# FINANCIAL OVERVIEW

## 2020-2021 FINANCIAL SUMMARY

<table>
<thead>
<tr>
<th>INCOME</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition &amp; Fees</td>
<td>$6,068,748</td>
</tr>
<tr>
<td>Contributions</td>
<td>$1,070,844</td>
</tr>
<tr>
<td>Other</td>
<td>$138,312</td>
</tr>
<tr>
<td><strong>TOTAL INCOME:</strong></td>
<td>$7,277,904</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructional</td>
<td>$5,359,402</td>
</tr>
<tr>
<td>Administrative</td>
<td>$395,438</td>
</tr>
<tr>
<td>Technology</td>
<td>$237,590</td>
</tr>
<tr>
<td>Plant &amp; Facilities</td>
<td>$89,443</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES:</strong></td>
<td>$6,081,873</td>
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</table>

## 2020-2021 GIFTS RECEIVED

<table>
<thead>
<tr>
<th>Fund Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>The Baltimore Lab Fund (Annual Fund)</td>
<td>$116,982</td>
</tr>
<tr>
<td>Restricted &amp; Gifts In-Kind</td>
<td>$109,160</td>
</tr>
<tr>
<td><strong>TOTAL GIFTS RECEIVED:</strong></td>
<td>$226,142</td>
</tr>
</tbody>
</table>

## BOARD OF DIRECTORS
- James Aist
- Lori Brady
- Jeffrey Christ
- Jonathan Clark
- Kent Croft
- Mariale Hardiman
- Jonathan Jett-Parmer
- John Magladery
- Marlene Riley
- Gordon Stetz
- Greg Stewart
- Maureen Walsh
- Brian Whalen
- Marc Wyatt

## DEVELOPMENT COMMITTEE
- Lori Brady
- Jeff Burnett
- Jonathan Clark
- Kent Croft
Baltimore Lab School continued to thrive even during the COVID-19 pandemic. While it was a challenge, our students did a good job navigating through virtual learning as BLS remained committed to keeping our students, families, teachers, and staff safe while also providing the high-quality, innovative, and individualized instruction that we are known for. BLS ensured academic progress, mental health services, and opportunities to socialize were at our core and supported each day during the school shut down because we love our students.

We even had a chance to celebrate families during Family Fun Night in February. This event was very well-received and popular. Even in the virtual mode, our families, teachers, staff, and administrators came together to laugh and have a good time as a large extended family creating ceramic hearts for a large permanent sculpture in the City of Baltimore. After our event, the hearts were mailed to the Art With a Heart Organization and incorporated into a 1,000-pound sculpture titled, The Heart of Baltimore! On Friday, November 5th, the Heart of Baltimore sculpture was unveiled at the University of Maryland Medical Center. It is displayed outside of UMMC’s Gudelsky Entrance at the corner of West Lombard and South Greene streets.

As students returned to in-person learning, it was clear BLS is truly a great place to learn, feel appreciated, be understood, and experience life from a point of view being comfortable with who we are. Students returned exuberantly. Literally, we had to ask students to walk (not run) into the school. As we became more accustomed to the CDC compliance rules with social distancing, masks, lines demarcating safe distances between students in the hallways and between desks, selfless behaviors of kindness and care were observable from all directions. It was like the temporary break from the norm helped us all reset being gracious to and grateful for one another.

In this spirit of being grateful for your support, I thank you. You helped make a difference during the most challenging time in memory. It is with this same spirit, I implore you to give again. BLS needs your generosity. Our Baltimore Lab Fund or Annual Fund is essential to what we do! Tuition dollars do not fund our entire program. Baltimore Lab Fund dollars support professional development for our highly trained and certificated professional teachers and related service providers. BLS is one of only a few independent schools in Maryland to have speech therapists, clinical social workers, psychologists, occupational therapists, and reading specialists on staff in direct support of its students. These highly trained experts deserve competitive salaries and benefits. Our Baltimore Lab Fund allows this to happen.

Our school’s innovative practices also require various assistive technologies to enhance students’ accommodations and access to rigorous, hands-on instructional engagement. Our students learn through experiences, so they are fully immersed in trips to the Chesapeake Bay, the Eastern Shore, Center Stage, Everyman Theatre, and so many other places in which they learn that they can love to learn. These materials, experiences, and trips cannot happen in the scope we offer without direct support of the Baltimore Lab Fund. Thanks to everyone who has generously donated. I hope you are inspired to give again. If you need any additional incentive to continue to give, please contact me at 410-261-5500. Let me show you an extraordinary place!
Gifts made to The Baltimore Lab Fund provide flexible, immediate support to the areas that need it most.

$10,000 +
Anonymous
Benefit Community Impact Fund
Mary and Daniel Loughran Foundation
Laurette & Patrick O'Malley
T Rowe Price Charitable Giving

$5,000 - $9,999
Anonymous
Nancy & Kent Croft
Foundation Source
Tammi & Jonathan Jett-Parmer

$2,500 - $4,999
American Endowment Foundation
Brown Advisory
Elaine & Jeffrey Christ
Dianne Brilhart
Joanie & Gordon Stetz

$1,000 - $2,499
Bank of America Charitable Gift Fund
Lynn & Jerry Babicka
Lori & Patrick Brady
Steve Buettner
Kathleen & Joseph Burnett
Charles Schwab Charitable
Florence & Bob Chertkof
Chertkof Foundation
Kathleen & Edwin Lehnert
Lynn Nichols
Linda & Frank Pokorny
Karah Salaets Young
United Way
Betsy & Shaw Wilgis
Adam Zarren
Zarren Law Group

$500 - $999
Anonymous
Dianne Brilhart
Elizabeth Bugg
Jim Burns
Barbara & Joseph Cirelli
Vicki & Toby Cosby
Fidelity Charitable
Sarah & Lou Helmacy
Zaneta & David Lowe
Jenna & Wes Mace
Richard Palmer
Tammi Stauffer & Hal Perez
Diana Smith & Greg Stewart
The Baltimore Lab Fund Continued

$250 – $499
- Amazon Smile
- Jeff & Catherine Burnett
- Karen & Joseph Coyle
- Gillian Russell Gilhool
- Grace Goedeke
- Racquel & Curtis Kelly
- Stacy & Scott Massengill
- Morgan Stanley Global Impact
- Marlene & David Riley
- Mindi & Jake Smith
- Heather & Paul Stanley
- Maureen Walsh & Peter Heffernan

$100 – $249
- Jennifer & Jim Aist
- Michelle Argent
- Robin & Thomas Arnett
- Sherri & Michael Bearman
- Camellia Buettner
- Cynthia & Thomas Carson
- Jonathan & Ali Clark
- Marianne Gazzola Angelella
- Rebecca Goedeke
- Lisa & David Hackam
- Britta & Craig Hoffman
- Jennifer & Jonathan Kaplan
- Jennifer Kelleher
- Edwin & Kathleen Lehnert
- Suzanne Levin & Paul Griffin
- Michelle & Robert Medeiros
- Paniporn Phiansunt & Daniel Potrepka
- Sierra Riley '13
- Suzanne Ward
- Brian & Keri Whalen

$1–$99
- Elisa & Todd Beckwith
- John Bove
- Charities Aid Foundations of America
- Patti Child
- Melissa & Carl Crenshaw
- Angie & William Dabbs
- Joe DiBello
- Jackie & John Dyer
- Meghan Elgert
- Gillian Russell Gilhool
- Rebecca & Harry Goedeke
- Taylor Gosnell
- Toby Gurman
- Samantha Kideckel
- Sharon & Richard Levine
- Lisa Mandell
- Jessica Martin
- Darlene & Mark Mueller
- Lynn Nichols
- Benjamin Offit
- Laura Parkhurst
- Kim & Kevin Perry
- Sue Poe
- Colleen Shelton
- Regina & August Stanley
- Shannon & Martin Svikhart
- Laura Ward & Uriah Shang
- Phyllis Washington
- Marilyn & Andrew Watt
- Deborah Wildman-Factor & Melvin Factor
- Kara Wimert
- Margaret & Trent Zivkovich

Thank you!
Restricted & Designated Gifts

Baltimore Lab School is proud to honor donors’ specific interests through restricted and designated gifts. These donations support capital projects, programmatic initiatives, financial aid, and more.

Dr. Ellen McDaniel Scholarship Fund
Sara Irwin
John McDaniel
Thrivent

Scholarship Fund
Anonymous
T Rowe Price Charitable Giving

Dragon Aid
Jim Schwartz

Technology
Sherri & Michael Bearman
Tony & Vickki Cosby
Kathleen & Edwin Lehnert
Ruth Lynch
Chrissy & Eric Miller
Schwab Charitable Foundation
Jim Schwartz
Shira & Asher Wildman
Betsy & Shaw Wilgis

High School Prom & Graduation
Theresa & Robert Bassett
Dianne Brillhart
Laurie & David Cook
Linda & Andres Correal
Vickie & Tony Cosby
Karen & Joseph Coyle
Melissa & Carl Crenshaw
Fidelity Charitable
Jennifer & Karl Groves
Michelle Harf-Grim & Michael Grim
Patricia Majerik
Jami Margolis
Chrissy & Eric Miller
Iva & Michael Molloy
Darlene & Mark Mueller
Kathleen & Dan Phelps
Schwab Charitable Foundation
Florence Sokol Chertkof & Robert Chertkof
Susan & Mark Stutman
Stephen Walsh
Laura Ward & Uriah Shang

Other
Michele & Joshua Kronick
Tribute Gifts

Tribute gifts are a meaningful way to bestow special recognition upon a student, teacher, friend, or loved one.

In Memory Of

SHEILA KITTELL
Anonymous

DR. ELLEN Mc DANIEL
John McDaniel
Sara Irwin

In Honor Of

STEVE BUETTNER
Anonymous

DANA BECKWITH
Elisa & Todd Beckwith

BLS STAFF
Sherri & Michael Bearman

KITTY & JOHN DYER
Jackie & John Dyer

WYATT GONDER
Shaw & Betsy Wilgis

TOM HEFFERNAN
Maureen Walsh

JOSHUA MACE
Phyllis Washington

CARSON STANLEY
Regina & August Stanley

OWEN STANLEY
Regina & August Stanley

NURSE MOLLY WATT
Suzanne Levin & Paul Griffin

HADASSAH DEENA WILDMAN
Sharon Levine
Deborah Wildman

Dr. Ellen McDaniel, photo from The Baltimore Sun.
**Family Fun Night**

Family Fun Night, February 13, 2021, was a virtual
FUNdraising night. Current students and their families
joined staff and their families as well as alumni for BLS
trivia, musical performances, a community art project,
and online auction.

$1- $99
Beth Bugg
Meghan Elgert
Gillian Gilhool
Taylor Gosnell
Lisa Mandell
Colleen Shelton
Molly & Drew Watt

$100 - $249
Kathryn & Brian Chappell
Tiffany & David Gaugh
Patty & Lee Hilliard
Zaneta & David Lowe
Kathleen & Lee Lehnert
Michelle & Robert Medeiros
Margaret & Trent Zivkovich

$250 - $500+
Chrissy & Eric Miller
Racquel & Curtis Kelly
Tammi Stauffer & Hal Perez
Stacy & Scott Massengill

**Community Art Project**

“The Heart of Baltimore!”

In recognition of its 20th anniversary, Art with a Heart gave a gift
to the city of Baltimore! Along with hundreds of volunteers, a
beautiful mosaic and ceramic heart was installed on Pratt St.
between Charles and Hanover. The Heart of Baltimore is our
gesture of love for our city, and we’d love that we were involved!

On Family Fun Night ...

Students, families, and staff participated in a virtual heart making
workshop! Ms. Parkhurst lead all of the steps with the provided
supplies. Final products were then mailed to Art with a Heart.

Art With a Heart:

*Art with a Heart* is a non-profit organization providing
hands-on, interactive, and educational visual arts classes, community
service & public art experiences, as well as leadership & workforce
development opportunities in Baltimore City.
Established in 2013, upon the graduation of their son Patrick, in honor of the teachers of his twelve years at Baltimore Lab School, as well as those who taught his brother Jack, this fund provides professional development grants to faculty after serving a minimum of five consecutive years as full-time employees. The grant can be used for education, travel, and research.

The 9th annual Jeffrey and Elaine Christ Professional Development Award was awarded to Cara Enny.

Cara Enny joined the Baltimore Lab School community in 2006 as an Instructional Assistant and in the following year, she became a lead teacher in our Lower School program. During that time she strengthened her knowledge of teaching students with learning disabilities by taking courses designed by Sally L. Smith at American University. She went on to teach special education in a charter school while simultaneously taking courses to complete her Master’s of Education. BLS was incredibly lucky to have her return to us in 2017 as a knowledgeable and trained Reading Specialist, eager to engage students by focusing on individual needs, using various modalities to tap into student strengths, and employ research based instruction. One of Cara’s favorite things about Baltimore Lab School is the opportunity the students have to develop confidence and build stamina for academic tasks through multisensory learning.

Cara plans to use the Jeffrey and Elaine Christ Professional Development award to attend advanced training in Orton-Gillingham instruction. She has also used part of the funds to further study the impact of phonological awareness on foundational reading skills. She continuously seeks out relevant professional learning opportunities, researches the Science of Reading, and advocates for changes to our practice as needed. Cara would like to thank the Christ Family for their generosity and dedication to the school through the facilitation of best practices in learning.
OUR PERFORMANCE

Thank you for supporting Baltimore Lab School!

Please consider making your contribution to the 2021-2022 Baltimore Lab Fund today. Gifts must be made by June 30, 2022 to count towards our current fiscal year and featured in the 2021-2022 Annual Report.

GIVING

To make a gift online, please visit or scan the QR code: www.baltimorelabschool.org/donate

Contributions via check should be made payable to “Baltimore Lab School” and mailed to:
Baltimore Lab School
Office of Institutional Advancement
2220 Saint Paul Street
Baltimore, Maryland 21218

For information about making a gift of stock, bequests, and gifts in-kind, please contact Brandie Metcalf, Director of Institutional Advancement, at brandie.metcalf@baltimorelabschool.org or 410-735-0078.

REFLECTIONS

The 2019-2020 Annual Report reflects donations made between July 1, 2019 and June 30, 2020. Every effort has been made to ensure the information in this report is accurate and complete. We apologize for any errors or omissions and kindly request that you report corrections to the Office of Institutional Advancement.