# 022 Chair's Choice: Adding Value...Aligning Pro Bono Service and Corporate Philanthropic Strategy

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### **Faculty Biographies**

#### Andrea L. Bridgeman

Andrea L. Bridgeman is assistant general counsel in the more than 75 attorney legal division of Freddie Mac (the Federal Home Loan Mortgage Corporation), a publicly-held government-sponsored enterprise that purchases and securitizes mortgages to provide American homeowners and renters with access to low cost home financing. Currently on assignment to the general counsel's office, she specializes in portfolio and non-standard mortgage transactions, mortgage law, and low income housing tax credit investments.

Prior to joining Freddie Mac, she worked for an equipment leasing concern and for a real estate developer/syndicator.

Ms. Bridgeman is cochair of Freddie Mac's "Pro Bono Initiative", a volunteer program run in conjunction with Legal Services of Northern Virginia; the program has won numerous awards, among them ACCA's Pro Bono award (1995), the ABA's Pro Bono Publico award (1998), and the Virginia State Bar's Lewis F. Powell, Jr. Pro Bono award (1999). Ms. Bridgeman is an active pro bono volunteer with LSNV, performing client screening, advice and counsel and brief service, and she is a member of LSNV's fund-raising committee. She served on the Board of Governors (1991-98) and as chair of the Virginia State Bar's Corporate Counsel Section and as its liaison to that Bar's Commission on Women and Minorities; she is also a member of the Fairfax Bar Association's Pro Bono Advisory Committee (1997—present).

She received an AB *cum laude* from Bryn Mawr College and a JD from the University of Virginia.

#### **Esther F. Lardent**

Esther F. Lardent is president and chief operating officer of the Pro Bono Institute (PBI), a highly-regarded national nonprofit organization housed at the Georgetown University Law Center in Washington, DC. PBI's mandate is to seek out and implement innovative approaches to enhance access to justice.

Prior to her service with the Pro Bono Institute, Ms. Lardent was an independent legal and policy consultant for 10 years for the Ford Foundation, the ABA state and local bar associations, and public interest and legal services programs. She was the first director of the Volunteer Lawyers Project of the Boston Bar Association, one of the nation's first organized pro bono programs, and, at the request of the Legal Services Corporation, administered a nationwide pro bono technical assistance effort.

Long active in legal services and the organized bar, Ms. Lardent currently serves on the ABA's standing committee on Legal Aid(NLADA) and Indigent Defendants and on the boards of the National Legal Aid and Defenders Association and the National Immigration Forum. She is NLADA's representative in the ABA House of Delegates and previously served on the ABA's board of governors. Ms. Lardent is also an adviser to the DC Bar's Pro Bono Program. She is a member of the advisory boards for two philanthropic efforts under

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the aegis of the Open Society Institute established by George Soros-the Law and Society program and the Emma Lazarus Fund.

Ms. Lardent received her undergraduate degree *magna cum laude* from Brown University and her law degree from the University of Chicago.

**Joan E. Steinberg**Vice President, Community Affairs
Morgan Stanley Dean Witter

#### the Freddie Mac Foundation is born

Nowhere is the call for commitment as compelling as on behalf of our children. As business people, as parents, as a nation, we have an obligation to nurture minds and spirits. We cannot read the multiplying reports on children at risk in America without accepting a personal responsibility to respond. These are our children. If we do not invest in them now, we will lose the path to progress, to competitiveness, to advancement of our nation's goals. As champions of children in crisis, we intend to make a difference. We hope we will be joined by others in providing solutions.

 Leland C. Brendsel, Chairman and Chief Executive Officer, Freddie Mac, and Chairman of the Board, Freddie Mac Foundation

1

## at a Slance Freddie Mac Philanthropy

#### What We Do

Freddie Mac's philanthropy builds upon the company's housing mission by helping to make sure the homes we finance are happy and healthy places for children in strong, thriving communities.

| year | dollars awarded | # of grants | 8 <u>/</u>  |
|------|-----------------|-------------|-------------|
| 1991 | \$ 312,555      | 13          | die         |
| 1992 | 1,293,852       | 34          | eddie Mac F |
| 1993 | 4,023,460       | 144         | For         |
| 1994 | 6,044,188       | 167         | nda         |
| 1995 | 11,557,071      | 188         | Foundation  |
| 1996 | 7,409,341       | 138         | •           |
| 1997 | 6,380,382       | 142         | grants      |
| 1998 | 12,156,123      | 173         | , s         |
| 1999 | 15,017,091      | 179         | War.        |
| 2000 | 12,570,722      | 240         | . Q         |
|      |                 | age.        | awarded by  |
|      |                 |             |             |

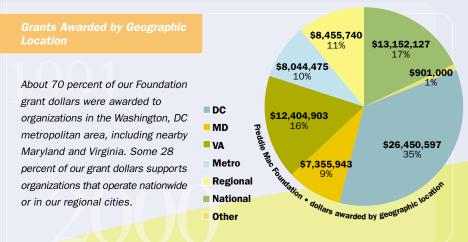
#### Grantmaking

From modest beginnings through years of growth, the Freddie Mac Foundation has made significant strides in helping children, youth and families. In the first decade, the Foundation awarded nearly \$80 million in grants.

Focusing on metropolitan Washington, DC where Freddie Mac is headquartered – and expanding into our regional cities of Atlanta, Los Angeles, Chicago, Dallas and New York – our philanthropic program has three complementary parts:

- 1. The Freddie Mac Foundation
- 2. The Freddie Mac Corporate Giving Program
- 3. Freddie Mac Employee Volunteers

As the anchor of our philanthropy program, the Foundation remains the largest of the three programs.



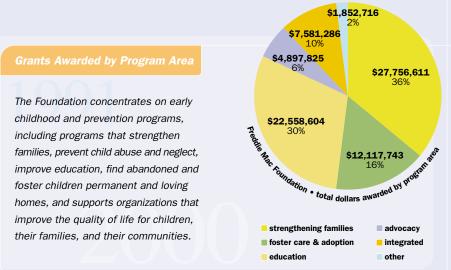
## at a glance

#### The Freddie Mac Foundation

Created in 1991, the Freddie Mac Foundation's mission is to open doors to hope and opportunity for children, youth and their families. The Foundation funds community-based programs that help them reach their full potential. These programs:

- Educate new parents
- · Prevent child abuse and neglect
- · Promote academic achievement and life skills development
- Facilitate early intervention for families in crisis
- Find permanent, loving homes for hard-to-place children in foster care.

Since its creation 10 years ago, the Freddie Mac Foundation has helped brighten the lives of more than 1.2 million children.



#### The Freddie Mac Corporate Giving Program

The Corporate Giving Program increases homeownership and supports housing and community development programs through philanthropic donations and partnerships. We develop programs that help families increase financial literacy and prepare to become homeowners.

#### Freddie Mac Employee Volunteers

Our employee volunteers solidify the link between funding and motivated action. Volunteerism is deeply rooted in Freddie Mac's corporate culture and is an essential part of who we are. Currently, more than 1,200 employees donate their time and personal resources to some 70 company-organized programs, partnerships and projects.

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## the early years: 1991-1995

#### 1991

#### A Bright Beginning

- O Foundation opens its doors
- O Grantmaking begins in metropolitan Washington, DC
- O Program focus: health, education and welfare of at-risk children
- O Run for Shelter 5K Run/Walk begins
- Leland Brendsel named "Washingtonian of the Year" for philanthropic leadership

Total Dollars Awarded: **\$312,555**Number of Grants Made: **13** 

#### 1992

#### Rearing a Successful Foundation

- O Foundation's infrastructure created
- O Wednesday's Child launched in Washington, DC
- O First grant in support of Healthy Families America made to Prevent Child Abuse America
- O First multi-year grant awarded to the Enterprise Foundation
- O Major grant to Latin America Youth Center funds charter school

Total Dollars Awarded: **\$1,293,852**Number of Grants Made: **34** 

#### 1992

#### Cultivating Healthy Families

- O Staff expands; grantmaking grows
- O \$100,000 grant awarded to Children's Defense Fund
- O First Foundation-funded Healthy Families America site launched in Alexandria, VA
- O Grant to Bright Beginnings supports child care center for area's neediest families
- O Participation in employee volunteer programs grows

Total Dollars Awarded: **\$4,023,460**Number of Grants Made: **144** 

# the early years

Though the Freddie Mac Foundation officially opened its doors in 1991, the company's philanthropic beginnings took root in the late 1980s.

During that time, senior management launched the first of our Business/School Partnerships, the *Hunters Woods Elementary School Partnership* in nearby Reston, Virginia. Through this partnership, employees served as in-class mentors and pen pals to students. Our *Reach Out to a Child 5K Run/Walk Series*, to benefit foster care and adoption programs, began to flourish at some of our most important industry conventions with many of our mortgage lender customers and investment banking partners.

The success of these activities – coupled with the tragic state of children in the nation at that time – led to the decision to establish a foundation that would build Freddie Mac's capacity to help more children and families.

Thus, the Freddie Mac Foundation was born.

With a company endowment, a small, dedicated staff of three and a board of directors on its way, the Foundation opened its doors in 1991 and began to make grants. We created three initial program areas: health, education and the welfare of children and families.

By 1992, our commitment was formalized in a mission statement: to brighten the future for children, youth and families at risk. We visited neighborhoods. We listened to the people who lived and worked there. We learned how to engage our grantees and their communities.

At first, our grants were small – usually under \$50,000, and often as low as \$5,000 – and they focused on direct services. Most grants were awarded to organizations in Washington, DC and the nearby suburbs in Maryland



Healthy Families America (HFA) is a voluntary home visitation program created by Prevent Child Abuse America. It helps eliminate child abuse and neglect before it ever starts. Through regular home visits for up to a child's first five years, parents learn to build strong bonds with their children. They learn to keep their children well nourished. They learn to be their children's teachers - all fundamental tools for raising well-adjusted, healthy children. In 1993, the Foundation set out to bring a Healthy Families America site to Washington, DC. By 1999, we had supported HFA sites in all 10 counties of the Washington, DC metropolitan area. Today, there are 1,400 families participating in these sites, with each site reporting dramatic results in reducing child abuse and neglect, improving parenting skills, raising immunization rates and helping prepare children for success in school.

and Virginia. Some of the first relationships we cultivated at that time still thrive today.

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In 1992, for example, we launched the Wednesday's Child adoption program in Washington, DC with WRC-TV, Channel 4. Today, as a Foundation signature program, Wednesday's Child is a national program in Washington, DC and each of our five regional cities, placing special needs foster children in permanent, loving homes.

We also made our first major funding investment in the early years with a \$1 million grant to establish the Freddie Mac Foundation Child and Adolescent Protection Center at the Children's National Medical Center in Washington, DC. Today, the center is a safe and caring haven for thousands of abused and neglected children in our region.

In 1994, a groundbreaking Carnegie Task Force report cited the critical importance of a child's first three years in preparing for success in school and life. As a result, the Freddie Mac Foundation Board of Directors adopted a plan targeting our grantmaking to children from zero to six years old in two main areas: preventing child abuse and neglect and early childhood education.

We also increased our support for system reform and advocacy efforts. And we began an important partnership with Prevent Child Abuse America and its Healthy Families America initiative. This partnership paved the way for what was to become one of the Foundation's most significant contributions to the region's struggling first-time parents.

By the end of the early years, we had expanded from giving \$312,000 in 1991 to giving more than \$7.4 million to 138 organizations in 1996. We had become one of the largest and most respected corporate foundations in metropolitan Washington, DC.



## the early years

Freddie Mac Foundatio

#### **Alexandria Community Network Preschool**

In 1984, a group of mothers living in public housing created the **Alexandria Community**Network Preschool when they learned that their children had all failed kindergarten.

Their commitment was solidified when every child in the preschool's first graduating class was promoted from kindergarten to first grade.



Since 1992, the Foundation has been a major partner in the growth of the preschool. Continued Foundation support has provided the match required to leverage the city's Early Childhood Fund and also helps to attract additional foundation and corporate funding. Over the years, the preschool has grown to serve 120 children at five sites in Northern Virginia.

**Action Alliance for Virginia's Children and Youth** 

In 1994, a start-up grant from the Foundation launched the **Action Alliance for Virginia's Children and Youth**. Over the years, our support of this organization has helped to ensure healthier lives and futures for many of Virginia's youngest citizens. In 1997, the Action Alliance organized an impressive coalition of groups and individuals focused on one outcome: getting Virginia to adopt the best possible plan for children's health insurance. They were successful, achieving a comprehensive benefit package for many of Virginia's uninsured children.

Freddie Mac Foundation

#### **Calvary Bilingual Multicultural Learning Center**

One of the largest grants we awarded in the early years went to the Calvary Bilingual Multicultural Learning Center in Washington, DC in 1995.

Calvary provides preschool, after-school and summer programs for young children as well as support services to families. Over the years, the Foundation has continued to support Calvary, most recently to renovate additional space for children's programs, including a new infant/toddler center. In addition, the District's

Columbia Heights community will have a central meeting place, technology training for partner organizations and families, and facilities to meet the expanding needs of the Healthy Families America program.



9

## the early years: 1991-1995

#### 1994

#### Nurturing Young Children

- O Grantmaking targets children 0 to 6 to prevent child abuse and provide early childhood education
- O Major grant awarded to For Love of Children for foster care
- O \$1 million grant to build Freddie Mac Foundation Child and Adolescent Protection Center at Children's Hospital
- O Foundation responds to DC financial crisis with short-term emergency grants benefiting children
- Major grant awarded to Federal City Council for early childhood center in Anacostia public housing developments

Total Dollars Awarded: **\$6,044,188**Number of Grants Made: **167** 

#### 1995

#### Growing Our Reach

- O Howard University Professor, Clarice Dibble Walker, becomes first community board representative
- O Reach Out to a Child 5K Run/Walks raise record contributions for adoption programs
- \$2.5 million grant, our largest ever, goes to Prevent Child Abuse America for Healthy Families national program
- O Major grant awarded to Calvary Bilingual Multicultural Learning Center to renovate facility for young children and their families
- Employees help revamp DC foster care computer tracking system

Total Dollars Awarded: **\$11,557,071**Number of Grants Made: **188** 

# the middle years

### The Foundation's growth and maturity in the middle years reaped many community rewards.

By 1996, the Foundation began to grow its investment in large, multi-year grants to deepen and sustain outcomes for children and families. The seed of a new signature program was sown when planning began for a community school at J.C. Nalle Elementary in the District, one of our existing Business/School Partnerships. We also launched our regional grantmaking program, starting with the North Lawndale community in Chicago, to expand our reach nationally.

The following year was a year of reflection and strategic planning. We revisited our program areas and decided to stay the course that had guided us so well – education, foster care and adoption, strengthening families and advocacy. Although foster care and adoption were among the earliest interests of the Foundation, it did not become a formal grantmaking program until 1998.

Throughout
the middle years,
the Freddie Mac
Foundation intensified its
efforts to help J.C. Nalle
Elementary School in

Washington, DC.

Difference Day.

Employees helped students improve their reading and writing skills through written and electronic mail. Other employees mentored students and accompanied them on field trips. And, we contributed financial support as well as people power to build a much-needed playground for Make a

Towards the end of the middle years, the Foundation added another dimension to the partnership by giving nearly \$1.4 million to help J.C. Nalle become a full-service community school with a broad range of services for children and families.

We expanded philanthropy and created the Corporate Giving Program. Focusing on housing and community development, the Corporate Giving Program complements the Foundation's work on behalf of children and families and Freddie Mac's corporate mission of making the dream of decent, accessible housing a reality.

Throughout the middle years, we continued our public awareness efforts. As a major sponsor of the first *Stand for Children* event, the rally drew hundreds of thousands of

people to the nation's capital
to speak out on behalf of
needy children. Our
grant to the National
Association of Child
Advocates helped the
organization engage
low-income and
minority parents to
represent the needs of
their children before state

and local policymakers.

Over a third of our employees volunteered in the dozens of activities we sponsored. They served as mentors, pen pals,

## the middle years

tutors, coaches, advocates, builders, sandwich makers and members of nonprofit boards.

Employees took part in a wide range of activities with their families and friends, including Christmas in April, the National Race for the Cure, the AIDS Walk Washington, the Multiple Sclerosis Walk, Make a Difference Day, the International Children's Festival and the Special Olympics, to name just a few.

During the middle years, we intensified our relationships with a small number of previous grantees and funded them at higher levels to achieve greater impact. These became our Signature Programs: Healthy

Families America, Wednesday's Child and the J. C. Nalle Business/School

Partnership. Our signature programs guided us in our work for the remainder of the decade as well as our thinking about the future.

"In reflecting upon 1997, I thought about children filling our hallways with energy during Career Shadowing Day, the advice I got from our sixth grade CEOs for a day and how our employees raced to beat the setting sun to put the finishing touches on J.C. Nalle Elementary School's new playground - a playground that is a safe haven for the children and a symbol of renewal for the Marshall Heights neighborhood in Washington, DC. Through the efforts of our employees, our community is a better place to live, and Freddie Mac is a better place to work."

In 1998 and 1999, we experienced tremendous activity and reached significant milestones. Our regional grantmaking program expanded to New York City and

Los Angeles, deepening our capacity to work outside the Washington, DC region. The Foundation expanded its *Wednesday's Child* program to New York City and Chicago. We continued to expand *Healthy Families* with the addition of our ninth regional site in the Washington, DC region. The Foundation also passed the \$50 million mark in grants awarded.

In less than a single decade, the Foundation had earned the reputation as a true champion of children. We were named the largest corporate giver in the region. We had made grants of some \$64 million to bring our investment in children to life.

## the middle years

Freddie Mac Foundation

#### **Regional Grantmaking**

The middle years were years of geographic growth for the Freddie Mac Foundation. We expanded our grantmaking programs to **our regional cities: Atlanta, Chicago, Dallas, Los Angeles and New York**. The Foundation's giving in Chicago, for example, began with the North Lawndale community, including support of a Healthy Families America home visitation program, and a teen parenting initiative. In New York City, we focused our resources on the Brooklyn neighborhood of Sunset Park. In 1999, a Los Angeles giving program was launched, with \$250,000 granted to organizations in three neighborhoods: Vermont/Manchester, Hyde Park and Pacoima. The regional program also has a strong volunteer component, with Freddie Mac employees serving organizations in their communities.

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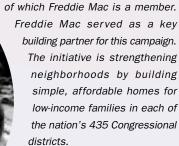
#### **The Thompson Sextuplets**

When the **Thompson babies** were born in 1997 – the first African-American sextuplets born in the United States – many people and organizations stepped to the plate to help out. Freddie Mac knew that the Thompsons would never again fit into their three-bedroom apartment. Though the company had never given a house to a family before, the Thompson family was simply a unique case that presented a wonderful opportunity to reach out to a family in our community with a gift that symbolized both our corporate and philanthropic missions.

#### The Houses That Congress Built

Freddie Mac contributed \$1 million to **Habitat for Humanity International** in 1998 in support of "The Houses That Congress Built," a bipartisan initiative involving Habitat for Humanity, members of Congress and

abitat for Humanity, members of Congress and the National Partners for Homeownership, a coalition of 65 national housing leaders,





13

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## the middle years: 1996-1999

#### 1996

#### Sustaining Our Impact

- O Board directs large, multi-year grants
- O Regional grantmaking launched in Chicago
- O Foundation sponsors National Center on Child Abuse and Neglect conference
- O Major grant awarded to Zero to Three
- O Foundation provides multi-year grant to Parents Anonymous to prevent child abuse

Total Dollars Awarded: **\$7,409,341**Number of Grants Made: **138** 

#### 1997

#### Staying the Course

- O Advocacy grant awarded to DC Action for Children Initiative mobilizes city-wide constituency for children
- O Foundation-sponsored metropolitan area Healthy Families America sites grow to 7
- O Foundation supports innovative foster care programs throughout US
- O Half of employees volunteer in company programs
- Major grant launches first HIPPY in DC; helps at-risk 3to-5-year olds

Total Dollars Awarded: **\$6,380,382**Number of Grants Made: **142** 

#### 1998

#### Reaping Rewards, Making History

- O \$50 million mark in grantmaking achieved
- O Regional grantmaking expands to New York City
- O Wednesday's Child Washington, DC achieves 100th adoption
- O Leland Brendsel participates in White House forum on home visiting
- Major grant awarded to TEEN LINK to reduce teen pregnancy in Alexandria

Total Dollars Awarded: **\$12,156,123**Number of Grants Made: **173** 

# the tree takes root and flourishes

#### The spirit and vitality of our philanthropy program continued to flourish in the year 2000.

We demonstrated our leadership and reached new milestones on both a national and metropolitan scale.

Our Wednesday's Child program attained a significant achievement with the launching of our fourth, fifth and sixth sites: Los Angeles, Dallas and Atlanta respectively. With six sites in place today, Wednesday's Child has the potential to reach more than 25 percent of the children in foster care nationwide.

> We awarded a grant to the National Adoption Center to help create an enhanced version of the Faces of Adoption website. The new website will more than double the number of children featured who are available for adoption. We also partnered with Washington, DC's Child and Family Services Agency and the L.A.-based Alliance for Children's Rights to celebrate National Adoption Day. Washington was one

> > of seven cities to participate in this first-ever national country.

event that coordinated a one-day record of more than 1,000 adoptions finalized across the

The Foundation sponsored the Congressional Coalition on Adoption's Angels in Adoption awards ceremony honoring 120 individuals from across the nation who have made a difference in the lives of children and families through adoption. A bicameral, nonpartisan alliance of 150 members of Congress, the coalition is dedicated to improving adoption policies and practices. It created the *Angels in Adoption* program to raise public awareness of the many ways that committed individuals can help children and families

Wednesday's Child, an Emmy-nominated program with a proven track record of success, is part of the Foundation's national campaign to increase adoptions of foster children.

Each Wednesday, a child in foster care who is available for adoption is profiled on the local evening news. During a segment hosted by a popular television newscaster, viewers are encouraged to learn more about helping these children find homes and a phone number is provided. The children featured are often the most difficult to place since they are sometimes older, in sibling groups and may have health or developmental needs. For these children, this program is often their last chance to find a permanent home and family. A total of 248 children have been placed in permanent, loving homes since the program began, giving them a chance for a brighter future. through adoption.

## the year 2000

Corporate Giving supported the Orphan Foundation's *Oliver Project*. Through the project, 12 college-bound foster youth from around the nation came to Washington to represent the 25,000 youths who outgrow the foster care system each year without ever becoming part of an adoptive family. The youth delegates traveled to Capitol Hill where they advocated for their peers who "age out" of foster care – many of whom become

Corporate Giving support 12 college-be Maxine B. Buker, Prestitent and CEO. Fred a power of giving of oneself goes far beyond position, title, status or power. It goes to the core of what it means to be human, getting past external barriers to extend a hand and heart in a moment of need."

As part of our Employee Volunteer Program, we enhanced our Volunteers in Action program, a comprehensive array of programs that promote and support employees' community service interests. The new initiatives were officially launched at our annual employee volunteer appreciation reception, recognizing 1,000 employee volunteers. General Colin Powell spoke at the event, reinforcing the growing importance of volunteerism and the role of our philanthropic program in Freddie Mac's culture.

homeless because of isolation and lack of support.

In addition, more than 100 employees and their families volunteered at Freddie Mac's pavilion for the *Black Family Reunion*, sponsored by the National Council of Negro Women, held on the grounds of the Washington Monument. The pavilion provided information on how to get a job, buy a home, maintain good credit and build a strong family.

In 2000, we developed a five-year Corporate Giving strategic plan to reinforce and build upon our current programs. That year, we also joined forces with the U.S. Conference of Mayors, the Seattle Habitat for Humanity and the U.S. Department of Housing and Urban Development to work on the construction of a Habitat home. A total of 60 mayors participated in the Freddie Mac-sponsored build, which was part of the country's celebration of *National Homeownership Week*.

Through Corporate Giving, Freddie Mac also participated in an anti-predatory lending campaign called "Don't Borrow Trouble." The campaign was launched in 12 cities nationwide to educate millions of Americans about predatory lending risks.

By the end of 2000, Freddie Mac and the Freddie Mac Foundation awarded nearly \$20 million to help open the doors to hope and opportunity for children, youth and families.

## the year 2000

reddie Mac Founda

#### **Parent Education Initiative**

Of the 100,000 children who call Washington, DC home, 58 percent live in single-parent households; 40 percent in poverty. The extra difficulties these families face can make parenting seem overwhelming, but the truth is, it is a challenge for all parents, regardless of their situation. That's where the **Freddie Mac Foundation Parent Education Initiative** comes in.

The initiative is the only universal parenting education program being created by a major city in the United States. Through funding from the Freddie Mac Foundation, the program is being administered by Catholic Charities of the Archdiocese of Washington in conjunction with the DC Office of Early Childhood Development, the DC Public Library and the Washington Parent Education Collaborative.

Employee Volunteers

#### **Volunteers in Action**

Our new Volunteers in Action program was introduced in 2000, offering incentives to employees to volunteer. The program includes a variety of corporate-sponsored volunteer activities – some one-time commitments, some long-term – as well as company-wide drives for sneakers, holiday gifts, donations and more. The Workplace Giving Program lets employees support their favorite charity and have their dollars matched by the Foundation through a Matching Gift Program. To supplement this program, the Foundation created a Dollarsfor-Doers Program that provides a donation or "match" for employees' volunteer time that occurs outside of Freddie Macsponsored volunteer activities. The match, in the form of a financial donation, goes to the charitable organization for which they volunteer.

Corporate Givin

#### **Corporate Giving**

As the Foundation continued to extend its reach nationally in 2000, Freddie Mac increased its corporate giving to housing and community development initiatives often at the national level. Significant funding for Habitat for Humanity, the Enterprise Foundation and the Local Initiatives Support Corporation (LISC) supported economic development, homeownership programs, community development and the construction of homes in communities across America. In 2000, Freddie Mac expanded its Consumer Credit Initiative with five Historically Black Colleges and Universities, the NAACP, the Rainbow/PUSH Coalition and the National Urban League to provide information to people living in underserved communities about how to better understand and manage their credit, thereby increasing homeownership opportunities. The company also teamed with the National Council of La Raza to launch the Hispanic Mortgage Technology Initiative. This major outreach effort will use the latest mortgage technology to increase homeownership among Hispanic families.

17

## the middle years: 1996-1999

#### 1999

#### Setting the Pace

- O Foundation named largest corporate funder in metropolitan Washington
- O Goal achieved: HFA sites established in 10 counties of metropolitan area
- O 8-year-old philanthropist Makenzie Snyder receives grant for suitcases for foster children
- O Regional grantmaking expands to Los Angeles
- O Consumer credit initiative with 5 Historically Black Colleges & Universities launched

Total Dollars Awarded: **\$15,017,091**Number of Grants Made: **179** 

## the year 2000 Growing Philanthropy into the New Decade

- O Local Initiatives Support Corporation funded for child care centers
- Employee volunteer programs enhanced; benefit nonprofits
- O Regional grantmaking expands to Atlanta
- O Major grant to William Wendt Center helps families survive traumas
- O Wednesday's Child goes national, with programs launched in each of Freddie Mac's regional cities

Total Dollars Awarded: **\$12,570,722**Number of Grants Made: **240** 

## the next decade

In our first 10 years of grantmaking, the Freddie Mac Foundation has acheived a lush garden of milestones and planted many seeds of progress on which to build.

That's why the Freddie Mac Foundation targeted the year 2000 to develop a new five-year strategic plan. Our goal: to evaluate the lessons learned in our first decade and determine where to invest our resources going forward.

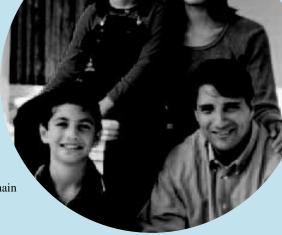
The Foundation's direction is expressed in a mission of what we hope to achieve for families and children in the next five years. It continues our commitment to children, youth and families while building on our successes.

One of the most important changes we are making is to focus on comprehensive strategies that address the needs of children and families. For example, an investment in family strengthening might include not only parent education and family support, but also early childhood education and mental health services. We believe that an integrated approach is more reflective of the complex lives of vulnerable families. Our experience shows that it is a model that produces results.

Our new strategy will be centered around two main focus areas:

- O Family Strengthening
- O Youth Development

We believe that these two areas offer the greatest potential for us to "open the doors to hope and opportunity for children and families."



### the next decade

#### **Family Strengthening**

The *Family Strengthening* focus area will build on our past achievements, providing support to young and vulnerable parents. This support will help them raise healthy, resilient children and ensure that these children have permanent, loving families in which to grow.

#### **Youth Development**

The *Youth Development* focus area is based on research indicating that adolescence is another critical period in a child's life. Support during these years is important to maintain earlier gains.

As children grow older, they continue to need support to build academic and social competencies that will enable them to become self-sufficient, successful adults and active members of their communities. The needs of older foster children, as they move on to life on their own, are particularly critical. For this reason, we will focus our grantmaking along the continuum of a child's life, from 0 to 18 years old.

#### We believe:

- O The best place for any child is a safe and stable family
- O Even the most vulnerable families can thrive
- O Families thrive when they are supported within healthy communities with adequate, safe and affordable housing
- All children and youth have potential and can succeed in school
- O With support, children can grow into successful adults
- O Improving the lives of children and families requires both prevention and intervention

Our two new focus areas will be supported by a number of new **Signature Initiatives**, similar in commitment to the Signature Programs we developed in our first decade. We found that our Signature Programs gave us the opportunity to establish long-term partnerships with key grantees, and better set goals and measure results.

Over the next five years, we will continue our signature programs, Wednesday's Child and Healthy Families America, and develop new initiatives in

the areas of youth development and service-enriched housing.

As we look ahead into the next decade, we see the Freddie Mac Foundation as a foundation that builds on its successes and that is aligned with the strengths of Freddie Mac, the company that founded it. By renewing our commitment to outcomes and results, we envision

20

### the next decade

grantmaking that is increasingly more targeted and strategic, leading to a visibility that extends beyond the Foundation to others who care about children and families.

Put together, we can achieve our goals and open the doors for vulnerable children and their families.

Through our targeted and strategic grantmaking, the Freddie Mac Foundation will be a recognized leader on children's issues, helping families and communities bring their hopes to fruition.

#### **Our Vision**

The Freddie Mac Foundation envisions a future in which its grantmaking generates tangible results for children and the families who are vulnerable to poor outcomes. In the communities where we work, children will:

- Live in thriving, stable homes with strong, nurturing resilient families
- O Achieve academically in school
- O Receive the guidance, skills and experience to live independently

#### The Next Five Years

The Freddie Mac Foundation of the future will:

- O Build on past successes and become more strategic
- O Maintain a commitment to children and families, while more closely aligning its work with the mission of the company
- O Have a larger impact by focusing on measurable results
- O Be the best it can be while helping our nonprofit partners be the best they can be



"From our experience, we know that if children have stable families, they have a better chance to become successful adults. As we move forward, we will build on what we have done in the past, providing support to young and vulnerable parents; and making sure that children have permanent, loving families in which to grow."

Shane Salter Director of Foundation Giving Freddie Mac Foundation

(Shane Salter grew up in foster care, living in nine different foster homes throughout his life. He was never adopted. Today, he is married and has his own family of five children, one of whom he adopted six years ago through the Wednesday's Child Program. His adopted son, David Salter, is 20 years old today.)

## Freddie Mac Foundation Grants

The Freddie Mac Foundation awarded nearly \$80 million in grants over the past decade, with \$12.6 million in grants for the year 2000 alone.

January 1, 2000 - December 31, 2000

| Organization   | Description  | Grant Amount  |
|--|--|---------------|
| ADVOCACY   |  |               |
| Advocates for Children & Youth<br>Baltimore, MD                          | To increase public awareness about the risks and opportunities for children in the areas of health, early childhood development, child welfare, education, juvenile justice, welfare reform, and state fiscal policy.  | \$50,000      |
| Alliance for Children and Families<br>Washington, DC                     | To encourage members to participate in advocacy in order to create sound public policies that lead to economic viability for families and stem the violence that afflicts young people, schools, and communities.  | \$5,000       |
| Center on Budget and Policy Priorities<br>Washington, DC                 | To analyze budget and tax issues of concern to low- and moderate-income District families and individuals and prepare information based on those analyses that is credible, timely, and accessible for use by policymakers.  | \$50,000      |
| Children's Express Foundation, Inc.<br>Washington, DC                    | To link a current statistical fact about young people with an interview of a young person who has direct experience with that issue.   | \$93,000      |
| Council on Accreditation for Children<br>and Families<br>New York, NY    | To sponsor a roundtable meeting for public, county-operated, child and family service agencies which are supervised but not administered by the state child welfare system.  | \$25,000      |
| DC Action for Children<br>Washington, DC                                 | To increase the effectiveness of advocacy efforts on behalf of children and families in the District of Columbia.  | \$50,000      |
| DC Agenda<br>Washington, DC  | To support partnership efforts with existing District-based organizations and institutions in order to convene diverse stakeholders, foster consensus, help fill gaps in expertise and resources, and plan multi-sector strategies fo addressing challenges and opportunities in the District.                 | \$50,000<br>r |
| Judge David L. Bazelon Center for<br>Mental Health Law<br>Washington, DC | To obtain early identification and access to mental health services for all children with mental health needs and to create a comprehensive, responsive, and cost-effective multi-agency system of care to serve those children who have serious mental disorders.   | \$50,000      |
| Lt. Joseph P. Kennedy Institute<br>Washington, DC                        | To build the capacity of parents with developmentally disabled children an others to assume advocacy and leadership roles in efforts to create family support funding, systems, and policies that will enable children with developmental disabilities to remain with their families and in their communities. | \$50,000      |
| National Association of Child Advocates<br>Washington, DC                | To build and sustain viable voices for children by enhancing issue specific knowledge and building the capacity of professional child advocates who work for child advocacy organizations at the state or local level.   | \$50,000      |
| National Association of Counsel for Children<br>Denver, CO               | To develop well-trained, competent professionals who know how to achiev the best results for their child clients.  | e \$10,000    |
| Northern Virginia Family Service<br>Falls Church, VA                     | To strengthen the effectiveness of Healthy Families services throughout the Northern Virginia area.  | \$50,000      |
| Stand For Children<br>Washington, DC                                     | To facilitate a nationwide grassroots and online mobilization that will consist of over 2000 local activities on or around June 1, 2000, and at least 10 statewide activities.   | \$25,000      |
| Virginia Poverty Law Center<br>Richmond, VA                              | To expand and provide services for families who lack the knowledge and resources to deal with their legal problems.  | \$30,000      |
| Volunteers of America - National Office<br>Alexandria, VA                | To increase public awareness and educate policy makers about the needs of homeless children and how the policies can be reconfigured to promote positive change for these children and their families.   | \$20,010      |

Grants Totaling \$608,010 to 15 Organizations



| Organization   | Description   | Grant Amount |
|--|---|--------------|
| STRENGTHENING FAMILIES   |   |              |
| Action in the Community Through Service Dumfries, VA                           | To prevent abuse and neglect in the early years of life which can plague the development of children's full potential.  | \$30,000     |
| Advocates for Homeless Families, Inc.<br>Frederick, VA                         | To help 12 families at serious risk of becoming homeless gain economic self-sufficiency in order to provide a better life and future for themselves and their children.   | \$25,000     |
| Alexandria Neighborhood Health<br>Services, Inc.<br>Alexandria, VA             | To establish a multicultural, bilingual, neighborhood-based, family education and support program.  | \$30,000     |
| All Faiths Receiving Home<br>Albuquerque, NM                                   | To bring together a wide range of experts and practitioners in the field of child abuse and neglect to exchange information on promising practices and research findings, encourage new initiatives, and recognize accomplishments. | \$20,000     |
| Asian/Pacific Islander Domestic Violence<br>Resource Project<br>Washington, DC | To support a staff position to serve as the primary liaison and facilitator for the organization's various projects.  | \$25,000     |
| Ayuda, Inc.<br>Washington, DC  | To provide legal and support services to at least 150 battered immigrant women and children in the DC metropolitan area.  | \$25,000     |
| Bethany House of Northern Virginia<br>Falls Church, VA                         | To provide structure through which spouses and children can recover from emotional scars associated with spousal violence and abuse and gain skills needed for self-sufficient, independent living.                                 |              |
| Bethany, Inc.<br>Washington, DC  | To support the renovation of Good Hope House in order to provide transitional housing and comprehensive support services to homeless families.  | \$30,000     |
| Bread for the City and Zachaeus Free<br>Clinic, Inc.<br>Washington, DC         | To provide pediatric and prenatal medical care for uninsured children and pregnant women, comprehensive social work services, legal advice and representation to low-income families, and referrals to other appropriate services.  | \$25,000     |
| Catholic Charities of the Diocese of Arlington<br>Arlington, VA                | To hire a staff person to ensure that the needs of the children residing in the shelter are met.  | e \$25,000   |
| Center for Multicultural Human Services<br>Falls Church, VA                    | To hire an independent consultant to determine the feasibility of a capital campaign in support of the construction and/or establishment of a regional International Center.  | \$25,000     |
| Center for Multicultural Human Services<br>Falls Church, VA                    | To reduce and prevent incidents of child abuse and neglect in low-income, cultural minority families by providing free or reduced-fee multilingual counseling, educational, and social services.                                    | \$45,000     |
| Center for Multicultural Human Services<br>Falls Church, VA                    | To improve staff's ability to treat and prevent further trauma in victims of abuse and/or neglect by improving infrastructure and providing staff training in current child-oriented therapeutic modalities.                        | \$15,500     |
| Childhelp USA<br>Falls Church, VA  | To train adults on how to recognize child abuse, how to respond when abuse is suspected and how to teach abuse prevention to children and adults.   | \$50,000     |
| Children's Hospital and Health Center -<br>San Diego<br>San Diego, CA          | To develop a long-range strategic plan and vision to guide the child abuse and neglect prevention field for the next 20 years.  | \$100,000    |
| Columbia Hospital for Women<br>Washington, DC                                  | To provide early intervention and prevention, sexual abstinence support, education, counseling, and confidential and comprehensive reproductive health services.  | \$50,000     |
| Community Crisis Services, Inc.<br>Hyattsville, MD                             | To instill protective factors in teenagers who are at risk for dropping out of high school, using drugs or alcohol, or being involved in violence, including suicide.   | \$25,000     |
| Covenant House Washington<br>Washington, DC                                    | To support the construction of a new facility which will house administrative offices and a new Community Services Center.  | \$300,000    |



| Organization   | Description 0   | irant Amount |
|--|---|--------------|
| DC Children's Advocacy Center<br>Washington, DC                              | To provide a comprehensive response to all child victims of physical abuse, sexual abuse, neglect, exploitation, and other acts of violence committed against them.   | \$50,000     |
| DC Rape Crisis Center<br>Washington, DC                                      | To help children understand and avoid the threat of sexual abuse, to encourage children to seek assistance from adults if they are being abused, and to create adult allies who are aware of the prevalence and warning signs of abuse as well as the resources available in the community. | \$20,000     |
| Edward C. Mazique Parent Child Center<br>Washington, DC                      | To improve healthy birth outcomes for pregnant women residing in targeted communities and to provide support services to parents to improve their parental competency.  | \$25,000     |
| Fairfax Area Christian Emergency<br>and Transitional Services<br>Fairfax, VA | To provide intensive case management services and educational and recreational programs to low-income families at two government-subsidized housing properties by funding a social worker's salary and program expenses.  | \$30,000     |
| Fairfax County YMCA of Metropolitan<br>Washington<br>Oakton, VA              | To hire a bilingual staff person to provide comprehensive outreach and case management services to adolescent females, pregnant or parenting.   | \$25,000     |
| Family Place<br>Washington, DC   | To provide general support for programs that support low-income families with young children.   | \$20,000     |
| Family Support Center, Inc.<br>Bethesda, MD                                  | To provide mentoring, life skills training, leadership, and creative strategies to early adolescent girls.  | \$18,000     |
| Family Tree<br>Baltimore, MD   | To provide intensive case management, including home visiting, to teen mothers and their children.  | \$35,000     |
| Florence Crittenton Services of Greater<br>Washington<br>Silver Spring, MD   | To prevent teen pregnancy by providing a life skills and comprehensive sex education program to adolescent girls and to provide support and education groups for teen parents.  | \$20,000     |
| Great Dads<br>Fairfax Station, VA  | To combat father absence in the Washington metropolitan area by providing grassroots training to 2000 African American fathers in every community in the area.  | \$50,000     |
| Great Kids<br>Knoxville, TN  | To provide in-depth technical assistance to the Foundation's Healthy Families grantee sites and state systems in DC and Maryland.   | \$77,733     |
| Healthy Babies Project<br>Washington, DC                                     | To provide comprehensive services that will improve birth outcomes for first-time mothers and women who are abusing substances.   | \$40,000     |
| Homestretch, Inc.<br>Falls Church, VA  | To fund the salary of a social worker and to continue to offer a pre-school program and both father and adolescent parenting classes.   | \$30,000     |
| <b>KidSafe</b><br>Washington, DC   | To provide opportunities for training and employment and to strengthen the academic skills of the children while helping them learn to resist drugs and crime.  | \$20,000     |
| Korea Family Counseling and Research<br>Center<br>Vienna, VA                 | To help families achieve self-sufficiency and build a stable home environment for their children through the acquisition of skills and competencies, information, and resources.  | \$20,000     |
| Loudoun Abused Women's Shelter<br>Leesburg, VA                               | To provide crisis intervention, support, advocacy, and family preservation programs for youth and children who are victims of abuse, neglect, or sexual assault.  | \$15,000     |
| Lutheran Social Services of the National<br>Capital Area<br>Washington, DC   | To provide and maintain quality service to families of children with disabilities and chronic illness.  | \$15,000     |
| Mary's Center for Maternal and<br>Child Care, Inc.<br>Washington, DC         | To obtain public and corporate funds for the sustainability and expansion of Healthy Families DC District wide.   | \$25,000     |
| Mary's Center for Maternal and Child<br>Care, Inc.<br>Washington, DC         | To prevent teen pregnancy and students dropping out of school as well as working to improve the educational attainment of participants.   | \$25,000     |



| Organization   | Description   | Grant Amount |
|--|---|--------------|
| Mary's Center for Maternal and Child<br>Care, Inc.<br>Washington, DC                               | To provide bridge funding for the Healthy Families America site in the District of Columbia in order to continue this effective child abuse prevention program while securing additional long-term support to expand and sustain Healthy Families throughout the city.                                | \$100,000    |
| Maryland State Department of Education<br>Baltimore, MD  | To provide parenting education and related services to women in the Maryland State prison system in order to promote their success as parents and the success of their children.  | \$25,000     |
| Mental Health Association -<br>Montgomery County<br>Rockville, MD                                  | To support a peer group for siblings of young mothers and other young women at risk for pregnancy, birthing coaches for homeless and expectant teens, enrollment outreach for Maryland Children's Health Insurance Program, and increased in-home intervention services.                              | \$35,000     |
| Metropolitan Center for Assault<br>Prevention<br>Wheaton, MD                                       | To teach children to recognize unsafe and uncomfortable situations and teach skills and strategies they can use to protect themselves.  | \$50,000     |
| My Sister's Place<br>Washington, DC  | To support the Supporting Our Survivors Center that serves the immediate and long-term needs of the victims and survivors of domestic violence.   | \$25,000     |
| National Association of Counties<br>Research Foundation<br>Washington, DC                          | To promote and replicate Healthy Families America programs in counties throughout the country by raising awareness of policy makers about the value of preventing child abuse.  | \$300,000    |
| National Center for Missing and<br>Exploited Children<br>Alexandria, VA                            | To support the implementation of an emergency child abduction alert plan in which radio stations provide quick, police-generated reports on abducted children as a public service.  | \$100,000    |
| National Emergency Medicine Association<br>Baltimore, MD   | To distribute 10,000 copies of the Spanish version of the <i>Little Book of Parenting</i> to hospitals, schools, community centers, and social service organizations in the Washington, DC metropolitan area.   | \$13,333     |
| National Fatherhood Initiative<br>Gaithersburg, MD   | To provide for the continuation of programs and services that effectively confront the problem of father absence.   | \$50,000     |
| National Organization on Adolescent<br>Pregnancy, Parenting and Prevention, Inc.<br>Washington, DC | To support the expansion of staff and services to increase awareness and affect public policy related to adolescent pregnancy prevention and teen parenting.  | \$20,000     |
| National Practitioners Network for<br>Fathers and Families, Inc.<br>Washington, DC                 | To support the planning phase of a national initiative that will identify excellent programs in the fathers and fragile families field, develop a network of effective programs, and establish and promote standards of practice.   | \$20,000     |
| Northern Virginia Family Service<br>Falls Church, VA   | To provide continued support for the Healthy Families America site in Alexandria.   | \$50,000     |
| Northern Virginia Family Service<br>Falls Church, VA   | To strengthen and support Healthy Families America sites across the National Capital region by fostering program quality assurance standards and raising regional public awareness of the program.  | \$31,105     |
| Northern Virginia Family Service<br>Falls Church, VA   | To improve the organization's capacity to create growing revenue streams for the future.  | \$25,000     |
| Opportunities, Alternatives, & Resources<br>of Fairfax County, Inc.<br>Fairfax, VA                 | To alleviate feelings of guilt and parental loss as well as to promote self-<br>esteem, conflict resolution, and decision-making skills in children whose<br>parents are involved in the criminal justice system.   | \$12,000     |
| Pregnancy Aid Centers, Inc.<br>College Park, MD  | To provide intensive social work and medical support to pregnant and parenting teens so that they can become effective, nurturing parents.  | \$40,000     |
| Prevent Child Abuse of Metropolitan<br>Washington<br>Washington, DC                                | To support the child abuse prevention public awareness campaign in the District of Columbia.  | \$50,000     |
| Prevent Child Abuse of Metropolitan<br>Washington<br>Washington, DC                                | To advocate for the establishment of and to support recognized prevention programs; to reduce family isolation and stress; to improve access to information on low-cost human services; to increase awareness of child abuse and neglect; and to improve access to information on positive parenting. | \$90,000     |



| Organization  | Description   | Grant Amoun |
|---|---|-------------|
| Prevent Child Abuse, Virginia<br>Richmond, VA                           | To fund a statewide prevention conference, continue technical assistance and training to Healthy Families America sites, strengthen affiliate relationships, and expand collaboration on a regional approach to advocacy.     | \$300,000   |
| Prince George's Community Foundation, Inc.<br>Bowie, MD                 | To refine the capacity to evaluate and measure local progress towards implementation of the critical elements of success associated with the Healthy Families America program.  | \$50,000    |
| Prince George's County, Department of Family Services Hyattsville, MD   | To expand the Healthy Families Prince George's site to the southern region of the county.   | \$450,000   |
| Progressive Life Center, Inc.<br>Washington, DC                         | To provide neighborhood-based prevention and early intervention programs and activities that help to ameliorate the risk factors that lead to abuse, neglect, and abnormal development.                                       | \$25,000    |
| Project WORD, Inc.<br>Arlington, VA                                     | To provide volunteer mentoring, support, and friendship to parents of young children with ongoing isolating conditions, special needs, or disabilities.   | \$25,000    |
| Reading Connection<br>Arlington, VA                                     | To continue and expand a successful partnership with Healthy Families Alexandria participants, ensuring that literacy and language development are part of the foundation for a healthy home environment.                     | \$25,000    |
| Reston Interfaith<br>Reston, VA   | To create a new transitional housing program that offers two years of subsidized rental housing plus supportive case management for women and children who have become homeless after fleeing domestic violence.              | \$42,000    |
| Salvation Army of the Washington<br>Metropolitan Area<br>Washington, DC | To provide a comprehensive residential program for homeless women and their children to help them live independently.   | \$50,000    |
| Sexual Minority Youth Assistance League<br>Washington, DC               | To provide for a clinical program therapist to work with gay and youth populations to enhance the capacity of the agency to meet the increasing needs of gay youth at risk for school failure, depression, suicide, and AIDS. | \$45,622    |
| Southeast Ministry<br>Washington, DC                                    | To offer opportunities for fathers to further education and job training by first dealing with self-development, self worth, identity, and roles within their families.   | \$20,000    |
| Starlight Children's Foundation –<br>MidAtlantic<br>Washington, DC      | To coordinate chapter volunteers and necessary resources to brighten the lives of seriously ill children.   | \$50,000    |
| Theatre IV<br>Richmond, VA  | To prevent child sexual abuse by giving children clear and accurate information that teaches them how to protect themselves and encourages them to report incidents of abuse.   | \$13,500    |
| Transitional Housing Corporation<br>Washington, DC                      | To provide on-site support services to residents of the Partner Arms community to help them achieve self-sufficiency and ultimately transition to permanent housing.  | \$25,000    |
| Underground Railroad<br>Suitland, MD                                    | To provide long-term, comprehensive, and innovative services to families who are impacted by substance abuse, poverty, and unemployment.  | \$25,000    |
| United Way of Central Maryland<br>Baltimore, MD                         | To develop and maintain internal operational procedures and systems required for quality fiscal management and administration and effective and efficient coordination of the Healthy Families Maryland infrastructure.       | \$40,000    |
| Wesley Housing Development Corporation<br>Alexandria, VA                | To provide value-added services to community residents to improve health, well being, education, and self-sufficiency.  | \$35,000    |
| Women Empowered Against Violence, Inc.<br>Washington, DC                | To provide comprehensive services which combine legal assistance, counseling, and case management to create a continuum of services that help clients permanently break free from violent relationships.                      | \$15,000    |
| Women's Center<br>Vienna, VA  | To collaboratively provide subsidized one-to-one counseling to low-income parents who are abusers or at risk of being abused.   | \$25,000    |
| Women's Collective<br>Washington, DC                                    | To meet the relevant, culturally appropriate needs of the women, children, and families served through skill building, training, education, and counseling activities.  | \$15,000    |



| Organization   | Description G   | rant Amoun |
|--|---|------------|
| EDUCATION  |   |            |
| Abilities Network<br>Towson, MD                                      | To provide training and assistance on caring for special needs children to child care providers throughout the District.  | \$25,000   |
| Advocates for Justice and Education, Inc. Washington, DC             | To provide quality advocacy training and direct services to parents of children with special needs.   | \$12,000   |
| ALIVE! Inc.<br>Alexandria, VA  | To provide parents with dependable quality child care that lays the foundation for academic success for their children and helps them develop parenting skills.   | \$25,000   |
| Anacostia/Congress Heights Partnership<br>Washington, DC             | To provide after-school stimulation and support to children who otherwise will be unattended, idle, and susceptible to adverse behaviors.   | \$20,000   |
| Baltimore Mentoring Partnership Baltimore, MD                        | To effectively plan, structure, and transition to a statewide initiative by significantly broadening the current base of program services and support to youth and caring adults.   | \$20,000   |
| Baptist Home for Children and Families<br>Bethesda, MD               | To conduct a process evaluation of the community school program.  | \$15,000   |
| Black Student Fund<br>Washington, DC                                 | To provide basic necessities to families in need so that the student is able to concentrate on schoolwork.  | \$10,000   |
| Boys and Girls Clubs of Greater<br>Washington<br>Silver Spring, MD   | To provide intensive after-school academic support for children who are performing below grade level in basic skills and are at risk for academic failure.  | \$25,000   |
| Calvary Bilingual Multicultural<br>Learning Center<br>Washington, DC | To provide general support for the Center's children's programs.  | \$50,000   |
| Calvary Bilingual Multicultural<br>Learning Center<br>Washington, DC | To renovate additional space for the Center's children's programs including the creation of an infant/toddler center.   | \$325,000  |
| Capitol Hill Group Ministry, Inc.<br>Washington, DC                  | To support, educate, and motivate parents to become more positively involved in their children's lives.   | \$30,000   |
| Carnegie Institution of Washington<br>Washington, DC                 | To support math and science reform efforts in the DC Public Schools by providing training and resources for preschool and elementary school teachers and involving children, parents, and teachers in experiences related to quality instruction. | \$35,000   |
| Center for Artistry in Teaching<br>Washington, DC                    | To provide students with a free, five-week, high quality academic summer program while offering teachers a powerful professional development experience.  | \$15,000   |
| Child Development Center of Northern<br>Virginia<br>Falls Church, VA | To prepare at-risk children for success in school by improving their developmental and educational outcomes.  | \$50,000   |
| Children's Aid Society<br>Washington, DC                             | To continue providing technical assistance to the J.C. Nalle Elementary School to facilitate its transformation into a Children's Aid Society-model full-service community school.  | \$50,000   |
| Children's Studio School<br>Washington, DC                           | To allow for the revitalization of community programs, ongoing faculty recruitment, and professional development programs for visiting educators.   | \$25,000   |
| Communities In Schools of Virginia<br>Richmond, VA                   | To develop partnerships with existing organizations that help young people with those issues that stand in the way of their achieving success in school and to broker these programs into the CIS school sites to work with targeted children.    | \$100,000  |
| Community Bridges<br>Silver Spring, MD                               | To help each girl achieve academically, gain excellent interpersonal skills, develop career aspirations and sound health habits, and become an engaged member of her community.   | \$10,000   |
| Community Preservation and Development<br>Corporation                | To bring increased educational support and opportunities to inner-city youth through on-site technology based education centers.  | \$50,000   |
| Washington, DC   |   | (29)       |

| Organization   | Description Gra  | ant Amount |
|--|--|------------|
| DC Childcare Corporation   | To provide high quality, developmentally appropriate child care for children   | \$25,000   |
| Washington, DC   | from lower-income families.  | 7-0,000    |
| DC Scores<br>Washington, DC  | To provide creative writing programs for 150 additional students while enhancing the skills of the staff, increasing the communication skills of the current students and improving overall program operations.      | \$10,000   |
| Doctors Community Hospital<br>Lanham, MD                               | To connect caring adult role models from the older population with primary grade and high school students in Prince George's County.   | \$20,000   |
| EnvironMentors Project<br>Washington, DC                               | To provide mentors who will help students strengthen their skills and develop the attitude they need to succeed in high school and beyond.   | \$30,000   |
| Everybody Wins! DC Inc.<br>Washington, DC                              | To join the fight against illiteracy by partnering with government agencies and local businesses to provide public school students with caring adult mentors who take the time to read and talk with them each week. | \$25,000   |
| Fairfax County Public Schools<br>Fairfax, VA                           | To provide computer equipment and software necessary for 274 deaf and hard of hearing students to transcend communication and disability barriers.   | \$48,882   |
| Families First of Alexandria<br>Alexandria, VA                         | To provide family advocacy training and support to enable family members to function as full and equal partners in the planning, delivery, and evaluation of mental health services for their children.              | \$25,000   |
| Fishing School<br>Washington, DC                                       | To provide tutoring, homework assistance, recreational activities, guidance, and parent involvement initiatives to inner city children.  | \$30,000   |
| Foreign-Born Information and Referral<br>Network, Inc.<br>Columbia, MD | To provide mentoring and tutoring for foreign-born at-risk students to improve reading and homework skills.  | \$20,000   |
| Friendship House Association<br>Washington, DC                         | To help at-risk and disadvantaged families access 21st Century technology, expand their parenting skills, overcome economic and social obstacles, and achieve a more productive, responsible family life.            | \$25,000   |
| Greenbrier Learning Center<br>Arlington, VA                            | To offer small group tutoring, homework help, and academic enrichment to children who attend Glencarlyn Elementary School.   | \$10,000   |
| <b>Higher Achievement Program</b><br>Washington, DC                    | To support the Mt. Pleasant Learning Center which immerses 5th through 8th graders in a challenging and dynamic academic environment that values and rewards their academic achievement.                             | \$13,000   |
| Hispanic Committee of Virginia<br>Falls Church, VA                     | To provide educational opportunities and encouragement for Hispanic children living in the Bailey's Crossroads area of Fairfax County.   | \$20,000   |
| Home Instruction Program for Preschool<br>Youngsters<br>New York, NY   | To strengthen the training and technical assistance, curriculum development, technology, and advocacy functions of the national office.  | \$50,000   |
| Howard Community College Educational<br>Foundation<br>Columbia, MD     | To purchase furniture and equipment for the new campus child care center that will address the needs of primarily low- and moderate-income students and their children.  | \$20,000   |
| Inner City-Inner Child<br>Washington, DC                               | To strengthen the District's child care system serving low-income families by helping child care centers seek accreditation from the National Association for the Education of Young Children.                       | \$22,000   |
| Institute for Family Development<br>Silver Spring, MD                  | To educate parents on the importance of culturally appropriate and personalized service in the selection of high quality child care.   | \$25,000   |
| Interages<br>Wheaton, MD   | To assist children in kindergarten through middle school who are from non-<br>English speaking immigrant families with acculturation, literacy and<br>academic skills.   | \$15,000   |
| J.C. Nalle Elementary School<br>Washington, DC                         | To support educational facilitation, training, organizational capacity building, and applied research to improve teaching and learning at J.C. Nalle Elementary School.  | \$50,000   |
| Joy of Sports Program<br>Alexandria, VA                                | To engage young children in non-competitive physical activities to develop self-esteem, concentration, relaxation, cooperation, and imagination skills.  | \$10,000   |



| Organization  | Description   | Grant Amount |
|---|---|--------------|
| Jumpstart for Young Children, Inc. Washington, DC                         | To intensify family involvement efforts with parents, children, and child care centers that are currently participants in the program.  | \$35,000     |
| Kalorama Citizens Association Washington, DC                              | To expand the after-school and summer program and to integrate it into the regular science program of the school.   | \$15,000     |
| Kennedy Center<br>Washington, DC  | To provide partnerships between the Kennedy Center and selected DC Public Schools offering art residencies, professional development for teachers, and performances for children and families.  | \$25,000     |
| Kids Computer Workshop<br>Washington, DC                                  | To expand technology-based academic tutoring to include three new sites at charter schools.   | \$25,000     |
| Learning and Leadership in Families, Inc.<br>Washington, DC               | To implement a preschool math and science curriculum in a variety of community settings in ways that link home, school, and community effectively.  | \$25,000     |
| Local Initiatives Support Corporation<br>New York, NY                     | To develop new resources of capital subsidy for child care facilities and to provide technical assistance to organizations seeking to build new child care centers.   | \$750,000    |
| Loudoun County Public Schools<br>Leesburg, VA                             | To foster academic achievement among students with mild to moderate disabilities through the incorporation of therapeutic riding and academic activities that teach students how to care for horses and then disseminate their experience through technology. | \$15,400     |
| Loudoun Literacy Council, Inc.<br>Leesburg, VA                            | To focus on the development of pre-literacy and literacy skills in children, encourage and support parents in their role as first and most important teacher, and provide inter-generational activities that provide opportunities for enrichment.            | \$10,000     |
| Maru Montero Dance Company<br>Washington, DC                              | To fund a series of dance performances at the Kennedy Center for elementary school students and teachers in the Washington, DC area.  | \$20,000     |
| Metropolitan Washington Council of<br>Governments<br>Washington, DC       | To improve the quality of child care in the Washington metropolitan region by offering tuition scholarships to child care workers employed in regulated child care settings.  | \$45,000     |
| Metropolitan/Delta Adult Literacy<br>Council, Inc.<br>Washington, DC      | To provide direct instructional services to parents in Head Start programs to help improve their educational and work place skills and to teach them to nurture the emerging literacy skills of their young children.   | \$10,000     |
| Mexican American Legal Defense and<br>Educational Fund<br>Los Angeles, CA | To provide Latino parents of young children from around the country with leadership training in order to foster greater parent involvement in the schools and improve the educational attainment of their children.   | \$25,000     |
| Multicultural Career Intern Program<br>Washington, DC                     | To enhance the capabilities of parents of Bell Multicultural High School students so they can support their children in becoming and continuing to be successful at school.   | \$20,000     |
| National Black Child Development<br>Institute<br>Washington, DC           | To provide a major training vehicle for those who work with parents and those who make decisions that impact the lives of African American children.  | \$25,000     |
| National Center for Family Literacy<br>Louisville, KY                     | To promote family literacy by serving as a facilitator, catalyst, and convener.   | \$25,000     |
| National Council of La Raza<br>Washington, DC                             | To provide professional development and leadership training to early childhood education providers in Latino communities nationwide.  | \$100,000    |
| National Foundation for Teaching<br>Entrepreneurship<br>Washington, DC    | To expand youth entrepreneurial training throughout the region.   | \$15,000     |
| National Law Center on Homelessness<br>and Poverty<br>Washington, DC      | To ensure that homeless children and youth have equal access to early childhood education programs, public school education, and social services.   | \$30,000     |
| New Community After School &<br>Advocacy Program<br>Washington, DC        | To provide services leading to family strengthening and improve the education of children at risk in the Shaw neighborhood.   | \$20,000     |



| Organization   | Description  | Grant Amount |
|--|--|--------------|
| New Image Child Development Center Washington, DC                                  | To cover the gap in funding development costs for the construction of a new child care center in Southeast Washington, DC.   | \$49,650     |
| New Life, Inc.<br>Washington, DC   | To provide transportation for participants from school and to and from program activity sites.   | \$27,000     |
| Northern Virginia Family Service<br>Falls Church, VA                               | To develop a business and feasibility plan for constructing a comprehensive infant/toddler child care center within a broader community service model in the Georgetown South community of the City of Manassas.     | \$25,000     |
| Northwest Settlement House<br>Washington, DC                                       | To support child care services that provide a positive and educational experience for children between the ages of 6 weeks and 5 years.  | \$15,000     |
| Parent Educational Advocacy Training Center<br>Springfield, VA                     | To strengthen families, schools, and the community as they partner to help Latino children with special needs achieve their maximum potential.   | \$50,000     |
| Perry School Community Services<br>Center<br>Washington, DC                        | To support the center's youth development services including preschool education, computer training, art, and other youth activities.  | \$50,000     |
| PG Community College Children's<br>Development Clinic<br>Largo, MD                 | To provide motor and language development programs for children and help their parents develop more effective parenting skills and a better understanding of the nature of their child's problem.                    | \$25,000     |
| Phillips Programs for Children and<br>Families<br>Annandale, VA                    | To support the construction of an additional wing to the Annandale campus and to provide summer programs for children at risk.   | \$57,000     |
| Prince George's County Public Schools<br>Adelphi, MD                               | To provide salary support for infant care aides that help improve the literacy skills and life opportunities of high-need teen parent families.  | \$49,887     |
| Project Northstar Homeless Children's<br>Tutorial Project, Inc.<br>Washington, DC  | To increase and enhance the organization's ability to recruit, retain, and train tutors and to update and disseminate the comprehensive tutor curriculum manuals and lesson plans.                                   | \$20,000     |
| Reading Is Fundamental, Inc.<br>Washington, DC                                     | To help parents develop the skills and self-confidence needed to take a leading role in supporting their children's reading and learning.  | \$50,000     |
| Ready At Five Partnership<br>Baltimore, MD   | To improve the quality and continuity of early childhood programs and engage parents of young children more actively in their children's early education.  | \$50,000     |
| Recording for the Blind & Dyslexic of<br>Metropolitan Washington<br>Washington, DC | To provide educational services to DC Public School children who have learning disabilities.   | \$20,000     |
| Region III/IV Citizens Advisory Board<br>Washington, DC                            | To provide an opportunity to educate youth and adults on issues of youth violence in order to improve outcomes for young people and their life expectancy.   | \$8,950      |
| <b>Reston Children's Center</b><br>Reston, VA                                      | To facilitate an opportunity for mentoring relationships to exist between the Center and other early childhood programs so that staff can improve its skills and knowledge about early childhood education.          | \$25,000     |
| Reston Interfaith<br>Reston, VA  | To provide affordable and quality child care, hire and retain professional staff, and strengthen families through family literacy programs, intensive family involvement strategies, and effective advocacy.         | \$20,000     |
| Round House Theatre<br>Silver Spring, MD   | To support an original four-person play consisting of a collection of fables designed to teach children important lessons about honesty and integrity.   | \$6,000      |
| Schools for Educational Evolution<br>and Development<br>Washington, DC             | To support parental involvement in their children's education; to reach students in the community who would be well served by a residential program; and to build a strong relationship with the community at large. | \$50,000     |
| Shaw Heritage Trust, Inc.<br>Washington, DC  | To create a museum and programming that will connect and inspire children, youth, and families through heritage education, preservation, and programming.  | \$50,000     |
| Shelter House<br>Falls Church, VA  | To provide vulnerable children a healthy environment to foster academic performance, self-esteem, friendships, and role models.  | \$30,800     |



| Organization  | Description   | Grant Amount |  |
|---|---|--------------|--|
| Smithsonian Center for Education<br>and Museum Studies<br>Washington, DC            | To support and enhance school efforts to involve parents in their children's education by offering magnet school parents and students introductory workshops that explain the museum's magnet curriculum. | \$10,000     |  |
| The Garden<br>Washington, DC  | To provide support to recruit and retain qualified and competent staff for the family and child care center.  | \$10,000     |  |
| Thelonious Monk Institute of Jazz<br>Washington, DC                                 | To teach students about the history and development of jazz and provide jazz instruction and performance opportunities.   | \$5,000      |  |
| Turning the Page<br>Washington, DC  | To foster parent participation in the educational development of their children, as well as to encourage community investment in neighborhood schools.  | \$25,000     |  |
| Unitarian Universalist Affordable<br>Housing Corporation<br>Washington, DC          | To assist families making the transition from welfare to work by expanding and improving the child care system through loans.   | \$25,000     |  |
| United Community Ministries<br>Alexandria, VA                                       | To provide high quality child care to low- and moderate-income families residing or working in southern Fairfax County.   | \$20,000     |  |
| Virginia Polytechnic Institute and State<br>University<br>Blacksburg, VA            | To help immigrant parents with limited resources gain knowledge and skills that will improve their ability to encourage and support their children's success in school.                                   | \$25,000     |  |
| Washington Lawyers' Committee for<br>Civil Rights & Urban Affairs<br>Washington, DC | To match volunteer law firms with DC Public Schools seeking community-<br>based assistance and act as an advisor and clearinghouse for their specific<br>partnership activities.                          | \$20,000     |  |
| WETA-TV/FM<br>Arlington, VA   | To support the production, acquisition, and broadcast of children's television programs and related educational outreach services.  | \$25,000     |  |
| Zora Neale Hurston/Richard Wright<br>Foundation<br>Washington, DC                   | To provide classes in creative writing to high school students from the DC Public Schools.  | \$4,500      |  |

#### Grants Totaling \$3,470,069 to 88 Organizations

#### FOSTER CARE AND ADOPTION

| Adoptions Together, Inc.<br>Silver Spring, MD                           | To facilitate the recruitment, retention, and support of families that adopt children from Maryland's foster care system.   | \$50,000  |
|---|---|-----------|
| Alliance for Children's Rights<br>Los Angeles, CA                       | To provide free advocacy and legal representation to every family adopting as a result of Wednesday's Child Los Angeles.  | \$100,000 |
| Alliance for Children's Rights<br>Los Angeles, CA                       | To support the National Adoption Day Project, which worked with local adoption stakeholders to finalize a total of 1000 foster child adoptions in Los Angeles, New York, Washington DC, Chicago, Austin, Houston, Dallas, Columbus, and Atlanta on November 18, 2000. | \$75,000  |
| Barker Foundation<br>Cabin John, MD                                     | To strengthen pregnancy counseling and foster care services for poor and minority women in the Washington metropolitan area.  | \$45,000  |
| Big Apple Circus<br>New York, NY  | To provide complimentary circus tickets to children in foster care in the greater Washington, DC and Chicago metropolitan areas.  | \$33,950  |
| Center for Adoption Support and<br>Education, Inc.<br>Silver Spring, MD | To support a unique and celebratory day that is designed specifically for adopted children and teens and their parents.   | \$26,590  |
| Child Abuse Prevention Foundation<br>San Diego, CA                      | To recruit and retain foster and adoptive families for children with special needs.   | \$25,790  |
| Children's Aid Society<br>New York, NY                                  | To find permanent homes for foster care children in less than one year.   | \$50,000  |
| Children's Law Center, Inc<br>Washington, DC                            | To help the District's abused, abandoned, and neglected children move quickly into permanent homes by providing free legal services to the children's foster and kinship caregivers.  | \$25,000  |



| Organization  | Description   | Grant Amount |
|---|---|--------------|
| Clean & Pure Kids, Inc.<br>Washington, DC   | To provide career development, academic assistance, and cultural enrichment to at-risk youth in the District of Columbia's Child and Family Services Foster Care program to empower them to become self-sufficient citizens.                    | \$50,000     |
| Consortium for Child Welfare<br>Washington, DC                                      | To provide a centralized source of assistance to foster and adoptive parents and support the advocacy activities of existing organizations.   | \$50,000     |
| <b>DC Agenda</b><br>Washington, DC  | To celebrate adoption locally through recognition of families who adopted children from foster care; to support a formal ceremony finalizing 20 new adoptions; and promote the need for adoptive parents through churches, mosques and temples. | \$39,250     |
| DC Agenda<br>Washington, DC   | To provide a picnic during National Foster Parent Month to recognize and thank District foster/adoptive and kinship parents and their families.   | \$30,850     |
| District of Columbia One Church, One Child<br>Washington, DC                        | To help fill the void in identifying African American families for adoption and foster care by collaborating with Child and Family Services to recruit adoptive and foster care families through the city's churches.                           | \$50,000     |
| Georgia Department of Human Resources<br>Atlanta, GA                                | To increase public awareness about hard-to-place children currently in foster care and to identify and recruit interested families whom otherwise may not be reached.   | \$51,200     |
| Latin American Youth Center<br>Washington, DC                                       | To strengthen the organization's network of residential and child welfare programs.   | \$100,000    |
| <b>Lawyers for Children, Inc.</b><br>New York, NY                                   | To help children in foster care protect themselves from sexual abuse and revictimization through a comprehensive program of education and individual advocacy.  | - \$45,000   |
| Los Angeles County Department of<br>Children and Family Services<br>Los Angeles, CA | To enter into a collaborative partnership with the Foundation and FOX 11 News in order to recruit more adoptive families for children who would otherwise remain in the child welfare system.   | \$50,000     |
| Metropolitan Washington Council of<br>Governments<br>Washington, DC                 | To ensure the long-term permanency of the adoptive placements that Wednesday's Child has been successful in creating.   | \$50,000     |
| Metropolitan Washington Council of<br>Governments<br>Washington, DC                 | To enhance the skills and knowledge of foster and adoptive parents and social workers thus improving services to children and families.   | \$42,800     |
| National Adoption Center<br>Philadelphia, PA  | To design and implement a more enhanced version of the Faces of<br>Adoption website that features 6500 children waiting for adoption from all<br>50 states.   | \$217,000    |
| National Council for Adoption<br>Washington, DC                                     | To match foster children with special needs with pro bono lawyers in order to move the children from foster care limbo to permanent and happy adoptive homes.   | \$47,420     |
| National One Church, One Child<br>Washington, DC                                    | To assist in building a stable, efficient, and effective national organization that utilizes African American churches as the centerpiece of a dynamic grassroots effort to recruit adoptive families.  | \$100,000    |
| <b>New Yorkers for Children</b><br>New York, NY                                     | To assess the Administration for Children's Services progress over the past five years in implementing reforms and develop plans and strategies for continuing reforms over the next five years.  | \$28,500     |
| St. Ann's Infant & Maternity Home<br>Hyattsville, MD                                | To train staff to better handle the aggressive behavior of some children coming into placement and to update the computer system.   | \$50,000     |
| Wednesday's Child Benefit Corporation<br>Dallas, TX                                 | To use a media-based outreach effort to recruit viable families for the foste children waiting in the child welfare system for an adoptive home.  | r \$70,000   |
| WVSA Arts Connection<br>Washington, DC  | To promote children's participation and parent involvement in an after-<br>school program that uses the arts as a tool to boost the academic and<br>resiliency skills of children in foster care.   | \$15,000     |

Grants Totaling \$1,518,350 to 27 Organizations



| Organization   | Description   | Grant Amount |
|--|---|--------------|
| Integrated   |   |              |
| Alexandria Community Network Preschool<br>Alexandria, VA                     | To provide comprehensive early childhood education and family support to low-income residents residing in Alexandria.   | \$150,000    |
| Asian American LEAD<br>Washington, DC  | To strengthen and integrate the agency's family support program for low-income Vietnamese and Amerasian refugees.   | \$45,000     |
| Carpenter's Shelter<br>Alexandria, VA .                                      | To provide stability for children and families in an environment of learning and creativity while assisting parents with their educational and life-skills needs.   | \$20,000     |
| Child Welfare League of America<br>Washington, DC                            | To support the national scholarship program providing scholarships for professionals pursuing Master of Social Work degrees.  | \$50,000     |
| Community Family Life Services<br>Washington, DC                             | To fund the construction of a new building that will significantly increase the capacity to provide services to needy residents throughout the metropolitan area.   | \$100,000    |
| Community Family Life Services<br>Washington, DC                             | To provide case management and supportive services for homeless families living in this transitional housing program.   | \$50,000     |
| District of Columbia Developing Families<br>Center, Inc.<br>Washington, DC   | To renovate a newly established facility which will provide a one-stop, comprehensive service center designed to meet the needs of low-income, high-risk women and their children through implementing a health, social service, and child development collaboration. | \$25,000     |
| Eugene and Agnes E. Meyer Foundation<br>Washington, DC                       | To be a collaborative funding partner in an initiative to foster people working together across lines of class, age, race, ethnicity, and culture to address common goals and concerns while strengthening their communities.   | \$50,000     |
| Family and Child Services of Washington, DC<br>Washington, DC                | To support the renovation of a new 24-hour child care program in Ward 7.  | \$238,000    |
| Hannah House<br>Washington, DC   | To support the provision of quality housing and comprehensive counseling and case management services to families.  | \$15,000     |
| Legal Services of Northern Virginia<br>Falls Church, VA                      | To maximize the potential of children by ensuring that their rights are well represented and that they can access the health, public benefits, and education that they deserve.   | \$45,000     |
| Literacy Volunteers of America –<br>National Capital Area<br>Washington, DC  | To teach parents why and how to read to their children, while promoting the development of literacy skills in both parents and children.  | \$20,000     |
| National Public Radio<br>Washington, DC                                      | To support coverage of children and families at risk and the Education Online program.  | \$50,000     |
| Prince George's County Department of<br>Social Services<br>Landover, MD      | To strengthen the neighborhood-based, family focused child welfare continuum.   | \$50,000     |
| Reginald S. Lourie Center for Infants<br>and Young Children<br>Rockville, MD | To support parents; promote children's healthy social, emotional, and intellectual development; and ensure safe, stable, nurturing home environments for foster care children.  | \$25,000     |
| Stop Child Abuse Now of Northern Virginia<br>Alexandria, VA                  | To help prevent child abuse and neglect in Northern Virginia by conducting a broad-based public education campaign, promoting healthy parenting skills providing CASA advocates, and encouraging every child to be immunized.   | ,            |
| Youth for Tomorrow<br>Bristow, VA  | To support the construction of an academic/physical fitness facility.   | \$1,000,000  |

Grants Totaling \$1,968,000 to 17 Organizations



| Organization  | Description   | Grant Amount |
|---|---|--------------|
| OTHER   |   |              |
| Foundation Center<br>Washington, DC                                 | To make available accurate and timely information on foundation and corporate funders.  | \$50,000     |
| Grantmakers for Children, Youth and<br>Families<br>Washington, DC   | To continue to serve the membership of grantmakers by providing information, networking opportunities, and other tools to increase members' capacity to carry out more effective and better grantmaking.  | \$7,500      |
| Greater DC Cares<br>Washington, DC                                  | To support an all day conference for nonprofit, community based organizations that are interested in learning the language and skills necessary to negotiate effective and sustainable corporate partnerships.  | \$25,000     |
| Support Center of Washington<br>Washington, DC                      | To integrate training and consulting resources more tightly while offering governance, management, and technology solutions that address nonprofit as whole institutions and as part of a rich local community.   | \$15,000     |
| Support Center of Washington<br>Washington, DC                      | To support the development of information management tools and databases for a primary group of nonprofit organizations, then effectively leverage these tools to multiply their worth for other nonprofit groups and the nonprofit community at-large. | \$10,000     |
| Washington Regional Association of<br>Grantmakers<br>Washington, DC | To support the hiring of a full-time program director.  | \$50,000     |

#### Grants Totaling \$157,500 to 6 Organizations

#### REGIONAL

| Carole Robertson Center for Learning<br>Brooklyn, NY                                  | To provide high quality programs for families, expand the organizational infrastructure, and double the program capacity   | \$125,000 |
|---|--|-----------|
| Center for Family Life in Sunset Park<br>Brooklyn, NY                                 | To implement a holistic technology plan to support comprehensive services for families and children in the Sunset Park community of Brooklyn.  | \$100,000 |
| Center for Family Life in Sunset Park<br>Brooklyn, NY                                 | To support comprehensive services for children and families in Sunset Park, and increase the Center's outreach into the surrounding community.   | \$150,000 |
| Committee for Hispanic Children and<br>Families, Inc.<br>New York, NY                 | To help strengthen newly arrived Latino immigrant families and mount a bilingual public awareness campaign on child abuse and neglect in order to reduce the number of children removed from their homes and placed in foster care.                                    | \$50,000  |
| Community Build, Inc.<br>Los Angeles, CA  | To recruit middle and high school students and involve their parents and guardians in activities that improve educational outcomes and help students prepare for college.  | \$100,000 |
| Community Coalition For Substance Abuse Prevention & Treatment Los Angeles, CA        | To continue and expand the computer technology program, which aims to enhance the academic and leadership skills of more than 60, 11- to 14-year-old children.   | \$100,000 |
| Family Connection<br>Atlanta, GA  | To build a partnership including local government, private and public providers, community and neighborhood residents, and business, civic, and faith leaders in Atlanta/Fulton County that will take responsibility for improving outcomes for children and families. | \$50,000  |
| I AM ABLE Family Development<br>Corporation<br>Chicago, IL                            | To accept referrals and provide treatment for children and their families who are identified by local public schools as having adjustment and behavior problems.   | \$100,000 |
| Lawndale Christian Development<br>Corporation<br>Chicago, IL                          | To increase students' computer literacy and competitiveness in school and prepare them for internships and professional opportunities in the high tech industry.   | \$100,000 |
| Southeast Communities Prevention and<br>Intervention Program, Inc.<br>Los Angeles, CA | To support organizational capacity building activities that increase services to young mothers and their children.   | \$25,000  |
| Southern California Association for<br>Philanthropy<br>Los Angeles, CA                | To leverage Foundation dollars and build relationships with local funders by joining a Los Angeles funders' collaborative.   | \$25,000  |



| Organization                             | Description  | Grant Amount |
|--|--|--------------|
| Southern California Association for      | To support a national dissemination of key findings and lessons learned as a result of three neighborhood-based initiatives supported through the Los  |              |
| Philanthropy<br>Los Angeles, CA          | a result of three neighborhood-based initiatives supported through the Los<br>Angeles funders' collaborative.  |              |
| Whitefoord Community Program Atlanta, GA | To support a home visitation program that provides extensive in-home evaluation of preschool children for the purpose of assisting parents/guardians in maximizing the learning potential of these children. | \$85,000     |

Grants Totaling \$1,110,000 to 13 Organizations

#### CONTRIBUTIONS

Non-grant awards supporting community events

Grants Totaling \$211,085

#### **DIRECT SERVICES**

Philanthropic activities managed directly by the Foundation

Grants Totaling \$740,289

#### MATCHING GIFTS

Match of contributions made by Freddie Mac and the Foundation Board of Directors, employees and retirees.

Grants Totaling \$824,668

#### How to Apply for Foundation Grants

Please consult our website at www.freddiemacfoundation.org for our program information and grant guidelines. You can also refer to the fact sheet located at the back of this report in the inside pocket.



# Freddie Mac Corporate Giving Program

During the year 2000, the Freddie Mac Corporate Giving Program made over \$4.9 million\* in philanthropic donations. Our Corporate Giving focuses on civic and housing and community development organizations, complementing the Foundation's work on behalf of children and families and our corporate mission of making the dream of decent, accessible housing a reality.

| Organization   | Description  | Grant Amount |  |
|--|--|--------------|--|
| Alliance for Children's Rights   | General support.   | \$15,000     |  |
| Los Angeles, CA  American Heart Association                              | General support.   | \$5,000      |  |
| Dallas, TX   |  |              |  |
| America's Promise<br>Alexandria, VA                                      | To support the general operating costs associated with advancing the strategic initiatives of America's Promise. | \$50,000     |  |
| Arena Stage<br>Washington, DC  | To support the 50th Anniversary Season Opening Gala.   | \$10,540     |  |
| Arlington Community Temporary Shelter<br>Arlington, VA                   | To support the inaugural annual Charity Golf Tournament.   | \$10,000     |  |
| Arthritis Foundation<br>Washington, DC                                   | To support Oscar Night America.  | \$5,000      |  |
| Arthritis Foundation<br>Washington, DC                                   | To support Marriott Lifetime Achievement Awards Dinner.  | \$5,000      |  |
| Arthritis Foundation<br>Los Angeles, CA                                  | To support the Countrywide/Freddie Mac Golf Classic.   | \$16,500     |  |
| Arthritis Foundation<br>New York, NY                                     | To support the Founders' Award Gala.   | \$5,000      |  |
| Arthritis Foundation<br>Washington, DC                                   | To support the Arthritis Foundation's Golf Classic 2000.   | \$15,000     |  |
| Arts Council of Fairfax County<br>Annandale, VA                          | To support the International Children's Festival.  | \$10,000     |  |
| Association of Black Foundation Executives<br>Indianapolis, IN           | To renew 2000 membership and an additional contribution toward the organization's general operating costs.       | \$5,000      |  |
| AV Light Foundation<br>Lancaster, CA                                     | To support "Character Counts" program for at-risk children.  | \$5,000      |  |
| Bay Area Tumor Institute<br>Oakland, CA                                  | To support the Annual "Living Examples" Dinner.  | \$5,000      |  |
| Black Leadership Forum<br>Washington, DC                                 | To support the 4th Annual Lamplighter Awards Gala.   | \$10,000     |  |
| Boy Scouts of America – Greater New<br>York Councils<br>New York, NY     | To support the Scouting for Children with Disabilities program.  | \$145,000    |  |
| Boy Scouts of America – Greater New<br>York Councils<br>New York, NY     | To support the Franklin Delano Roosevelt Distinguished Service Award luncheon.                                   | \$75,000     |  |
| Business & Professional People for the<br>Public Interest<br>Chicago, IL | Seed funding for Baltimore's "Don't Borrow Trouble" Campaign.  | \$25,000     |  |
| Business for Social Responsibility Washington, DC                        | To renew our 2000 membership.  | \$10,000     |  |



| Organization  | Description   | Grant Amount |  |
|---|---|--------------|--|
| Catholic Charities of the Diocese of Arlington Arlington, VA              | To help sponsor the 18th Annual Catholic Charities Ball.  | \$10,000     |  |
| Celebrate Fairfax, Inc. Fairfax, VA                                       | To support the Fairfax Fair 2000.   | \$5,000      |  |
| Center for Housing Policy<br>Washington, DC                               | To support continued research project entitled "Housing America's Working Families."                                    | \$25,000     |  |
| Center for Housing Policy<br>Washington, DC                               | To provide general support.   | \$25,000     |  |
| Center for the Disabled<br>Albany, NY                                     | To support the Center's 16th Annual Mixed Golf Classic.   | \$5,000      |  |
| CFNCR-Help the Homeless<br>Washington, DC                                 | To sponsor the Help the Homeless Run/Walk.  | \$50,700     |  |
| Childhelp USA<br>Falls Church,VA  | To support the Childhelp USA Gala.  | \$5,000      |  |
| Children of the Night<br>Van Nuys, CA                                     | To support a 24-hour hotline and shelter home for children.   | \$5,000      |  |
| Children's Crisis Center<br>Modesto, CA                                   | General support to help provide shelter to abused, neglected and at-risk children.                                      | \$7,500      |  |
| Christmas in April<br>Arlington, VA                                       | To support a <i>Christmas in April</i> home that Freddie Mac volunteers rehabilitated and repaired.                     | \$5,000      |  |
| Christmas in April - USA<br>Washington, DC                                | Support in memory of Debbi Hurd Baptist, a long-time Freddie Mac employee and a <i>Christmas in April</i> board member. | \$10,000     |  |
| City of Baltimore<br>Baltimore, MD  | To establish an Alliance Community in Baltimore.  | \$25,000     |  |
| City of Baltimore<br>Baltimore, MD  | Seed funding for Baltimore's "Don't Borrow Trouble" Campaign.   | \$50,000     |  |
| City of Dayton, Ohio<br>Dayton, OH  | To support the Dayton Alliance Community.   | \$5,000      |  |
| City of Jacksonville<br>Jacksonville, FL                                  | To support the Jacksonville Alliance Community.   | \$25,000     |  |
| City of Memphis<br>Memphis, TN  | To support the Homeownership/Rehabilitation Initiative.   | \$7,500      |  |
| City Parks Foundation<br>New York, NY                                     | Park usage fee for the Wednesday's Child 5K Run/Walk in New York.   | \$5,000      |  |
| Civic Center Barrio Housing Corporation<br>Santa Ana, CA                  | Support outreach and homebuyer education and counseling for low- and moderate-income families.                          | \$25,000     |  |
| Clinton County Relay for Life Wilmington, OH                              | To support the 24-Hour Relay of Life.   | \$5,000      |  |
| Community Build, Inc.<br>Los Angeles, CA                                  | To provide services to impoverished and at-risk youth.  | \$50,000     |  |
| Community Development Support Collaborative<br>Washington, DC             | To support the CDSC on revitalizing low-income and distressed neighborhoods in Washington, DC.                          | \$150,000    |  |
| Community Development Training Institute<br>Washington, DC                | To support a reception at Executive Symposium in Tucson, AZ.  | \$5,000      |  |
| Community Financial Resource Center<br>Los Angeles, CA                    | To support the Los Angeles Teachers Mortgage Assistance Program.  | \$10,000     |  |
| Community Foundation for the National<br>Capital Region<br>Washington, DC | To support a permanent trust of philanthropic dollars for the community.  | \$5,000      |  |



| Organization  | Description  | Grant Amount |  |
|---|--|--------------|--|
| Congressional Black Caucus Foundation<br>Washington, DC                           | Sponsorship of Western Housing Summit.   | \$15,000     |  |
| Cystic Fibrosis Foundation Bethesda, MD   | To support the Corporate Sports Challenge Event benefiting the CFF.  | \$5,000      |  |
| DC Agenda<br>Washington, DC   | To provide funds to commission an issue paper for presentation and discussion at DC Agenda's board meeting.                                  | \$15,000     |  |
| DC Habitat for Humanity<br>Washington, DC   | To support the Teambuilding 2000 project.  | \$25,000     |  |
| District of Columbia Housing Finance Agency<br>Washington, DC                     | Seed funding for Washington, DC's "Don't Borrow Trouble" Campaign.   | \$25,000     |  |
| Easter Seals Children's Centers, Washington<br>Metropolitan Area<br>Calverton, MD | To support the "Little StarsBright Hope" Campaign for Children.  | \$10,000     |  |
| Easter Seals Children's Centers, Washington<br>Metropolitan Area<br>Calverton, MD | Support 19th Annual Golf Classic.  | \$10,000     |  |
| Educational Media Group<br>San Francisco, CA                                      | To sponsor missing children messages on WALK-FM Clark Atlanta<br>University Radio.   | \$8,500      |  |
| Enterprise Foundation<br>Columbia, MD   | Support 19th Annual Network Conference in Atlanta.   | \$25,000     |  |
| Executive Leadership Council & Foundation<br>Washington, DC                       | Support 12th Annual Recognition Dinner.  | \$10,000     |  |
| Fairfax County Chamber of Commerce<br>Vienna, VA                                  | To renew 2000 membership.  | \$9,980      |  |
| Fairfax County Public Schools Education Foundation Falls Church,VA                | To support the "Teaching and Learning in the 21st Century Project."  | \$5,000      |  |
| Fairfax County Public Schools Education<br>Foundation<br>Falls Church,VA          | To support the Sallie Mae & Education Foundation Golf Tournament.  | \$5,000      |  |
| Frederick Rescue Mission<br>Frederick, MD   | Support efforts to provide clothing, food, transitional shelter and life/spiritual recovery to individuals unable to provide for themselves. | \$5,000      |  |
| Georgia Council on Child Abuse, Inc.<br>Atlanta, GA                               | To support the Annual Trot for Tots 5K Run/Walk.   | \$15,000     |  |
| Georgia Council on Child Abuse, Inc.<br>Atlanta, GA                               | Sponsor the "Glavine Field of Dreams" fundraising event.   | \$15,900     |  |
| Georgia Council on Child Abuse, Inc.<br>Atlanta, GA                               | To serve as Corporate Prevention Partner for the Council.  | \$23,000     |  |
| Grandma Rita's Children<br>McLean, VA   | To support the summer daycamp program for needy and abused children.   | \$5,000      |  |
| Greater DC Cares<br>Washington, DC  | To support the Business Philanthropy Summit.   | \$50,000     |  |
| Greater DC Cares<br>Washington, DC  | To support the Nonprofit Board Service Program.  | \$25,000     |  |
| Greater San Antonio Education Foundation<br>San Antonio, TX                       | To support the revitalization project in San Antonio.  | \$50,000     |  |
| Greater Washington Board of Trade<br>Washington, DC                               | To renew our 2000 corporate membership.  | \$13,184     |  |
| Green Forest Community Development Corporation Decatur, GA                        | Support of faith-based homeownership initiative.   | \$9,000      |  |



| Organization  | Description   | Grant Amount |  |
|---|---|--------------|--|
| Greyston Foundation Computer Center<br>Yonkers, NY                            | Provide funding for the annual salary for a Program Coordinator for the Computer Learning Center.           | \$43,677     |  |
| Habitat for Humanity - Prince George's<br>County<br>Prince Georges County, MD | To support "The Houses That Senate Built" as a building partner sponsor.                                    | \$25,000     |  |
| <b>Headlands Foundation</b><br>Larkspur, CA                                   | To support the 8th Annual Benefit Wine Auction.   | \$5,000      |  |
| Home Headquarters, Inc.<br>Syracuse, NY                                       | To support the Syracuse Neighborhood Initiative.  | \$30,000     |  |
| Home Instruction Program for<br>Preschool Youngsters<br>New York, NY          | To support HIPPY's Gala Casino Night Fundraiser.  | \$5,000      |  |
| Home Ownership Center of Greater<br>Cincinnati, Inc.<br>Cincinnati, OH        | Support for development of employer-assisted housing program.   | \$15,000     |  |
| HomeFree USA, Inc.<br>Washington, DC  | Support outreach and counseling activities to increase homeownership by underserved populations in DC area. | \$75,000     |  |
| Housing Assistance Council<br>Washington, DC                                  | Support of the annual Rural Housing Conference.   | \$10,000     |  |
| Hunters Woods Elementary School<br>Reston, VA                                 | Annual contribution.  | \$5,000      |  |
| Hunters Woods Elementary School<br>Reston, VA                                 | To support the "Reading is Fundamental" program.  | \$5,000      |  |
| J.C. Nalle Elementary School<br>Washington, DC                                | Annual contribution.  | \$5,000      |  |
| Jackie Robinson Foundation<br>New York, NY                                    | To support the Jackie Robinson Foundation Awards Dinner.  | \$10,000     |  |
| Joint Center for Housing Studies<br>Cambridge, MA                             | To support the Symposium on Low-Income Homeownership.   | \$40,000     |  |
| Joint Center for Political and Economic<br>Studies<br>Washington, DC          | To support its annual dinner.   | \$20,000     |  |
| Jubilee Support Alliance<br>Washington, DC                                    | To support the 12th Annual Jubilee Gala.  | \$5,000      |  |
| Jump\$tart-Financial Smarts for Students<br>Washington, DC                    | To help sponsor the Coalition for Personal Financial Literacy.  | \$5,000      |  |
| <b>Junior Achievement</b><br>Washington, DC                                   | To support the 13th Annual Washington Business Hall of Fame dinner.   | \$5,000      |  |
| <b>Tuvenile Diabetes Foundation</b> Des Moines, IA                            | To sponsor the Juvenile Diabetes "Walk for a Cure" event.   | \$25,000     |  |
| Leadership Education for Asian Pacifics Los Angeles, CA                       | To support our 2000 memberships.  | \$10,000     |  |
| Leadership Fairfax<br>Vienna, VA  | To support the 2000 Northern Virginia Leadership Awards.  | \$10,000     |  |
| Leadership Washington<br>Washington, DC                                       | To support the 2000 Spring Awards dinner.   | \$13,000     |  |
| Legal Services of Northern Virginia<br>Falls Church, VA                       | To provide four summer internships for law students.  | \$12,000     |  |
| Leukemia Society of America<br>Alexandria, VA                                 | To support the Leukemia Ball.   | \$30,000     |  |



| Organization   | Description   | Grant Amount |  |
|--|---|--------------|--|
| Life Pieces to Masterpieces, Inc. Washington, DC                               | To support the general operations of the organization.  | \$5,000      |  |
| Local Initiatives Support Corporation Washington, DC                           | To support two LISC programs: general support of DC LISC office and the Homeownership Center. | \$250,000    |  |
| Local Initiatives Support Corporation<br>of Milwaukee<br>Milwaukee, WI         | To support its fundraising campaign.  | \$50,000     |  |
| Low Income Housing Fund<br>Oakland, CA   | Enable expansion into Oakland with a family child care homeownership demonstration program.   | \$150,000    |  |
| Manna Inc.<br>Washington, DC   | To help sponsor the 2nd Annual Manna 5.3K Fun Run/Walk.                                       | \$5,000      |  |
| Maru Montero Dance Company<br>Washington, DC                                   | General support.  | \$10,000     |  |
| McAuley Institute<br>Silver Spring, MD   | To support its annual event - Voices of Dignity.  | \$5,000      |  |
| Mentors, Inc.<br>Washington, DC  | To support the 11th Annual Graduation Banquet.  | \$25,000     |  |
| Metropolitan Police Boys & Girls Clubs<br>Washington, DC                       | To support renovation of three clubhouses and Camp Brown.                                     | \$25,000     |  |
| Minority Corporate Counsel Association New York, NY                            | Corporate membership and the annual awards banquet.   | \$7,500      |  |
| Mission Economic Development Association<br>San Francisco, CA                  | To support the San Francisco Homeownership Initiative.  | \$5,000      |  |
| Morehouse College<br>Atlanta, GA   | To support the 2000 Conference.   | \$5,000      |  |
| NAACP<br>Baltimore, MD   | To support the 2nd Oliver W. Hill Freedom Fighter Reception.                                  | \$5,000      |  |
| NAACP<br>New York, NY  | To support the Freedom Fund Award Dinner.   | \$15,000     |  |
| NAACP Area 15<br>Alexandria, VA  | To support the Freedom Fund Banquet.  | \$5,500      |  |
| National Alliance to End Homelessness<br>Washington, DC                        | To support the annual Awards Ceremony.  | \$10,000     |  |
| National Association for Public Interest Law<br>Washington, DC                 | To support the annual awards dinner.  | \$5,000      |  |
| National Association of Black Journalists<br>Adelphi, MD                       | To support the brunch at the Annual National Convention.                                      | \$25,000     |  |
| National Association of Hispanic Journalists<br>Washington, DC                 | To support the Annual National Convention.  | \$30,000     |  |
| National Association of Hispanic<br>Real Estate Professionals<br>San Diego, CA | To support the "Five Top Barriers to Hispanic Home Buyers" program.                           |              |  |
| National Association of Local Housing<br>Finance Agencies<br>Washington, DC    | To support the Fall 2000 Educational Conference.  |              |  |
| National Association of Securities Professionals<br>Washington, DC             | s To support the 11th Annual Pension Conference.  |              |  |
| National Congress for Community<br>Economic Development<br>Washington, DC      | To support its annual conference in New Orleans.  | \$25,000     |  |



| Organization   | Description   | Grant Amount |  |
|--|---|--------------|--|
|  |   |              |  |
| National Council of La Raza<br>Washington, DC                    | To support its annual conference.   | \$25,000     |  |
| National Council of La Raza<br>Washington, DC                    | To support the Hispanic Mortgage Technology Initiative.   | \$100,000    |  |
| National Council of Negro Women<br>Washington, DC                | To support its capital campaign.  | \$250,000    |  |
| National Council of Negro Women<br>Washington, DC                | To support the National Black Family Reunion Celebration 2000.  | \$60,000     |  |
| National Hispanic Housing Council<br>Washington, DC              | To support the Latino Housing Initiative.   | \$75,000     |  |
| National Housing Conference<br>Washington, DC                    | To renew participation in the One-Step Underwriting Program.  | \$25,000     |  |
| National Housing Conference<br>Washington, DC                    | To support the 2000 New York Housing Conference and National Conference 27th Annual Awards Luncheon.                              | \$5,000      |  |
| National Housing Development Corporation<br>Rancho Cucamonga, CA | To provide seed capital for NHDC's immediate activities involving the preservation of affordable housing.                         | \$35,000     |  |
| National Low Income Housing Coalition<br>Washington, DC          | To support the 2000 Housing Policy Conference.  | \$5,000      |  |
| National Low Income Housing Coalition<br>Washington, DC          | To support the Leadership Reception and NLIHC programs.   | \$10,000     |  |
| National Multiple Sclerosis Society<br>Washington, DC            | To support the Longest Day of Golf.   | \$10,000     |  |
| National Multiple Sclerosis Society<br>Washington, DC            | To support ongoing operational and administrative expenses.   | \$5,000      |  |
| National Newspaper Publishers Association<br>Washington, DC      | To support its Annual National Convention in Chicago.   | \$5,000      |  |
| National Newspaper Publishers Association<br>Washington, DC      | To support the NNPA's Newsmaker of the Year Award Dinner.   | \$10,000     |  |
| National Race for the Cure<br>McLean, VA                         | To support the 2000 Komen National Race for the Cure.   | \$150,000    |  |
| National Urban League<br>New York, NY                            | Assist with general operating support.  | \$25,000     |  |
| National Urban League<br>New York, NY                            | To educate consumers about credit scoring and provide scholarship programs.   | \$250,000    |  |
| National Women's Law Center<br>Washington, DC                    | Support 2000 Awards Dinner.   | \$5,000      |  |
| Neighborhood Housing Services of New York<br>New York, NY        | To support a homeowner and homebuyer program for renters and owners it the Parkchester Project.                                   | n \$25,000   |  |
| Neighborhood Reinvestment Corporation<br>Washington, DC          | Support of a Homeownership Initiative.  | \$300,000    |  |
| Neighborhood Reinvestment Corporation<br>Washington, DC          | Support reception honoring George Knight.   | \$10,000     |  |
| Neighborhood Reinvestment Corporation<br>Washington, DC          | Contribution for the "Don't Borrow Trouble" website.  | \$5,000      |  |
| Nevada Fair Housing Center, Inc.<br>Las Vegas, NV                | Seed funding for the "Don't Borrow Trouble" Campaign.   | \$25,000     |  |
| NHT/Enterprise Preservation Corporation<br>Washington, DC        | To support preserving and improving HUD assisted and/or insured, multi-<br>family, Section 8 properties across the United States. |              |  |



| Organization   | Description  | Grant Amount |  |
|--|--|--------------|--|
| Night Ministry Chicago, IL   | Supports efforts to provide emergency shelter and outreach programs for runaway and homeless youth.  | \$5,000      |  |
| North Carolina Fair Housing Center Durham, NC  | Seed funding for NCFHC's "Don't Borrow Trouble" Campaign.  | \$25,000     |  |
| Northern Virginia Youth Symphony Association<br>Annandale, VA  | To partner with NVYSA's Music Buddies Mentorship Program for the 1999-2000 season.   | \$5,000      |  |
| Orphan Foundation of America<br>Reston, VA   | To support the Oliver Awards Dinner.   | \$50,000     |  |
| Parklands Community Center<br>Washington, DC   | To support the Conference on Strengthening Families in the District of Columbia.   | \$5,000      |  |
| Peoples Community Hope for Homes, Inc. Westland, MI  | Support for homeownership counseling as part of a local initiative.  | \$5,000      |  |
| Phillips Programs for Children and Families<br>Annandale, VA   | Annual contribution.   | \$5,000      |  |
| Phipps Community Development Corporation<br>New York, NY   | To sponsor a fund raising dinner.  | \$25,000     |  |
| Prevent Child Abuse America<br>Chicago, IL   | Support Second Annual Healthy Families America Awards Dinner.  | \$33,000     |  |
| Pro Bono Institute<br>Washington, DC   | Funding to support organization's effort to encourage pro bono work among corporate legal departments                                      | \$10,000     |  |
| Project Excellence<br>Washington, DC   | To support the 13th Annual Project Excellence Dinner.  | \$10,000     |  |
| Rainbow/PUSH Coalition, Inc.<br>New York, NY   | To support the Minority Homeownership Project.   | \$50,000     |  |
| Richardson Development Center for Children<br>Richardson, TX   | To supplement the sliding fee scale for families in the "Rollercoaster Kids' program.  | \$5,000      |  |
| Sallie Mae<br>Reston, VA   | To support School Night 2000.  | \$150,000    |  |
| Smithsonian Anacostia Museum and<br>Center for African American History<br>and Culture<br>Washington, DC | To support the Carnival 2000.  | \$5,000      |  |
| Special Olympics<br>Alexandria, VA   | General support.   | \$6,000      |  |
| Suited for Change<br>Washington, DC  | To support the Annual Celebration 7th Silent Auction.  | \$5,000      |  |
| SVOC Affordable Housing<br>Sacramento, CA  | Support for homeownership counseling as part of a local initiative.  | \$20,000     |  |
| Tulsa Boys' Home<br>Tulsa, OK  | To support Vision 2000 capital and endowment campaign as they continue to meet the challenges in turning around the lives of at-risk boys. |              |  |
| Union Avenue Community Outreach<br>Chicago, IL   | General support.   |              |  |
| United States Conference of Mayors<br>Washington, DC   | 2001 Business Council Membership; Arts Gala support; and winter meeting contribution.  |              |  |
| United States Conference of Mayors<br>Washington, DC   | To support the Habitat for Humanity House built by the Mayors at the annual conference in Seattle, WA.                                     |              |  |
| US Hispanic Chamber of Commerce<br>Washington, DC  | General support.   | \$5,000      |  |



| Organization  | Description  | Grant Amount |  |
|---|--|--------------|--|
| Village Foundation<br>Alexandria, VA                          | To support the Summit on Community Entrepreneurship.   | \$20,000     |  |
| Virginia Chamber Orchestra<br>Falls Church, VA                | To support the "Call to Arts" Celebration and telethon.  | \$5,000      |  |
| Volunteers Center of Fairfax County<br>Fairfax, VA            | To support the Volunteer Center's 25th Anniversary celebration.  | \$25,000     |  |
| Volunteers of America - National Office<br>Alexandria, VA     | To support the Volunteers Tribute.   | \$5,000      |  |
| Washington Association of Black Journalists<br>Washington, DC | To support the Wes Moore Scholarship Fundraiser.   | \$15,000     |  |
| Washington DC Youth Orchestra Program Washington, DC          | To support the DCYOP's kick-off Fundraising Reception.   | \$5,000      |  |
| Washington Redskins Leadership Council<br>Ashburn, VA         | 2000 membership.   | \$20,000     |  |
| Washington Tennis & Education Foundation<br>Washington, DC    | To support the Capital Tennis Challenge event.   | \$5,000      |  |
| Welcome to America, Inc.<br>Reston, VA                        | Start-up and operating expenses for organization to offer low-cost mortgages to immigrants & disadvantaged individuals and families. | \$125,000    |  |
| Wish Friends, Inc.<br>Kensington, MD                          | To support the 2nd Annual Washington Invitational Scavenger Hunt.  | \$7,500      |  |
| Woodholme Foundation<br>Owning Mills, MD                      | To support the golf tournament benefiting at-risk youth creating a "safety net" for disadvantaged youth.                             |              |  |
| Youth for Tomorrow<br>Bristow, VA                             | To support the 11th Annual Burgundy & Gold Dinner.   | \$25,000     |  |

 $<sup>{\</sup>bf *This\ list\ does\ not\ include\ grants\ below\ \$5,\!000.\ Freddie\ Mac\ Corporate\ Giving\ grants\ totaled\ \$4.9\ million.}$ 

#### FREDDIE MAC FOUNDATION FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

Report of Independent Public Accountants

#### To the Board of Directors of The Freddie Mac Foundation, Inc.:

We have audited the accompanying statements of financial position of The Freddie Mac Foundation, Inc. as of December 31, 2000 and 1999, and the related statements of activities and cash flows for the years then ended. These financial statements and the schedule referred to below are the responsibility of The Freddie Mac Foundation, Inc.'s management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Freddie Mac Foundation, Inc. as of December 31, 2000 and 1999, and the results of its operations and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedule of management and general expenses is presented for the purpose of additional analysis and is not a required part of the basic financial statements. This information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Vienna, Virginia February 14, 2001



#### Statements of Financial Position

As of December 31, 2000 and 1999

| ns of December 31, 2000 and 1777                    | 2000          | 1999          |
|---|---------------|---------------|
| Assets  |               |               |
| Current assets:                                     |               |               |
| Cash and cash equivalents                           | \$ 1,207,100  | \$ 1,157,601  |
| Pledges and other receivables                       | 55,000        | 36,224        |
| Contribution receivable                             | _             | 9,600,000     |
| Prepaid expenses                                    | 14,654        |               |
| Total current assets                                | 1,276,754     | 10,793,825    |
| Investments at market                               | 30,498,062    | 37,679,830    |
| Furniture and equipment, net of accumulated         |               |               |
| depreciation of \$61,737 and \$47,530, respectively | 45,915        | 45,553        |
| Total assets  | \$ 31,820,731 | \$ 48,519,208 |
| Liabilities and net assets                          |               |               |
| Current liabilities:                                |               |               |
| Accounts payable                                    | \$ 758,735    | \$ 404,033    |
| Grants payable                                      | 603,050       | 1,410,100     |
| Total current liabilities                           | 1,361,785     | 1,814,133     |
| Net assets:   |               |               |
| Unrestricted  | 30,458,946    | 46,705,075    |
| Total liabilities and net assets                    | \$ 31,820,731 | \$ 48,519,208 |

# Statements of Activities

For the years ended December 31, 2000 and 1999

|  | 2000          | 1999          |  |
|--|---------------|---------------|--|
| Revenue and support:                               |               |               |  |
| Contributions – Freddie Mac                        | \$ 2,610,600  | \$ 26,659,524 |  |
| Contributions – in kind                            | 108,795       | 202,384       |  |
| Interest and dividend income                       | 1,319,773     | 943,105       |  |
| Realized and unrealized (loss) gain on investments | (1,886,700)   | 3,923,093     |  |
| Other contributions                                | 292,765       | 296,715       |  |
| Other income                                       | 45,519        |               |  |
| Total revenue and support                          | 2,490,752     | 32,024,821    |  |
| Expenses:  |               |               |  |
| Grants   | 14,894,785    | 12,652,464    |  |
| Direct program expenses                            | 740,289       | _             |  |
| Contributions                                      | 211,085       | _             |  |
| Matching contributions                             | 824,668       | 475,250       |  |
| Management and general expenses                    | 1,972,435     | 1,610,196     |  |
| Provision for federal excise taxes                 | 93,619        | 43,235        |  |
| Total expenses                                     | 18,736,881    | 14,781,145    |  |
| (Decrease) increase in unrestricted net assets     | (16,246,129)  | 17,243,676    |  |
| Unrestricted net assets, beginning of year         | 46,705,075    | 29,461,399    |  |
| Unrestricted net assets, end of year               | \$ 30,458,946 | \$ 46,705,075 |  |

The accompanying notes are an integral part of these statements.



# Cash Flows

Statements of For the years ended December 31, 2000 and 1999

|   | 2000            | 1999          |
|---|-----------------|---------------|
| Cash flows from operating activities:                         |                 |               |
| (Decrease) increase in unrestricted net assets                | \$ (16,246,129) | \$ 17,243,676 |
| Adjustments to reconcile (decrease) increase in               |                 |               |
| unrestricted net assets to cash provided by                   |                 |               |
| operating activities-   |                 |               |
| Depreciation  | 14,207          | 15,304        |
| Increase in pledges and other receivables                     | (18,776)        | (36,224)      |
| Unrealized gain (loss) on marketable securities               | 5,103,691       | (2,608,578)   |
| Realized gain on sales of marketable securities               | (3,216,991)     | (1,314,516)   |
| Decrease (increase) in contribution receivable                | 9,600,000       | (4,600,000)   |
| (Increase) decrease in prepaid assets                         | (14,654)        | 2,825         |
| Increase (decrease) in accounts payable                       | 354,702         | (199,893)     |
| (Decrease) increase in grants payable                         | (807,050)       | 239,675       |
| Net cash (used in) provided by operating activities           | (5,231,000)     | 8,742,269     |
| Cash flows from investing activities:                         |                 |               |
| Net sales and maturities (purchases) of marketable securities | 5,295,068       | (7,572,459)   |
| Purchase of equipment   | (14,569)        | (12,209)      |
| Net cash provided by (used in) investing activities           | 5,280,499       | (7,584,668)   |
| Net increase in cash  | 49,499          | 1,157,601     |
| Cash and cash equivalents, beginning of year                  | 1,157,601       |               |
| Cash and cash equivalents, end of year                        | \$ 1,207,100    | \$ 1,157,601  |
| Supplemental cash flow information:                           |                 |               |
| Cash paid for federal excise taxes                            | \$ 114,383      | \$ 43,235     |

The accompanying notes are an integral part of these statements.

#### Notes to Financial Statements

As of December 31, 2000 and 1999

#### 1. Organization and Purpose:

The Freddie Mac Foundation, Inc. (the "Foundation") was created by the Federal Home Loan Mortgage Corporation (Freddie Mac) under the laws of the Commonwealth of Virginia on December 26, 1990, and is funded almost entirely by contributions from Freddie Mac.

The Foundation's mission is to open doors to hope and opportunities for children, youth and their families, by providing funds to nonprofit organizations working to improve their outcomes. The Foundation is committed to serving the Metropolitan Washington, DC region, as well as the cities of Freddie Mac's regional offices. In addition, the Foundation provides funds to organizations that are providing services on a national scope

In order to qualify for Foundation grants, nonprofit organizations must be public charities and must have been determined by the Internal Revenue Service to be exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

The Internal Revenue Service has determined that the Foundation meets the requirements of the Internal Revenue Code and is exempt from federal income tax under Section 501(c)(3) of the Code. The Internal Revenue Service also has determined that the Foundation is a private foundation within the meaning of Section 509(a) of the Code.

### 2. Summary of Significant Accounting Policies:

The accompanying financial statements have been prepared on the accrual basis of accounting, in conformity with accounting principles generally accepted in the United States.

The Foundation prepares its financial statements in accordance with Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit-Organizations." Under SFAS No. 117, the Foundation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted and permanently restricted net assets. As of December 31, 2000 and 1999, all of the Foundation's net assets were unrestricted.

#### Revenue and Support

Contributions represent funds provided by Freddie Mac, donated facilities and equipment, in-kind giving, and sponsorship revenues, and are recognized as revenue or support when promised. The Foundation also receives sponsorship contributions from its 5K race series.

#### **Direct Program Expenses and Contributions**

During 2000, in addition to its grant making, the Foundation made direct service payments to organizations or individuals who provide direct support to Foundation-sponsored charitable programs. The Foundation also made contributions to support conferences, events, or projects that are not funded through the grant award process.

#### Matching Contributions

The Foundation administers the employee matching gift program. Under this program, the Foundation provides a 100 percent match of contributions made by Freddie Mac and Foundation Directors, employees and retirees (maximum of \$10,000) to qualified educational institutions and other charitable organizations.

Cash and cash equivalents include cash on hand, cash on deposit with banks, and highly liquid investments purchased with an original maturity of three months or fewer.



#### Investments

The Foundation records investments in marketable securities at their fair values. Investment transactions are accounted for on a trade date basis. Dividend income is recorded on the ex-dividend date and interest income is accrued as earned. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities. Investments in marketable securities include all short-term investments, stocks and bonds held in the Foundation's investment account.

#### **Furniture and Equipment**

Furniture and equipment are stated at cost and depreciated over the estimated useful life of 3 to 7 years using the straight-line method.

#### Use of Estimate

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### 3. Investments in Marketable Securities:

Investments are presented in the financial statements in the aggregate at the fair market value as of December 31, 2000 and 1999.

|                        | 2000          |              | 1999         |              |
|------------------------|---------------|--------------|--------------|--------------|
|                        | Cost          | Market       | Cost         | Market       |
| Equity:                |               |              |              |              |
| Common stock           | \$20,764,622  | \$19,885,386 | \$20,789,381 | \$25,676,304 |
| Fixed income:          |               |              |              |              |
| Government bonds       |               |              |              |              |
| and notes              | 8,710,469     | 8,842,801    | 10,883,935   | 10,361,761   |
| Corporate bonds        | 152,483       | 155,672      | 145,328      | 140,554      |
| Short-term investments | 1,614,203     | 1,614,203    | 1,501,211    | 1,501,211    |
| Total investments      | \$ 31,241,777 | \$30,498,062 | \$33,319,855 | \$37,679,830 |

#### 4. Federal Excise Taxes:

In accordance with the applicable provisions of the Tax Reform Act of 1969 (the Act), the Foundation is subject to an excise tax on net investment income, including realized gains, as defined in the Act. Accordingly, provisions for Federal excise taxes on net investment income have been recorded in the amount of \$93,618 and \$43,235 for 2000 and 1999, respectively.

#### 5. Contributions and Donations:

Contributions consist of cash and unconditional promises to give from Freddie Mac in the amount of \$2,610,600 and \$26,659,524 for 2000 and 1999, respectively.

Donated facilities, materials and equipment are reflected as donated revenue in the accompanying statements at their estimated fair values at date of receipt. Donated facilities, materials and equipment were \$108,795 and \$202,384 for 2000 and 1999, respectively.

#### 6. Commitments:

As of December 31, 2000, the Board of Directors of the Foundation had approved conditional grants for payment in future years totaling \$7,775,497. Such grants are subject to the satisfaction by the intended recipients of prior conditions before payment. The commitments outstanding at December 31, 2000, represent all grant requests that have been approved as of year-end, and are scheduled for payment as follows:

| 2001                | \$<br>5,604,872 |
|---------------------|-----------------|
| 2002                | 1,901,875       |
| 2003 and thereafter | <br>268,750     |
| Total               | \$<br>7.775.497 |

#### ${\bf 7.\ Foundation\ Designated\ Assets:}$

During 1997, the Foundation internally designated an endowment, "In order to shield the Foundation's grant making program against downturns in corporate profitability and/or other circumstances, that might lead the corporation to contribute less, in any given year, than would be necessary to fully fund the philanthropic program."

Such sums shall continue to accrue until such times as the endowment reaches the "growth limits" established by the Chairperson and the Freddie Mac Foundation Board of Directors. Under certain conditions the designated funds may be invaded.

As of both December 31, 2000 and 1999, the amount designated by the Foundation was \$29,450,073.

Schedules of Management and General Expenses For the years ended December 31, 2000 and 1999

|                                       | 2000         | 1999         |
|---------------------------------------|--------------|--------------|
| Staff salaries and benefits           | \$ 1,260,257 | \$ 855,184   |
| Professional services                 | 346,622      | 253,690      |
| Contributed occupancy and equipment   | 108,795      | 202,384      |
| Travel expenses                       | 48,519       | 53,955       |
| Printing and communications           | 81,337       | 111,676      |
| Professional development              | 52,688       | 53,783       |
| Depreciation                          | 14,207       | 15,304       |
| Board meeting and compensation        | 15,009       | 17,369       |
| Miscellaneous                         | 45,001       | 46,851       |
| Total management and general expenses | \$ 1,972,435 | \$ 1,610,196 |

The accompanying notes are an integral part of these schedules.



2001 Corporate Citizen Watch Survey

### INTRODUCTION

As corporate power and influence continue to grow, many people expect companies to play a greater role in the lives of their communities. Indeed, the very notion of "corporate citizenship" – a phrase that has become increasingly popular over the past few years – envisions a broader engagement with society than traditional "corporate charity".

The Hill and Knowlton survey, called Corporate Citizen Watch, was conducted during the spring of 2001, with a representative sample of 2,594 Americans aged 18 or older taking part in online omnibus interviews. It provides a broad snapshot of how Americans feel about corporate citizenship at a time when social activism has crept onto the radar screen of companies around the globe.

The survey reveals that corporate citizenship has an effect on how likely people are to purchase a company's product or invest in its stock. It also finds that a majority believes companies are doing a below average job of performing as corporate citizens.

With corporate charity at record levels – total corporate giving increased more than 12% to \$10.86 billion in 2000¹ – why do U.S. companies receive such low marks?

Part of the answer can be found in the high degree of cynicism regarding corporate motivation. One of the more significant findings of the Corporate Citizen Watch is that less than one quarter of the public thinks companies participate in charitable endeavors because they truly believe in the causes.

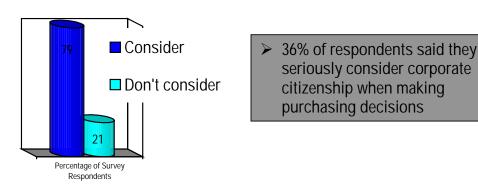
These findings suggest that companies can do a better job of positioning themselves as corporate citizens and communicating their social initiatives to the public. The following report provides a brief summary and analysis of the 2001 Corporate Citizen Watch.

<sup>&</sup>lt;sup>1</sup> According to *Giving USA*, a publication of the American Association of Fundraising Counsel.

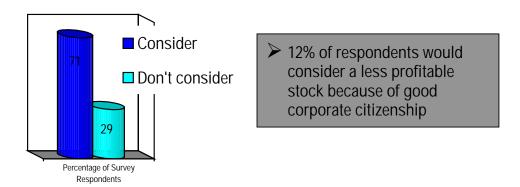
# **CORPORATE CITIZENSHIP AND CONSUMERS / INVESTORS**

Has the recent trend of corporate activism surrounding social issues caused Americans to think twice about purchasing the goods or services or stock of a company perceived – justly or unjustly – as less socially responsible than its competition? The findings of the Corporate Citizen Watch indicate that for many people, good corporate citizenship is a significant factor in their purchasing decisions:

To what degree does good corporate citizenship affect your decision to buy a company's particular product or service?



To what degree does good corporate citizenship affect your decision to buy a particular company's stock?

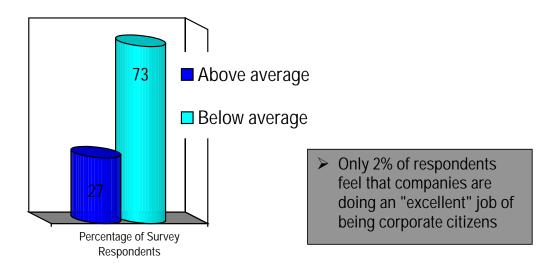


American consumers and investors care about corporate citizenship. These findings clearly indicate that factors such as a company's impact on the community have an effect on the American public's purchasing behavior.

### **COMPANIES AS CORPORATE CITIZENS**

The findings of the Corporate Citizen Watch indicate that a majority of the public feels companies do a below average job of performing as corporate citizens:

# How would you rate American companies overall on being good corporate citizens?



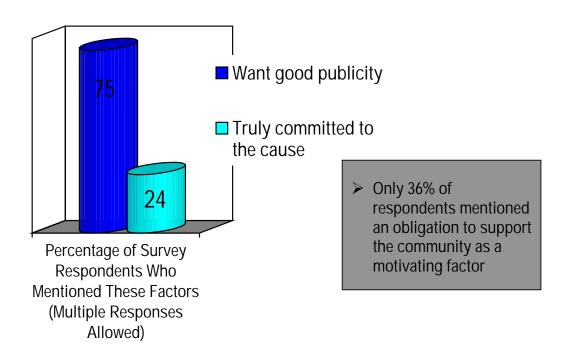
These results indicate that there are some serious problems with people's perceptions about corporate effectiveness in the area of citizenship. Corporate giving is at an all time high, yet just over a quarter of Americans give companies above average marks. What can we conclude from such a low evaluation?

First, many corporations are not doing an effective job of communicating their corporate citizenship activities. Others are not doing enough in terms of reaching out to their communities and engaging in social work. And many of those that are engaged have not thought about how to bring their citizenship activities in line with their core corporate values.

# **CORPORATE MOTIVATION**

If citizenship activity is not consistent with a company's mission, then much of the public is likely to be skeptical about the company's reasons for engaging in the activity. According to the Corporate Citizenship Watch, a large percentage of Americans are highly cynical when it comes to the motivations behind corporate giving:

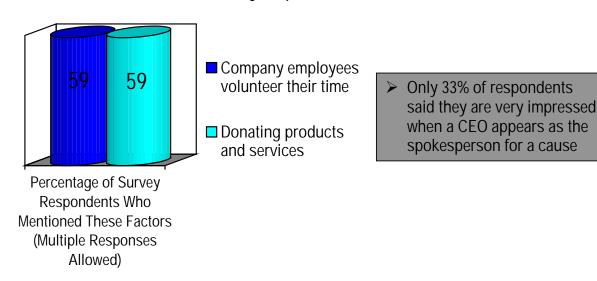
# What do you think motivates companies to participate in charitable or philanthropic activities?



## **EFFECTIVE CORPORATE CITIZENSHIP**

The Corporate Citizen Watch found that Americans are comparatively unimpressed by chief executives who act as spokespeople for charitable causes:

# What kinds of charitable or philanthropic activities do you find very impressive?



These results are consistent with the proposition that a company will be more successful as a corporate citizen if its charitable work is a logical extension of its mission and strategic business goals. If a CEO suddenly appears on television to champion a cause that is far removed from the company's sphere of influence, many people may suspect that the individual has a hidden motive – a profit motive – for engaging in the activity.

While the public is relatively unenthused by CEO talking heads, the findings of the Corporate Citizen Watch indicate something quite different with respect to employees who volunteer their time for charitable causes. Nearly 60% find this activity to be very impressive, a result that is not surprising given the amount of work it takes to engage everyday employees in social endeavors. From an outsider's perspective, if some percentage of a company's workforce is involved in a particular social initiative – as opposed to a single executive spokesperson – this is much stronger indication that the company is expressing its core values in its work as a corporate citizen.

### **CONCLUSION**

The findings of the Corporate Citizen Watch indicate that a company's impact on society affects the behavior of both customers and investors - two key groups of corporate stakeholders. In light of these results, it comes as no surprise that corporate citizenship is emerging as a key issue for many corporations.

Because it remains unclear how great an effect it has on a company's bottom line, executives continue to grapple with the reasons for engaging in citizenship, from protecting corporate reputation to the possibility of producing financial gains. Given the findings of the Corporate Citizen Watch, however, one fact is becoming clear: whether or not corporate citizenship has an effect on the bottom line, much of the public is likely to attribute a hidden profit motive to corporate social endeavors.

Companies can account for the inherent skepticism of the American public by engaging in citizenship activity that is closely attuned to core corporate values. This will involve developing a communications strategy that aligns a company's charitable endeavors with its existing corporate positioning and key messages. Because more than 75% of Americans form their opinions about citizenship through word of mouth, it is essential to create a national dialogue about charitable initiatives and to get communities talking about the good work being done.

This is easier to accomplish if citizenship initiatives are in line with a company's mission; people will be more apt to make a connection between citizenship and the company, and more likely to embrace that citizenship as a legitimate expression of goodwill.

For more information about the Corporate Citizen Watch, please contact Harlan Teller, director of Hill and Knowlton's Worldwide Corporate Practice, at 312-255-1200 (hteller@hillandknowlton.com).

# BREAKING THE CORPORATE PHILANTHROPY CODE: HOW TO LEVERAGE YOUR IN-HOUSE PRO BONO WORK THROUGH YOUR COMPANY'S CHARITABLE GIVING PROGRAMS

By: Joan Steinberg

As Director of Community Affairs at Morgan Stanley, I make an effort to develop projects that appeal to the diverse core competencies and interests of our employee volunteer pool. I recently began to explore how pro bono work could serve as an outlet for our company's legal department employees. After some investigation, I soon found myself in contact with the people and institutions at the forefront of in-house corporate pro bono locally and nationally. Much to my surprise, I learned that many in-house pro bono efforts have evolved without much coordination with their companies' corporate community relations or charitable giving departments.

# The Benefits of a Coordinated Approach:

From my perspective, ignoring this coordinated approach forfeits enormous value in the form of institutional support, long-term stability and potential funding for your pro bono partners.

To begin with, cooperation with existing charitable giving efforts practically guarantees management buy-in. Your pro bono program will complement the company's planned community relations strategy – a strategy most likely directed and approved by senior management directly -- rather than appearing to be a potential drain on corporate resources. Coordination with your company's community relations department also lends your program stability and endurance—two of the principal issues with which fledgling in-house corporate pro bono programs struggle. Your company's ongoing commitment to a particular community initiative can serve as an external force driving the momentum of your in-house pro bono program, fueling the enthusiasm of the members of your legal department, and often allowing them to get "extra credit" in other company programs. Additionally, a coordinated effort will ensure that you are choosing projects and partners that are appropriate for your firm's philanthropic strategies. In many cases, this will greatly improve your chances of obtaining funding for your nonprofit partners.

There are some exemplary cases of enduring in-house pro bono programs that are not coordinated with their companies' charitable giving staff. However, on the whole, these programs appear to have been driven extensively by the individual leadership of general counsel dedicated to pro bono service. Most in-house law departments cannot count on this advantage. In short, you may be able to establish an in-house pro bono program without cooperating with your corporate charitable giving department, but there are important practical reasons to consider doing so.

ACCA'S 2001 ANNUAL MEETING ADDING VALUE

# **Breaking the Code:**

How can you coordinate your in-house pro bono efforts with your company's community relations initiatives? Before asking for the big check, find out what strategy your company's corporate community relations has adopted and what vehicles are available to you as an employee to get involved. The easiest way to obtain this information is to ask your charitable giving or company foundation officer for an informational interview to get acquainted with his/her programming and get direction on how you can coordinate your efforts. As a primer for that meeting, consider the following issues:

# Strategic Philanthropy

You should keep in mind that most corporations with formalized community relations or foundation programs have developed a comprehensive philanthropic strategy. Generally, this strategy is designed to develop and maintain sustained relationships with the company's key communities through a combination of funding opportunities and employee involvement. These strategies focus both on external constituents and on employee satisfaction with the corporation. Almost every Fortune 500 company has adopted a philanthropic strategy of this nature.

# Investigate the philanthropic goals and strategies of your corporation and concentrate your efforts on supporting them.

### Select Themes and Focuses

Over the past two decades, the face of corporate philanthropy has changed significantly. Corporate giving now needs both to "do good" and to make the company "look good". In order to accomplish these dual goals, most corporate community relations departments restrict efforts to issues that both leverage their firm's distinctive strengths and meet their communities' needs. For example, Morgan Stanley concentrates on economic education programming and Avon supports women's health initiatives.

## Plan your pro bono strategy around your company's existing philanthropic focuses.

### Who Gets the Money?

Contrary to popular belief, corporate giving and corporate foundation programs often have the tightest budgets in the company despite year-over-year increases in the number of requests for funding. To avoid getting lost in the shuffle, and ultimately declined, understand the key issues that your gatekeepers will be focused on.

(1) <u>Thematic Consistency</u> — This refers to maintaining consistency in the activities the company already funds. In other words, a legal clinic for the homeless is more likely to be supported by a company that already contributes significantly to affordable housing initiatives or homeless shelters.

ACCA'S 2001 ANNUAL MEETING ADDING VALUE

(2) <u>Employee Involvement</u> — Many companies provide support to organizations for which their employees are supporters or volunteers, through matching gifts programs and "dollars for doers" initiatives. Each company's eligibility requirements are different, but generally, these programs work as follows:

Dollars for Doers programs – provide grants to organizations for which employees are active volunteers. Some programs are based on number of hours served, and others are based on overall commitment to the organization.

Matching Gifts – corporate support that matches employees' personal contributions. Usually these programs have a cap on spending and often only match gifts to educational institutions.

- (3) <u>Geographic Focus</u> A Minnesota-based company will be more likely to fund activities in Minnesota. By investing in their local communities, companies are able to draw upon the volunteer resources of their work force, strengthen those communities, and maximize the good will that their charitable efforts produce.
- (4) <u>Management Support</u> Management support, which is influenced to some extent by the three factors mentioned above, is a critical consideration in funding decisions.

Strategize your ask! Match your funding request to the key issues that are important to your company.

# **Conclusion:**

Understanding these basic concepts in corporate charitable giving, and in particular how your company's charitable giving department operates, may mean the difference between extensive institutional support and institutional peril for your in-house pro bono program. Be sure to leverage the expertise of your community relations staff, and plan your program around their strategies. Their involvement can give you the leg up you need to launch a successful, well-funded and long-term pro bono effort.

If you need assistance in establishing an in-house pro bono project, you should contact CorporateProBono.Org at (202) 662-9669 or <a href="mailto:cpbo@probonoinst.org">cpbo@probonoinst.org</a>, or visit their web site, <a href="mailto:www.corporateprobono.org">www.corporateprobono.org</a>.