COMMUNITY FOUNDATION
FOR LOUDOUN
AND NORTHERN FAUQUIER COUNTIES
(formerly Piedmont Community Foundation)

2013
REPORT TO THE COMMUNITY
You've known us in the past as the Piedmont Community Foundation. Since 1999, we've dedicated our mission to building charitable bridges between people who care with causes that matter in Loudoun and Fauquier Counties.

We're still doing just that... only more so... as we tie our footprint to our new name while affirming our work as champions of community philanthropy.

To be sure, you don't have to be wealthy to be a philanthropist. You just have to give. When you work with the Community Foundation for Loudoun and Northern Fauquier Counties, you help your community look to the long view—building something everlasting, enduring, for good, forever. You affect and touch the causes that matter most to you, today and tomorrow.

As philanthropic stewards, we are dedicated to your vision, from the well-being of our youth and elderly, to our local artisans and theatre, to food pantries, to the beauty of our land and clean air, to the advancement of education, to our remarkable history, to the health of our animals, to the security of our community healthcare, to our overall quality of life.

We're humbled and grateful for the hundreds who joined in as community philanthropists to build this Community Foundation in 2013, listed on pages 14 through 19. We are honored to be stewards of the personalized funds portrayed on pages 6 and 7. And, we are pleased by our growth last year as summarized on pages 20 and 21. Thank you.

If you haven't already learned about our practices that make it easy and simple for you to be part of building permanent endowment while creating your own personalized grantmaking platform, please contact us today to learn more. We are as ready as ever to serve you and your charitable vision.
YOU CHOOSE FROM A VARIETY OF FUND DESIGNS TO MATCH YOUR GRANTMAKING VISION.

By creating a fund in your community foundation, you can take advantage of all we have to offer:

TO BEGIN, the Community Foundation for Loudoun and Northern Fauquier Counties makes it economical and easy for you to invest in the causes that matter most to you.

YOU BENEFIT from prudent fund management and the generous tax advantages associated with giving through a Community Foundation.

AND FINALLY, you’ll enjoy working with a committed staff with knowledge of the community and the charities in our area.

We handle administrative functions, evaluate charities, and stay in tune with the changing community to support you and help you achieve your charitable vision.

Here are the basic steps for creating a fund.

1. Define your charitable and financial objectives.
   Consider how you want your gift to be used, whether you want future family members involved, and how much involvement you personally want in making grant recommendations.

2. Choose a name for your fund.
   Many donors choose a family name, but you can use any name that is meaningful to you.

3. Determine which asset you will use in creating your fund.
   Gifts of cash, securities (publicly traded or closely held) or real estate can be accepted by the Community Foundation to set up a fund. Assets with a low-cost basis are often wise choices, since they offer maximum tax advantages: You pay no capital gains tax and receive a favorable income-tax deduction. You may also wish to review assets inside your retirement plan for possible charitable use. If you wish, we work closely with your accountant and attorney to ensure your charitable wishes are clearly understood and applied.

4. Consider the type of fund that matches your charitable interests.
   Our staff will help you identify what type of fund fits your vision! But, it helps to understand how broad and flexible we can be as a giving vehicle with our array of donor crafted funds.

ACORN FUND
We consider a fund fully “endowed” once it reaches $10,000 ($25,000 for a scholarship fund). However, many of our philanthropists start a new fund by creating an Acorn Fund, building to the endowed level over a five-year period. An initial gift of $2,000 or more is necessary to “seed” any of our funds.

DONOR ADVISED FUND
A donor advised fund allows you to enjoy ongoing, day-to-day involvement in the distribution of your gifts from your fund. You bring specific grant recommendations to the Community Foundation for consideration. Donor advised funds closely mirror private family foundations, with significant advantages. Learn more on pages 4 and 5.

GENERAL FUND
A gift to establish a General fund helps meet the changing needs of your community, now and in the future. General funds broadly support the wellbeing and vitality of the region and its residents and are distributed to qualified charities seeking support through the Community Foundation’s responsive grantmaking programs.

When you establish a General fund, you leave decisions about the use of your gift to the Community Foundation, trusting the Community Foundation’s knowledge and reach within the community to determine what needs are most pressing.

FIELD OF INTEREST FUND
This type of fund allows you to target an issue of need rather than a specific charity. The Community Foundation will make grants to those organizations most effectively serving the people and causes you want to help—the elderly, hunger, or arts and cultural organizations, or education, or environment, for example. You define the “area of interest” and the Community Foundation takes it from there.

5. Make your gift to the Community Foundation.
   While your gifts to establish a fund will be commingled with other Community Foundation assets for maximal investment benefits, income and appreciation are specifically tracked and tied to your fund, benefitting your fund for its growth and charitable grantmaking.

6. Make a gift through your Will.
   Appropriate language to make sure your Will meets legal and tax criteria is available. Just ask!

DESIGNATED FUND
You may name a specific charity to benefit from your gift, or, numerous specific charities to receive an annual grant. Should a designated organization cease to exist, the Community Foundation has the responsibility and authority to reallocate grants to another agency that most closely reflects your original vision.

AGENCY FUND
Charities often wish to create long-term endowments that will benefit their mission and purpose. The Community Foundation provides an excellent vehicle to ensure endowment gifts are carefully and diversely invested and managed.

SCHOLARSHIP FUND
You may choose to dedicate a fund’s purpose entirely to helping students study and advance their education. The Community Foundation works with community volunteers to interview students and make award recommendations, or can work with you to form your own selection committee.

From here on, your charitable vision is nearly worry-free. The Community Foundation takes care of government filings, grant paperwork, auditing and accounting. Most importantly you will have joined with others who have created a personal legacy that is true philanthropy.

To get started, contact Executive Director Amy Owen at (540) 687-5223 or via email at aowen@cflnfc.org.

CORPORATE GIVING FUNDS.
Corporations are often overwhelmed with requests for charitable gifts. Many corporations are interested in contributing to their local Community Foundation for a simplified, focused giving program administered by Community Foundation staff. A corporation can establish a corporate advised fund applying personalized guidelines for grant making. Or, it may elect to give the Community Foundation full discretion over disbursements.

TRANSFERRING A PRIVATE FOUNDATION OR TRUST FUND.
A private foundation can be a great vehicle for charitable giving, but sometimes the process of managing the foundation’s legal affairs can diminish the joy of giving or become a burden to maintain. Existing private foundations or charitable trust funds can be easily rolled over to a named endowment fund within the Community Foundation, greatly reducing administrative overhead while maintaining key elements of donor involvement and long-term, legacy vision. The disadvantages of private foundations or trusts—excise fees, administrative fees, lesser tax benefits, and due diligence administration—cause many to seek a more flexible alternative in the Community Foundation. Learn more on pages 4 and 5.
Deciding how to best implement your legacy philanthropy is an important decision. You should weigh issues of responsibility, control, flexibility, and cost.

<table>
<thead>
<tr>
<th>ELEMENTS</th>
<th>DONOR ADVISED FUND at CFLNFC</th>
<th>PRIVATE FOUNDATION</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>START UP CONSIDERATIONS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>COST</td>
<td>None</td>
<td>Incorporation fees, legal fees, accounting fees</td>
</tr>
<tr>
<td>TIMEFRAME</td>
<td>Paperwork approved within days</td>
<td>Generally months to one year for final IRS Approval</td>
</tr>
<tr>
<td>FINANCIAL LIMITATIONS</td>
<td>Considered endowed at $10,000</td>
<td>Most experts recommend at least $2 to $5 million</td>
</tr>
<tr>
<td><strong>TAX DEDUCTIBILITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CASH GIFTS</td>
<td>Up to 50% of Adjusted Gross Income</td>
<td>Up to 30% of Adjusted Gross Income</td>
</tr>
<tr>
<td>PUBLICLY TRADED SECURITIES</td>
<td>Fair Market Value Up to 30% of Adjusted Gross Income</td>
<td>Fair Market Value Up to 20% of Adjusted Gross Income</td>
</tr>
<tr>
<td>REAL ESTATE AND CLOSELY HELD STOCK</td>
<td>Fair Market Value of up to 30% of Adjusted Gross Income</td>
<td>Fair Market Value of up to 20% of Adjusted Gross Income</td>
</tr>
<tr>
<td><strong>DISTRIBUTION AND PAYOUT REQUIREMENTS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CORPUS ASSETS</td>
<td>No payout requirements. However, donor can distribute far more than 5% if wished!</td>
<td>Required annual payout of at least 5% of assets</td>
</tr>
<tr>
<td><strong>INCOME AND REPORTING CONSIDERATIONS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TAX STATUS</td>
<td>CFLNFC is a 501(c)(3) Public Charity</td>
<td>A 501(c)(3) Private Charity</td>
</tr>
<tr>
<td>EXCISE TAX ON INVESTMENT INCOME</td>
<td>None</td>
<td>Up to 2% various taxes on net investment income</td>
</tr>
<tr>
<td>TAX FILINGS AND FINANCIAL AUDIT</td>
<td>All inclusive under CFLNFC filings</td>
<td>Must prepare and file Form 990 PF, Audit, State Filings</td>
</tr>
<tr>
<td><strong>PUBLICITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DONOR</td>
<td>Donor can receive optimal publicity OR choose total anonymity</td>
<td>Donors are publicly cited on Private Foundation Tax Return published on Guidestar.org</td>
</tr>
<tr>
<td><strong>ADMINISTRATION</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GRANTS DUE DILIGENCE</td>
<td>Grants due diligence, laws and regulations closely monitored and adhered to. Staff help to identify, investigate, assess grantees.</td>
<td>Must stay abreast of current laws; perform adequate due diligence of grantees and distribution rate</td>
</tr>
<tr>
<td><strong>INVESTMENT MANAGEMENT</strong></td>
<td>Benefits from our oversight and management, following a written investment policy</td>
<td>Responsibility of trustees</td>
</tr>
<tr>
<td><strong>DONOR INVOLVEMENT</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DOCUMENTATION</td>
<td>Fund Agreement provides flexible approaches, including donor involvement in annual grant recommendations</td>
<td>Donor and/or Private Foundation Board maintain bylaws and policies.</td>
</tr>
<tr>
<td>SCOPE</td>
<td>Advisory as protected and restricted by the Fund Agreement</td>
<td>Full legal control and accountability</td>
</tr>
<tr>
<td>TIMESPAN</td>
<td>Flexible as donor directed</td>
<td>Most Private Family Foundations must seek professional oversight after three generations as family shifts, moves, loses interest</td>
</tr>
<tr>
<td>SUMMARY</td>
<td>Flexibility, greater tax deductions, efficient net proceeds to grantees, low administration costs, increased privacy from grantseekers, credible investment practices, knowledgeable staff, legal policies in place.</td>
<td>Autonomous Control</td>
</tr>
</tbody>
</table>
A community collaborative among some of the region’s influential women leaders, “changemakers,” and philanthropists, donors of the fund pool their gifts to both build and maintain funds and make immediate grants into the community with a primary focus on Shelter, Health, Education, and Hunger.

ALL AGES READ TOGETHER 2013
Working with disadvantaged children who have little or no literacy experience, this fund supports All Ages Read Together’s mission to offer programs to spark a love of reading and improved academic outcomes.

BLUE RIDGE HOSPICE ENDOWMENT 2005
This agency endowment provides annual support for its meaningful end-of-life programs and operations in the community.

DARK SKY INITIATIVE FUND 2010
This designated fund supports the future efforts of the Town of Middleburg in its plan to retrofit town lighting to meet “dark sky” lighting standards.

DON AND AMY OWEN CHARITABLE FUND 2013
As a donor advised fund, grants are recommended by the founders to benefit local and national charities that appeal to their personal philanthropy.

THE GOLLOBIN FAMILY FUND 2007
This designated fund supports the Waterford Foundation and its work in preservation and musical celebration in the preeminent historical village of Waterford.

JIM AND BETTY HERBERT FAMILY FUND 2007
This donor advised fund includes multiple family members who make granting recommendations from the fund to benefit local qualifying charities.

THE HILL SCHOOL ENDOWMENT FUND 2006
As an agency fund, annual distributions support the success and advancement of The Hill School.

PETER M. HOWARD MEMORIAL FUND 2005
Created by the family of the late Peter Howard, this field of interest fund celebrates his appreciation of historic preservation and open space in Loudoun and Fauquier Counties.

JOHN PAGE TURNER COMMUNITY HOUSE FUND 2006
This designated fund helps to offset the maintenance costs of the John Page Turner Community House, occupied by the Plains Community League.

LEADERSHIP LOUDOUN ENDOWMENT FUND 2009
This Fund benefits Leadership Loudoun to develop current and emerging leaders to serve the good of Loudoun County.

LOUDOUN COUNTY JUVENILE DETENTION CENTER FUND 2001
Created for the Loudoun County Detention Center, distributions support their programs to provide positive role models for youth incarcerated in the Loudoun County Juvenile Detention Center.

LOUDOUN VOLUNTEER CAREGIVERS ENDOWMENT 2006
Created by Hospital Corporation of America, this designated fund benefits this group’s work to aid, support, transport, and care for homebound and disabled citizens.

LOUDOUN INTERFAITH RELIEF ENDOWMENT FUND 2006
Founded by the Hospital Corporation of America, this designated fund supports the Loudoun Interfaith Relief and its work to feed the hungry by providing emergency food assistance to those in need to any person or family living in Loudoun County.

MIDDLEBURG FILM FESTIVAL FUND 2013
As a designated fund, distributions support the promotion and operation of the Middleburg Film Festival held annually in October. Future distributions will also support filmmaking labs, production workshops, and educational film screenings to enrich and support future filmmakers.

MORVEN PARK CHARITABLE FUND 2012
This agency fund helps fulfill its mission to preserve and advance the ideals of Westbrook Davis (governor of Virginia 1918-1922) and his wife, through programs that reflect civic-minded leadership, sustainable agriculture, and the conscientious use of open space.

NEAL AND DONNA GUMBIN CHARITABLE FUND 2012
This donor advised fund was founded by Cannonball Invitational Amateur winner, Neal Gumbin. The fund will support a range of charitable needs as guided by the Gumbins.

ENDOWMENT FOR THE COMMUNITY 2006
The Community Foundation Board of Directors established this fund as a means to provide grantmaking into our community to meet the most pressing and changing needs in Fauquier and Loudoun Counties.

SANDERS-OSCANAYAN MEMORIAL FUND 2011
This designated fund supports Loudoun ENDependence dedicated to providing peer counseling, mentoring, and other self-help services for those with disabilities.

CHARLES TIFFANY RICHARDSON FAMILY FUND 2006
After his death, his daughter wanted to do something special in his memory by endowed a fund that supports area programs in arts, music, and drama.

WINDY HILL ENDOWMENT FUND 2006
Supporting all programs of the Windy Hill Foundation as it fulfills its mission to provide safe, decent, and affordable housing and family services to low and lower income families and elderly in Loudoun, Fauquier, and Clarke Counties.

YELLOW RIBBON FUND 2012
Created by 2012 Cannonball Invitational Amateur winner, Mark Gerencer, this designated fund offers permanent endowment funding to this Maryland based group that provides practical support to injured service members and their families while they’re at Walter Reed National Military Medical Center, Ft Belvoir Community Hospital, and after they return to their hometowns.

SHARYN’S ANGELS CANCER FUND 2008
In memorial to Sharyn Crockett Bass, this fund supports individuals suffering from cancer and requiring financial assistance.

SMASHING WALNUTS FOUNDATION 2013
This fund is dedicated to “cracking the cure for childhood cancer” by making distributions to charitable programs and institutions dedicated to pediatric brain cancer research, treatment, and awareness.

FREDERICK L. SPENCER, JR. MEMORIAL FUND 2007
This field of interest fund, created in memorial, supports area programs in arts, music, and drama.

TEEN SATURDAY HILL SCHOOL FUND 2013
The Hill School’s Teen Saturday Program provides opportunities for students ages 6 – 11, meeting fifteen Saturdays during a school year to attend programs and field trips otherwise not available to program participants.

SANDRA WARD MEMORIAL FUND 2008
This designated fund assists families unable to afford program materials through grants to the Family Connections Program of the County of Loudoun.

WILLOWCROFT SCIENCE ENDOWMENT 2007
This designated fund provides support to the Loudoun Education Foundation for its efforts to promote science and higher education innovation.

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STUDENT PHILANTHROPY PROJECT 2006
This fund empowers students as community grantmakers, providing grant support to youth-driven philanthropic projects in our area through Forward Turn.

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Our grants are guided by the vision of our donors who create personalized funds to meet their own philanthropic goals.

**CULTURE**

A Place to Be Music Therapy, Middleburg, VA — $25,000 (100 WomenStrong) Underwriting support for the Same Sky Project, offering two original theatre productions performed around the community by students with a range of physical or mental handicaps

Middleburg Film Festival, Middleburg, VA — $410,111 (Middleburg Film Festival Fund) To help incubate, establish, and hold a fall film festival in the village of Middleburg and to create an endowment fund to provide education and workshops for future filmmakers

**EDUCATION**

All Ages Read Together, Leesburg, VA — $12,600 (100 WomenStrong) To support an “AAR-in-a-Cart” mobile reading program uniting at-risk children with adult story readers

Foxcroft School, Middleburg, VA — $1,000 (Forward Turn Student Philanthropy Project) Funding to the Foxcroft Engineering team who gained hands-on experience designing and building a wheelchair-accessible picnic table at Boulder Crest Retreat

Highland School, Warrenton, VA — $1,500 (Forward Turn Student Philanthropy Project) Support for this school’s STEM student robotics team

Loudoun Cares, Leesburg, VA — $500 (Forward Turn Student Philanthropy Project) Support to the Claude Moore Community Builders Program that builds bridges between school academics and nonprofit professional internships

J. Michael Lundsford Middle School, Chantilly, VA—$500 (Forward Turn Student Philanthropy Project) Support to broaden the scope of “Learning Instantly” a student-developed online tutorial program for peer math students

The Hill School Teen Saturday Program Fund, Middleburg, VA — $5,000 (Battleground Blast) Battleground winners John Mascatello, Terry Reilly, and Scott Andrews, golfing with Pro Mike Farewell of Front Royal’s Bowling Green, named this charity as endowment benefactors from our 2013 golf tournament

The Hill School, Middleburg, VA — $5,575 (The Hill School Endowment Fund and Battleground Blast) General support to aid this institution’s mission to build student self-confidence, character, and scholarship

Wakefield School, The Plains, VA — $6,500 (Neal and Donna Gumbin Fund) General support for this preschool-to-12 college preparatory school

**HUMAN SERVICE**

Freedom High School, South Riding, VA — $500 (Forward Turn Student Philanthropy Project) To help student-based education awareness for childhood cancer

Healthworks/Loudoun Community Health Center, Leesburg, VA — $25,000 (100 WomenStrong) Funding to promote and educate new mothers on the merits of breastfeeding and reading to young children

Jim and Betty Herbert Family Fund, Middleburg, VA — $5,000 (Battleground Blast) Joan Eliot, Jim Herbert Jr., and Lee Yong, supported by golf Professional Jonathan Schoenfeld of Stonewall Golf Club, named this fund as endowment benefactor in honor of their 2013 golf tournament win

LINK, Inc., Sterling, VA — $2,280 (100 WomenStrong) For purchase and distribution of frozen meat for needy families

Living Faith Church, Manassas, VA — $100 (Battleground Blast) Presented in honor of Mark Guttenberg to benefit the Church’s Union Youth Center

Loudoun Cares, Leesburg, VA — $1,000 (Community Fund) Granted in honor of Brian Chavis, named 2013 Community Executive Leader by the Loudoun Chamber of Commerce

Loudoun Citizens for Social Justice (LAWs), Leesburg, VA — $10,500 (100 WomenStrong) To purchase and install an emergency generator in a 12-bed shelter facility

Loudoun Free Clinic (Catoctin Foundation), Leesburg, VA — $25,000 (100 WomenStrong) Funding to convert all analog patient records into electronic medical records

Loudoun Detention Center, Leesburg, VA — $1,000 (Loudoun County Juvenile Detention Center Fund) General support to offset costs associated with this institution’s programs to create positive role models for incarcerated youth

Loudoun Education Foundation, Ashburn, VA — $20,000 (100 WomenStrong) Staffing support to launch a county-wide coordinated Backpack Coalition throughout Loudoun County to ensure high-risk students have food at home

Loudoun ENDependence, Ashburn, VA — $250 (Sanders-Oscanyan Memorial Fund) General support to this clearinghouse center for citizens with disabilities and independent living

Loudoun Volunteer Caregivers, Leesburg, VA — $2,250 (Loudoun Volunteer Caregivers Endowment) Support to establish a fund to provide care to seniors, ill, and disabled for 100 WomenStrong

Loudoun Youth, Leesburg, VA — $1,000 (Community Fund) Granted in honor of Loudoun Insurance Group, named by the Loudoun Chamber of Commerce as the 2013 Young Executive Leader

**NATURE**

Boulder Crest Retreat, Bluemont, VA — $1,000 (Forward Turn Student Philanthropy Project) To help finance outdoor playground equipment for visitors and veteran families at the Retreat and its work to provide a healing country environment for returning veterans and their families

Continental Divide Trail Coalition, Pine, CO — $1,000 (Don and Amy Owen Charitable Fund) General support for this organization’s work to develop volunteers and supporters of this National Scenic Trail

Land Trust of Virginia, Middleburg, VA — $1,000 (Charles Tiffany Richardson Family Fund) General support for this group that assists landowners with voluntary conservation protection on personal lands

Northern Virginia Family Services, Oakton, VA — $37,972 (100 WomenStrong) Program support for two initiatives: a Loudoun based early start mental health project and a medication access program for low-income citizens

Paxton Campus, the ARC of Loudoun, Leesburg, VA — $3,000 (100 WomenStrong) Support to establish a Next Chapter Book Club for citizens with disabilities

Community Foundation for Loudoun and Northern Fauquier Counties (formerly Piedmont Community Foundation), Leesburg/Middleburg, VA — $3,500 (100 WomenStrong) General support to aid with capacity training for area nonprofits and increased community philanthropy

SCAN of Northern Virginia, Alexandria, VA — $10,000 (100 WomenStrong) Increased education to adult leaders and teachers to help recognize the signs of sexual abuse in youth

Windy Hill Foundation, Middleburg, VA — $5,000 (Windy Hill Endowment Fund and Community Endowment) General support to provide safe, decent, and affordable housing to low-income families in Loudoun, Fauquier, and Clarke Counties; and in honor of Middleburg Bank, named the 2013 Loudoun Chamber of Commerce Community Leader
With seed support from 100 WomenStrong and in partnership with Loudoun Cares and the Loudoun Chamber of Commerce, we helped to launch an ongoing capacity building workshop series for regional nonprofit staff and leaders, now called the Nonprofit Academy.

More than 200 attendees joined workshops on varied topics offered in 2013: Grant Writing and Grantor Research, Meet the Media, Board Speed Dating (pictured above), Fundamentals of Fundraising, and How to Ask for Money in Person.

Our community nonprofits are part of the essential economic engine that makes our community such a remarkable place to live, work, and play. Building their capacity is an integral part of our work.

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**Forward Turn Youth Grantmakers**

In 2013, area high school students joined us to continue their tradition as community philanthropists. Endowment distributions from the S. Murray Rust and Mary H.C. Rust Student Philanthropy Project, and gifts from Middleburg Bank and Dominion Foundation, provided the team with $5,000 to award to six projects or groups in the community named in this report.

Long-term participants in programs like Forward Turn report a 94% volunteer rate as opposed to other young adults in the same age bracket with a 15% volunteer rate. Participants in Forward Turn programs report a 88% giving rate; as opposed to other young adults in the same age bracket with a 42% givers rate. It’s our honor to be part of building future philanthropists.
Middleburg Film Festival

In its debut year, the Festival brought 20 documentary and mainstream films to Loudoun County (winning the 2013 Tourism of the Year Award) using local Middleburg venues at Salamander Resort, The Hill School, Middleburg Community Center and National Sporting Library. Actor Bruce Dern, Composer Mark Isham, and Director Lee Daniels were among notable names that joined the three-day event. The Festival will “spin off” as its own public charity, but will leave behind a permanent endowment to help sponsor workshops and educational opportunities for future filmmakers.

Smashing Walnuts Foundation

Gabriella Miller had a number of goals that crystallized when she was diagnosed with pediatric brain cancer at age nine. One was to start her own foundation to help “crack the cure for childhood cancer” and to raise awareness about meager U.S. funding dedicated to childhood cancer research. We offered an easy, highly cost-effective means to fulfill her dream. In July 2013, along with her parents and brother, Gabriella signed a simple three-page document that created the Smashing Walnuts Foundation with us. Her impact was herculean. Gabriella passed away four months later, leaving behind literally thousands who mourn her loss and continue to make financial gifts to empower her vision.
Jay and Jennifer Broadman Kuglar — Smashing Walnuts
Joanne Kurtz — Annual Fund
Beth Lam — Smashing Walnuts
Steve and Suanne Lamb — Battle Ground Blast Pro/Am
Breit and Gloria Lammers — Smashing Walnuts
Vito and Janette Lancellotti — Smashing Walnuts
Will and Kirkleear Lawrence — 100WomenStrong
100WS Blue Jean Bling, GiveChoose 2014, Battleground Blast Pro/Am Golf Tournament, Annual Fund, Children & Families Grants Program
The Laughlin Family — Smashing Walnuts
Ell, Isha and Rachel Laurenstein — Sharyn’s Angels Cancer Fund
Kevin and Kelly Lawlor — Smashing Walnuts
Cesar and Pamela Lindo — Smashing Walnuts
Trowbridge* and Margaret* Littleton — 100WS Blue Jean Bling, GiveChoose 2014, Battleground Blast Pro/Am Golf Tournament, Annual Fund, Children & Families Grants Program
Madelyn Lorber — Smashing Walnuts
Pilar Lorca — 100WS Blue Jean Bling
Trevor Lord — Annual Fund, Families Grants Program
Shari Lore — Annual Fund, Childrens & Families Grants Program
Ayssa Love — Smashing Walnuts
Ellen Lowery — Smashing Walnuts
Janet Lyman — 100WomenStrong, 100WomenStrong Blue Jeans Bing
Terrence and Diane Lynch — Smashing Walnuts
Charles and Mary Mallcik, Jr. — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Lydia Mahan — Annual Fund, Childrens & Families Grants Program
Mary Ellen Mahoney — Smashing Walnuts
Harold and Sandra Malin — Smashing Walnuts
Darle and Wendy Thompson Márquez — Middlebny Film Festival, 100WomenStrong
Jessica Marquis — 100WomenStrong
Jocqueline B. Martínez — Sharyn’s Angels Fund for Children, Families & Grant Program
Denise Martin — Smashing Walnuts
Melissa Chelsea Harrison — Smashing Walnuts
Margaret Matthews — Smashing Walnuts
Damari Mayen — Smashing Walnuts
Carolyn McCarthy — Smashing Walnuts
John McCarthy — Smashing Walnuts
James and Rebecca Mcleodment — 100WomenStrong, Annual Fund, Economic Development Microenterprise Grant Program, Smashing Walnuts
Patcy Mclellan — Smashing Walnuts
Patricia Mcneal — Smashing Walnuts
Corey and Jenny McQuade — Smashing Walnuts
Chad and Erin McQuaid — Smashing Walnuts
Jerilyn McSorley — Smashing Walnuts
Andrea McSorley LLC — Smashing Walnuts
Peter and Elizabeth McWilliam — Smashing Walnuts
Andi Michael — 100WomenStrong
Shirta Mitra — Smashing Walnuts
JoAnn Morrow — Sharyn’s Angels Cancer Fund
Michael and Kim Mill — Smashing Walnuts
Beverly Miller — Smashing Walnuts in memory of Ann Shaffrowitz
Pam Gillin, and Bobi Jacobs
Mark and Elynn Miller — Smashing Walnuts
James and Deborah Mills — Battle Ground Blast Pro/Am Golf Tournament
Randy and Terri Minchew — 100WomenStrong, Smashing Walnuts, GiveChoose 2014
Joan Mora — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Jennifer Moran — Smashing Walnuts
Dana Morilla — Smashing Walnuts
Edith Moroney — Smashing Angels
Kenneth and Abby Moulton — Smashing Walnuts
Katherine Ann Mullins — Smashing Walnuts
Laurence Murphy — Sharyn’s Angels Cancer Fund
Ron and Karen Muehl — Smashing Walnuts
Dana Nachajski — Smashing Walnuts
Annette M. Nader — 100WomenStrong
Mark and Maricia Nardozza — Smashing Walnuts
Lawrence and Carol Reimark — Smashing Walnuts
Douglas Neims — Smashing Walnuts
Dean J and Jean Nelson — Sharyn’s Angels Cancer Fund
Linda Newton — Annual Fund, Childrens & Families Grants Program
Tom* and Ann Northrup — Smashing Walnuts
Grady O’Rear — 100WS Blue Jean Bling
John O’Brien — Annual Fund, Families Grants Program
Don and Amy Owen — Don and Amy Owen Charitable Fund, Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Acadia Owen — Battle Ground Blast Pro/Am Golf Tournament
Mike Parker — Smashing Walnuts
Frances and Wendy Peck — Smashing Walnuts
Paul Peet and Young — Smashing Walnuts
Michael and Jeanette Petel — Battle Ground Blast Pro/Am Golf Tournament
Kent and Martha Petle — Peter M. Howard Memorial Fund
Kathryn Pezza Temple — Smashing Walnuts
Stephanie Place — 100WomenStrong, 100WomenStrong Blue Jean Bing
Leanne Pollard — Battle Ground Blast Pro/Am Golf Tournament
Dana Pollard and Tina Pope — Smashing Walnuts
Ronald and Lisa Pope — Smashing Walnuts
Jerome and Iris Price — Smashing Walnuts
Wayne Proops — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Bradley Quin — Annual Fund, Childrens & Families Grants Program
Sharron Ragland — 100WS Blue Jean Bling
Michael and Sherrill Ragland — Smashing Walnuts
Nancy Ramsay — Smashing Walnuts
Joseph Rares — Smashing Walnuts
Mark and Malta Rass — Smashing Walnuts
Simon and Melissa Reese — Smashing Walnuts
Kenneth Reid — Smashing Walnuts
Scott and Carolyn Reisius — Smashing Walnuts
David and Antia Rentz — Smashing Walnuts
Patrick and Barbara Rhodes — Battle Ground Blast Pro/Am Golf Tournament
Schuyler Richardson — Annual Fund and Childrens & Families Grants Program, Battle Ground Blast Pro/Am Golf Tournament, Annual Fund, Families Grants Program
Lewis and Ellyn Robinson — Smashing Walnuts
Catherine B. Romano — 100WomenStrong
Burton and Jo Anne Rossy — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Gregory and Amy Rossyn — Smashing Walnuts
Robert Ross Jr. — Smashing Walnuts
Getty Rothenberg — Sharyn’s Angels Cancer Fund
Ron and Karen Muehl — Smashing Walnuts
Donald and Diane Roubicheck — Smashing Walnuts
Lynn Rubin — 100WomenStrong, 100WS Blue Jean Bling
John J. Ryan — Battle Ground Blast Pro/Am Golf Tournament
Edward and Katarina Ryan — Battle Ground Blast Pro/Am Golf Tournament
David and Sarah Ryckey — Smashing Walnuts
Maria and Laura Saccone — Smashing Walnuts
Carolyn Safier — Annual Fund
Marilyn Saltiel — Smashing Walnuts
Sharon Samuels — Smashing Walnuts
Michael and Lisa Samuels — Smashing Walnuts
Tamy Sankner — Smashing Walnuts
Roger W. Sant — Middlebny Film Festival, Anthony and Christine Scalici — Smashing Walnuts
Cindy Saufeld — 100WomenStrong
Bobbi Saufeld — 100WS Blue Jean Bling, GiveChoose 2014, Battleground Blast Pro/Am Golf Tournament
Karen Saufeld — 100WomenStrong, 100WS Blue Jean Bling
Diane Jackson and Connie Schneider — Smashing Walnuts
Eric and Leigh Schneider — Smashing Walnuts
Federico Schreiber — Smashing Walnuts
Flavio Scolari — Sharyns Angels Cancer Fund
David and Michelle Serigne — Smashing Walnuts
Amir Shamiri and Mari Monserate — Smashing Walnuts
David and Martha Shapir — Smashing Walnuts
Mary Ann Sheehan — Sharyns Angels Cancer Fund
Alan and Debra Shemesh — Smashing Walnuts
Joe and Peggy Shiloh — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Steve and Sandra Shipp — Smashing Walnuts
Denise Shuler — Smashing Walnuts
Sid and Peggy Silver — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Scott Silverman — Smashing Walnuts
Jeffrey and Laura Skigen — Smashing Walnuts
Jennette Skinner. Deming Herbert. Carlyle Herbert Dorrah — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Robert Smith and Steven Smith — Smashing Walnuts
David and Amy Smith — Smashing Walnuts
William F. and Pauline N. Smith — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
James and Silvia Souza — Smashing Walnuts
Latasia Spaulding — Smashing Walnuts
Charles Spirito — Smashing Walnuts
Michael and Cathleen Spies — Smashing Walnuts
Richard and Diane Squires — Smashing Walnuts
Susan Jane Stark — Annual Fund
Steve and Deborah Steinfeld — Smashing Walnuts
Kenneth Reid — Smashing Walnuts
Glenn and Lisa Stein — Smashing Walnuts
Ursula Stevens — Battle Ground Blast Pro/Am Golf Tournament
Howard and Anita Steller — Smashing Walnuts
Scott and Teppie Felizzi Stoll — Smashing Walnuts
Martin Stonkas — Smashing Walnuts
Joan and Patricia* Stout — Annual Fund, Battle Ground Blast Pro/Am Golf Tournament
Terry and John Stout — Smashing Walnuts
Lee Styles — 100WomenStrong
Boyd and Sandy Swaren — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
Valerie Swan — Smashing Walnuts
Stephen Swart — Smashing Walnuts
Benjamin Swart — Smashing Walnuts
Steven and Eileen Tayearts — Smashing Walnuts
Jan Terman — Smashing Walnuts
Edmund and Mary Taylor — Jim and Betty Herbert Family Fund in memory of Jim Herbert Sr.
David and Audrey Telford — Smashing Walnuts
J. Jim Thompson — Battle Ground Blast Pro/Am Golf Tournament
Yvonne Tierney — Smashing Walnuts
Scott and Anna Timmons — Smashing Walnuts
Jane Torman — Smashing Walnuts
Jared and Alice Trafton — Smashing Walnuts
Jim Trevell — Battle Ground Blast Pro/Am Golf Tournament
William Trot — Smashing Walnuts
Erin Tulik — Smashing Walnuts
Mary Twiss — Annual Fund, Childrens & Families Grants Program
Jordina and Barbra Utley — Smashing Walnuts
Diana and Arlene Utildky — Smashing Walnuts
Christopher and Maryanne Vallee — Smashing Walnuts
Bo and Deirdra Van Metre — Annual Fund
Stefan and Deborah Venable — Smashing Walnuts
Derek and Shirley Vestal — Smashing Walnuts
Lance and Heathler Walker — Smashing Walnuts
Steven and Eileen Tayearts — Smashing Walnuts
Jay Washburn — Wendy Hill Development Fund
Frederick and Mary Ellen Weber — Smashing Walnuts
E. Hughes and Susan* Web — Peter M. Howard Memorial Fund, Annual Fund and Children & Families Grants Program, 100WomenStrong, Battle Ground Blast Pro/Am Golf Tournament
Ann and Martin Weitz — Economic Development Microenterprise Grants Program
Mark andPalindrome Williams — Smashing Walnuts
Lee and Gita Weintraub — Smashing Walnuts
Robert Schreiber and Jill Weiss — Smashing Walnuts
Adam Weissman — Smashing Walnuts
Michael and Sharon Wells — Smashing Walnuts
John R. and Nancy West — Battle Ground Blast Pro/Am Golf Tournament
Henry and Celeste Wheelwright — Annual Fund, Children & Families Grants Program
Caryl White — 100WomenStrong, GiveChoose 2014, Economic Development Microenterprise Grant Program
Hans and Janet Widnaier — Smashing Walnuts
Adam Weissman — Smashing Walnuts
Darryl and Sandra Winter — Smashing Walnuts
Marshall Wishnack — Sharyn’s Angels Cancer Fund
J. Alexander Withers — Annual Fund
Darrin and Lisa Wisseldorf — Smashing Walnuts
David and Rachel Wood — Smashing Walnuts
Aaron Woodward — Smashing Walnuts
Christopher and Amber Vesper — Smashing Walnuts
Scott and Nicole Wylie — Smashing Walnuts
Jerry and Barbara Zimmer— Smashing Walnuts
Christopher and Tamara Yoder — Smashing Walnuts
Youngetroit — 100WomenStrong
Michael and Stacy Zimmerman — Smashing Walnuts
Michael and Michele Zuckerman — Smashing Walnuts

* Denotes current or immediate past Board Member or Committee Member
Mitchell & Co., P.C. Certified Public Accountants, issued an unqualified opinion on our financial review ended December 31, 2013. For a full copy, please contact us at (540) 687-5223 or aowen@cflnfc.org.

Donors who establish funds with the Community Foundation of Loudoun and Northern Fauquier Counties enjoy superior tax savings, investment diversification, and extraordinarily low administrative fees.

### 2013 SUMMARY FINANCIAL REVIEW

#### ASSETS
- Cash and Cash Equivalents: $873,213
- Gifts or Grants Receivable: $5,000
- Investments: $1,123,186
- Other: $2,720
- **Total Assets**: $2,004,119

#### REVENUES
- Contributions and Events: $1,214,387
- Investment Income: $40,580
- Gains on Investments: $89,403
- **Total Revenues**: $1,344,370

#### GRANTS AND EXPENSES
- Charitable Grants: $601,713
- Less Grants From Agency Endowment Funds: $4,500
- **Total Grants and Expenses**: $597,213

#### Change in Net Assets: $573,870
- Net Assets at Beginning of Year: $1,028,152
- **Net Assets at End of Year**: $1,602,022

### 2013 FINANCIAL SNAPSHOT

#### ASSETS

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$389,718</td>
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<tr>
<td>2007</td>
<td>$622,022</td>
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<tr>
<td>2008</td>
<td>$568,867</td>
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<tr>
<td>2009</td>
<td>$726,074</td>
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<tr>
<td>2010</td>
<td>$923,565</td>
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<tr>
<td>2011</td>
<td>$1,058,777</td>
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<tr>
<td>2012</td>
<td>$1,358,450</td>
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<tr>
<td>2013</td>
<td>$2,004,119</td>
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</tbody>
</table>

#### INVESTMENT RATE OF RETURN

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate of Return</th>
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<tbody>
<tr>
<td>2006</td>
<td>12.88%</td>
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<tr>
<td>2007</td>
<td>6.47%</td>
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<tr>
<td>2008</td>
<td>-29.98%</td>
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<tr>
<td>2009</td>
<td>14.19%</td>
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<tr>
<td>2010</td>
<td>30.08%</td>
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<tr>
<td>2011</td>
<td>-1.90%</td>
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<tr>
<td>2012</td>
<td>13.70%</td>
</tr>
<tr>
<td>2013</td>
<td>16.80%</td>
</tr>
</tbody>
</table>

#### TOTAL GRANTS

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$50,133</td>
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<tr>
<td>2007</td>
<td>$53,435</td>
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<tr>
<td>2008</td>
<td>$59,945</td>
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<tr>
<td>2009</td>
<td>$80,750</td>
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<tr>
<td>2010</td>
<td>$94,130</td>
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<tr>
<td>2011</td>
<td>$180,131</td>
</tr>
<tr>
<td>2012</td>
<td>$149,800</td>
</tr>
<tr>
<td>2013</td>
<td>$601,713</td>
</tr>
</tbody>
</table>

Unrestricted Community Endowment: $38,457
Agency Endowment: $364,082
Designated Endowment: $360,903
Field-of-Interest Endowment: $839,640
Donor-Advised Endowment: $142,787
Acorn Funds & Unrestricted Funds not Designated: $202,235
A COMMUNITY SNAPSHOT

LOUDOUN & FAUQUIER COUNTIES

Of the households in our service footprint, between 20% to 25% depend on the Supplemental Nutrition Assistance Program (SNAP).

Between 17%-25% of children in area schools meet requirements for free or reduced lunch.

More than 5,570 people relied on the services of Free Clinics.

Local philanthropy is essential to a vibrant, healthy community. You can touch it, track it, and see it. We hope you partake in it and the Community Foundation for Loudoun and Northern Fauquier Counties.

NONPROFITS STATEWIDE

Nonprofit workers and full-time equivalent volunteers represent the third largest employer among all Virginia industries.

Virginia’s nonprofits steward $78 Billion in Assets, Generate $39.2 Billion in Revenue & Expend $37.9 Billion.

That’s $4,725 per capita in the State.

Support of our nonprofits community touches lives in essential and critical ways. Philanthropy and the charities it fuels is an integral part of our economy, workforce, and community health.

COMMUNITY FOUNDATION FOR LOUDOUN AND NORTHERN FAUQUIER COUNTIES

(540) 687-5223    CFLNFC.org

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