Dear Neighbors and Friends,

If ever there were a time for a thriving Community Foundation, this is it. Charitable life in America has reached new levels of challenge and importance this year. When government is in difficult straits, when business is recovering, and when society’s needs are growing, the nonprofit sector steps forward. Can charities become more efficient? Can donors give more effectively? Can they work together?

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

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

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

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

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

Best wishes,

Dave Welbourn, President and Chief Executive Officer
Joe Grimaldi, Chairman of the Board of Trustees

ECCF is honored to have Joe Grimaldi as its new Board Chair, after serving as Board member since 2007. Joe is President & CEO of Mullen Advertising of Boston, MA and a longtime Manchester resident. Joe and the Foundation’s highly talented Board of Trustees are looking forward to guiding ECCF into its next successful growth phase.
William Rogers, Chair, Ipswich of Counsel
Charles P. von Bruns, Treasurer, Salem
Community Volunteer
John Brooke, Hamilton
Brooke Private Equity Associates
Christopher Covans, Beverly
Morgan Stanley
David Dearborn, Beverly
Community Volunteer
Anne Dodge, Manchester
Community Volunteer
Joe Grimaldi, Manchester
Mullen Inc.
Allan Hunley, Middleton
Community Volunteer
Paula Lanigan Jerome, Wenham
MEISD Enrichment Fund
Patricia Foley Karl, North Andover
Lawrence Family Development Charter School
Patricia Maguire Meservey, Salem
Salem State University
Juliet Nagle, Haverhill
Community Volunteer
Michael Prior, Hamilton
Atlantic Tele-Network, Inc.
Richard Purinton, Byfield
Richard Purinton Inc.
Pauline Shedly, Gloucester
U.S. Trust Bank of America
Richard Sumberg, Andover
The Financial Advisors, LLC

2011 Board of Trustees

Joe Grimaldi assumes role of Chairman of the Board.

Our People

Newbury, Amelia C. Fawcett DBE, Rowley, Matthew P. Doring, Amesbury, Susan Perry, Chief Administrative Officer

Grants and YAR Administrative Coordinator
Jonah Ruh, Communications and Web Manager

OUR PEOPLE

2011 Committees

Executive Committee
Christopher Covans
Juliet Nagle
William C. Rogers
Pauline Shedly
Chuck von Bruns
David Welbourn

Nominating Committee
Christopher Covans
David Dearborn
Joe Grimaldi
David Welbourn

Finance Committee
Justin Bennincasa, Atlantic Tele-Network, Inc.
Samuel J. Conte, II, Andover
John Gebauer, Attorney at Law
Derek A. Smith, Castel, Inc.
David Tory, EECF
Chuck von Bruns, TD Bancorp
Investment Group (retired)

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

Grants Management Committee
Juliet Nagle, Chair, Haverhill
Julie Bishop, Wenham
Richard Blain, North Andover
Pat Michaud, Donor Services

Carol Lavoie Schuster, Assistant Manager of Grants and Services
Kathy Moriconi, Grants and YAR Administrative Coordinator
Patricia Perry, Controller

Youth at Risk Conference Committee
Kathy Moriconi, Coordinator EECF
Phyllis-Ann Morrissey, Co-Chair, Family Continuity, Inc.
Marian Myers, Co-Chair, Northshore Education Consortium
Maria Avila, MSPCC
Julie Bishop, EECF
Jessica Cohen, Family Continuity
Matthew Doyle, Health & Education Services
Patty Gardner-Goodell, North Shore Children's Hospital

Women’s Fund Advisory Board
Paula Shorts, Chair, Wenham
Susan Barry, Beverly
Lynn Bryant, Marblehead
Pat Connolly Atkins, Marblehead
Mary Dearborn, Beverly
Cathy Ebling, Wenham
Meg Erickson, Beverly
Robin Falzone, Manchester
Holly Langer, Boxford

Women’s Fund Grants Committee
Julie Bishop, Wenham
David Dearborn, Beverly
Joan Wheeler, Marblehead

Merrimack Valley General Fund Grants Committee
Julie Gadhia, Chair, Andover
Richard Blain, North Andover
Liz Burdell, Andover
Peter Caruso, Andover
Sheila Doherty, Andover
Patricia Driscoll, Lawrence
Paul Heggarty, Newburyport
Patricia Karl, North Andover
Lisa McDonald, Andover
Daniel Murphy, North Andover
Marianne P. Nadel, Chestnut Hill
Joanne Scarpna, Andover
Leonard Wilson, Andover

Women’s Funds Grant Allocation Committee
Pat Connolly Atkins, Chair, Marblehead
Susan Barry, Beverly
Robin Falzone, Manchester
Helen Glanzer, Manchester

Greater Lawrence Summer Fund Grants Committee
Josh Miner, Chair, Boxford
Sarah Caffrey Bachand, Lawrence
Sandra Cannella, North Andover
Jay Caporale, North Andover
Lorraine Jenks, North Reading
Patricia Karl, North Andover
Kathy Moriconi, Tewksbury
Holly Langer, Boxford

Hardscrapable Education Fund Grants Committee
Julie Bishop, Wenham
David Dearborn, Beverly
Joan Wheeler, Marblehead

Lawrence Development Fund
Elton McCausland, Chair, Ipswich
Thomas Caffrey, Wells, ME
Emma Greene, Nahant
Josh Miner, Boxford

Hearfelt thanks to all our talented volunteers!

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

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

Chair’s Council (former EECF Trustees)
Barbara Almy
Jack Armitage
Betty Beland
Steve Bergholtz
David Bernard
Ken Block
Alexander K. Buck
Tom Burger
Susan Coffin
Magnolia Contreras
Nat Coolidge
Christopher Corbett
William Cunningham
George Cashing
Peter Dana
Judith Eisner
Mary Flannery
Kathleen Hines
Deborah Cowan Hunt
Lorraine Jenks
Elaine Kelleher
Marjorie Krtridge
Erika Leon
Nicholas Lepardo
Elton McCauland
Kim McKenna
Barbara Moody
Deborah Pechter Quinn
Peter Seams
Debra Silberstein
Liz Silva
Paula Shorts
John K.P. Stone III
Ben Strohecker
David Terry
Joseph Trustey
Tesa Van Munching
Chris Welles
Lee Wilson

Trustees-elect for 2012 Board
Rosalin Acosta, Amesbury, TD Bank North
Matthew P. Doring, Rowley, Hinckley Allen Snyder, LLP
Jonathan Payson, Beverly, Wellington Management Company (retired)
Amelia C. Fawcett DBE, Manchester, Guardian Media Group
Kim Williams, Newbury, Weyerhaeuser & E.W. Scripps
Joe Grimaldi assumes role of Chairman of the Board.

Farewell to Founders

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

Our Founders, David Tory and Lorraine Jenks, retired in the spring of 2011, leaving the organization well positioned to enter a new period of growth and leadership. With much gratitude, we wish them both bon voyage and joy in their new endeavors.
The Reid Sacco Memorial Cancer Research Fund was established in honor of Reid Sacco, a courageous young man who was diagnosed with Sarcoma just weeks before his high school graduation in 2003. Driven by his dreams of continuing the plans he had made for his future and despite eventually losing a lung, a kidney and his right leg to the cancer, Reid fought bravely against the disease that eventually claimed his life in April of 2005.

During those two years, Reid and his family learned the tragic reality facing adolescent and young adult (AYA) cancer patients: there are very few treatment options for them, and there had been no improvement in survival in this age group in more than 25 years.

Shattered by the loss of their beloved son and brother, Reid’s family set out to change the outlook for AYAs stricken with cancer, and began planning events to both raise funds for medical research and raise awareness about the disparity in cancer progress, treatment options, and clinical research for this age group.

Reid’s family partnered with ECCF in setting up a donor-advised fund with the core purpose of supporting scientific and clinical research aimed at finding better treatments – and someday a cure – for the cancers striking adolescents and young adults.

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

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

FUND HIGHLIGHTS

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

Our view
- Adolescents and young adults are among our community’s most valuable resources, because they are on the advent of the most productive years of their lives – poised to contribute to the richness and improvement of our society.
- To see the day when cancers in adolescents and young adults have become routinely curable.
- To play an important role in realizing that vision through our proactive advocacy and financial support of targeted medical research.

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

Our Vision
- Adolescents and young adults are among our community’s most valuable resources, because they are on the advent of the most productive years of their lives – poised to contribute to the richness and improvement of our society.
- To see the day when cancers in adolescents and young adults have become routinely curable.
- To play an important role in realizing that vision through our proactive advocacy and financial support of targeted medical research.

The Impact

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

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

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

Clinical Care Center at Connecticut Children’s Medical Center.
**Sendzimir Fund**

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

**Fundacja Sendzimira**

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

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

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

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

**Amanda P. Craig Fund**

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

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

I am a soon to be senior at Pingree and I have had a passion for both kids and art my whole life. When I heard of this volunteering mission that combined both aspects that I cared for, I jumped at the chance to be a part of it. Upon my arrival at Tracy School, I felt a pang of déjà vu. While growing up in Lawrence, a city like Lynn with its fair share of underprivileged families and a poor economic situation, I attended a school similar to the Tracy School. My elementary school had the same dark hallways and walls in need of refinish- ing, looming doors that intimidated small school children, and insufficient funds to support the arts. I thought back on how I would have felt if Play It Forward had come to my school when I was younger and I was secretly jealous. When the bell rang for the kids to leave their classrooms and join us, there was a definite and immediate change in their demeanor. I saw their eyes shine when they scrambled away from their teachers and threw on the smocks to paint. They were genuinely curious, excited, and hungering for a chance to let their artistic spirits flow. The Pingree students, too, were all smiles and shared in the positive energy. Sometimes as young adults we are too laden with worries, responsibilities and deadlines that we forget to stop and breathe or enjoy moments without thinking about what to do next. Through our interactions with the Tracy students, we forgot our own problems and were ready to address theirs.

Often times this meant gathering more paint or helping the kids wash their hands, while at other times it meant seeing glimpses into their lives that made us feel privileged and want to “step off our high stools.” At the end of the volunteering, I remembered why I fell in love with art. Imagination and uninhibited creativ- ity transcends all types of diversity, be it age, culture, gender or economically driven. It can strengthen the bond of a community by bringing together people who would never have been connected otherwise. The world around us may change and all the people involved may lead separate and different lives, but one thing is consistent. The connections that we - the Pingree students, Tracy School children, faculty and staff of both schools, and the Play It Forward Giving Circle made, has left an impres- sion in all of us that will live on in the art and time we shared.
2011 ACHIEVEMENTS

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

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

Statement of Financial Position for year ended June 30, 2011

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash equivalents</td>
<td>$808,174</td>
<td></td>
</tr>
<tr>
<td>Investments at fair value</td>
<td>$16,512,888</td>
<td></td>
</tr>
<tr>
<td>Unconditional promises to give - net</td>
<td>$19,416</td>
<td></td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>$6,662</td>
<td></td>
</tr>
<tr>
<td>Fixed assets - net</td>
<td>$12,266</td>
<td></td>
</tr>
<tr>
<td>Reimbursed split interest agreements</td>
<td>$983,880</td>
<td></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$18,343,286</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td></td>
<td>$0</td>
</tr>
<tr>
<td>Grants payable</td>
<td>$62,500</td>
<td></td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>$15,707</td>
<td></td>
</tr>
<tr>
<td>Deferred rent</td>
<td>$6,063</td>
<td></td>
</tr>
<tr>
<td>Accrued payroll and related</td>
<td>$6,303</td>
<td></td>
</tr>
<tr>
<td>Split interest agreements</td>
<td>$983,880</td>
<td></td>
</tr>
<tr>
<td>Agency endowment funds</td>
<td>$275,978</td>
<td></td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$1,350,431</td>
<td></td>
</tr>
<tr>
<td><strong>Net assets</strong></td>
<td>$16,992,855</td>
<td></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$18,343,286</td>
<td></td>
</tr>
</tbody>
</table>

Statement of Activities for year ended June 30, 2011

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions, grants and gifts</td>
<td>$2,391,162</td>
<td>-</td>
<td>$149,977</td>
<td>$2,541,139</td>
</tr>
<tr>
<td>Special event revenue net of cost of direct benefit to donors at $69,309</td>
<td>$38,951</td>
<td>-</td>
<td>-</td>
<td>$38,951</td>
</tr>
<tr>
<td>Program fees</td>
<td>$73,784</td>
<td>-</td>
<td>-</td>
<td>$73,784</td>
</tr>
<tr>
<td>Investment income (loss) - net</td>
<td>$2,629,294</td>
<td>$356,000</td>
<td>-</td>
<td>$2,985,294</td>
</tr>
<tr>
<td>Donated services and goods</td>
<td>$47,000</td>
<td>-</td>
<td>-</td>
<td>$47,000</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>$92,431</td>
<td>($92,431)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>$5,272,622</td>
<td>$263,569</td>
<td>$149,977</td>
<td>$5,686,168</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$2,512,260</td>
<td>-</td>
<td>-</td>
<td>$2,512,260</td>
</tr>
<tr>
<td>Management and general</td>
<td>$312,590</td>
<td>-</td>
<td>-</td>
<td>$312,590</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$327,952</td>
<td>-</td>
<td>-</td>
<td>$327,952</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$3,152,802</td>
<td>-</td>
<td>-</td>
<td>$3,152,802</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>$2,119,820</td>
<td>$263,569</td>
<td>$149,977</td>
<td>$2,533,366</td>
</tr>
<tr>
<td><strong>Net assets at beginning of year</strong></td>
<td>$12,939,683</td>
<td>$145,544</td>
<td>$1,374,262</td>
<td>$14,459,489</td>
</tr>
<tr>
<td><strong>Net assets at end of year</strong></td>
<td>$15,059,503</td>
<td>$409,113</td>
<td>$1,524,239</td>
<td>$16,992,855</td>
</tr>
</tbody>
</table>
Essex County
Andover
Andover A Better Chance
Andover Chamber Music Series
Andover High School (4 grants)
Andover Historical Society
Andover Public Schools (4 grants)
Andover Youth Service Challenge Unlimited (2 grants)
Doherty Middle School (4 grants)
Phillips Academy PALS
Phillips Academy PALS/ABL
West Middle School (2 grants)
Wood Hill Middle School (4 grants)

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

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

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

Essex
Essex County Greenbelt Association (2 grants)
Music at Edin’s Edge

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

Hamilton
Acord Food Pantry (2 grants)
Pinegro School
Prep@Pinegro

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

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

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

Marblehead
Marblehead Public Schools

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

Middleton
North Shore Feline Rescue Inc.

Nahant
Johnson School

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

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

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

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

Wenham
Wenham Museum

State
Massachusetts
ALS Therapy Development Foundation
American Heart Association
Angkor Dance Troupe
Artist for Humanity (2 grants)
Bubon College (2 grants)
Beacon Academy
Boston Foundation
Boston University Graduate School of Management
Brigham and Women’s Hospital Budget Buddies
Concord Academy
Corpus Christi Church
Derfield Academy
Easter Seals
Educators for Social Development
Eliot Community Human Services
Environmental Defense Fund
Hepworth School
First Time Computers
Friends of Harvard Skiing
Girls Inc. of Greater Lowell
Harvard University
Hingham Education Foundation
Hingham Interfaith Food Pantry
Jericho Road Project
Lahey Clinic
Let’s Get Ready
Lowell Transitional Living Center
Malden Catholic High School
Masocinc Angel Fund
Mass Chapter of the Arthritis Foundation
Merrimack Valley Catholic Charities
Moon Balloon Project, Inc.
MSPCA-Angell
Neighbor to Neighbor
North Carolina
Lung Transplant Fund at University of North Carolina at Chapel Hill
Ohio
Local Church Ministries
Wider Church Ministries
Kenyon College-The Kenyon Fund

Oklahoma
American Cancer Society
Pennsylvania
Trustees of the University of Pennsylvania
Rhode Island
Salve Regina University
St. Philipomena School
Vermont
Putney School
Sustainable Woodstock

International
Poland
Fundacja Sendzimir

10
11
The Center For Nonprofit Excellence

In 2011, ECCF launched the Center for Nonprofit Excellence. Building on its many years of supporting the work of nonprofits through grant making, education and training, and support services, the Center will provide a one stop resource for those who lead and manage the over 2,500 nonprofit organizations in Essex County and beyond. The nonprofit community in Essex County is rich and diverse. It provides a quality of life for all the County’s residents, from providing medical care, education and food for the hungry to maintaining our culture and heritage, managing youth sports and preserving our open space and natural treasures. Many struggle to remain afloat and to provide services in the most effective way. The Center will serve as an ongoing resource for those just forming a nonprofit to the largest providers in our communities.

AD HOC MEETINGS

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

“Thank you, Jericho Road and ECCF! It was an extraordinary morning. I look forward to the continuation in some way of gathering these amazing leaders.”
- Linda Zimmerman, Neighbors in Need

INSTITUTE FOR TRUSTEES

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

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

WORKSHOPS

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

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

COUNSEL

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

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

The following highlights illustrate some of the Center’s activities during Fiscal 2011. Visit www.eccf.org to learn more about the Center or request a brochure of current programs.
"Without Greater Lawrence Summer Fund many kids would be on the street all day. GLSF gives them opportunities they wouldn't otherwise have had." - Jess Gross, Dev. Coordinator, Girls Scout of Eastern Mass.

**GRANT HIGHLIGHTS**

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

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

"GT has impacted my life in a tremendous way. It has inspired me to change my lifestyle into a healthier lifestyle and to bring our experiences back to Lawrence and inspire them about the great outdoors." - Migueyli Rivera

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

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

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

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

- Jannelvy Martinez

- Migueyli Rivera

- Dorian Stalker

**Greater Lawrence Summer Fund**

"The Greater Lawrence Summer Fund is a collaborative fund that has granted over $3.9 million since its founding in 1990 to summer programs in Lawrence, Methuen, Andover and North Andover. GLSF became a program of ECCF in 2001, providing organizations with a simple funding source while reassuring donors that their money is going to the right programs. This year we are thrilled to welcome the Edward S. and Winifred G. Moseley Foundation, The William M. Wood Foundation, Mr. & Mrs. Gary Martin, Katherine Stevens, Pamela Yameen and The James W. Rollins Charitable Trust as a donors to the Greater Lawrence Summer Fund programs. In 2011, a record breaking $330,000 was granted, serving nearly 13,000 kids in the Greater Lawrence area. Thank you to all our donors!"

**2011 GLSF Funded Programs**

<table>
<thead>
<tr>
<th>Organization</th>
<th>Award Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acting Out Theater Company</td>
<td>$5,000</td>
</tr>
<tr>
<td>Andover Youth Service</td>
<td>$8,000</td>
</tr>
<tr>
<td>Arlington Community Trabajando, Inc.</td>
<td>$8,000</td>
</tr>
<tr>
<td>Asian Center of Merrimack Valley</td>
<td>$7,000</td>
</tr>
<tr>
<td>Blessed Stephen Bellesini, O.S.A. Academy</td>
<td>$10,000</td>
</tr>
<tr>
<td>Boys &amp; Girls Club of Lawrence</td>
<td>$15,000</td>
</tr>
<tr>
<td>Brooks School Summer Camp</td>
<td>$6,000</td>
</tr>
<tr>
<td>Challenge Unlimited</td>
<td>$7,000</td>
</tr>
<tr>
<td>Children’s Center</td>
<td>$7,000</td>
</tr>
<tr>
<td>Communities Together</td>
<td>$5,000</td>
</tr>
<tr>
<td>Community Day Charter Public School</td>
<td>$8,000</td>
</tr>
<tr>
<td>Community Services Agency</td>
<td>$4,000</td>
</tr>
<tr>
<td>Easter Seals</td>
<td>$5,000</td>
</tr>
<tr>
<td>Esperanza Academy</td>
<td>$3,000</td>
</tr>
<tr>
<td>Essex Art Center</td>
<td>$10,000</td>
</tr>
<tr>
<td>Family Service, Inc.</td>
<td>$5,000</td>
</tr>
<tr>
<td>Girls Scouts of Eastern MA</td>
<td>$1,500</td>
</tr>
<tr>
<td>Greater Lawrence Community Boating Program</td>
<td>$20,000</td>
</tr>
<tr>
<td>GroundWork Lawrence</td>
<td>$10,000</td>
</tr>
<tr>
<td>Joseph N. Hermann Youth Center</td>
<td>$5,000</td>
</tr>
<tr>
<td>Lawrence Family Development Charter School</td>
<td>$9,000</td>
</tr>
<tr>
<td>Lawrence Public Library</td>
<td>$3,000</td>
</tr>
<tr>
<td>Lawrence Public Schools - Summer Meals Program</td>
<td>$5,000</td>
</tr>
<tr>
<td>Lawrence Recreation Department</td>
<td>$5,000</td>
</tr>
<tr>
<td>Let’s Get Ready</td>
<td>$5,500</td>
</tr>
<tr>
<td>Merrimack College ARA</td>
<td>$4,000</td>
</tr>
<tr>
<td>Merrimack Valley Community Service Corps</td>
<td>$5,000</td>
</tr>
<tr>
<td>Merrimack Valley YMCA - Camp Otter</td>
<td>$8,000</td>
</tr>
<tr>
<td>Merrimack Valley YMCA-LSACC</td>
<td>$10,000</td>
</tr>
<tr>
<td>Methuen Arlington Neighborhood</td>
<td>$12,000</td>
</tr>
<tr>
<td>North Andover Historical Society</td>
<td>$1,000</td>
</tr>
<tr>
<td>Northeast Independent Living</td>
<td>$4,500</td>
</tr>
<tr>
<td>Northern Essex Community College</td>
<td>$20,800</td>
</tr>
<tr>
<td>Notre Dame High School</td>
<td>$8,000</td>
</tr>
<tr>
<td>Phillips Academy ARL</td>
<td>$7,500</td>
</tr>
<tr>
<td>Phillips Academy DALS</td>
<td>$7,975</td>
</tr>
<tr>
<td>Pingree School - Preprep/Pingree</td>
<td>$15,000</td>
</tr>
<tr>
<td>Project Bread - ‘The Walk for Hunger’</td>
<td>$2,500</td>
</tr>
<tr>
<td>St. Ann’s Home and School</td>
<td>$14,000</td>
</tr>
<tr>
<td>Up with Mission</td>
<td>$2,000</td>
</tr>
<tr>
<td>Windrush Farm Therapeutic Equitation</td>
<td>$5,000</td>
</tr>
<tr>
<td>Youth Development Organization</td>
<td>$6,500</td>
</tr>
<tr>
<td>YWCA of Greater Lawrence</td>
<td>$8,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$330,975</strong></td>
</tr>
</tbody>
</table>

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

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

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

Unlike many other domestic violence agencies, the Center looks beyond shelters as the solution to breaking the cycle of violence and has shown measurable success in helping victims remain safely in their communities where they often have jobs, school-aged children, and social support networks. Provided at no cost to those in need, services include a 24-hour crisis hotline, safety planning, a high-risk case response team, crisis counseling, children’s counseling, art therapy, parental support, legal representation, court advocacy, economic independence training, support groups with child care, and violence prevention programs for adolescents.

ECCF has supported Jeanne Geiger’s work over the years with close to $50,000 in grant funding. In addition, Center staff and board members have participated in ECCF education and training programs, including the Institute for Trustees. In 2011, ECCF CEO Dave Welbourn worked one on one with the Jeanne Geiger board members and senior staff to develop a strategic plan to guide them through their next three years of service.

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

-Suzanne Dubus, Executive Director

Programs:

Jeanne Geiger Crisis Center

Children Overcoming Violence Empowerment (COVE) Program

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

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

SAFE Studio

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

Girls Inc.

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

Programs:

Children Overcoming Violence Empowerment (COVE) Program

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

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

SAFE Studio

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

Girls Inc.

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

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

in 2012...

✦ The Center for Nonprofit Excellence will broaden the educational and support services available to nonprofit Boards and staff. By investing in the leaders of our nonprofits we ensure the sustainability and efficiency of the organizations that improve our quality of life.

✦ ECCF will expand its philanthropic community by offering new donors the opportunity to join their charitable dollars with ECCF’s pool of carefully invested assets to increase the impact of their giving.

✦ ECCF will serve as a resource to the leadership of the billion dollars in charitable trusts and foundations in Essex County by helping them meet their philanthropic mission.

The goal:

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