



WHITMAN-WALKER CLINIC®



ANNUAL REPORT  
**2010**

# A STRONG FOUNDATION *for the* FUTURE

*Proudly serving the LGBT community since 1978.*

# 2010



## LETTER FROM THE EXECUTIVE DIRECTOR & BOARD CHAIR

2010 turned out to be the year it all came together for Whitman-Walker Clinic. After years of simply trying to survive one financial crisis after another, the Clinic posted its first operating gain in nearly a decade.

This was the year that we were able to prove beyond a doubt that we now have a business model that works and is sustainable. At the same time, we maintained high quality care for a larger number of patients.

We are also seeing benefits from health care reform as it is implemented in stages. From increased Medicaid reimbursements to the potential for additional revenue from insurance and government funding, Whitman-Walker is well poised to reap rewards from reform.

Our success would not have been possible without the hard work and commitment of our board of directors, staff and volunteers. We all had to make difficult and sometimes painful decisions and sacrifices, cope with great amounts of stress and uncertainty, and still come do our jobs every day.

But our success is also due in large part to the ongoing support of our community. Through the darkest times, our supporters stood by us, doing all they could to make sure we kept our doors open.

Now that we face a stable and bright future, we want to thank everyone who helped us to get here. Without you, thousands of our neighbors would have nowhere to turn for the quality care they need and deserve.

We look forward to serving our community for many years to come. And we want you to continue to be a part of it.

Sincerely,

JUNE CRENSHAW, BOARD CHAIR

DON BLANCHON, EXECUTIVE DIRECTOR

*In 2005, Whitman-Walker Clinic came to a crossroads and had to decide which path to take. In 2010, it became clear that the Clinic had made the right decision to become a full-service community health center.*

### A Community Health Center

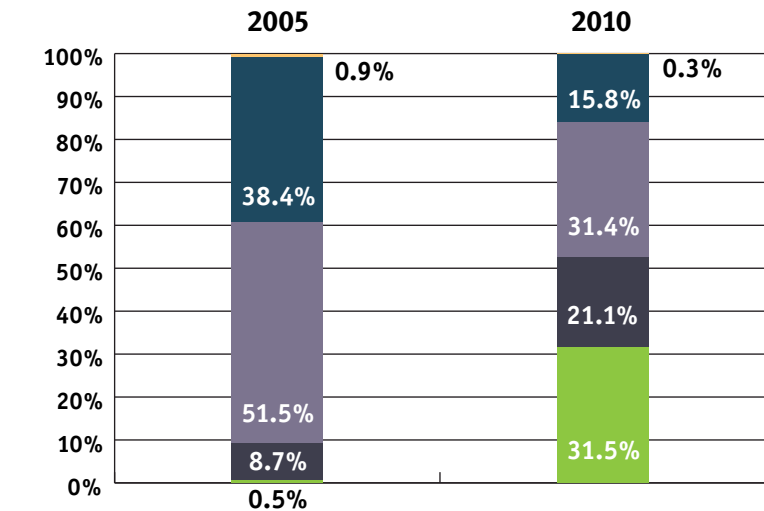
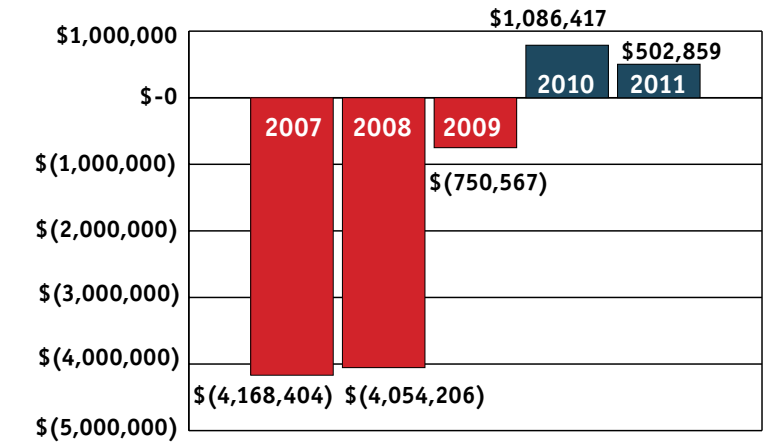
2010 was the year that the Clinic's transformation into a full-service community health center began to show its potential.

Financially, the Clinic saw a turnaround that was nothing short of astounding. Whitman-Walker closed 2010 with an operating surplus in excess of \$1,086,417, the first such surplus since 2001. That 2010 surplus follows losses in excess of \$4 million in 2007 and 2008 and more than \$750,000 in 2009.

The financial turnaround was driven by growth of stable revenue sources and a healthier diversity of funding streams. Instead of being reliant on less stable sources of funding such as contributions and grants, the Clinic was able to increase the share of revenue it receives from private and public insurance plans and from sales of medications through its onsite pharmacy.

At the same time, Whitman-Walker was able to maintain its high level of quality for care provided...and did so for a larger number of patients!

- Whitman-Walker served nearly 13,000 patients in 2010, a 30 percent increase over 2009.
- Many of our quality of care indicators, particularly for people on HIV medications, were better than current national figures.
- In the 2010 patient survey, nearly nine in 10 of our patients rated their care as "good" or "very good."



**KEY:**  
■ Other  
■ Fundraising  
■ Grants  
■ Third Party  
■ Pharmacy

**Treatment for addictions was one of the very first services Whitman-Walker offered. In 2010, more than 130 patients were treated here for addictions.**

**PROGRAM PROFILE  
ADDICTIONS  
TREATMENT**

**“Chris” went through the Whitman-Walker addictions treatment program and has been clean and sober since 2007.**

**When and why did you first seek treatment at Whitman-Walker?**

*I first sought treatment at WWC in 2005 after my recreational drug use of crystal meth started to increasingly interfere with my job responsibilities and grad school requirements. At this point, however, I wasn't ready to admit a full blown addiction. Even though using crystal meth had gotten me fired at a few jobs, I didn't want to HAVE to quit using drugs and alcohol completely forever. I was arrogant in thinking I was so much smarter than everybody else, and if other people could use responsibly, then I could too. Looking back, I think I knew that admission of an addiction out loud to other people would change my whole life completely - little did I know that it would be for the better.*

**What kind of services did you get from the addictions treatment program?**

*I heard about something called Harm Reduction that was offered at the center, and had hit that point in my life when I thought learning to moderate my use was all I needed. Harm Reduction was a non-threatening introduction to addictions treatment. It was exactly what I needed at the time but, after the program ended, I began using crystal meth once again. This time, however, I had a lot of knowledge about what addiction does to people and how it affects their lives. I was able to recognize these things when they started happening again. This realization made it so much harder to convincingly make up lies and excuses for the bad things that go along with progressive drug addiction, and within a year I was back at WWC. This time I was ready to admit I had a serious problem and ask for help. I went into the WWAS outpatient program in June of 2007, and stayed in it for over a year before graduating. It was hard work and time, but it was the best thing I could have ever done for myself.*

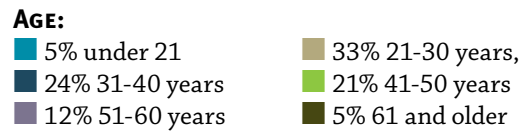
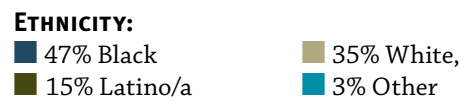
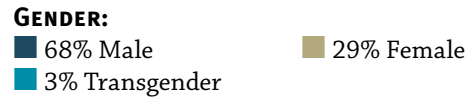
**What was working with the Whitman-Walker staff like?**

*The staff at WWC is fantastic. They all have a genuine concern for every patient that walks through those doors seeking help. Every person I encountered at the Clinic made me feel comfortable almost immediately upon meeting them. They were all very professional in performing their job duties, yet somehow the atmosphere they created in which to do it was relaxed and laid-back. If not for these wonderful people and the individual care and support I received from each one of them, I would not have started the program let alone finish it.*

**How has life improved for you since you started treatment?**

*I am at a place in my life that I never imagined was possible for me, with more things to be grateful for every day. I went from being either constantly unemployed or in the process of losing my job, to being a responsible competent employee. I went from being unable to have any consistent emotional connections with people, to making more real friends than I thought possible in sobriety. I went from being evicted from an apartment because I spent my rent money on drugs, to buying a condo. I went from being endlessly unhappy and hating myself, to finding the road to inner peace and loving myself a little more each day.*

Thanks to our electronic health records system, we also now have a clearer picture of who our patients are.



As the Clinic completed the transition to a community health center, it sought greater input from the community to ensure that needed services were provided and offered with the highest level of quality and customer service. In March, the Clinic announced that 19 volunteers had joined the new Community Advisory Group. The group was formed to provide input on: current and future health programs and services; cultural competence/training opportunities for employees and volunteers; targeted community relations and outreach efforts; and quality improvement initiatives related to patient satisfaction surveys.

Whitman-Walker Clinic's transformation has been the result of hard work, sacrifice and the support of the community to which we are dedicated. We stand ready to provide that community with high quality health care.

**HIV/AIDS**

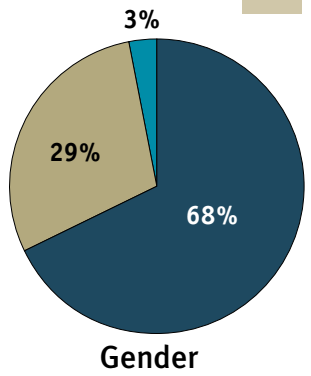
Whitman-Walker's return to fiscal health coincided with more information on the depth of the HIV/AIDS epidemic in DC. Figures released by the District government revealed that 3.2 percent of all adults in DC have been diagnosed with HIV. An additional two-three percent are believed to be infected but untested and undiagnosed.

Even more shocking were the results of a study on HIV among men who have sex with men in DC that found one in seven MSM is HIV-positive. Further, one in every three black MSM is HIV-positive.

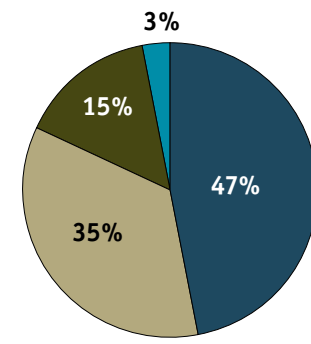
While the District wrestled with its HIV epidemic, the federal government was taking steps to combat HIV on a nationwide basis. In July, the White House released the first-ever National HIV/AIDS Strategy. The strategy focuses on four areas: reducing new HIV infections, increasing access to care and improving health outcomes for people living with HIV, reducing HIV-related disparities and health inequities, and achieving a more coordinated national response to the HIV epidemic. Whitman-Walker called the strategy "a comprehensive yet common-sense plan that addresses the major underlying issues in our nation's fight against HIV."

In 2010, Whitman-Walker cared for nearly 3,000 HIV-positive patients, accounting for 60 percent of our medical visits. The Clinic also administered more than 11,000 HIV tests, an increase of nearly 1,000 over 2009, and diagnosed 169 new cases of HIV infection.

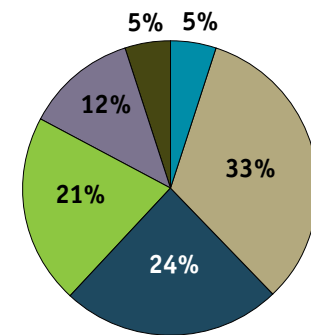
Whitman-Walker saw great success in keeping patients on their HIV treatment regimen through our Medical Adherence unit. In 2010, 87 percent of our HIV patients were on antiretroviral medications. Of those patients, 78 percent had a suppressed viral load, keeping them healthy and making them less likely to infect others.



**Gender**



**Ethnicity**



**Age**

**Whitman-Walker served more than 13,000 patients in 2010, an increase of 30 percent over 2009. Of those patients, 22 percent were living with HIV.**

#### Tell us a little about yourself.

*I'm in my 60s, retired and living on Social Security. I have a daughter who doesn't talk to me. I think it is because of things I did in my past. I help care for my niece during the summer. My brother and some friends know that I'm HIV-positive.*

#### When and why did you first seek treatment at Whitman-Walker?

*I think it was 1989. I first went to DC General Hospital. I didn't like the way they ran their clinic. I heard some people talking about Whitman-Walker and how great the Clinic was. I've been here ever since.*

#### What kind of services do you get at Whitman-Walker?

*I get medical care and legal services. I also get referrals to see a specialist if needed – a health aide.*

#### How has life changed for you since you started treatment?

*I want to keep my appointments. I like the people at Whitman-Walker. I'm known by my name, not a number. I want to live as long as possible. I take care of myself with the help of Whitman-Walker. I feel great today.*

*Thank you, all at Whitman-Walker!*

## PATIENT PROFILE ALICE

“Alice,” an African-American woman, has been a patient at Whitman-Walker since 1996. She receives numerous HIV care services here.

*Whitman-Walker was founded as a gay and lesbian health center more than three decades ago. Today, we are still committed to providing high quality and affirming care to the lesbian, gay, bisexual and transgender community.*

### LGBT Health

Whitman-Walker's transition to a community health center has brought the Clinic back to its founders' original vision: quality and affirming health care for the LGBT community.

Today, LGBT residents can access all of Whitman-Walker's health services: primary medical care, dental care, mental health services and legal help. Whitman-Walker also offers specific LGBT health services, including:

- Affirming gynecological care for lesbians, bisexual women and certain transgender patients.
- Screening for anal cancer in gay and bisexual men.
- Culturally-sensitive STD screenings for all patients.
- Our Gay Men's Health and Wellness/STD Clinic provides free screenings for sexually transmitted diseases every Tuesday and Thursday night.
- Hepatitis A and B, Gardasil (for human papillomavirus) and other medically-appropriate vaccines.

- The Breast Health Initiative, which offers access to mammography, clinical breast exams and breast self-exam education.

- HIV post-exposure prophylaxis, treating patients with HIV medications to prevent infection after an unsafe sexual exposure.

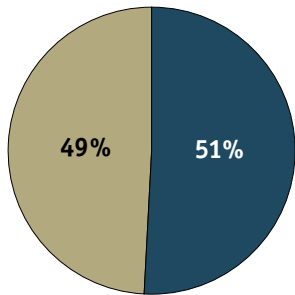
- Services for transgender clients such as hormone and testosterone therapy and trans-affirmative physical exams, including gynecological exams, STD screening and treatment, and cancer screenings.

And the community has responded to these services. Nearly one-half of our patients in 2010 self-identified as LGB. Three percent identified as transgender.

#### SEXUAL ORIENTATION (SELF-IDENTIFIED):

■ 51% heterosexual ■ 49% LGB

Whitman-Walker was founded by and for the gay and lesbian community back in 1978. Today, we have not only maintained that commitment to a healthy LGBT community, we have expanded it.



Sexual orientation

## Private donations still make up one-fifth of Whitman-Walker's annual budget. We rely on the generosity of our supporters to provide our services.



### DONOR PROFILE **KARL ALVAREZ**

Karl Alvarez is a longtime supporter of Whitman-Walker. After a time away, he returned as a donor, setting up a regular monthly contribution online.

#### When and why did you decide to become a supporter of Whitman-Walker?

*I began giving to Whitman-Walker in 1987 and volunteered at Food & Friends from 1989 to 1991. During my time in the Air Force, my resources were limited, so I volunteered as my way to 'give back' to my community in a substantive way.*

#### You came back as a supporter after some time away. What made you decide to come back?

*I actually continued to give, indirectly, through the Combined Federal Campaign. I kept in touch with Whitman-Walker and the important work being done across DC. When budget cuts and the economic downturn affected the vital services, I decided it was time to return directly and substantively to ensure the continued work of the Clinic.*

#### Have you had personal experience with Whitman-Walker and its services?

*In 1987, I had my first private test for HIV at Whitman-Walker. The Air Force had been testing me as part of the country's first control group. I wanted and needed to understand the epidemic and how it impacted my life. WWC returned the 'care' to health care, setting my mind at ease. They gave me the tools to protect myself from infection when so many others were falling ill. I'm healthy and HIV-negative today because of the remarkable men and women of WWC.*

#### What would you say to others to convince them to support Whitman-Walker?

*In tight economic times, we're all bombarded with multiple requests to help out. Giving to WWC is a unique opportunity to witness the benefits of your generosity – in the health of your community, in the lives of your neighbors, and in the hearts of the most vulnerable residents of our great city. I only wish I could give more. You'll likely feel the same!*

### Board of Directors

*June Crenshaw,  
CHAIR*

*David Messing,  
VICE-CHAIR*

*Alexandra Chandler,  
SECRETARY*

*Gerald P. Beaulieu,  
TREASURER*

*Jehan (Gigi) El-Bayoumi*

*Adam Falk*

*André Eleazer*

*Brian Johnson*

*Darrell Rison*

*Gardiner Lapham*

*Jerome Sikorski*

*Justin Smith*

*Letitia Gomez*

*Mark Young*

*Marty Jervis*

*Mary Tierney*

*Michael Manganiello*

*Paul Murphy*

*SaVanna Wanzer*

*Sheila McKinney*

*Vicente Rodriguez*

*Wesley Thomas*

### Leadership Circle

*Cornelius Baker*

*Becky Carroll*

*Billy Cox*

*Gerald Filbin*

*Letitia Gomez*

*Helga Tarver*

*Kathleen Maloy*

*Vicente Rodriguez*

*James Sandman*

*Riley Temple*

*Cheryl Weiner*

*Christine Wiley*

*Jannette Williams*

### Community Advisory Group

*Margaret Albamonte*

*Donald AuCoin*

*Jeffrey Baron*

*William Briggs*

*Ronald Clayton*

*Shawn Fultz*

*Calvin Gerald*

*Michael Gluck*

*Daniel O' Neill*

*Peter Rosenstein*

*Shannon Steen*

*Ashley Varner*

*Harry Wilson*

*Adam Winebarger*

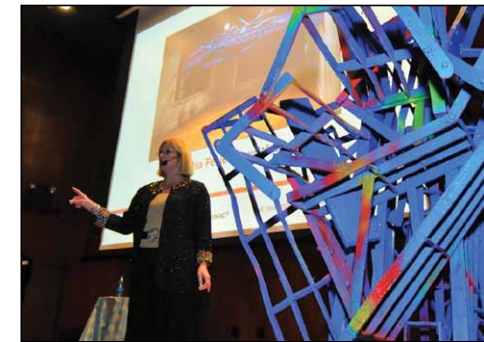
*Jaye Langmaid*

*Shana Montrose*

*Ron Swanda*

*Patti Hammond-Shaw*

*Guy Jenkins*



# 2010 SPECIAL EVENTS

Private fundraising is vital to the work of Whitman-Walker Clinic. Almost one-fifth of the Clinic's annual budget comes from individual donors, corporate sponsors and special events.

## *"Masquerade on the Mall" spring gala*

This year's spring gala was held at the Andrew W. Mellon Auditorium and featured several prominent HIV/AIDS activists. "Project Runway" alumnus Jack Mackenroth served as Master of Ceremonies for the evening as part of his "Living Positive by Design" campaign with Merck & Co. Miss America Caressa Cameron and POZ magazine received the annual "Partners for Life" award for their advocacy work on HIV/AIDS. Cameron and Regan Hofmann, Editor-in-Chief of POZ, were on hand to accept their awards.

## *"Going the Extra Mile" benefit reception for Legal Services*

The annual reception to benefit Whitman-Walker's Legal Services program was held at the House of Sweden and raised more than \$160,000. The Joel A. Toubin Memorial Award was presented to Dr. Anthony Fauci, Director of the National Institute of Allergy and Infectious Diseases, for his service to people living with HIV/AIDS. The law firm of Arnold & Porter LLP received the Going the Extra Mile Award for outstanding legal work on behalf of people living with HIV/AIDS.

## *AIDS Walk Washington*

The 24th annual AIDS Walk was held on Oct. 2 at Freedom Plaza. Actress and singer Lynda Carter served as Grand Marshal for the event which drew nearly 10,000 participants and raised more than \$800,000 for HIV/AIDS services at Whitman-Walker. This year's Walk also featured the debut of our Community Partners program, where other HIV/AIDS service organizations form Walk teams and then keep half the money from their team raises. Nearly 20 organizations became Community Partners.

## *"Art for Life" art auction*

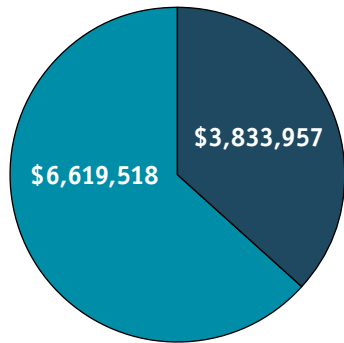
The "Art for Life" art auction, which raises money for HIV/AIDS prevention services in communities of color, returned to the Carnegie Institute of Washington. Dr. Shannon Hader, former director of DC's HIV/AIDS, Hepatitis, STD and TB Administration, received the Community Service Award for her contributions to the HIV/AIDS fight in DC. Four Art for Life Honorees were recognized for their generosity and support of the event: Denise Odell, Renato Salazar, Shaun Van Steyn and Lloyd Wolf.



Photos by: Jana Brooks & Todd Parola

**ASSETS**

<i>Current assets</i>	\$
■ Current/Other assets	3,833,957
■ Property and equipment, net	6,619,518
<b>Total assets</b>	<b>10,453,475</b>



**LIABILITIES**

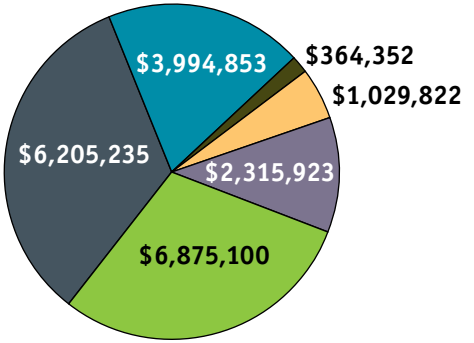
<i>Current liabilities</i>	4,313,108
<i>Long-term liabilities</i>	157,797
<b>Total liabilities</b>	<b>4,470,905</b>

**NET ASSETS**

<i>Total net assets</i>	5,982,570
<i>Total liabilities and net assets</i>	10,453,475

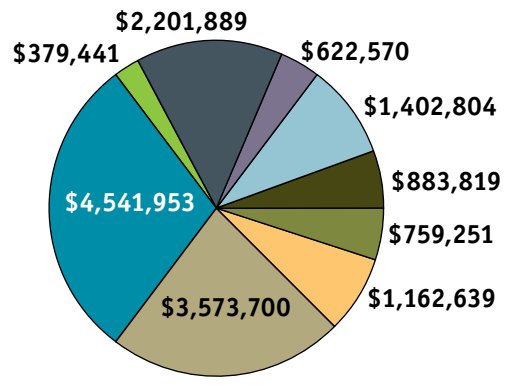
**REVENUE**

■ Contracts and grants	6,205,235
■ Contributions/Program donations less fees	2,315,923
■ Special events	1,151,873
Less cost of direct donor benefits	(122,051)
■ CFC/United Way	364,352
■ Medicaid, third party payments and other, net	3,994,853
■ Other revenue	6,875,100
<b>Total revenue</b>	<b>20,785,285</b>

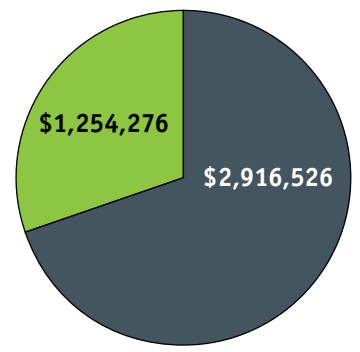


**EXPENSES**

<i>Program services</i>	
■ Behavioral Health	2,201,889
■ Dental Health	622,570
■ Legal Services	1,402,804
■ Research	883,819
■ Community Health	759,251
■ Medical Adherence	1,162,639
■ Medical Services	3,573,700
■ Pharmacy	4,541,953
■ Communications	379,441
<b>Total program services</b>	<b>15,528,066</b>



<i>Support services</i>	
■ Management and general	2,916,526
■ Development	1,254,276
<b>Total support services</b>	<b>4,170,802</b>
<b>Total expenses</b>	<b>19,698,868</b>



<i>Changes in net assets from operations</i>	1,086,417
<i>Net assets at beginning of year</i>	4,896,153
<i>Net assets at end of year</i>	5,982,570

From its earliest days, Whitman-Walker has relied on the dedication of its volunteers. Each year, hundreds of volunteers help provide high quality care to our patients.



VOLUNTEER PROFILE  
**MATTHEW  
ZENDER**

#### What kind of volunteer work do you do at Whitman-Walker?

*I am an HIV tester and counselor, but most importantly an advocate for Whitman-Walker and its place in the community.*

#### When did you start volunteering with WW?

*I started volunteering in November of 2009. First I came in and helped with paperwork until my training was complete and then I became a regular tester on Wednesdays. Eventually, I switched to Mondays and have been testing every Monday night ever since. I also have done weekend events like the NBC 4 Health Fair, Capital PRIDE, and many more.*

#### Why did you decide to volunteer here?

*I first started going to Whitman-Walker as a client getting tested for HIV in the early 1990s. I, like many people, have been touched by HIV through a close friend or family member. The reputation of the clinic is what made me want to be a volunteer with Whitman-Walker.*

#### What's the best part about volunteering here?

*When you educate someone and you see the connection they make in their mind; when you are there for them to lean on in a time of emotional, mental stress; when you help break down stereotypes, attitudes, etc about HIV, AIDS, sex, orientation, etc. When a client walks out feeling they made a friend, someone that will be there for them no matter what their situation – these are some of the best things about volunteering for me.*

#### What would you say to encourage other people to volunteer?

*I have heard many people say, "I should volunteer," "I should do something for the community," "I should do what you do." But they rarely do. It only takes an hour a week to give back to society and your community. Be strong and remove the "should" from your statements instead say "I am a volunteer" or "I do something for my community." What are you waiting for?*

*Whitman-Walker Clinic relies on the generosity of our donors to provide high quality care to our clients. We want to thank the following donors for their generous support in 2010.*

\*bold signifies organizations that donated \$5,000 or more

#### Organizations

##### 14th & S Residential, LLC

Abbott Laboratories  
Abbott Laboratories Fund  
Abby Joy Jewelry, LLC  
Accounting Financial, LTD.  
Ackerman Legal PLLC  
Advanced World Martial Arts System  
AED  
Aerojet Elect  
AETNA  
Ager Road United Met

##### Ahold Financial Services

**Akin Gump Strauss  
Hauer & Feld LLP**  
Alexander & Associates Realtors  
Allstate Giving Campaign (SHR)  
Alpha Phi Omega Zeta  
Phi Chapter Actives

##### Alston & Bird LLP

Altarum Institute  
Alturas LLC  
American Dental Association  
American Express Charitable Fund  
American Express Company  
American Tower Corporate  
American University  
America's Blood Cent

##### America's Charities

Ameriprise Financial Employee  
Gift Matching Program  
Andrew Wallitzer Interiors  
**Anybill**  
APCO Worldwide

ARINC Incorporated  
**Arnold & Porter LLP**  
Arts in Action  
Association for Prevention  
Teaching & Research  
AT&T United Way  
Babson Capital Management LLC  
BAE Systems Employee  
Community Fund  
Bank of America  
Bank of America United  
Way Campaign  
Bates White LLC  
BB&T  
BD  
Beline & Perfetti Realtors  
Best Buy Co., Inc  
Bet Mishpachah  
Bethpage

##### Beveridge & Diamond, P.C.

Black Entertainment Television  
Blue Door Painters  
B'Nai B'Rith International  
**Booz Allen Hamilton Inc**  
**Boston Financial MGMT**  
Burness Communications, Inc.  
C & M Exterminators, Inc.  
CA, Inc. Matching Gift Program  
Carefirst

##### CFC of the National Capital Area

Charitable Flex Fund  
Chesapeake Bay Area CFC  
ChevronTexaco Employees' Campaign  
City Living Magazine  
City Year Inc.

Classic Concierge, Inc.  
Cleary Gottlieb Steen  
& Hamilton LLP  
Coach Matching Gift Program  
**Coca Cola**  
Colesville Presbyterian Church  
Comerica  
Community Church of  
Northern Virginia  
Community of Christ  
Comptel, Inc.  
Congregation Beth El of  
Montgomery County  
Constellation Energy  
Group Employee Fund  
Cooley Godward Kronish LLP  
COPE, Inc.  
Cornerstone Community DC Inc  
Cotton & Company LLP  
Covington & Burling LLP  
Credit Suisse AG  
Crowell & Moring LLP  
Custom Inc.com  
CustomInk.com  
Danco Electronic Srv  
**Danya International, Inc.**

DC Government Employees One Fund  
DCI Group  
Dell Employee Giving  
Dickstein Shapiro LLP  
Diggs Medical Associates  
Discovery Communications, Inc.  
Diving for Life Inc  
DJA & Associates  
**DLA Piper LLP**

Doing Small Miracles for Others  
Drinker Biddle & Reath  
Dupont Circle Citizens Association  
Dupont Dental Associates  
ECHO  
Edison International  
Eight Branches Inc  
**Elmendorf Strategies**  
**Entertainment AIDS Alliance**  
Environmental Fund for Maryland  
Ernest & Young  
Event Emissary  
Fannie Mae Matching  
Gift Donations (NJ)  
FedEx  
Feinberg Rozen LLP  
Feldesman Tucker Leifer Fidell LLP  
Fidelity Charitable Gift Fund  
Field Vision Productions  
Finnegan, Henderson, Farabow,  
Garrett & Dunner, LLP  
Fitness For Life  
Flag Harbor Marine Service  
Foley & Lardner LLP  
Food Research & Action Center Inc.  
Forma Design Inc  
**Foundry United Methodist Church**  
Freddie's, Inc.  
Fresco Air, LLC  
**Fried, Frank, Harris,  
Shriver & Jacobson LLP**  
Fulbright & Jaworski L.L.P.  
Gap Inc. Giving Campaign  
**General Electric Company**  
Gibraltar Associates LLC



**“We want to remember someone who was a true champion in the fight against HIV/AIDS, a longtime leader of the LGBT community in DC, and a founder of Whitman-Walker Clinic, Jerome Sikorski.” – Board Chair June Crenshaw, AIDS Walk, Oct. 2, 2010.**



The Whitman-Walker family suffered a great loss in June with the passing of Jerome Sikorski, former board member and one of the Clinic’s founders in 1978, after an extended illness.

Jerome was one of the founding incorporators of Whitman-Walker Clinic and served on the Clinic’s board off and on for 20 years. His commitment to the Clinic’s mission was unparalleled. He was a constant advocate of moving the Clinic forward, ensuring its stability and providing the best possible care for our patients. He often pushed the Clinic’s leadership to make difficult but critical decisions to ensure our continued survival and success.

Jerome was also known for his wonderful memory and story-telling of the Clinic’s decades of community service, and his dry wit. He is what is truly best about Whitman-Walker Clinic—compassion, commitment and caring for those in need.

The entire Whitman-Walker Clinic family extends its greatest sympathies to Jerome’s family.

IN MEMORIAM  
**JEROME  
SIKORSKI**

GivingExpress Online from American Express  
GLAD, LLC  
Global Impact  
Goldman Sachs Philanthropy Fund  
Goldman, Sachs & Co  
GoodSearch  
Grenzebach Glier and Associates  
**Grosvenor**  
Guest Services, Inc.  
HCM Strategists LLC  
Hewlett-Packard Invent  
**Hogan Lovells US LLP**  
Hollingsworth  
Holmes Enterprises  
Howard University Psychology-Club  
Howrey, LLP  
HSBC  
Iatse Local 772  
IBM  
IBM Employee Services Center  
IBM Retiree Charitable Campaign  
IBM Service Center  
InSource Solutions  
International Monetary Fund  
J.G. Investment Co.  
Jackson & Campbell, PC  
James E. Byrne Consulting, Inc.  
Jansi LLC  
Jenner & Block LLP  
Jewish Community of Amherst  
John Wesley AME Zion Church  
Johnson & Johnson  
JP Morgan Chase  
JustGive

Kaiser Permanente  
Kappa Alpha Theta  
Kelley Drye & Warren LLP  
Kelly Consultants  
Kelly Integral Solutions LLC  
KHP Washington Hotel, LLC  
KPMG Community Giving Fund  
KPMG LLP  
kY VMW Maintenance Inc  
Lambda Phi Chapter  
Langley Hill Friends Meeting  
**Latham & Watkins**  
Law Office of Steven Weinberg  
LCG, Inc.  
Lexis-Nexis Group  
Liquid Inspiration LLC  
Lululemon USA  
M&T Bank  
Markel Corporation  
MarketGuide  
Marymount University  
Massage Envy  
Master Home Works  
Maxor National Pharmacy Services Corporation  
Mayer Brown LLP  
McGraw-Hill Companies  
MCHIP Office  
Merck  
Merck Partnership for Giving  
Metavante Corporation  
Microsoft Matching Gifts Program  
Mission Fish  
Montgomery Alliance  
Monument Strategies, LLC

More Light Presbyterians  
Morgan Stanley Smith Barney  
Morgan, Lewis & Bockius LLP  
Mt. Sinai Baptist Church  
Navarro International LLC  
Neiman Marcus, Inc.  
Network for Good  
New York Life Insurance  
NGP & Friends  
Noblis, Inc.  
Northrop Grumman Shipbuilding, Inc.  
NorthWest  
Online Resources Corporation  
Open Solutions Technologies  
Organizational Research & Consulting LLC  
Pasternak & Fidis, P.C.  
**Patton Boggs LLP**  
Paullin Family  
Pembroke Prescription Shop Inc  
PepsiCo, Inc.  
Phi Beta Sigma Fraternity  
Epsilon Nu Sigma Chapter  
Phoenix  
Pikes Peak United Way  
PM Services  
Providence Spina  
PSI Distribution  
Public Sector Solutions for America’s Health Care Future  
R Street Gallery LLC  
R.M. Thornton  
Ranchworks, LLC  
Rapid Laboratories

Reid Temple AME Church  
Research Associates Inc.  
**Richards Kibbe & Orb LLP**  
Rockville United Church  
Ronnie & Levy  
SAS Solutions  
Schering-Plough Workplace Giving Campaign  
Schwab Charitable Fund  
SDG Marketing  
Secker & Associates, P.C.  
Secondi, Inc.  
SEIU AFL-CIO, CLC  
Showcase Portable Exhibits  
Sidley Austin LLP  
Skadden, Arps, Slate, Meagher & Flom LLP  
Soceity of The Divine Savior  
Social and Scientific Systems, Inc.  
St. Albans School  
St. Anthony’s Floors  
St. Elizabeth Catholic Parish  
Star Bethlehem Missionary Baptist Church  
Steptoe & Johnson LLP  
Stuarts Draft High School  
**SunTrust Banks, Inc.**  
Superior Brick Washing  
Sutherland Asbill & Brennan LLP  
Tariff Building Associates, LP  
TASTE  
Taylor  
TCF Bank  
Technical Resources International Inc.

Temple Sinai Sisterhood  
 Teresa & H. John Heinz  
 III Charitable Fund  
 The Baruch Fund  
 The Boston Consulting Group Inc  
 The Charlotte Club  
 The Clark Construction Group, Inc.  
 The Collin Group  
 The First Baptist Church, Inc.  
 The Keegan Theatre  
 The Kellogg Collection  
 The Phoenix  
 The Potomac Group  
 The Robinson Family  
 The Sheehan Law Group, Chartered  
 The T. Rowe Price Program  
 for Charitable Giving  
 Thompson, Cobb, Bazilio  
 & Associates  
 Thorsen French Advocacy  
 Total Activation  
 Trinity Episcopal Church  
 Trinity Protection Services  
 Troutman Sanders LLP  
 United Airlines  
 United Way (DC)  
**United Way (NC)**  
 United Way of Central Maryland  
 United Way of Delaware, Inc.  
 United Way of Greater Nashua  
 United Way of Southeastern  
 Pennsylvania  
**United Way of the  
 National Capital Area**  
 United Way of Tri-County

United Way Valley of the Sun  
 University of Richmond  
 School of Law  
 Vanguard Charitable  
 Endowment Program  
 Verizon (CA)  
 Verizon (DC)  
**Verizon Communications**  
 Vorys, Sater, Seymour  
 and Pease LLP  
 W.C. Jefferson Chapter William  
 & Mary School of Law  
 Washington Area Concierge  
 Association  
 Washington Hebrew  
 Congregation Sisterhood  
 We Care Adult Services Inc.  
 WEIS  
 Wellpoint Associate  
 Giving Campaign  
 Wells Fargo Community  
 Support Campaign  
 Weltmans Liquor  
 West, Lane & Schlager  
 Western Presbyterian Church  
 Western Union  
 WETA-FM  
 What's The Deal, LLC  
 White & Case, LLP  
**Wiley Rein LLP**  
**Wilmer Cutler Pickering  
 Hale & Dorr, LLP**  
 WOHL Communication SVCS  
**World Bank Community  
 Connection Fund**

Zeldis Research  
 Zion Baptist Church, Inc.

## Foundations

Amgen Foundation Matching Gifts  
 and Staff Volunteer Programs  
 Bank of America Foundation  
 Bill & Melinda Gates Foundation  
 Bloomingdales - Federated  
 Department Stores Foundation  
 Charles Schwab Corporate  
 Foundation  
 Circle of Service Foundation  
 Deutsche Bank Americas  
 Foundation Matching Gifts Program  
 Diageo North America Foundation  
 Dominion Foundation  
 ExxonMobil Foundation  
 Fox Family Foundation  
 Freddie Mac Foundation  
 GAP Foundation  
 GE Foundation  
 GEICO Philanthropic Foundation  
 Gulf Coast Community  
 Foundation of Venice  
 Gutrunners Foundation Inc  
 Heart Sing Foundation  
 Henry M. Jackson Foundation  
 Howard & Jacqueline  
 Chertkof Foundation  
 Hundt Family Foundation  
**The Jack D. and Fredda  
 S. Sparks Foundation**

## Jones Day Foundation

Koteen Foundation  
 KPMG Washington Foundation  
 Macy's Foundation  
 Marcia Brady Tucker Foundation  
 Marshall B. Coyne Foundation, Inc.

## McDermott, Will & Emery Charitable Foundation

McKenna Long & Aldridge  
 Foundation, Inc.  
 Merrill Lynch & Co.  
 Foundation, Inc.  
 Pepsico Foundation  
 Pfizer Foundation Matching  
 Gifts Program

Provincial Foundation  
 Renaissance Charitable Foundation  
 Robert & Margaret  
 McNamara Foundation

Robert N. Alfandre Foundation  
 Sander and Ray Epstein Foundation  
 Stillman Foundation  
 Foundation Inc.

Tampa Orlando Pinellas  
 Jewish Foundation

The Bedi Family Foundation  
 The Claudia and Steven  
 Perles Family Foundation

## The Community Foundation for the National Capital Region

The Dealy Foundation Inc.

## The Dr. Maxwell Hurston Family Foundation, Inc.

The Felix and Ruth  
 Gelber Foundation

The GE Foundation  
 The Glassman Foundation  
 The Greene-Milstein  
 Family Foundation  
 The Morrison & Foerster  
 Foundation

The Olender Foundation  
 The Sidney Austin Foundation  
 The Sidney & Eleanor  
 Glassman Foundation  
 The Velaj Foundation  
 Venable Foundation, Inc.  
 Verizon Foundation Matching  
 Incentive Program

## Trusts

E & B Family Trust  
 Elizabeth M. Nuss Inter Vivos Trust  
 George J. Jezierny, JR. Living Trust  
 Grace Jones Richardson Trust  
**J.P. Morgan Trust Company**  
 Mary Anthony Anders Living Trust  
 Mary W. Fleming Family Trust  
 McLeod Family Trust  
 Minow 1999 Charitable Lead Trust  
 Morgan Stanley Trust  
 National Philanthropic Trust  
 Nicholas M. Freer Trust  
 The Adler Living Trust  
 The Correl Family Trust  
**The Helen H. Beal  
 Irrevocable Trust**  
 The Lewis Family Trust  
 The Matteson Living Trust

The Pew Charitable Trusts  
 The Ritter Family Trust  
 The Sophronia T. Baytop  
 Revocable Living Trust  
 The Waldrop Living Trust

## Estates

Estate of Alice Garbis  
**Estate of Polly H. Agee**  
 Estate of Swananoa P. Hill  
 Estate of Willy Marie Hensing Hill

## Individuals

Aaron Aanenson  
 Mark W. Adams  
 Sean Aeder  
 Tim Agar  
 Shae Agee  
 Gregory Albright  
 & Wesley Combs  
 Madeleine K. Albright  
 Brent M. Almond  
 Daniel K. Alvarez  
 Jenny R. Anderson  
 Richard A. Andress  
 Anonymous (7)  
 Glenn Ashton  
 Anna Askari  
 Jeffrey Axelson  
 Mary Azcuenaga  
 Rodney P. Baccaray  
 & Will Plommer

Dewana G. Bagley  
 Jerome T. Baker  
 William Bank  
 Kenneth N. Bass  
 & Catherine Wang  
 Judy Bauserman  
 Gerald P. Beaulieu  
 Robert A. Benish  
 Zoe A. Bennington  
 Robin M. Bergen  
 & Janine Hackett

Ellen Berman  
 Trevor Blake  
 Don Blanchon  
 & Sarah Ducich  
 Benjamin Boley  
 James Borger  
 Donna A. Boswell  
 David Bower  
 Patricia A. Brannan  
 Joe Brookman  
 Beverly Brown  
 Kevin R. Brown  
 William Brown  
 Lee Brubaker  
 Dale Richard Buchanan  
 Maryland Buckner  
 Mary Cabriele  
 Arthur A. Campbell  
 George D. Cannon  
 & Jaime M. Crowe  
 Eva M. Carney  
 Amanda Cary  
 Jack Censer  
 Floyd Chapman  
 Douglas Charland

Michael Chase  
 Ashley H. Clarke  
 Phyllis J. Cipriano  
 James Cole  
 Edward Coltman  
 Nita Congress  
 Michael Cook  
 William A. Cox  
 Dennis A. Coyle  
 & David Mallory  
 William Cram  
 Ann Craven  
 David Crosslands  
 Paul Cunningham  
 Dale Curtis  
 Mike & Meghan Davies  
 Michael & Kristin Davis  
 Bernie J. Delia  
 Victor Desantis  
 Benjamin D. Diamond  
 & John M. Cross  
 Lief Doerring  
 Al Domeyko  
 Stephon M. Doswell  
 Junius Drumgold  
 Edward F. Dube  
 Jason DuBroff  
 Edward DuMont  
 Rusty Duncan  
 Kathryn R. Dunn  
 Jehan El-Bayoumi  
 Maryann D. Ellsworth  
 Brett Estey  
 David Facenda  
 Jim Fairchild  
 Adam & Matthew Falcone

Melissa Felder  
 John H. Ferguson  
 Jeffrey M. Field  
 Craig & Alison Fields  
 Gerald J. Filbin Ph.D.  
 Chris G. Fink  
 John A. Freedman  
 Bryce W. Furness  
 James Gargas  
 Barry Garner  
 Brian Gaston  
 Steve Geishecker  
 & Kevin Sturtevant  
 Phyllis George  
 Bryan Gesinski  
 William A. Glasgow  
 Edward Glasscock  
 Peter Glassman  
 Mark Glaze  
 Elizabeth Glennon  
 Justin Goforth  
 & Steven Randolph  
 Aaron Goldberg  
 Helen Golde  
 Flor D. Gonzalez  
 Rachi Govil  
 Donald Gowin  
 Donald E. Graham  
 Carol Green  
 Patricia Griffin  
 Richard Grimes  
 Jennings Guenther  
 Carl Gunderson

Janet Gunn  
 Terrell L. Halaska  
 Sara Hanks  
 Lisa Hare  
 Wes Heppler  
 Mark Herrin  
 Christopher J. Herrling  
 Merril Hirsh  
 Richard G. Hogg  
 Patrick L. Hughes  
 Joseph Hunsader  
 Frank Hwang  
 Margaret Ishak  
 Gary L. Ivens  
 Joseph A. Izzo  
 Kurt P. Jaeger  
 Kenneth James  
 David M. Jastrab  
 Jeremy M. Jay  
 Robert M. Jennings  
 Marty Jervis  
 Brian A. Johnson  
 Cass Johnson  
 Mark & Hillary Johnson  
 Kerry Jones &  
 Keith G. Buchanan  
 Lauren E. Jost  
 Doug Kabel  
 Bradley L. Kading  
 Margaret I. Kavalaris  
 Nancy S. Keener  
 David P. Kelleher  
 Gladys Kessler

Loretta R. King  
 Dave Kirkland  
 David A. Klaus  
 Steven L. Kline  
 Nancy Krieger  
 David J. Kucharski  
 George Kundanis  
 Kevin & Norma Kuntz  
 Gerald J. Langan  
 Robert Lanman  
 Nick & Gardiner Lapham  
 Jacob P. Lenihan  
 Barbara R. Lewis  
 Chip Lewis  
 Erin Loubier  
 Binh Ly  
 Will Lyne  
 Leonard Lysh  
 Norma Mack  
 Linda Maclaren  
 Brenda Maclin  
 Robert Madsen  
 & Patrick W. Zanone  
 Heather D. Maggs  
 Mary Malgoire  
 Kathleen A. Maloy Ph.D.  
 & Heather L. Burns  
 Michael C. Manganiello  
 John & Christine Mansfield  
 Raymond Martins  
 Donna Mastran  
 Raymond Matthew  
 Hannah & Michael Mazer

Patrick McCabe  
 John R. McCall  
 Kimberly McCoid  
 Sarah C. McCorkle  
 Cynthia McEwen  
 Patrick McGlone  
 William A. McGrath  
 Gary A. McMillan  
 Jonathan T. McMullen  
 Kenneth B. Mehlman  
 R. Mylene Mendoza  
 Patrick T. Meriweather  
 David J. Messing  
 Stephen Miller  
 Stan Mims  
 John E. Mitchell  
 Mary J. Moltendrey  
 Melissa Moncavage  
 Frank Montgomery  
 Bruce A. Morton  
 Jennifer L. Mueller  
 William M. Murat  
 Paul J. Murphy  
 Ellen Myerberg  
 Michael Nelson  
 Scott Nelson  
 & Margaret McGoldrick  
 Steven Nelson  
 Marcus Noland  
 Daphne O'Brien  
 Gwen Offutt  
 Henry Otto  
 Elizabeth P. Owen

Eugene Paolino  
 Steve Parker  
 Nathan Peabody  
 Richard J. Perry Jr.  
 Edwin Peskowitz  
 Kathy Petty  
 James Pirius  
 Frances Pitlick  
 Peter J. Pizzolongo  
 Laurence Platt  
 Kevin P. Platte  
 Brian Pluta  
 Heather Podesta  
 Randy W. Pumphrey  
 Robert Raben  
 Ronald L. Ragland  
 Larry W. Rampy  
 Wayne Randall  
 Michael H. Reardon  
 Carol Reich  
 James T. Reilly  
 Loyd Rhiddlehoover  
 Anne Richard  
 Eric P. Ries  
 William Roberts  
 Vicente L. Rodriguez  
 & Ted A. Culler  
 John T. Rooney  
 Deborah Roseman  
 Peter D. Rosenstein  
 Christina M. Ruppert  
 Barney Rush  
 Naomi Rutenberg

Renato E. Salazar  
 John R. Samborski  
 Dale Sanders  
 Joan M. Sanders  
 James J. Sandman  
 Frederick J. Schwab  
 Naseema B. Shafi  
 Margaret I. Shean  
 Stephen Sherwin  
 George Siegrist  
 Vernon L. Skinner Jr.  
 Walter B. Slocombe  
 Donna J. Smith  
 Jack Smith  
 Michelle Smith  
 Paul Smith  
 Reed Smith  
 Tracy Smith  
 Judith A. Soderholm  
 Richard M. Sorian  
 Keith Spadafora  
 Girardeau Spann  
 Langley Spurlock  
 Douglas L. Steele  
 Patricia T. Steen  
 Scott Steven  
 Steven J. Stone  
 Frances E. Storey  
 Daniel J. Suffoletta  
 Allan & Paula Swift  
 Ellen Swyler  
 Lauren Tekeste  
 Laurie Thompson

Edward A. Torrero  
 Reginald Van Lee  
 Gudelia Villarreal  
 William & Drusilla Vodra  
 Daniel M. Voorhees  
 & Chris Dorobek  
 Sarah Wade  
 Fred & Mary Wagner  
 Errol R. Waits  
 Kevin Waldorf  
 William D. Wallace  
 Robert & Cheryl Weiner  
 Howard L. Weiss  
 Barbara Weitbrecht  
 Jesse Wetherington  
 Gary Whalen  
 Melvin White  
 Samuel R. Whitehill  
 Robert L. Whitman  
 T M. Wight  
 David D. Wild  
 Scott L. Winkelman  
 Michael & Kathleen Wood  
 B G. Wright  
 Mark Young

### **Credits**

*Written by: Chip Lewis*

*Art Direction & Design by: Ashley Clarke*

*Photography by: Scott Henrichsen*

