



2019

*I wish to be  
a member of  
the SWAT Team*

**Matthew, 9**  
cystic fibrosis

Make-A-Wish®  
GREATER VIRGINIA



# Wishes

**PLAY AN INTEGRAL ROLE IN A CHILD'S TREATMENT  
PROTOCOL, HELPING THEM STAY STRONG IN THE FIGHT  
AGAINST THEIR ILLNESS.**

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Dear Friends,

Make-A-Wish Greater Virginia is proud to have granted 183 wishes in Fiscal Year 2019. In January 2019, we reached an incredible milestone that wouldn't have been possible without you: 5,000 wishes granted for local children battling critical illnesses.

It truly has taken a village to grant each of these 5,000 transformative, life-affirming wishes to children in Virginia. Individual donors, corporations, foundations, community groups and our hundreds of volunteers are an integral part of each wish through their generosity and commitment to granting wishes.

As we look to the years ahead, we look forward to working with communities across Virginia to empower the children we serve. Research shows that children who have had their wish granted can build the physical and emotional strength they need to fight a critical illness.

As the world's leading wish granting organization, we believe strongly in what we do and champion the power of our mission, as well as the positive impact it continues to make throughout Virginia and far beyond.

Your unwavering support has made an immeasurable impact for 5,000 children and families, and continues to be essential as we work towards our vision of granting every eligible child's wish. We appreciate your time, effort and thoughtful consideration of the wish children and families we serve.

*Catherine C Keiger*

Catherine C. Keiger  
2018 Chair, Board of Directors

*Sheri Lambert*

Sheri Lambert  
President & CEO



OUR YEAR, BY THE

# numbers



We granted **183** *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 **57 percent**



We coordinated **3** *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 to **48** *different destinations* with their families for their wishes

## Types of wishes we granted in Fiscal Year 2019



To be: 1%



To meet: 10%



To have: 15%



to go: 74%





# 183

WISHES GRANTED  
FISCAL YEAR 2019





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

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ANUP PATEL, MD  
PEDIATRIC NEUROLOGIST  
NATIONWIDE CHILDREN'S HOSPITAL

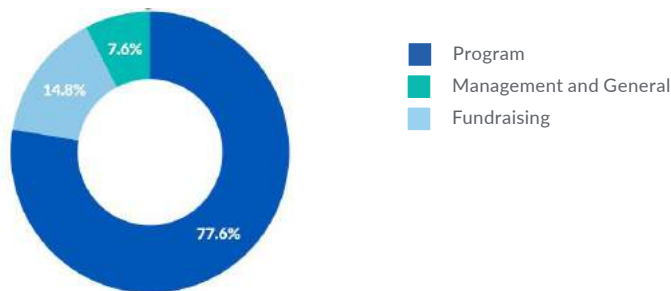


# Financials

## Statement of Activities

Year ended August 31, 2019

Total revenue	\$ 2,997,563
Expenses	
Program services	
Wish granting	\$ 2,421,924
<i>Total program services</i>	\$ 2,421,924
Support services	
Fundraising	\$ 468,865
Management and general	\$ 244,157
<i>Total support services</i>	\$ 713,022
<i>Total program and support expenses</i>	\$ 3,134,946
Change in net assets	(\$137,383)
Net assets, beginning of the year	
Before change in Accounting Policy	(\$244,484)
Change in accounting policy	\$1,218,871
Net assets, end of the year	(\$1,082,488)
Total liabilities and net assets	\$1,239,450





*I wish to have  
an orange bike*

**Matt, 3**  
brain tumor



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 5,000 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 **85 new volunteers** during Fiscal Year 2019.



**277 dedicated volunteers** generously gave **3,850 hours** of their time to transform the lives of local children.



Hours contributed by volunteers equates to a **monetary contribution of \$104,720**





## Wish Champion



After retiring, Edith was looking for impactful ways to give back to her community. She was reading a magazine and happened to come across an article about Make-A-Wish, and as she says, she was “hooked immediately.” Edith has since been an important part of the Make-A-Wish Greater Virginia team as both a wish granter volunteer as well as an office volunteer.

“I would have a hard time choosing a favorite moment,” shared Edith. “One wish that really stands out was a child’s wish to go to the MTV Video Awards Show. When we interviewed her to find out her heartfelt wish, she had a list of all the things she wanted to do at this event and was so very animated about it. We knew this was her one and only wish. This wish was granted in fall, 2017 and I was not here to be a part of her wish celebration. I was at a Make-A-Wish event a year or so later and this family was one of the families speaking about their wish experience. I spoke with the family and the wish child. She recalled so many details of her wish and expressed such joy and excitement even more than a year later. These wishes clearly make a lasting impression.”

We are so grateful for all of the volunteers who help make our mission possible. Granting wishes is only possible with dedicated volunteers like Edith, and we are forever grateful!

***“Being a wish granter has allowed me to get to know some amazing wish kids and amazing families. It is a wonderful feeling of accomplishment to see a wish come true for these kids and to know that I helped make it happen.” - Edith***



Edith, left, with wish kid Abby and her family at her wish celebration.

# 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.

Julia Anderson serves on our Board of Directors and is the Global Chief Information Officer at Smithfield Foods. She has been involved with our chapter since 2016, and Smithfield has been an unwavering supporter of granting wishes for local children.

“My first experience with the organization in 2016 was being invited as a Wish Circle Honoree to learn more about Make-A-Wish and join in events and raise money to fund local wishes,” Julia said. “It was a great privilege to be included in the WISH circle, not only to be part of the community, but to be challenged to actively participate in the campaign to raise a fund to grant wishes for local children. I was thrilled to experience firsthand what it takes to accomplish that goal and contribute to the empowerment of children and their families.”

Research shows that companies who give back experience greater employee retention, higher levels of brand ambassadorship and more enthusiastic employees. For Julia, working for a company that emphasizes service to others has been especially rewarding. “I have learned over my career that I am happiest when I work for and with companies that are committed to acting responsibly and giving back to their local communities,” Julia shared. “At Smithfield, making a difference in the places where we live, work and raise our families is a key component of our industry-leading sustainability program. I am proud to represent our company as we support Make-A-Wish, both through my board membership and Smithfield’s donations. We believe that the wishes feed the souls of the children and their families and I am personally touched on how the data shows that a wish experience can change the lives of everyone involved, from the wish child and their family, to medical workers and the community at large.”





SIGNATURE EVENTS THAT

# *inspire*



## 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. Each honoree committed to raising a minimum of \$10,000, which is the average cost of a wish, and the honoree who has raised the highest amount is crowned the event's Fairy Godmother.

Our 2019 W.I.S.H. Circle Richmond honorees included Mary K. Butler, Julia Caperton, Currie Costen, Jenny Courain, Robin Foster, Michelle Logan, Shannon Milligan, Kathleen Mills, Katie Ukrop, and Team Rainraps - Stacy Struminger & Rachel Teyssier. We were thrilled that Jenny Courain was crowned the 2019 W.I.S.H. Circle Richmond Fairy Godmother! Together, this incredible group of women raised more than \$150,000 to grant wishes for local children.

We also held our inaugural W.I.S.H. Circle Blue Ridge. The honorees were Jaime Clark, Sarah Coleman, Katy Cookston, Kristin Elder, Robin Kahl, and Misty Reed. These dedicated women raised more than \$100,000 to help grant wishes! Sarah Coleman was crowned the W.I.S.H. Circle Blue Ridge Fairy Godmother during the event.



Sarah Coleman



Jenny Courain



## Walk For Wishes

In April 2019, we hosted our Sixth Annual Walk for Wishes! More than 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. From tons of kids activities, to a wish reveal and even a marching band to celebrate at the finish line, it was such a terrific day, and we are grateful to all who participated!

Together, participants and sponsors raised nearly \$180,000 to grant the wishes of local children.



DONORS HELP GRANT WISHES THAT



# *transform*

## Corporations and Foundations (\$1,000+)

AB Homes LLC	H. W. Blankenship & Sons, Inc.	Robert G Dashiell, Jr., Inc.	Virginia Tech Chi Omega
ACAC Fitness & Wellness Centers	Hunter Hanger & Associates PC	Ruth & Ollie	We Promise Foundation
Allscripts	IBM Employee Services Center	RVA Home Team brokered by eXp Realty	Wegmans Food Markets
Allstate Giving Campaign	Interim Healthcare	Sentara Healthcare	Worldwide Small Change Foundation, Inc.
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American National Bank & Trust Company	James River Construction	Shamrock Environmental Corporation	YourCause LLC Trustee for PepsiCo Foundation
American Woodmark Foundation, Inc.	KBS, Inc.	Sheetz Family Charities	ZM Sheet Metal, Inc.
Asset Protection Group	Kelly Thoden Memorial Fund, Inc	Shoofly Dairy Bar	Washington and Lee University Chi Omega
Bridgewater Marina	Kerneos, Inc.	Smithfield Foods Foundation	Mechanicsville Lions Club
Car Donation Foundation	Kings Dominion	Smithfield Support Services	Collegiate School
CarMax Foundation	Langley Federal Credit Union	SOLitude Lake Management	Wishmakers at Virginia Tech
Community Auctions, LLC	LeClairRyan	Stafford Parents Gymnastics Association	Mills E. Godwin High School
The Conduent Foundation	Ledcor Management Services	STIHL Incorporated	Midlothian Middle School
Cornerstone Homes	Magellan Cares Foundation	TD Ameritrade Clearing	Manchester-Richmond Lodge No. 699, Loyal Order of Moose
Davenport & Company	The Main Street Group	Timmons Group	Norfolk Academy
Dominion Energy Charitable Foundation	Markel Corporation	Traffic Control Services	Rotary Club of South Richmond
The Fauquier Bank	McGeorge Toyota	Tri-State Utilities	The Steward School
Fidelity Brokerage Services, LLC	NAE Federal Credit Union	United Healthcare Services Inc.	
Fidelity Investments	Newport News Municipal Employees Credit Union	University of Virginia Chi Omega	
Flooring RVA	Nicko Sports	Veterans United Foundation	
Freedom First Credit Union	Patient First	VFW of the US Post Number 2239	
Fulton Bank	Predxion Media	Virginia Credit Union League	
GE Foundation	Beth Pretty - Pretty Real Estate Group, LLC	Virginia Estate & Trust Law, PLC	
G. L. Howard, Inc.	Publix Super Markets Charities, Inc.		
Geico Philanthropic Foundation			

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

Ms. Nancy Adams	Mr. and Mrs. Michael Gallagher	Ian and Courtney Orensky	West Charitable Trust
Ms. Jane Adams	Mr. J. W. Gaynor	Mrs. Patricia B. Pearman	Mr. and Mrs. Edsel Wilkinson
Melissa Ann Alexy	Mr. Tom Gibbs	Tony and Amy Pearman	William G.Reynolds Jr. Charitable Foundation
The Aprahamian Family	Ms. Peggy G. Granberry	Perkins Family	Mr. W. Lewis Witt
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Ms. Evelyn Fenley	Mr. and Mrs. Bill S. Mistr	Mr. and Mrs. James E. Ukrop	
Mr. David Forster	Mr. and Mrs. Mark F. O'Neil	Julia Caperton Vukaj	
		Ms. Jackie Ward	
		Ms. Melinda Weidman	



# 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:

*Transformation Level*  
Ms. Rennie Mitchell McAllister

*Joy Level*  
Maria A. Curran, The Main Street Group

*Star Level*  
Carol A. McCoy, Jennifer and Joseph Sictor

*Partner Level*  
The Aprahamian Family, Mr. and Mrs. Chris Cavanagh, Jay and Lara Davenport, Mr. David Forster, Mr. and Mrs. Michael Gallagher, Julia Blair and William Hunter, Sheri and Rodney Lambert, Elizabeth H. Long, Ian and Courtney Orensky

## 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:

*Gold Star Member*  
Barbara and James McCarthy


*Silver Star Member*  
Cathy and Lee Keiger

*Blue Star Member*  
Mrs. Julia H. Anderson, Beth Pretty - Pretty Real Estate Group, LLC,  
Meredith Sanderlin Thrower, Courtney Wetzel Worrell

*Crystal Star Member*  
Melissa Ann Alexy



## In-Kind Donors (\$1,000+)



Access Advertising & PR	Mr. Brian Dismore	Martin Marietta	Storybook Studios
American Airlines	Disneyland Resort	Miami Marlins	Topgolf
Anonymous	Enterprise Holdings	Nationals Park	Universal Studios Hollywood
Anytime Limousines, LLC	Give Kids the World, Inc.	New York Yankees	VA Executive Sedan & Limousine Service
Atlantis	Grand Hyatt	Paradise Pier Hotel Disneyland Resort	Walt Disney World
Aulani	Hilton Waikoloa Village	Royal Caribbean International	WWE
Avis	Hotel Monaco	S.L. Williamson Co.	
Ms. Megan Belcher	Island Dolphin Care	Sheraton Waikiki	
Cabela's	JetBlue	Southwest Airlines	
Camping World	Lowe's	Stafford Limousine dba Love Limousine	
Carreras Jewelers	Make-A-Wish Foundation of America	Stony Point Fashion Park Associates LLC	
Chena Hot Springs Resort	Marquis		
Dallan Construction, Inc.	Marriott Courtyard - Downtown Richmond		
Delta Airlines			



*I wish to be  
a pop star*

**Kaylin, 8**  
gastrointestinal  
disorder



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