



Washington Area  
Women's Foundation

inspiration



innovation



impact

# Creating Paths to Opportunity

2005/2006 Annual Report

# Washington Area Women's Foundation

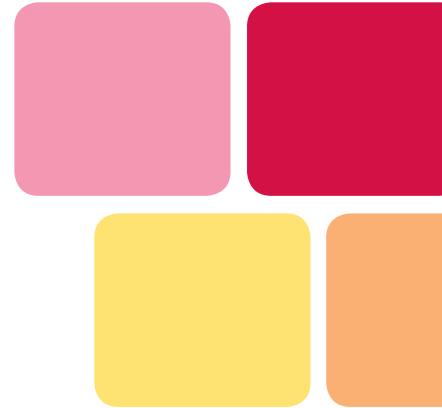
## Grantee Partners

African American Women's Resource Center  
Alternative House  
Asian Women's Self-Help Association, Inc.  
Avery House: Halfway House for Women and Children  
Ayuda  
Bethel House  
Boat People SOS  
Capital Area Asset Building Corporation  
Capital Commitment, Inc.  
Central American Resource Center  
CASA of Maryland  
CFED  
Centro Familia  
Child Center and Adult Services  
Child and Family Network Centers  
Children's National Medical Center: Teen Life Clubs  
Chinatown Service Center  
Community Bridges  
Community Ministry of Montgomery County  
Community Preservation Development Corporation  
Community Tax Aid  
Computer C.O.R.E.  
Council of Latino Agencies  
Covenant House  
Crittenton Services of Greater Washington  
Crossway Community, Inc.  
DAARA, Inc.  
D.C. Employment Justice Center  
D.C. Rape Crisis Center  
D.C. Redwings  
D.C. Women's Agenda  
Digital Sisters, Inc.  
Empower Girls, Inc.  
End Time Harvest Ministries, Inc.  
Facilitating Leadership in Youth  
Family Support Center  
Foundation for Appropriate and  
    Immediate Temporary Help  
Friends of Guest House, Inc.  
From Streets to Skills, Social Services, Inc.  
Goodwill of Greater Washington/WORC  
Greater Washington Board of Trade  
Hispanics Against Child Abuse and Neglect  
Homestretch  
House of Ruth  
Housing Counseling Services  
Interstages, Inc.  
Into Safe Arms of Northern Virginia  
JHP, Inc.  
Jubilee Jobs  
La Colectiva – Multicultural Non-profit Village  
Latin American Youth Center  
Laurel Advocacy and Referral Services  
Life Skills Workshop, Inc.  
Lydia's House  
Manna, Inc.  
Marshall Heights Community  
    Development Organization, Inc.  
Mary's Center for Maternal and Child Care, Inc.  
Metropolitan Washington Airports Interfaith Chapel  
My Sister's Place  
New Neighbors Education Center of Northern Virginia  
NOVACO  
Northern Virginia Family Service  
Our Place, D.C.  
Passion for Learning, Inc.  
Polaris Project  
Prince George's Child Resource Center, Inc.  
Ramona's Way  
Rebecca Project for Human Rights  
Silver Spring Interfaith Housing Coalition  
Sister to Sister/Hermana a Hermana  
Southeastern University  
Southern Institute on Children and Families –  
    Southern Business Leadership Council  
Strategic Community Services:  
    Teen Parents Rite of Passage Program  
STRIVE DC, Inc.  
Suitland Family Life and Development Corporation  
The Tahirih Justice Center  
Tenants & Workers United  
Through the Kitchen Door International, Inc.  
The Training Source, Inc.  
Trinity University  
Urban Alliance Foundation  
The Urban Institute  
Virtuous Enterprises, Inc.  
Washington Middle School for Girls  
Wider Opportunities for Women  
The Women's Center  
Women Empowered Against Violence  
WVSA Arts Connection  
YWCA of the National Capital Area  
The Young Women's Project



Washington Area  
Women's Foundation

# Creating Paths to Opportunity



“I know what it feels like when you have children to feed and you don't have a job. Nothing is certain. You don't know where your life is headed. You feel like you can't make plans. I've been there. To women in that situation, I would say: Never give up. If you have a dream, hold onto it. Because there are caring people out there ready and willing to help you along the path to opportunity.”

Tracey Turner, recent graduate of Marshall Heights Community Development Organization's workforce development program

## Mission

Washington Area Women's Foundation's mission is to foster a powerful wave of philanthropy to improve the lives of women and girls through:

- Expanding and leveraging women's philanthropy;
- Increasing social change philanthropy in our community;
- Providing programmatic, operational and grantmaking resources to local organizations; and,
- Serving as a regional voice for women and girls.

By making a collective investment in our community, we can ensure that every woman and girl has the tools she needs to reach her full potential: That's the power of giving together.

# Washington Area Women's Foundation Board of Directors

## Board Members 2006-2007

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C. Lynn McNair  
Lori Weinstein

## Board Members 2005

Jan Brandt  
Lisa Fuentes  
Ruth L. Goins

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Ruth L. Goins, 2001-2003  
Marion Ballard, 1999-2001  
  
Lisa Osborne Ross  
Anne Mosle, 1998-1999  
  
Lisa Osborne Ross  
Lori Weinstein  
Anne Mosle, 1998-1999  
  
Lois Slavkin, Chair  
Steering Committee

## Honorary Council

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Elizabeth Boris  
Kathy Bushkin  
Kae Dakin  
Thomasenia Duncan  
Marian Wright Edelman  
Nancy M. Folger  
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Judith Lichtman  
Felicia Lynch  
Hilda Howland Mason  
Sacha Millstone  
Constance Morella  
Anne Morrison  
Deborah Ness  
Eleanor Holmes Norton  
Belle Brooks O'Brien  
Kimberly Otis  
LeRoy Pingho  
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Vivian Pinn, M.D.  
Julie L. Rogers  
Lisa Osborne Ross  
Sharon White Senghor  
Marjorie Share  
Marjorie R. Sims  
Lois Slavkin  
Jane Smith  
Jamiene Studley  
Linda Tarr-Whelan  
Helga Tarver

# Leadership Message

What does the path to opportunity look like?

Washington Area Women's Foundation, the only region-wide foundation focused solely on investing in the economic potential of women and their families, is determined to find out.

The opportunity and the need are substantial for women and their families in our region, and the reward for investing in women and girls is a thriving community. At The Women's Foundation, we are inspired daily by stories such as those of the women and girls chronicled here, and by the non-profit and diverse philanthropic leaders across our community who support their journeys. In the past two fiscal years, we reveled in countless instances of inspiration meeting possibility — supported by our analysis, strategic programming and ultimately, results.

In our quest to make the greater Washington metropolitan area a place for women and girls and their families to thrive, we are making real progress:

**Stepping Stones:** In 2005, we formally launched Stepping Stones, a strategic 10-year initiative derived from the groundbreaking research of *The Portrait Project*. Its exciting and early successes include:

- Securing \$5 million from national, local, corporate and individual donors investing in new, innovative Grantee Partner organizations over 10 years. In just the first year, we made \$1,019,500 in grants and served 6,000 women.
- Catalyzing cross-sector discussions and information on the importance of the living wage, which resulted in a living wage for all D.C. government employees; and,
- Creating more than 120 new partnerships between non-profits and businesses through our unique approach to collaboration with local, individual and national philanthropies.

**Creating a Powerful Wave of Philanthropy:** In addition to Stepping Stones, The Women's Foundation continues to grow women's philanthropy, including:

- The launch of the African American Women's Giving Circle, resulting in a pooled \$125,000 supporting organizations that serve African American young women and girls;
- The second successful cycle of the Rainmakers Giving Circle, which granted \$89,500 in 2005 and 2006; and,
- Two successful annual Leadership Luncheons — attended by 900 and raising \$500,000 in 2005 and more than \$625,000 in 2006 with more than 1200 attendees.

**Supporting Innovation and Impact:** We have grown in all areas of our programmatic support: grantmaking, impact and revenue. Highlights include:

- Grantmaking for 2005 exceeded \$750,000, and grew by 50 percent to \$1,054,000 in 2006 — an increase of 224 percent since 2004;
- Open Door grants provided \$334,000 in capacity building geared towards long-term growth, impact and effectiveness for Grantee Partners in their work to serve area women and girls; and,
- Compared to the top 25 new foundations created since 1996 in the region, The Women's Foundation ranked #11 in direct local grantmaking.

Creating lasting change is hard work, and the journey is reflected in the following stories of innovation, impact and inspiration. It is these stories that bring our mission alive in the many donors, Grantee Partners and wonderful women and families we are honored to serve.

To our many, essential partners — including individual and institutional donors, business and community leaders, non-profit organizations, Board, Honorary Council members and staff — thank you for the difference you have made by contributing to our collective impact.

From one woman to another, from one girl to the next, across neighborhoods and rivers, we are, together, making our community a better place.

Sincerely,  
Donna Callejon, Board Chair  
Anne Mosle, President



# Community Bridges

Since 1997, Community Bridges has built a model empowerment and leadership program for early adolescent girls in a low-income neighborhood of East Silver Spring and Takoma Park, Maryland. Its signature program, Jump Start Girls!, or *Adelante Niñas!*, meets a critical need for free, long-term, comprehensive, multicultural education programs for girls from immigrant and low-income families.

“Funding from The Women’s Foundation, through its Open Door Capacity Fund, has been critical to the growth of our organization,” says Deputy Executive Director Sherry Marshall.

The Open Door grant helped the organization upgrade its technology capabilities, improving evaluation, fundraising, communications, operations and organizational management. In addition, the organization recently produced a Jump Start Girls! curriculum manual with the help of The Women’s Foundation funding. Marshall and her colleagues intend to make the model program available to other organizations around the world who are creating “community bridges” in their own communities.

While the group’s success can certainly be measured by how many groups replicate the Jump Start program, it is the girls themselves who are the real success stories.

With this in mind, the staff shares the story of a recent fourth grader. With her dad in jail, she cried herself to sleep because she missed him so much. Her grades were dropping, her family had been evicted, she was being teased at school and then, one day, she brought a knife to school. She was suspended from school, but not from Jump Start Girls!

Instead, the program used a conflict resolution approach to address the underlying issues.

“Giving up on a member of our group when she wants to be in the group and she wants to learn is one of our big ‘no-nos,’” says Marshall. “The girls decided from the start that we help each other. No matter what.”

“In this day and age of high stakes testing, the person inside can easily be forgotten. Jump Start Girls! connects the dots: self-esteem, background knowledge and academic achievement.”

Angela Guthrie, ESOL teacher,  
Rolling Terrace Elementary School, one of  
Jump Start Girls! participating schools

Jahaida



“We constantly challenge inequities we see in society, and by encouraging women’s placement in nontraditional jobs at our worker’s centers, we believe we are doing our part to help break down gender stereotypes that exist both in our community and society at large.”

Gustavo Torres, Executive Director, CASA of Maryland

Tona Craviato

# CASA of Maryland

Like most women who walk through CASA of Maryland's doors, Regla Torres of Cuba was seeking a job as a domestic worker. But seeing her potential in both the English and women's project class, CASA had higher hopes for her.

For more than two decades, CASA has worked to improve the quality of life for low-income Latinos and other immigrants. Best known in its early years as a day labor center for men, today CASA serves as many women as men through its employment, education, social service, health and legal programs.

"Women come to the center challenged with the assumption that they should be housekeepers, or take care of children. Part of what we do is to open new doors of opportunity that will provide them more options for a better life in this country," says Tona Cravioto, CASA's senior manager for employment.

Much of the inspiration for this broader vision of possibilities for women emerged through CASA's partnership with The Women's Foundation. "With the encouragement of The Women's Foundation, we upped the ante," says Jennifer Freedman, CASA's director of development. "We have identified ways to provide workers with better access to jobs, especially nontraditional jobs for

women. The partnership with The Women's Foundation has resulted in better evaluation techniques and increased opportunities available to women."

Through its Jobs Fund, The Women's Foundation was an early supporter of the group's women's program, which offers employment and advocacy support, education and leadership to low-income immigrant women.

Today, when an employer requests a carpenter, CASA not only provides one who has been trained through the group's carpentry program, but also encourages women to apply for these nontraditional jobs.

CASA saw potential in Regla Torres and they encouraged her to apply for a night-time security guard position at a local school, even though the school specifically requested a man, and even though all the other applicants were men.

She got the job.



“We are preparing home health workers for the jobs of the future! Rather than ‘re-training,’ we are ‘pre-training’ individuals who will be better prepared to deal with advances in the field of healthcare technology.”

Ellen Wuertz, RN, MPH, Home Health Technology Program Manager, CPDC

Ellen Wuertz

# Community Preservation and Development Corporation

Originally from Ethiopia, Saba Gebremariam left her mother and disabled older sister behind in Saudi Arabia to come to the United States five years ago. “It was hard at the beginning,” says the 36-year-old. “I didn’t speak English very well. The only jobs I could get were as a babysitter or a cashier.”

But she was determined to get as much training and education as she could. She was referred to Community Preservation and Development Corporation (CPDC). CPDC had just begun offering training in telehealth care, an emerging career field that uses communications and information technology to deliver health services to, and exchange health information with, patients who live far away from health care providers.

As Gebremariam explains it, “Many older people prefer to stay in their homes as long as they can.” With the help of an interactive video system, a clinician at one location is not only able to see and talk to patients at home, but can capture and transmit other health information, such as vitals, heart rates and EKG. This approach enables elderly people to maintain independence longer and empowers patients to take control of their own health care.

A leader in the affordable housing industry, CPDC’s telehealth program is the newest of its employment training programs. Eighty percent of the participants are women, a figure that caught the attention of The Women’s Foundation when the program was getting off the ground. “There is no other program like this in the region,” says Ellen Wuertz, CPDC’s home health technology program manager. “Its graduates are pioneers.”

Gebremariam is currently employed by a home health care agency and looks forward to the day in the near future when she will be able to put her new skills to the test by working with clients. She is working part-time while she goes to school to become a licensed nurse. “I love the new technology,” she says. Someday, she hopes it will extend to Saudi Arabia, and she will be able to manage her sister and mother’s care.

# Housing Counseling Services

Catherine Coates recognizes the irony in the fact that the Henson Ridge townhouse she owns and lives in is on the very site of the southeast Washington housing project she once called home.

A single mother of three grown children who works as a laundry aide at a nursing home, Coates says it took a long time to get to this point and that it never would have happened without the help of Housing Counseling Services. That is where she learned the ABCs of home ownership, everything from how to select a real estate agent and insurance company to how to apply for financing.

Coates is one of many.

“All of this is done in a way that develops independence and skill building,” says Housing Counseling Services Executive Director Marian Siegel.

With the support of a Stepping Stones grant, Housing Counseling Services is working with 300 families — primarily low-income, women-headed families — to become homeowners.

There were times during the process when Coates felt like giving up. “It took such a long time, and there was so much paperwork involved,” she recalls. But on Dec. 29, 2005, she finally walked through the front door of her Henson Ridge townhouse, a homeowner for the first time.

“Owning a house makes me more focused on my goals,” she says. “It has opened up other possibilities. For instance, I would like to learn to drive, and to own a car.”

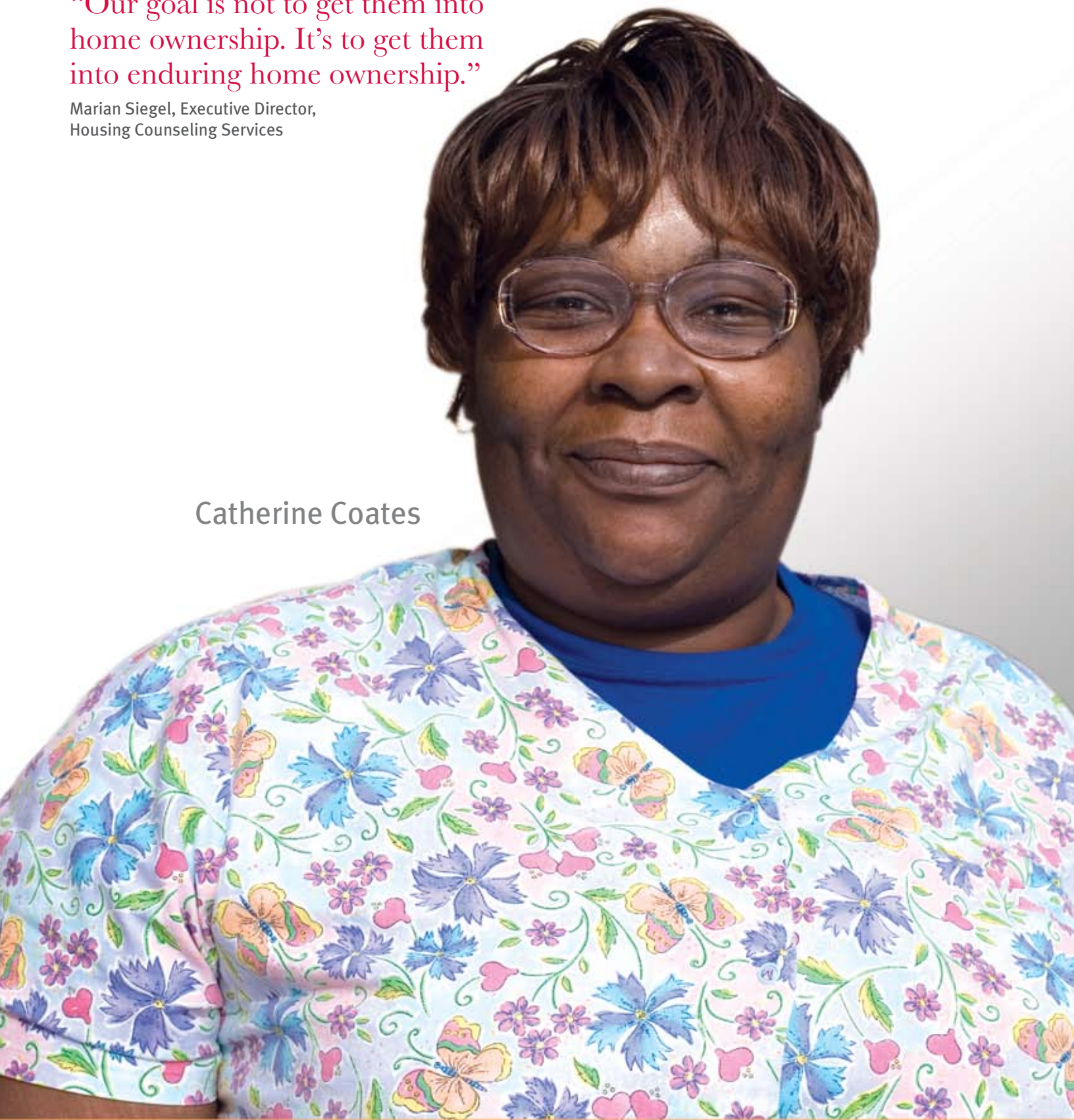
She is furnishing the townhouse, bit by bit. She purchased two Lazy Boy recliners and a washer and dryer.

“It’s the American dream,” she says.

“Our goal is not to get them into home ownership. It’s to get them into enduring home ownership.”

Marian Siegel, Executive Director,  
Housing Counseling Services

Catherine Coates



■ Secures \$5 million in commitments from national and local foundations, corporations and individual investors to implement Stepping Stones (initially called the Women and Families Financial Independence Initiative).



Tracey Turner

“Washington Area Women’s Foundation and its Stepping Stones initiative have become household names in Ward 7.”

Geoffrey “Coach” Tate, Credit and Financial Literacy Specialist,  
Marshall Heights Community Development Organization

■ Stepping Stones programs prompt women to shed a total of more than \$72,000 in debt while building nearly \$3 million in assets.

# Marshall Heights Community Development Organization

Tracey Turner paved her own pathway to opportunity, and is now helping others forge their own.

When Turner, the mother of two boys, fell behind in her rent, she turned to a local non-profit — the Marshall Heights Community Development Organization — for help. Thus began a two-and-a-half year journey that included participation in the group’s welfare to work program and, ultimately, a job that has her counseling people who face the same challenges she once faced.

Since its inception in 1979, the Marshall Heights Community Development Organization has been creating pathways to opportunity for the residents of Ward 7, which includes some of the city’s poorest neighborhoods. An impact grant from The Women’s Foundation has supported the group’s Asset Building Pathway Program, including financial education and home ownership support in partnership with East River Family Strengthening Collaborative.

As Geoffrey “Coach” Tate, the program’s credit and financial literacy specialist, tells participants, “At Marshall Heights Community Development Organization, we have a different way of spelling success. We spell it: ‘S\_CCESS!’ The only thing missing is ‘U.’”

After completing the workforce development program, Turner landed a job with the United Planning Organization, a local human services agency. As D.C. Residential Energy Assistance Challenge Campaign Energy Coordinator for Ward 7, she finds herself back at Marshall Heights Community Development Organization, sitting on the other side of the desk.

“I know what it’s like to be in the other chair,” she says. “I know about the sleepless nights. I know about the emotional breakdowns. I know what it’s like to go without a meal so your children have something to eat.”

Her message to clients is a reassuring one: “Hang in there. This too shall pass. There is light at the end of the tunnel.”

# Northern Virginia Family Service

Martha Shiferaw came to the Washington area from Ethiopia in 2001 to join her husband, who had immigrated here several years earlier. She enrolled in Northern Virginia Family Service's Training Futures program, which helps underemployed or unemployed people secure rewarding careers, potential for professional advancement and permanent employment.

But Shiferaw got pregnant with her third child and dropped out of the program. For a time, she stayed home with the baby and her two older children — something she had never done while living in Africa. Soon after, her life began to unravel. She separated from her alcoholic husband and moved into Bethany House of Northern Virginia, a temporary shelter for battered and abused spouses.

“It was the hardest decision I’ve ever made,” she says. “In Ethiopia, I was always surrounded by people.”

Here, she felt alone. A deep depression set in.


“Yet, Training Futures never gave up on me,” she says. The staff continued to call, to check on her well being and to invite her to return.

Until she did.

A graduate of the class of February 2006, Shiferaw now has a full-time job in a doctor's office and is grateful for all she learned through the 22-week program: enhanced computer and keyboarding skills, customer service and telephone courtesy techniques, filing, business English and math, calculator operations and special training to work in a medical office.

Thanks to funding from The Women's Foundation's Stepping Stones initiative, many other single mothers have had the opportunity to enroll in Training Futures as well.

And their future is bright. According to a recent study, 89 percent of Training Futures graduates are currently employed in new careers — a success rate that makes Training Futures one of the top-performing workforce development programs serving low-income adults in the country.

A close-up portrait of Mary Agee, an older woman with short, curly, light brown hair. She is smiling and looking directly at the camera. She is wearing a grey herringbone blazer over a white top and silver earrings. The background is a plain, light color.

“Kids benefit from Training Futures even more than adults. We have had 1,000 trainees enrolled since the program began and 1,500 children have directly benefited when their parent acquired health insurance, got paid vacations, gained access to employer child care subsidies, improved housing situations and increased savings.”

Mary Agee, President and CEO,  
Northern Virginia Family Service

Mary Agee



RaShauna Brown

“School is hard.  
And it can be frustrating.  
But I never give up.”

RaShauna Brown, an eighth grader at Washington Middle School for Girls

# Washington Middle School for Girls

The Washington Middle School for Girls “is not just a school,” says 13-year-old RaShauna Brown. “It’s a place for girls to find direction.”

Much like The Women’s Foundation, the Washington Middle School for Girls began when a group of local women started brainstorming about how to make a difference in the community. They ultimately decided to establish a school for at-risk girls in a southeast neighborhood with some of the highest poverty, homicide, teen pregnancy, substance abuse, school dropout and unemployment rates in the city.

Why a middle school? “So much of a girl’s identity is formed in middle school,” says Executive Director Sister Mary Bourdon. “Middle school is a roller coaster. Girls need to be in a safe and caring environment so the outcome will be a good one.”

Many of the girls will be the first in their family to graduate from high school. “Girls come to us as young as nine years old,” she adds, “but we always have in mind the women they will become.”

Many of the girls read below grade level when they arrive. Mindful of how important it is to catch up, The Women’s Foundation’s Rainmakers Giving Circle provided funding for remediation to jump start the younger students. The grant has also allowed the school to assess its students’ reading skills and monitor their progress over time.

RaShauna Brown began eighth grade this fall — her last year at the Washington Middle School for Girls. She is already looking forward to high school, and beyond, with hopes of becoming an artist or a veterinarian. Or perhaps she will go on to found a school, like her role model, Mary McLeod Bethune.



“Individually, women impact our own families. Collectively, we impact the entire community.”

S. Patrice Sheppard, Executive Director of Lydia's House

S. Patrice Sheppard

■ 900 people attend the 2005 Leadership Luncheon featuring keynote speaker Sen. Mary Landrieu (D-LA), raising \$500,000 to support grantmaking programs — a jump of more than \$70,000 from the 2004 luncheon. Additionally, a sister-to-sister donation of \$10,000 is made to All Congregations Together in New Orleans, LA to support victims of Hurricane Katrina.

# Lydia's House

Lydia's House and the The Women's Foundation share a common dream — improving the quality of life for low-income women and families in the Washington area — and a common friend, Cara Knox.

Knox, a communications professional with Burson-Marsteller, was looking for a way to give back to the community. The Women's Foundation introduced her to S. Patrice Sheppard, Executive Director of Lydia's House.

“She called, offering the pro bono services of her firm,” says Sheppard. “The next thing I knew, she was developing an ad campaign for us. I would never have had the time or expertise to do that on my own.”

In addition to managing the group's communications, Knox serves on the Lydia's House Board of Directors.

“The thing that impresses me about The Women's Foundation is the fact that the generosity of spirit represented by Cara Knox is multiplied countless times throughout the city,” adds Sheppard.

In addition to personal connections, The Women's Foundation has provided Lydia's House with financial support through its Stepping Stones initiative. The funding allows the group to provide financial training on debt reduction, savings and home ownership to women like Shontis Douglas of Suitland, Maryland, who had fallen behind in her bills.

“After taking the course, I realized I never really understood how the credit system worked,” explained Douglas. “Lydia's House laid out the options for me. From this point on, I have the power to change my circumstances.”

“It's the model of ‘each one, teach one, each one, reach one,’” adds Sheppard.

# Washington Area Women's Foundation Grants 2005-2006

Washington Area Women's Foundation partnered with the following non-profit organizations in fiscal years 2005 and 2006 (July 1, 2004-June 30, 2006).

## African American Women's Giving Circle

Connects African American girls and women to opportunities for earning income, gaining financial literacy, appreciating entrepreneurial opportunity and building financial assets; understanding and using technology in the personal and collective interest; and, networking within and outside the community for beneficial exposure to successful women and girls.

Covenant House \$5,000  
Facilitating Leadership in Youth \$25,000

## Open Door Capacity Fund

Provides capacity building grants designed to strengthen the professional, administrative and management capabilities of Grantee Partner organizations.

African American Women's Resource Center \$9,000  
Asian Women's Self-Help Association, Inc. \$10,000  
Ayuda \$12,000  
CASA of Maryland \$10,000  
Centro Familia \$10,000  
Child and Family Network Centers \$10,000  
Community Bridges \$10,000  
Council of Latino Agencies \$10,000  
Crittenton Services of Greater Washington: SNEAKERS Program \$15,000  
D.C. Employment Justice Center \$5,000  
Facilitating Leadership in Youth \$10,000  
Family Support Center SISTERS \$15,000  
Friends of Guest House, Inc. \$9,090  
Latin American Youth Center \$13,000  
Laurel Advocacy and Referral Services \$15,000  
Life Skills Workshop, Inc. \$10,000  
My Sister's Place \$4,200 and \$15,000  
New Neighbors Education Center of Northern Virginia \$10,000  
Northern Virginia Coalition of Churches, Inc. \$12,000  
Our Place, D.C. \$8,600  
Ramona's Way \$15,000  
Silver Spring Interfaith Housing Coalition \$9,110  
STRIVE DC \$10,000  
The Tahirih Justice Center \$10,000  
Tenants and Workers United \$25,000 and \$10,000  
Urban Alliance Foundation \$10,000  
Virtuous Enterprises, Inc. \$12,800  
Women Empowered Against Violence \$10,000

## Rainmakers Giving Circle

Focuses on investing in programs that improve the lives of young women (ages 10-18) in the Washington, D.C. metropolitan area by supporting programs that encourage the healthy development and prevention of risk factors among young girls.

### 2005

Tenants' and Workers' Support Committee \$10,000  
Latin American Youth Center \$10,000  
Washington Middle School for Girls \$10,000  
Passion for Learning, Inc. \$9,500

### 2006

Children's National Medical Center: Teen Life Clubs \$10,125  
Interstages, Inc. \$10,125  
Prince George's Child Resource Center, Inc. \$10,125  
Through The Kitchen Door International, Inc. \$10,125

## Stepping Stones – A Washington Area Women's Foundation Initiative

A multi-year effort to increase the financial independence and economic security of low-income, women-headed families in the Washington metropolitan area.

### 2005

Capital Area Asset Building Corporation \$15,000  
CASA of Maryland \$50,000  
Central American Resource Center \$20,000  
CFED \$10,000  
Community Preservation Development Corporation \$33,000  
D.C. Employment Justice Center \$32,000  
Goodwill of Greater Washington/WORC \$25,000  
Greater Washington Board of Trade \$10,000  
Housing Counseling Services \$65,000  
Lydia's House \$25,000  
Manna, Inc. \$45,000  
Marshall Heights Community  
Development Organization, Inc. \$50,000  
Northern Virginia Family Service -Training Futures \$40,000  
Southern Institute on Children and Families \$10,000  
Urban Alliance Foundation \$25,000  
The Urban Institute \$33,000  
Wider Opportunities for Women \$62,000  
The Women's Center \$15,000  
YWCA of the National Capital Area \$40,000

### 2006

Bethel House \$10,000  
Capital Area Asset Building Corporation \$37,500  
CASA of Maryland \$50,000  
Community Tax Aid \$27,500  
D.C. Women's Agenda \$20,000  
Goodwill of Greater Washington/WORC \$40,000  
Housing Counseling Services \$65,000  
Lydia's House \$35,000  
Marshall Heights Community  
Development Organization, Inc. \$50,000  
Northern Virginia Family Service -Training Futures \$40,000  
Suitland Family Life and Development Corporation \$10,000  
The Training Source, Inc. \$10,000  
Urban Alliance Foundation \$30,000  
The Urban Institute \$33,000  
Virtuous Enterprises, Inc. \$10,000  
Wider Opportunities for Women \$62,000

# Washington Area Women’s Foundation Donors

“The most important question we can ask ourselves is, how can we *not* do this?”

Gina Adams, Corporate Vice President, Government Affairs, FedEx, speaking at The Women’s Foundation 2005 Leadership Luncheon

## Doreen Gentzler

Doreen Gentzler is well known to many residents of our area as the award-winning news anchor and medical reporter for WRC-TV. At The Women’s Foundation, she is known as a dedicated board member and volunteer, and a member of the Rainmakers Giving Circle. She was drawn to the giving circle, “because it is more hands-on than writing a check.” Although pooling resources and giving money away is a big part of what the group does, it is



not the sole focus. “There’s a lot of networking and connecting that takes place,” says Gentzler. For instance, while on a site visit to Metro TeenAIDS, Gentzler suggested that the non-profit get its message out through the NBC-4 Health and Fitness Expo. “Whether we fund a group or not, chances are they come away with valuable contacts and information they would not have had access to otherwise.”

## Barbara Lang

As president and CEO of the DC Chamber of Commerce, Barbara Lang routinely rubs elbows with this city’s top business executives and government leaders. When it comes to The Women’s Foundation, she delivers. When The Women’s Foundation held a press conference to release the findings of *The Portrait Project*, Lang was instrumental in lining up participation by all five female members of the Council of the District of Columbia. She is a member of The Women’s Foundation’s Honorary Council and Washington 100, its premier leadership network



of business and philanthropic leaders who commit annual gifts of at least \$5,000 and serve as ambassadors. She has a special interest in entrepreneurial opportunities for women. “My daughter had her own handbag business, but she sold it because she couldn’t find enough capital to take the company to the next level. That’s always a challenge for women and minorities.” As for the work of The Women’s Foundation, she says, “They are building the future for the women of Washington.”

## Charlotte Perret

Like many women, Charlotte Perret wears several hats when it comes to The Women's Foundation. She is a generous donor and a member of Washington 100. Not surprising, given that she is the mother of three daughters and a long time champion of civil liberties and women around the world — including organizing a national conference of women on issues of nuclear war in the 1980s. Her resume includes positions at the Center for Defense Information, Public Citizen, the ACLU and the Military Family Support Network. “What struck me about The Women's Foundation is it is not a charity.



It is dedicated to social change. When it comes to my involvement, I feel like a partner.” The Women's Foundation gives donors opportunities throughout the year, “to see results, to meet the people whose lives have been changed, and to meet the people who are changing those lives. It's a humbling experience. They do so much with what you offer them.”

## LeRoy Pingho

LeRoy Pingho jokingly blames his involvement in The Women's Foundation on Board Chair Donna Callejon and his daughter, Maya. When Maya was born six years ago, longtime colleague Callejon told him, only half kidding: “Now that you have a daughter, it's time you start focusing your energy on women's issues.” Soon after, he joined The Women's Foundation's board, one of an increasing number of men getting involved. Pingho, a former executive with Fannie Mae who left to found PAC Corporation, a management and IT consulting firm, says, “I'm drawn to organizations that look for good partners, keep overhead costs down and use their money wisely.



Some organizations stray from their missions. The Women's Foundation isn't one of them. After eight years, The Women's Foundation continues to be true to its original charter.” As for his unique role as the first and, so far, only male board member of The Women's Foundation, he responds, “This important work is not ‘just’ about women and girls. Ultimately, it is about women and everything that touches them, including their families.”

## Gina Adams

Growing up in southeast Washington and Adams Morgan, Gina Adams graduated from Ballou High School, American University, Howard Law School and Georgetown Law School. And as corporate vice president, government relations with FedEx, she still calls Washington home. “There are many, many organizations in this city,” she says. “I get a lot of requests both for financial help and for my personal commitment. The Women's Foundation struck a chord because of its focus on economic empowerment for women.” On a personal level, Adams says the



low-income women being helped by The Women's Foundation, “are women I can easily put a face to. They remind me of my aunts. They remind me of my cousins. They are women struggling to put food on the table for their families.” FedEx has also been a major donor to The Women's Foundation. “We are constantly looking to be a good corporate citizen. This is a way for the company to give back to the neighborhoods where our employees live and work.”

# Washington Area Women's Foundation Financials

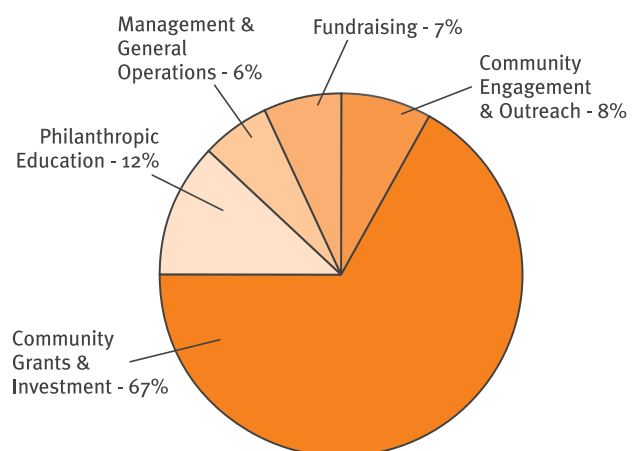
## Financial Highlights

Washington Area Women's Foundation's success in fulfilling its mission of empowering and increasing economic security for women and girls in the Washington, D.C. metropolitan area is predicated on our commitment to partnering for solutions, strategic focus on opportunities for real impact and a shared vision of a strong community in which women and girls have the support they need to fulfill their potential.

In 2005, The Women's Foundation grew in total revenue to \$3.95 million, 80 percent of which comprised multi-year investments in Stepping Stones. In 2006, unrestricted revenue nearly doubled to \$1.3 million while total revenue for 2006 was \$2.8 million. 2005 grantmaking and capacity building for Grantee Partners was \$700,000, an increase of 110 percent from 2004. Grantmaking and capacity building for Grantee Partners was \$2.2 million in 2006, comprising 88 percent of expenses. Stepping Stones, launched in 2004, attracted the significant support of key institutional and individual donors in 2005 and 2006 — a true collaboration and investment in the strategy and early impact of the initiative. The Women's Foundation also invested in strengthening its own internal capacity, while funding our Grantee Partners to do the same. This resulted in a strategic increase in staff, move to new offices and investment in business planning, communications and marketing capabilities.

The Women's Foundation's diverse revenue streams and support include many foundation, individual and corporate investors in addition to the significant contributions of goods and services and thousands of volunteer hours. Additionally, the annual Leadership Luncheons generated \$500,000 in unrestricted revenue in 2005 and \$625,000 in 2006. With strategic grant investments in programming, particularly Stepping Stones, and organizational capacity grants, The Women's Foundation is well positioned for significant growth in anticipation of our 10 year anniversary in 2008.

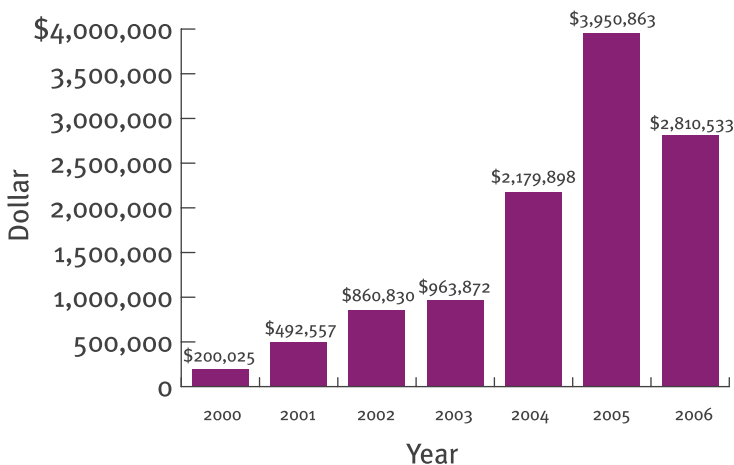
**FY 05 & 06 Total Expenses \$4,237,922**



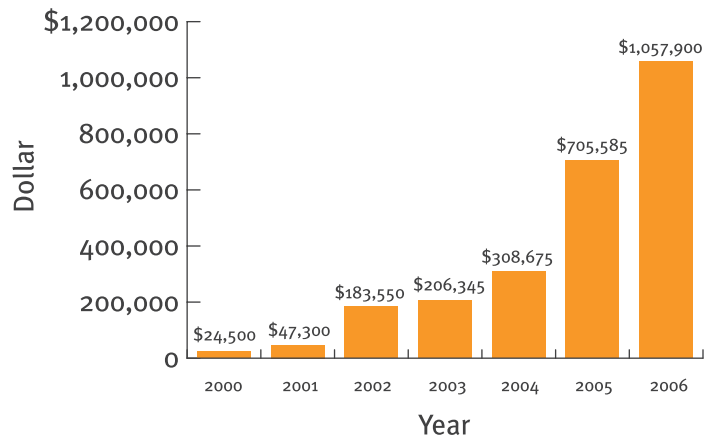
# Statement of Activities

	2006			2005		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
<b>Revenues</b>						
<b>Contributions</b>						
Individual	\$726,166	\$216,790	\$942,956	\$435,173	\$1,086,950	\$1,522,123
Foundations	50,362	148,500	198,862	65,404	849,160	914,564
Corporations	286,299	95,000	381,299	203,696	233,269	436,965
Non-Profit	16,330	-	16,330	1,040	-	1,040
Government Appropriation	-	990,000	990,000	-	992,000	992,000
<b>Total Contributions</b>	<b>1,079,157</b>	<b>1,450,290</b>	<b>2,529,447</b>	<b>705,313</b>	<b>3,161,379</b>	<b>3,866,692</b>
Contributed Goods & Services	163,751	-	163,751	63,256	-	63,256
Dividend & Interest Income	108,165	-	108,165	36,747	-	36,747
Loss on Disposal of Equipment	-	-	-	-2,040	-	(2,040)
Gain on Investments	9,170	-	9,170	-13,792	-	(13,792)
<b>Total Revenues</b>	<b>1,360,243</b>	<b>1,450,290</b>	<b>2,810,533</b>	<b>789,484</b>	<b>3,161,379</b>	<b>3,950,863</b>
<b>Net Assets Released from Restrictions</b>	<b>2,925,768</b>	<b>-2,925,768</b>	<b>-</b>	<b>1,084,068</b>	<b>-1,084,068</b>	<b>-</b>
<b>Total Revenues &amp; Net Assets Released From Restrictions</b>	<b>4,286,011</b>	<b>-1,475,478</b>	<b>2,810,533</b>	<b>1,873,552</b>	<b>2,077,311</b>	<b>3,950,863</b>
<b>Expenses</b>						
<b>Program Services</b>						
Community						
Engagement & Outreach	149,764	-	149,764	174,143	174,143	-
Community Investment	1,726,143	-	1,726,143	1,129,376	1,129,376	-
Philanthropic Education	344,467	-	344,467	157,495	157,495	-
<b>Total Program Services</b>	<b>2,220,374</b>	<b>-</b>	<b>2,220,374</b>	<b>1,461,014</b>	<b>1,461,014</b>	<b>-</b>
<b>Supporting Services</b>						
Management & General	140,281	-	140,281	113,258	113,258	-
Fundraising	171,781	-	171,781	131,214	131,214	-
<b>Total Support Services</b>	<b>312,062</b>	<b>-</b>	<b>312,062</b>	<b>-</b>	<b>244,472</b>	<b>244,472</b>
<b>Total Expenses</b>	<b>2,532,436</b>	<b>-</b>	<b>2,532,436</b>	<b>1,705,486</b>	<b>-</b>	<b>1,705,486</b>
<b>Change in Net Assets</b>	<b>1,753,575</b>	<b>-1,475,478</b>	<b>278,097</b>	<b>168,066</b>	<b>2,077,311</b>	<b>2,245,377</b>
<b>Net Assets - Beginning</b>	<b>708,010</b>	<b>3,137,092</b>	<b>3,845,102</b>	<b>539,944</b>	<b>1,059,781</b>	<b>1,599,725</b>
<b>Net Assets - Ending</b>	<b>2,461,585</b>	<b>1,661,614</b>	<b>4,123,199</b>	<b>708,010</b>	<b>3,137,092</b>	<b>3,845,102</b>

Revenue by Fiscal Year



Total Grants by Fiscal Year



If you would like more information about giving back and supporting our work, please visit our Web site, [TheWomensFoundation.org](http://TheWomensFoundation.org). You may also call us at 202.347.7737 or send an email to [info@thewomensfoundation.org](mailto:info@thewomensfoundation.org).

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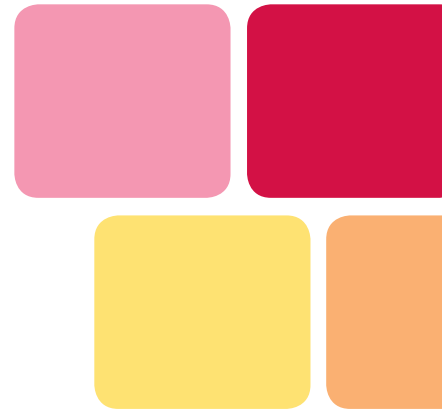
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“Women and girls are the core of our community — under-recognized as a powerhouse and under-utilized as a resource. Washington Area Women’s Foundation is leading the way for our community to help women and girls reach their full potential.”

Connie Morella, Ambassador to the Organization for Economic Co-operation and Development

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