A World of Possibilities

Maryland Book Bank | 2018 Annual Report
**Dear Friends of the Book Bank,**

If you train your eyes to look for possibilities, you can find them everywhere. In the well-loved books our patrons donate. In the truckloads of books that arrive from publishers at our loading dock. In the volunteer groups who carefully sort and package our stock. In the stories and characters on the pages. In the wide eyes, big smiles and armfuls of books on the Bookmobile. In the teachers who meet us on the sidewalk, just as excited as their students. In the child care providers browsing our shelves. Because of the support of individuals and community partners like you, the Maryland Book Bank is truly home to a world of possibilities.

This was an exceptional year for the Book Bank, and in turn, for the people and partners we serve. We moved into a bigger and better warehouse facility. We put more books into more hands than ever before. We forged new partnerships, reached new schools and community hubs and tapped into new sources of funding to keep the momentum going. We’re excited to give you a glimpse of our year in this report.

What’s possible when individuals, community institutions and schools come together around a common goal? 368,000 books distributed in one year. More than 75,000 children with books to call their own. And we’re just getting started. I thank you for the incredible support you have given in the past to make this possible, and without reservation, I encourage you to keep giving! Give of your time, your resources and your books. I promise you won’t be disappointed by what’s possible.

With deep appreciation,

Mark Feiring

“Listen to the mustn’ts, child.
Listen to the don’ts. Listen to the
shouldn’ts, the impossibles, the
won’ts. Listen to the never haves,
then listen close to me...

Anything can happen, child. Anything can be.”*

*Shel Silverstein, *Where the Sidewalk Ends*
The Maryland Book Bank (MBB) seeks to bridge the literacy gap through increased access to quality age-appropriate books in homes, classrooms and community settings. We do so by equipping students, parents, teachers and local organizations with the power to choose age-appropriate books to build their own libraries.

Stories we ♡

“The Book Bank has given my family the greatest gift, which is the love of reading. Every visit brings so much excitement, and we are so grateful to the staff and volunteers for all that they do. My family takes home about 60 books each month to read and enjoy at home. My kids’ reading habits since visiting the Book Bank remind me of Dr. Seuss’ “Green Eggs and Ham.”

“They will read them in their bed, they will read them on my head. They will read them one by one, they will read them by the ton!” — Book Bank parent

“I can’t believe I have so many books today! This is my favorite day ever!”

“The Maryland Book Bank has been an amazing partner over the last three years. Through my membership at the Book Bank, I have been able to provide thousands of books to students at a west Baltimore elementary school as part of my home library program. Each student may choose 3-5 books per month to take home and keep from a monthly selection of hundreds of gently used books sourced primarily through the Book Bank. This past school year alone, I distributed over 3,500 books to students and supplied classrooms with over 700 books to round out their libraries. I have even been able to fulfill special requests from the students for books they have on their wish lists thanks to the extensive selection available at the Book Bank. Thank you, Maryland Book Bank!” — Book Bank teacher
The Book Bank set out to distribute 300,000 books this year, and thanks to the support of our donors and volunteers, we exceeded our goal, distributing more than 360,000 books.

2018 By the Numbers

In five years, we have provided nearly 800 organizations and schools across the state of Maryland with high-quality children’s books.

75,000
Number of children across Maryland that received books in 2018.

2017: 262,000 Books
2016: 150,000 Books
2018: 360,000 Books Distributed!

In five years, we have provided nearly 800 organizations and schools across the state of Maryland with high-quality children’s books.

The Bookmobile reached 500 children per week during the school year, meeting our goal for 2020 two years early.

2017: 6,000
2018: 28,000
Total Number of Children Served by the Bookmobile
Bookmobile surveys show a distinct need for books in the home. Children report having only 2-4 books at home, on average.

Bookmobile

The Ravens Bookmobile is our year-round community ambassador, taking hundreds of books at a time directly to children at their schools, rec centers and other community spaces. The Bookmobile was busy in 2018:

In addition to distributing more than 3,000 books for free to the children attending the Baltimore Book Festival this year, our marketing and outreach resulted in three large donations and two volunteer groups visiting the Book Bank.

The Bookmobile was a welcome addition to three Belvedere Square Market “Summer Sounds” concerts. In total, 650 children and their families took home books from these events. We gained a lot of new friends and visibility among the concert goers, many of whom later visited the Book Bank to select or donate more books!

Our beloved free mobile bookstore was also in attendance for Target Nights at the Port Discovery Children’s Museum, a popular event that enables families to visit Port Discovery at a reduced fee and take home two free books. 750 children visited the Bookmobile during the Target Nights and took home 1,500 books! One parent remarked that she brought her children to Port Discovery specifically for the Bookmobile after a visit to their school.

In a great new partnership with Baltimore City’s Recreation Centers, 3,000 children received books from the Bookmobile, and each recreation center received a permanent library collection of 50 books. Thanks to a new grant from the Baltimore Children and Youth Fund, we’ll be able to serve all recreation centers in summer 2019 as well.
Research shows that 20 books in a home library can moderate the effects of poverty.

Home Library Program

In October 2018, we launched our expanded Home Library Program, in partnership with Baltimore City Schools and Raising a Reader. This program sends students home with 20 new books over the course of a school year. The Bookmobile made its first visit to 11 Baltimore City Literacy Blueprint schools in October and will visit again in the Spring 2019.

1,800 students each selected 10 books in October and will select another 10 in the spring. Students chose from over 3,000 high interest, age appropriate books including picture, chapter and non-fiction books.

This year we expanded from serving just 2nd grade to providing books for grades 1-3.

Raising a Reader engages families of Pre-K and kindergarten students in literacy activities. By partnering with Raising a Reader and Baltimore City Schools, we can ensure that parents are getting the support they need to encourage a lifelong love of reading well beyond kindergarten.

Literacy Blueprint Schools:
• Abbottston Elementary School
• Calvin M. Rodwell Elementary School
• Federal Hill Preparatory School
• Harlem Park Elementary/Middle School
• Highlandtown Elementary School #215
• John Ruhrath Elementary/Middle School
• Lockerman-Bundy Elementary School
• North Bend Elementary/Middle School
• Tench Tilghman Elementary/Middle School
• Woodhome Elementary/Middle School
• Yorkwood Elementary

It costs the Book Bank just $6.30 per child to distribute ten books and a Book Bank cinch sack.

For less than $15.00 we can fully stock a child’s home library.
We Love our Volunteers

The new warehouse space gives us more room to host groups of our dedicated volunteers. In total, 360 people volunteered with the Book Bank in 2018.

On Books for Kids Day in May, our amazing volunteers collected and sorted more than 20,000 books to stock our shelves and Bookmobile.

In March 2018, we moved into a new warehouse in the Union Mill area.

In addition to giving us much-needed room to grow, the new warehouse has a dedicated loading dock so we can accept truckloads of donated and discounted books for the first time. We are thrilled to now be co-located with other inspiring nonprofits who share our mission of ensuring that children and teachers have what they need to succeed. Our new neighbors include: Bedtime in a Box, Leveling the Playing Field, Teacher Supply Swap, School Colors and Break a Difference.

2018 Volunteer groups included:

- Allegis
- Baltimore Collegetown Network
- Business Volunteers
- Casey Foundation
- Central MD Volunteer
- Cohn Reznick
- Exelon
- Firaxis
- Girl Scouts of Central MD
- Howard Bank
- Itineris
- Johns Hopkins in Action
- Kennedy Krieger Institute
- Literacy Lab
- Loyola University
- Oldfields School
- Repair the World
- Rock City Church
- St. Peter’s Adult Program
- St. Timothy’s School
- Stevenson University
- T. Rowe Price
- TekSystems
- The Park School
- United Way
- University of Baltimore
- Urban Alliance
- Volunteering Untapped
- Volunteers Unlimited

Thank you to the corporate and individual volunteers who made our mission possible this year!
Help us Write the Next Chapter

Volunteer

Volunteers are the lifeblood of the Maryland Book Bank. Stop by the warehouse at 1794 Union Ave. on Wednesdays, Fridays, and Saturdays, or email Kim at kcrout@marylandbookbank.org to set up a special volunteer event or regular schedule.

Donate

Give your beloved books a second life! Donate your new and gently used books of all kinds to our warehouse, or host a book donation drive at your school, job or place of worship. We’ll provide the materials and make it fun for you.

Give

More than 200 schools have requested a visit from the Bookmobile, so it’s time to grow! Make a financial contribution to the Maryland Book Bank to support our operations and help us reach even more children in Baltimore City and the surrounding counties.

“Your support is making a difference once again!”

- Dona \n
Room to Grow – More Jobs for Baltimore

Our social enterprise book sales program does more than fuel free books for children in the community—it provides jobs and job training for adults. In 2018, our collaboration with the Mayor’s Office of Employment Development (OED) allowed the Book Bank to host 10 trainees to learn warehousing skills that can be used in any warehouse environment. Our move to the new warehouse also created the need for two more positions in our warehouse team, and we were thrilled to hire two more of our OED trainees.

Beyond providing valuable job training and employment, our book sales operation provides vital unrestricted revenue. We have also continued our mutually beneficial consignment relationships with local libraries to provide funding for their Friends programs as well as for the Book Bank.

“The world is before you, and you need not take it or leave it as it was when you came in.”

– James A. Baldwin

Book Donors

Our amazing corporate and individual book donors keep our shelves stocked with books to sell and distribute. The revenue from our book sales are turned right back into free books for kids.

Financial Donors

Foundations and Corporations $1,000+

- Thaw Foundation
- Each & Every Foundation
- Baltimore Rescue Foundation
- Chapter Baker Trust
- Eastern Foundation
- Francis-Merrick Foundation
- The Harry and Jeanette Weinberg Foundation
- The Harwood Foundation
- M&T Bank Foundation
- The NOLLS
- T. Rowe Price Foundation
- Walmart Foundation

Up to $1,000

- Baltimore Bookworks
- Blue Pug, LLC
- Dominion Energy
- Gordon Feinblatt, LLC
- Charity Movers, Inc
- Children First
- Hibiscus Electric
- Law Library Association
- PledgeRaiser Foundation
- Step It Up! Step Children’s Learning
- Wombat Bond DiJorske
- The Women’s Club of Roland Park
- Zeta Phi Beta

Individuals $1,000+

- Anna Fishburn
- Robert Gaiser
- Sarah Hackney
- Stuart and Lynn Jenney
- Lisa Hill
- Kelly Ryan
- Adriana Rose
- Julian Yoshin

$100 to $500

- James Butler
- Elizabeth Burns
- Elizabeth Buck
- Ruth Darbandi
- Susan Cohen
- Donna Daniels
- Vincent Delmarco
- Kimble Duxbury
- Christopher and Christopher
- Sport Center
- Alex Frank
- Dave French
- Elissa Heffernan
- Del Marilla
- Harris Levy
- Alia Mahoney
- Sara Miller
- Alan Meyers
- Gerald Nestadt, M.D.
- Patricia Schneckwiler
- Tracy Shroyer
- Gabriel Small
- Trest and Tina Shrop
- Alyssa Thomas-Galley
- Mary Tello
- Kay Wagner
- Jordan Wells
- Tim Will
- Doug Woodward

Up to $100

- Laura A. Avery
- Charles Arp
- Mary Carey
- Christina Charvet
- Sarah Ceravolo
- Marjory Crawford
- Charles Darney
- Jennifer Doss
- Maria Driesser
- Charlotte Enge
- Rebecca Fellers
- Elizabeth Fouts
- Staphania Foy
- Alie Foyd
- Charlotte Fowlkes
- Carrie Fox
- Theresa Fraser
- Calvin Frye
- Kornilis Glavasko
- David Gryn
- Bryan Gschwind
- Lisa Groman
- Beth Groman
- Lynn Graupel
- Emily Hall
- Lauren Hawley
- Jeanna Henderson
- Tina Hetwey
- Patrice Hilgemer
- Brian Hosakola
- Dwight King
- Kristie Klaw
- David Mughal
- Barbara Loxton
- Sarah Levine
- Sophia Leatherby
- Daniel Lipstein
- Barbara Lipstein
- Sarah Lorentes
- Michelle Lovley
- Y. Lynn Rosenthal
- Stefanie Lindsay

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- Mary Tello
- Kay Wagner
- Jordan Wells
- Tim Will
- Doug Woodward

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- Mary Carey
- Christina Charvet
- Sarah Ceravolo
- Marjory Crawford
- Charles Darney
- Jennifer Doss
- Maria Driesser
- Charlotte Fowlkes
- Carrie Fox
- Theresa Fraser
- Calvin Frye
- Kornilis Glavasko
- David Gryn
- Bryan Gschwind
- Lisa Groman
- Beth Groman
- Lynn Graupel
- Emily Hall
- Lauren Hawley
- Jeanna Henderson
- Tina Hetwey
- Patrice Hilgemer
- Brian Hosakola
- Dwight King
- Kristie Klaw
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We've Already Reached Nearly 800 Schools and Community Organizations in Maryland! Are you favorites on the list?
In 2019, the Maryland Book Bank will distribute its one-millionth book, and we need your help. Stay tuned for ways YOU can help us decide what book we’ll choose, who will receive it and how we’ll commemorate this outstanding milestone.

Victory Villa Elementary  
Waldorf High School  
Waldorf Elementary  
Waldorf Woods Elementary  
Walker Elementary  
Washington Grove Elementary  
Watch Me Grow Childcare  
Wealthy Eyes Daycare, LLC  
Weikers Mill Elementary  
Weiner Hall Montessori  
Weaver Elementary  
Weese Elementary  
Weiser Road Elementary  
Wexford Elementary  
Western High  
Western Elementary  
Westport Academy  
Wexford School at Grasonville and St. Peter’s  
William Paca Elementary  
William Paca Old Post Road Elementary  
William Pinderhughes Elementary/Middle  
William Tyler Page Elementary  
Winand Elementary  
Windfield Elementary  
Windsor Hills Elementary  
Windfield Elementary  
Wingate Elementary  
Winearly Saint Evangelist’s Church  
Werner Street Academy  
Wesley Fund Library  
Whitney Educational Campus  
Whitman Woods Elementary  
White Oak Community Farm  
Whitestone Baptist Church  
Wilde Lake High  
Wilde Oak Elementary/Middle  
Wilk School of Grasonville and St. Peters  
Williams Park Pool  
Y Head Start Baltimore City  
Y Head Start Howard County  
Yin Central Maryland Baltimore County Head Start  
Yin Central Maryland Head Start  
Yin’s Book Bash  
York Women’s Association  
Young Audiences Arts for Learning  
Your Child’s Bliss  
Year-End Financials  
The Book Bank continues to grow and expand its reach through sales of donated books and grants and financial contributions from our generous supporters. Our strong financial practices sent us into 2019 in a positive position.

**REVENUE AND SUPPORT**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Book Sales</td>
<td>$406,297</td>
</tr>
<tr>
<td>Gifts in Kind (Donated Books)</td>
<td>$2,986,355</td>
</tr>
<tr>
<td>Grants</td>
<td>$195,110</td>
</tr>
<tr>
<td>Program Income</td>
<td>$22,979</td>
</tr>
<tr>
<td>Other Income Not-for-Profit</td>
<td>$3,720</td>
</tr>
<tr>
<td>Individual Giving</td>
<td>$38,427</td>
</tr>
<tr>
<td>Warehouse Collaborative</td>
<td>$21,197</td>
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<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$3,674,185</strong></td>
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**Cost of Book Sales**

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<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Consignment Commissions</td>
<td>$15,061</td>
</tr>
<tr>
<td>Shipping</td>
<td>$37,316</td>
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<tr>
<td>Seller Fees</td>
<td>$15,197</td>
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<tr>
<td>Indaba Systems</td>
<td>$20,616</td>
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<tr>
<td>Books</td>
<td>$48,610</td>
</tr>
<tr>
<td>Shipping Supplies</td>
<td>$8,475</td>
</tr>
<tr>
<td><strong>Total Book Sales</strong></td>
<td><strong>$82,605</strong></td>
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</table>

**Gross Revenue and In-Kind Support** $2,848,580

**EXPENSES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Wages</td>
<td>$155,412</td>
</tr>
<tr>
<td>Fees, Taxes, Insurance</td>
<td>$33,182</td>
</tr>
<tr>
<td>Professional Services</td>
<td>$41,971</td>
</tr>
<tr>
<td>Supplies, Office Goods, Postage</td>
<td>$20,616</td>
</tr>
<tr>
<td>Rent</td>
<td>$48,610</td>
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<tr>
<td>Equipment Rental</td>
<td>$2,024</td>
</tr>
<tr>
<td>Utilities, IT, Telecom</td>
<td>$25,757</td>
</tr>
<tr>
<td>Repairs and Maintenance</td>
<td>$5,031</td>
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<tr>
<td>Marketing</td>
<td>$18,452</td>
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<tr>
<td>Travel &amp; Meetings</td>
<td>$4,121</td>
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<tr>
<td>Vehicle Expense</td>
<td>$4,632</td>
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<td>Depreciation</td>
<td>$27,712</td>
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<td>Miscellaneous</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$391,770</strong></td>
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**NET REVENUE AND SUPPORT**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue and Support</td>
<td>$2,456,410</td>
</tr>
<tr>
<td>Donated Goods</td>
<td>$2,605,577</td>
</tr>
<tr>
<td>Increase in Net Assets</td>
<td>$551,233</td>
</tr>
</tbody>
</table>
We are grateful to our team of staff and board for another year of growth and learning.

Staff
Mark Feiring, Executive Director
Kimberly Crout, Program Manager
Kiera Wolfe, Marketing Coordinator
Harvey Nixon, Warehouse Supervisor
Tracey Hipp, Inventory Manager
Lakia Lewis, Shipping Manager

Board of Directors
Chair
Lindsay Sullivan, Amplify Education

Treasurer, Finance Committee Chair
Sarah Hackney, Exelon
Kirstin N. Dodson, T. Rowe Price
Alex Franks, M.L. Lichtenberg & Associates, LLC
Brian Kasabula, M&T Bank
Adriana Roane, Exelon
Christopher Sperl, Greencastle Elementary, Programming Committee Chair
Mary Turos, Brain Cog
Doug Woodward, TD Private Client Group, Marketing Committee Chair

Emeritus:
Ashley Bell, The Brickman Group
Kate Feiring, Roland Park Country School
Eliza McLaren, Rye Country Day School
Mark Smith, World Vision