



20

18

*I wish to have a
princess bedroom*

Emelyne, 6
cancer

Make-A-Wish®
GREATER VIRGINIA



Together,

**WE CREATE LIFE-CHANGING WISHES
FOR CHILDREN WITH CRITICAL ILLNESSES.**

Dear Make-A-Wish Friends,

The 2018 fiscal year was an exciting one for Make-A-Wish Greater Virginia, and it is all thanks to you. This year, we were able to grant 174 life-changing wishes for children throughout the state – that’s a wish nearly every 48 hours! Our continued success at Make-A-Wish is only achieved with great people and great relationships. It’s through your generous support – our community of donors, staff, volunteers, medical professionals and sponsors – the real heart and soul of the organization – that we will reach our vision of granting a wish for every eligible child.

Currently, Make-A-Wish grants the wishes of only half of the eligible children in our country. Therefore, we have a significant opportunity and obligation to raise the necessary revenue so every one of these children receives a wish. We are enthusiastic to work with our incredible team on this top priority, because together, we know we can make the “impossible possible” for every eligible child. We are deeply committed to protecting and extending our amazing legacy here in Virginia that began in 1987, and look forward to our bright future.

As you read through the information in the Fiscal Year 2018 annual report, please remember how important you are to all the progress we have made ... and all that is yet to come. Your impact is profound and meaningful. Thank you for your commitment to our organization and the countless lives we transform each year.

Catherine C Keiger

Catherine C. Keiger
2018 Chair, Board of Directors

Sheri Lambert

Sheri Lambert
President & CEO

OUR YEAR, BY THE

numbers



We granted **174** *life-changing wishes* for children in Virginia



89 percent of healthcare professionals surveyed believe a wish experience can influence a wish kids' physical health



Our total wish cost funded by in-kind donations was **51 percent**



We coordinated **7** *wish assists*, where wishes bring kids to our community from other chapters



We met all **20 benchmarks** set by the Better Business Bureau to be an accredited charity



Wish kids traveled **359,234 miles** with their families for their wishes

Types of wishes we granted in Fiscal Year 2018



To be: 1%



To meet: 8%



To have: 15%



to go: 76%



174

..... WISHES GRANTED
..... FISCAL YEAR 2018
.....
.....
.....





“A wish is unlike anything else you can give a child. It gives them opportunity to live and to be free.”

ANUP PATEL, MD
PEDIATRIC NEUROLOGIST
NATIONWIDE CHILDREN'S HOSPITAL



VOLUNTEERS PROVIDE LONG-LASTING

strength



Volunteer Impact

As an organization founded by volunteers, the tremendous impact a volunteer can have on the life of a child is never far from our minds at Make-A-Wish Greater Virginia. Volunteers make our mission possible, and we are deeply grateful for our volunteers' generous donations of time and talent. Because of their unwavering dedication, we have been able to grant more than 4,900 wishes since we were founded in 1987. We are so fortunate to have enthusiastic and committed volunteers by our side as we work towards achieving our vision of granting every eligible child's wish.



We welcomed **50 new volunteers** during Fiscal Year 2018.



200 dedicated volunteers generously gave **3,284 hours** of their time to transform the lives of local children.



Hours contributed by volunteers equates to a **monetary contribution of \$90,310!**



Wish Champion



In June of 2018, Rich joined the Make-A-Wish team as a wish granter volunteer. Before his first year of volunteering was complete, Rich had already helped grant seven wishes from start to finish. After meeting a former wish child, and hearing her story, Rich knew that Make-A-Wish was where he was supposed to be volunteering his time.

Rich's favorite part of volunteering with Make-A-Wish is working with the wish family and staff through the entire wish journey, though he has really come to enjoy the initial phone call with the family. During that call the volunteers get to introduce themselves and share why they are contacting the family. It is really the start of the child and family's wish journey, and is the foundation of the relationship that forms between wish granter and wish family.

"The parents and kids are dealing with so much, and we get to come in and ask for nothing (except for their wish) and offer a great experience," Rich shared about his experience as a wish granter volunteer. "The wish coordinators are so great and so thorough that we can be confident that the experience for the kids and the families will be great."

“Communicating that excitement and optimism to the family is such a privilege. They start out not knowing what to expect, and we get to help them see how the wish process works and watch them grow more excited and less unsure – it’s a blast!” - Rich



Rich Russell

future



Investor in our Mission



Each of our donors makes a profound, life-affirming impact through wishes for local children throughout communities in Virginia. We understand that there are many worthy organizations for donors to consider when making gifts of hard-earned dollars and precious time, and we are proud of the way we manage and safeguard the generous contributions we receive to fulfill our mission.

Jim Riley has been an enthusiastic supporter of Make-A-Wish Greater Virginia, and he is driven to help every eligible child experience the healing power of a wish. Jim joined our Board of Directors in 2014 and chaired our Strategic Planning Task Force in 2017. He has engaged his entire family, raising funds for our Walk For Wishes each spring. His strategic leadership, support, and engagement have been truly invaluable for the continued growth of our mission.



“It is a great joy for me to support the mission of Make-A-Wish. While I am fortunate to have three healthy children, I can’t imagine the emotional strain and difficulties that families with children who have critical illnesses go through,” Jim shared. “It is very powerful to know that the hope and excitement the program creates for our wish kids truly has a life changing impact on them and can improve their outcome. The combination of these two factors compels me to support Make-A-Wish in their very important work.”



Giving Societies

Cornerstone Society

Membership in the Cornerstone Society provides the opportunity to directly support making wishes come true, fund unrestricted giving, or assist a specific area within our chapter. Membership is pledge-based and requires a five-year commitment. We are deeply grateful to our Cornerstone Society members: Mr. and Mrs. Matthew R. Aprahamian, Mr. and Mrs. Chris Cavanagh, Maria A. Curran, Jason and Lara Davenport, Mr. David Forster, Michael and Lynette Gallagher, Julia Blair and William Hunter, Sheri and Rodney Lambert, Rennie M. McAllister Charitable Fund, Carol A. McCoy, Ian and Courtney Orensky, Mrs. Jennifer Sictor, and The Main Street Group.

Fairy Godmother Society

The Fairy Godmother Society was created and inspired by those who have raised the most support through previous W.I.S.H. Circle events. Membership is pledge-based and requires a five-year commitment. We would like to recognize our Fairy Godmother Society members: Cathy and Lee Keiger, Barbara and James McCarthy, The Pretty Real Estate Group, LLC, Mrs. Julia H. Anderson, and Meredith Sanderlin Thrower.





SIGNATURE EVENTS THAT

inspire

Walk For Wishes



On May 5, 2018, we hosted our Fifth Annual Walk for Wishes! About 800 walkers joined us at Stony Point Fashion Park for this community-wide fundraiser, and it was a wonderful event full of family-friendly fun. Together, participants and sponsors raised nearly \$170,000 to grant the wishes of local children.



W.I.S.H. Circle

W.I.S.H. Circle (Women Inspiring Strength and Hope) honors outstanding women for their significant contributions to the community, their career and their personal passion and commitment to Make-A-Wish. W.I.S.H. Circle is a unique opportunity for women to network with other incredible individuals, inspire women in our community to make a difference in the lives of local children and bring hope when it's needed most. Each honoree committed to raising a minimum of \$10,000, which is the average cost of a wish.

In March 2018, Make-A-Wish Greater Virginia held its annual W.I.S.H. Circle Richmond Luncheon. Our 2018 W.I.S.H. Circle Richmond honorees included Paige Clay, Kate Crone, Dr. Nikki Miller Ferguson, Emily Fishburne, Robin Heath-Kahn, Mary Leipertz, Tracy McGuire, Courtney Orensky, Holly Shaheen, Dr. India Sisler, and Courtney Worrell. Each year, the honoree who has raised the highest amount is crowned the event's Fairy Godmother, and we were thrilled that Courtney Worrell was crowned the 2018 W.I.S.H. Circle Richmond Fairy Godmother! Together, this incredible group of women raised more than \$190,000 to grant wishes for local children.

In Fiscal Year 2018, we also held the second annual W.I.S.H. Circle Hampton Roads. The honorees were Rita Bunch, Lisa Hartman, Terri Lavenstein, Deborah Morewitz, Julie Trudell, and Lucy Williams. These dedicated women raised more than \$76,000 to help grant wishes! Terri Lavenstein was crowned the W.I.S.H. Circle Hampton Roads Fairy Godmother during the event.



Courtney Worrell
W.I.S.H. Circle Richmond
Fairy Godmother



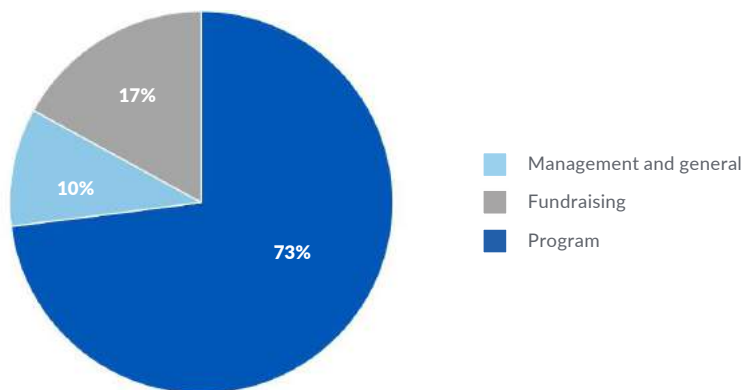
Terri Lavenstein
W.I.S.H. Circle Hampton Roads
Fairy Godmother

Financials

Statement of Activities

Year ended August 31, 2018

| | |
|---|-------------|
| Total revenue | \$3,171,958 |
| Expenses | |
| Program services | |
| Wish granting | \$2,115,016 |
| <i>Total program services</i> | \$2,115,016 |
| Support services | |
| Fundraising | \$418,325 |
| Management and general | \$235,341 |
| <i>Total support services</i> | \$653,666 |
| <i>Total program and support expenses</i> | \$2,768,682 |
| Change in net assets | \$403,276 |
| Net assets, beginning of the year | (\$647,760) |
| Net assets, end of the year | (\$244,484) |
| Total liabilities and net assets | \$1,372,662 |





*I wish to have
an orange bike*

Matt, 3
brain tumor

DONORS HELP GRANT WISHES THAT



transform

Individuals and Family Foundations (\$1,000+)

| | | | |
|---------------------------------------|--|---|---|
| Mr. Michael Abatzis | Bryan and Debra Coleman | Julia Blair and William Hunter | William and Danielle Reubel |
| Mrs. Heather Adams | Mr. Charlie Colpo | Mr. Richard Hutchison | Riley Family Fund of the Community Foundation for a greater Richmond |
| Ms. Jane Adams | Ms. Glenice Coombs | Andrew and Shirley Joel | Suzanne B. Roski |
| Ms. Nancy Adams | Mr. Steven Crawford | Cathy and Lee Keiger | Flora and Davin Satterwhite |
| Mr. and Mrs. Michael G. Alexander | Maria A. Curran | Mrs. Martha Keiger | Mrs. Jennifer Sictor |
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| Mrs. Julia H. Anderson | Jason and Lara Davenport | Mr. William J. Lagos | Mrs. Nancy Simmons |
| Mr. Martin Anderson | Mr. Scott R. Davila | Sheri and Rodney Lambert | Mrs. Catherine I. Sir |
| Mrs. Sarah B. Andrews | Ms. Sandra Domke | Mr. Martin Landry | Dr. India and Michael Sisler |
| Anonymous | Ms. Mary Doublet | Ms. Terri Lavenstein | Mr. Jeff Slosman |
| Mr. and Mrs. Matthew R. Aprahamian | Milton and Patsy Drummond | Ms. Debi Liptrap | Dr. Craig Stella |
| Kenneth and Linda Aspinall | Ms. Mary Dupee | Elizabeth and Brian Long | Ms. Terry Thompson |
| Ms. Marcia Barton | Jim and Sharon Ellen Charitable Fund of the Community Foundation for a greater Richmond | Mr. Marty G. Martter | Meredith Sanderlin Thrower |
| Mr. Robert J. Berkstresser | Ms. Donella Filliger | Rennie M. McAllister Charitable Fund | Mrs. Julie Trudell |
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| Mrs. Elise M. Brickhouse | Brian and Judith Foley | Carol A. McCoy | Dr. and Mrs. Gary Tye |
| Mrs. Kim Briele | Mr. David Forster | Steven and Terri McSweeney | West Charitable Trust |
| Paul and Allison Brunett | Richard and Susan Friedman | Mr. Hal Miller | Gus Wetzel Family Foundation |
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| Ms. Eda Cabaniss | Mr. and Mrs. Thomas E. Gottwald | Mr. and Mrs. Mark F. O'Neil | Ms. Minta D. Wood |
| Nikoloas and Stephanie Cametas | Ms. Peggy G. Granberry | Ian and Courtney Orensky | Catherine and Henry Wood Charitable Fund Grant of the Peninsula Community Foundation of Virginia |
| Stefan and Jody Cametas | Mr. Vince Groome | Mr. Alex Paoletto | Mr. Michael Woody |
| Mrs. Becky S. Carr | Mrs. Susie P. Hamilton | Mrs. Patricia B. Pearman | Robert and Courtney Worrell |
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| Mrs. Paige Clay | | Ms. Karlu Rambhala | |
| | | Frank and Sue Reichel | |

Corporations and Foundations (\$1,000+)

| | | | |
|--|---|---|---|
| Allscripts | G. L. Howard, Inc. | Northern Trust | The Conduent Foundation |
| Allstate Giving Campaign | Gardner Orthodontics | Northrop Grumman Charity Trust Account | The Main Street Group |
| American Woodmark Foundation, Inc. | GE Foundation | Old Dominion Freight Line, Inc. | The NewMarket Foundation |
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| | Newport News Municipal Employees Credit Union | | |

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| | | | |
|------------------------------------|----------------------------------|---------------------------------------|---|
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| Anonymous | Dixie Trailer Sales, Ltd. | Margaritaville Resort Key West | Sheraton Station Square Hotel |
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| Aulani | Give Kids the World, Inc. | Mr. David Scott | Stafford Limousine dba Love Limousine |
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| | MA Transportation | | |

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