request.

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This list includes all donors to the Baltimore Educational Scholarship Trust during the 2011-2012 giving year (July 1, 2011-June 30, 2012). If an error has been made, please accept our sincere apologies and notify the Development staff at 410-752-2225.

ON BEHALF OF OUR STUDENTS



Calvert School lower and middle school students

Our 327 Kindergarten through 12th grade B.E.S.T. Scholars thank you for your financial support and belief in their educational ambition.

Our Mission: The Baltimore Educational Scholarship Trust, in partnership with our twenty independent member schools, recruits and supports through the admissions process academically ambitious African American students with financial need from the Baltimore area. Once students are enrolled, B.E.S.T. positions them for success through academic preparation, character and leadership development and support programs.