



ANNUAL REPORT | 2013

LETTER FROM THE PRESIDENT



Dear Friends,

For twenty-six years, with your assistance and that of our member independent schools, the Baltimore Educational Scholarship Trust (B.E.S.T.) has played a critical role in creating a diverse student body on independent school campuses throughout Baltimore. Our member schools remain committed to ensuring a school community that is inclusive. These commitments are central to our successful service to students, families and independent schools.

While the Baltimore Educational Scholarship Trust remains grounded in our original mission of providing access for lower income African American students to attend independent schools, we have been responsive to the needs of our students, our member schools and Baltimore by expanding our programs. We have connected our students with leaders in the African American community through our Molly Hathaway Young Women's and Redmond C.S. Finney Young Men's Leadership Programs, we have created opportunities for parent

engagement through our Parent Support Network and we have directed families to summer enrichment opportunities through our Summer Enrichment Guide. This expanded program work reflects B.E.S.T.'s response to and investment in the success of our students.

Recently, B.E.S.T.'s program work has expanded to include the creation of **The .edu Project** that supports first generation and underrepresented college-bound students in Baltimore. The purpose of this project is to raise awareness of the need to provide additional support to talented students, host workshops for students and parents and provide professional development for college guidance counselors. As part of **The .edu Project** we founded the First Generation Affinity Group comprised of educational professionals from independent schools, public schools and local colleges and universities. This additional programmatic effort ensures that B.E.S.T. will continue to lead conversations with key stakeholders in the community working on behalf of these students.

I also want to take this opportunity to welcome our nine new Board of Trustees members, including six new Heads of School. I and the other Board members of B.E.S.T. look forward to working with them as we continue our efforts on behalf of talented African American children in Baltimore.

Thank you for the generous support you have given the Baltimore Educational Scholarship Trust and the role you will play in our future.

Sincerely,

A handwritten signature in black ink, which appears to read "Stuart O. Simms". The signature is fluid and cursive, with a small flourish at the end.

Stuart O. Simms, Esq.
Board President

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ADMISSIONS – THE CORE OF OUR MISSION



*The Bryn Mawr School and St. Paul's School for Girls
Lower School Students*

Twenty-six years ago, B.E.S.T. was established to support independent schools in their effort to find academically talented, lower income African American students who would thrive in and enrich their school communities. True to our mission, B.E.S.T. remains committed to our work. We have created an extensive network of recruiting partners including charter schools, parochial schools, nonprofits and community organizations who work with us in identifying their highest achieving students. Once these students have been identified, they participate in our extensive vetting process that helps us to determine the strongest candidates for independent school admission. The boys and girls we evaluate range in age from four years to fourteen years. Once our applicant pool is determined, we provide individualized admissions counseling, offer Independent School Entrance Exam (ISEE) workshops for our rising 5th – 9th grade applicants at the Park School of Baltimore and host the ISEE Exam at

Roland Park Country School and Gilman School in November and December. As students are participating in their ISEE Prep classes, parents are in a workshop that outlines the financial aid process and the financial realities of an independent school education. As part of our expanding admissions work, we have incorporated Educational “Plan B” counseling. Our admissions officers present educational options available for both city and county school applicants, ensuring that parents have an alternative school in place, should enrollment at an independent school not be an option. The admissions work at B.E.S.T. helps to change the lives of underrepresented students throughout Baltimore.

Twenty-six years ago, B.E.S.T. was established to support independent schools in their effort to find academically talented, lower income African American children who would thrive in and enrich their school communities.

BALTIMORE EDUCATIONAL SCHOLARSHIP TRUST 2013 COLLEGE ENROLLMENT

| School | Gender | College Enrollment |
|------------------------------------|--------|---------------------------------|
| The Boys' Latin School of Maryland | M | Dickinson College |
| The Boys' Latin School of Maryland | M | Kenyon College |
| The Bryn Mawr School | F | Duke University |
| The Bryn Mawr School | F | Towson University |
| The Bryn Mawr School | F | Franklin and Marshall College |
| The Bryn Mawr School | F | Stevenson University |
| The Bryn Mawr School | F | North Carolina State University |

BALTIMORE EDUCATIONAL SCHOLARSHIP TRUST

2013 COLLEGE ENROLLMENT (CONT.)



Friends School of Baltimore
Graduation Ceremony

| School | Gender | College Enrollment |
|------------------------------|--------|---|
| The Bryn Mawr School | F | Pennsylvania State University |
| The Bryn Mawr School | F | U.S. Naval Academy |
| Friends School of Baltimore | M | University of Hartford |
| Friends School of Baltimore | M | University of Maryland, College Park |
| Gilman School | M | University of Maryland, Baltimore County |
| Gilman School | M | Kenyon College |
| Gilman School | M | Cornell University |
| Gilman School | M | Amherst College |
| Gilman School | M | Harrisburg University of Science and Technology |
| Maryvale Preparatory School | F | Howard University |
| Maryvale Preparatory School | F | Catholic University |
| McDonogh School | F | Tufts University |
| The Park School of Baltimore | M | Goucher College |
| The Park School of Baltimore | M | Oberlin College |
| The Park School of Baltimore | F | Oberlin College |
| The Park School of Baltimore | F | Mills College |
| Roland Park Country School | F | Keystone College |
| Roland Park Country School | F | George Mason University |
| Roland Park Country School | F | Rochester Institute of Technology |
| St. Paul's School | M | Virginia Polytechnic Institute and State University |
| St. Paul's School | M | Franklin and Marshall College |
| St. Paul's School for Girls | F | Spelman College |
| St. Paul's School for Girls | F | Salem College |
| St. Paul's School for Girls | F | Albright College |

PROGRAMMATIC EXPANSION CONTINUES AT B.E.S.T.

The programmatic work of B.E.S.T. has played a significant role in the overall experience our students are having at their independent schools. In order to maximize opportunities for our students, B.E.S.T. not only provides extensive programming for students and parents, but also connects students to outstanding programs offered throughout our city.

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Our Programs

Last fall, we hosted two leadership development programs as part of our Molly Hathaway Young Women's and Redmond C.S. Finney Young Men's Leadership Programs for 9th – 12th grade students. Our young women participated in a day-long event with the Legg Mason Women's Leadership Network. B.E.S.T. Scholars and Samuel Ready Scholars shared in the opportunity to assemble care packages for House of Ruth residents and network with professional female leadership from Legg Mason. The day included a meaningful conversation about issues of leadership, choices and civic responsibility. Our young men spent the day at Ober|Kaler with a panel of leading African American businessmen from the Baltimore community. Panelists Stephon Jackson (T. Rowe Price), Tedd Alexander (Credo Capital Management), Bradley Chambers (Union Memorial Hospital) and Cheo Hurley (Park Heights Renaissance, Inc.) shared their educational and professional experiences, and the young men engaged with them in an inspired conversation about the essentials of leadership, character and opportunity. B.E.S.T. Trustees Stuart Simms, Theo Rodgers and Michael Ford shared in the day.

In the winter as part of our Parent Support Network, over 125 B.E.S.T. family members joined B.E.S.T. at the Bryn Mawr School for a Holiday Celebration. Dana and Lawrence Jennings, parents of B.E.S.T. and Gilman Alum (Class of 2011), Darius Jennings, were our honored guests. Mr. Jennings spoke to our parents and offered his insight about how to most effectively support your child while he or she

is at an independent school. Darius joined his parents and provided his alumni perspective.

Our spring event for the Molly Hathaway Young Women's and Redmond C.S. Finney Young Men's Leadership Program was a joint workshop entitled "Making Your Path, Building Your Future." The workshop held at St. Paul's School for Girls and St. Paul's School brought together a panel of African American member school alumni. The panelists stressed the importance of academic excellence and professionalism. They encouraged our students to actively seek a mentor to help support them while creating their path. Panelists included B.E.S.T. Trustees Tiffani Sterrette Collins, Esq. (Friends School) and Cheo Hurley (Gilman School). They were joined by Nathaniel "Trae" Byrd (McDonogh School), Gerard "Rock" Harrison (Gilman School) and Ayinde Stewart (McDonogh School) as well as Shari Fleming, Esq. (Association of Black Women Attorneys).



Summer Scholars Students

In June, we hosted our annual Summer Scholars program, a five week academic, social and cultural transition program preparing newly enrolled, rising middle and upper school students for their new independent schools. As part of Summer Scholars, B.E.S.T. provided two new workshops designed specifically for the rising 9th graders. Felicia Wilks,

PROGRAMMATIC EXPANSION CONTINUES AT B.E.S.T. (CONT.)

Director of Diversity at Friends School, led a “Transitioning from Middle School to Upper School” workshop, and Darryl Tiggie, Director of College Guidance at Friends School, led a workshop entitled “It’s Time to Start Thinking About College.”

Connecting Our Students

B.E.S.T. remains committed to our partnership with the Gilman Black Alumni Leadership Institute (GBALI), a program founded in 2005 by Gilman Alumni Kumasi Vines, Terrance Whitehead and Karlo Young to assist students in developing a more complete understanding of the relationship between personal decisions, career, friendships and family. Eleven of our upper school girls and boys participated in their leadership program every Saturday from October through May.

Additionally, B.E.S.T. wanted to ensure that families were aware of summer enrichment opportunities for their students that would be available at little or no cost. In response, we created a Summer Enrichment Guide for our parents, that outlined opportunities available throughout Baltimore for students of all ages. This new guide connected over fifty B.E.S.T. students to affordable or free summer programs. As part of this program, the Bryn Mawr School offered their summer academic enrichment courses for lower, middle and upper school students for a minimal cost to B.E.S.T. families. This allowed eighteen of our B.E.S.T. students representing many of our member schools to take courses taught by Bryn Mawr faculty, including “Kitchen Chemistry” for lower school students; “CSI Bryn Mawr” and “Page to Stage” for middle school students; and “Struggles

for Supremacy” and “Explorations in Geometry” for upper school students.

This past summer we continued our partnership with the Youth Scholar Academy in Washington, D.C. The curriculum of their program includes academic course work, insight into U.S. government and visits to colleges and universities throughout the area. A cohort of thirteen young men from both the B.E.S.T. program and Cristo Rey Jesuit High School participated in their residential program. As shared by a Gilman School senior: *“YSA [Youth Scholar Academy] has blessed me in many ways. Never before have I been exposed to such a large network of successful black men. I love how it feels to know that there are others like me who stray away from the traditional mold of a black man that society imposes on the public...I hope that I can give back to the black community in similar ways and continue the legacy. I am confident that I will.”*



Members of the Redmond C.S. Finney Young Men's Leadership Program Attend the Youth Scholar Academy in Washington, D.C.

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THE .EDU PROJECT

In a continued effort to play a leadership role in forming partnerships and collaborations throughout Baltimore, B.E.S.T. launched **The .edu Project**. This project supports first generation college-bound students and their families. In addition, the project raises consciousness within the broader Baltimore community. The program partners with colleges and universities throughout Maryland in order to leverage the resources they can collectively provide to first generation students. B.E.S.T. is hosting workshops and programs for students, parents, school faculty and college guidance professionals, in both private and public schools, in order to provide everyone with a greater network of support.

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In October of last year, the Baltimore Educational Scholarship Trust hosted a screening event of *First Generation* at MICA. The documentary tells the story of four high school students – an inner city athlete, a small town waitress, a Samoan warrior dancer, and the daughter of migrant field workers – who set out to break the cycle of poverty and bring hope to their families and communities by pursuing a college education. This documentary explores the problem of college access faced by first generation and low-income students and how their success has major implications for the future of our nation.

Over 300 guests comprised of some of the top philanthropic, corporate, educational and nonprofit leaders in Baltimore joined us for the screening of the film. Our Honored Guests for the evening were Dr. Lillian M. Lowery, Maryland State Superintendent of Schools, and Neil E. Duke, Esq., Ober|Kaler and past Chair of the Baltimore City Board of School Commissioners.

The planning committee for this event was a coalition of private, public, parochial and Higher Ed educational leaders. After the event, this group, under the leadership of B.E.S.T., formed the First Generation Affinity Group in Baltimore which has grown to include over fifty members. We meet quarterly to learn from each other and have conversations that allow members to coordinate their efforts of support.

In May, we hosted a **.edu Project** event at Johns Hopkins University entitled, **“Supporting First Generation College-Bound Students: Insight from College Admissions Directors.”** The professional development workshop was designed for independent school, public school and parochial school college guidance staff, non-profit leaders who work with college-bound students, as well as faculty and admissions teams from local universities. Presenters represented Johns Hopkins University, Stevenson University, University of Baltimore and University of Maryland Baltimore County.



Presenters Calvin Wise, Johns Hopkins University; Bryan Nance, Johns Hopkins University, Center for Talented Youth; Marguerite Weber, University of Baltimore; Yvette Mozie-Ross, UMBC; Kelly Farmer, Stevenson University

B.E.S.T. WELCOMES NEW MEMBERS TO THE BOARD OF TRUSTEES

New Head of School Trustees



Penney Bach Evins
Head of School
St. Paul's School for Girls



David C. Faus
Head of School
St. Paul's School



Tom Goss
Head of School
Waldorf School of Baltimore



Parnell P. Hagerman, Ed.D.
Head of School
Oldfields School



Andrew Holmgren
Head of School
Calvert School



Henry P.A. Smyth
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Gilman School

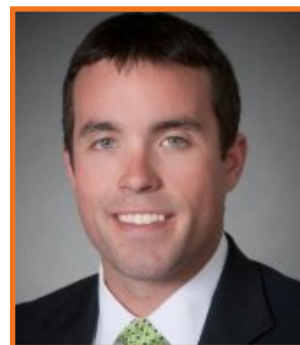
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GRADUATED MARYVALE STUDENT, DANIA MORRIS, INVITED TO SPEAK AT SPRING BOARD OF TRUSTEES MEETING



Dania Morris and her family with Maryvale Preparatory School Head of School, Tracey Ford

Good Morning Ladies and Gentlemen, I am honored to share with you this morning my amazing experience in being part of the Baltimore Educational Scholarship Trust program. Over the past seven years, B.E.S.T. has been both a continual and influential force in my educational development. My mother decided that I needed a more challenging educational experience. She began to do some research and came across the B.E.S.T. program to assist her with the process. My journey with B.E.S.T. began when I received the letter stating I was selected to participate in the program.

I have always been a very indecisive person, so determining where I wanted to go to school for the next six years was a very difficult decision for me. When it came down to the final decision, I selected Maryvale Preparatory School. However, I couldn't help but be a little frightened by this idea. I would be placed in an environment where I did not know anyone, I would have to do challenging work, and most importantly there were no boys. The idea seemed strange and intimidating, with me already being a shy child. And that is where the B.E.S.T. program assisted me with the transition process.

The summer before sixth grade, I participated in the Summer Scholars Program for new incoming middle-school students. The program focused on the transitioning of African American students from public to private education. During the program, each student took classes that would emulate the private school setting. The classes promoted independent thinking in various courses including Mathematics, English, and History. It was very much similar to attending school. I enjoyed every minute in the program, and I met some amazing people, one of whom was attending Maryvale that following school year as well.

Over the years, I have participated in many projects and service opportunities through B.E.S.T. One of the most memorable service opportunities that I engaged in during my tenth grade year was the Focal Point Global U.S.-Namibia HIV Education Initiative. Along with other high school students in the Baltimore area, I received the chance to connect on an international level with peers living in Namibia, Africa in learning about HIV/AIDS, and develop projects to help our communities bring awareness of the issue. That same year I volunteered through B.E.S.T. with

My Sister's Circle where I aided in organizing toys at the Salvation Army's warehouse for their holiday drive. Service is now a very important aspect of my life, and I have grown to appreciate the act of giving back to my community just as the B.E.S.T. program gives back to its students.

Moving on to junior year, one of the most important years for high school students, the B.E.S.T. program became even more prevalent in my life. Last summer B.E.S.T. shared with me the opportunity to apply for the Johns Hopkins University Civic Leadership Institute. I was selected to participate in Johns Hopkins's three-week residential summer program. The program involved academic work, community service and hands-on field experiences to help develop leadership skills needed to make a positive impact on society. Not only was the summer program a service experience, but it also prepared me for what I would face this fall when I enroll into college. In addition, I was given the opportunity to attend the Advocates for Children and Youth 8th Annual Distinguished Speaker Luncheon featuring the amazing speaker Wes Moore. He was both genuine and inspirational, hearing about his life and the challenges that he overcame. Probably the most helpful initiative through B.E.S.T. was the SAT Prep program in which they collaborated with Capstone Tutor Company and hosted free 3-hour SAT prep classes on Saturdays. My SAT scores improved significantly with the aid from the classes.

This year, the B.E.S.T. program introduced to me the Gilman Black Alumni Leadership Institute. This is a co-educational program made available to all high school students. After being selected into the program, I attended sessions held every Saturday to discuss various topics: applying for college, building my résumé, networking skills, creating my personal brand, managing my finances, dealing with relationships, preparing for interviews, time management, and much, much more. Additionally, we went on college tours, participated in learning workshops, and we got involved with community service. I know if I am ever in need of help, I know where to turn to. GBALI has provided for me a system of reliable resources with both the members and the leaders.

As my senior year comes to an end, I contemplate on all the great achievements I have accomplished. This fall I will be attending the University of Maryland College Park, A. James Clark School of Engineering and participating in the International Studies Scholars Program. I will major in Mechanical Engineering. I am truly grateful to be part of the Baltimore Educational Scholarship Trust program. B.E.S.T. provided me the avenues to educational and social experiences that I may not have had at a public school. I have been able to build close relationships among fellow students and staff within B.E.S.T. I will continue my involvement with the B.E.S.T. program as an Alumnus. Their support has inspired me to help and give back to the community. I hope one day I will be able to help students achieve their goals just as you have helped me.

B.E.S.T. FINANCIALS

Balance Sheet June 30, 2012 and 2011

| Assets | 2012 | 2011 |
|---|------------------|------------------|
| Cash and Cash Equivalents | 51,082 | 166,232 |
| Investments | 8,552,740 | 8,589,065 |
| Unconditional Promises to Give, Net | 107,132 | 128,634 |
| Prepaid Expenses | 11,017 | 10,039 |
| Equipment, Net of Accumulated Depreciation of \$73,782 and \$61,135, Respectively | 30,257 | 16,474 |
| Total Assets | 8,752,228 | 8,910,444 |
| Liabilities | | |
| Distributions Payable to Member Schools | 294,522 | 298,794 |
| Accounts Payable and Accrued Expenses | 6,747 | 3,112 |
| Total Liabilities | 301,269 | 301,906 |
| Net Assets | | |
| Unrestricted | 15,245 | (571,212) |
| Temporarily Restricted | 2,971,167 | 3,715,203 |
| Permanently Restricted | 5,464,547 | 5,464,547 |
| Total Net Assets | 8,450,959 | 8,608,538 |
| Total Liabilities and Net Assets | 8,752,228 | 8,910,444 |

These figures are excerpts from the Baltimore Educational Scholarship Trust's Full Annual Audit. The full financial statement is available upon request.

Profit & Loss Year ended June 30, 2012. With summarized information for the Year ended June 30, 2011

| Revenues and Support | Operating | Student Emergency | Total Unrestricted | Temporarily Restricted | Permanently Restricted | Total 2012 | Total 2011 |
|--|------------------|----------------------|-----------------------|---------------------------|---------------------------|------------------|------------------|
| Contributions | 592,191 | 20,200 | 612,391 | 77,189 | — | 689,580 | 797,607 |
| School Membership Fees | 368,152 | — | 368,152 | — | — | 368,152 | 373,493 |
| Operating Grants | — | — | — | — | — | — | 3,000 |
| Application Fees and Other | 10,567 | — | 10,567 | — | — | 10,567 | 34,579 |
| Satisfaction of Donor Restrictions | 45,583 | — | 45,583 | (45,583) | — | — | — |
| Satisfaction of Board Restrictions | 929,085 | (29,590) | 899,495 | (899,495) | — | — | — |
| Total Revenues and Support | 1,945,578 | (9,390) | 1,936,188 | (867,889) | — | 1,068,299 | 1,208,679 |
| Expenses | | | | | | | |
| Program Services | 1,032,681 | — | 1,032,681 | — | — | 1,032,681 | 1,145,991 |
| General and Administrative | 147,409 | — | 147,409 | — | — | 147,409 | 158,092 |
| Fundraising | 169,733 | — | 169,733 | — | — | 169,733 | 101,872 |
| Total Expenses | 1,349,823 | — | 1,349,823 | — | — | 1,349,823 | 1,405,955 |
| Change in Net Assets from Operations | 595,755 | (9,390) | 586,365 | (867,889) | — | (281,524) | (197,276) |
| Other Changes | | | | | | | |
| Interest and Dividend Income | 894 | — | 894 | 127,587 | — | 128,481 | 132,367 |
| Realized and Unrealized (Loss) Gain on Investments | (802) | — | (802) | (3,734) | — | (4,536) | 1,431,146 |
| Change in Net Assets | 595,847 | (9,390) | 586,457 | (744,036) | — | (157,579) | 1,366,237 |
| Net Assets, Beginning of Year | (595,847) | 24,635 | (571,212) | 3,715,203 | 5,464,547 | 8,608,538 | 7,242,301 |
| Net Assets, End of Year | — | 15,245 | 15,245 | 2,971,167 | 5,464,547 | 8,450,959 | 8,608,538 |

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