



2019
**ANNUAL
REPORT**



Together We Reach New Heights

Letter from the Executive Director:

Dear Friends of Windy Hill:

As I write this letter, I am mindful that we are in the midst of very challenging times and I assure you we are focused on meeting the needs of our community every day. However, I also want to share our 2019 Annual Report with you as it gives us a chance to look back on the Foundation's many accomplishments from last year.



We continued our deliberate focus on expanding the programs and services we offer our residents. I, along with our Family Development Committee, worked closely with Claire Louis, our Director of Programs, to ensure we were meeting the needs of our residents while using our resources most efficiently and effectively. Our goal to close the opportunity gap for our younger residents continued to be a top priority. I believe that our work on behalf of our youngest residents presents our best chance to break the cycle of poverty which some families experienced for generations. On the other end of the age spectrum, we continue to make sure our older adults received the services necessary to keep them physically and mentally active while also providing a safe and welcoming community that they can be a part of as they age.

In April 2019, we completed and immediately leased up the 96 units at Heronview Apartments, located near Sterling in the newly planned community of Kincora. Including Heronview, today we have a total of 310 units of "Windy Hill" homes.

I think our founder, Rene Llewellyn, would be proud of how far we have come since the renovation of those dilapidated single-family homes on Windy Hill Road. We are currently taking a break from developing more properties so we can direct our time and resources towards expanding our programming. However, we are very aware of the dramatic increase in the need for affordable housing in Loudoun and Fauquier Counties. We remain dedicated to doing our part to address this issue, while balancing the need for services we provide our residents.

It takes a community to accomplish this mission, and we are so blessed to have the continued support of our many partners and friends. I want to thank the dedicated volunteers, community organizations, and of course, the very generous donors whose financial support makes everything we do possible. I hope you find the stories and accomplishments in this report inspiring and will continue to support Windy Hill. Together we can make a difference in the lives of our residents.

Robert B. Dale, III

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2019 RESULTS

IMPACT

Donations from individuals, grants and volunteers all make a real impact right here in our community

INCLUSION

Windy Hill endeavors to ensure residents of all ages and backgrounds are provided equal opportunity to succeed

INNOVATION

Windy Hill Foundation is always looking forward

INVESTMENT

Windy Hill Foundation is committed to a long-term strategy for our residents

More than just housing...



The trail we take together leads us forward

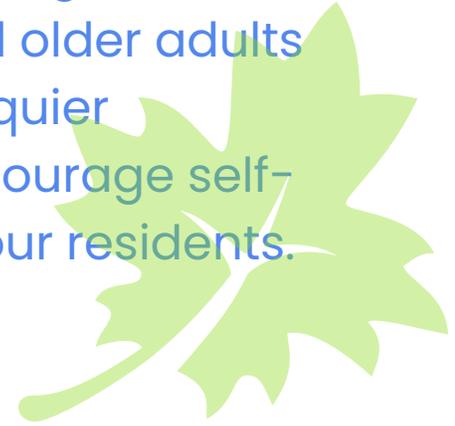
Hand in hand—volunteers, donors, sponsors and community partners—we all work together to pursue Windy Hill's mission of providing affordable housing along with programs and services that really make a difference in the lives of our residents. We could not do it without the support of the generous community we live in and the many willing partners who we collaborate with on a daily basis. Our impact goes beyond the residents of Windy Hill properties. With continued support, Windy Hill can create a better community for everyone.



IMPACT

Your support makes our community shine

The total giving for 2019 was \$731,544. These gifts fueled our mission to provide safe, decent and affordable housing to low income families and older adults in Loudoun and Fauquier Counties and to encourage self-sufficiency among our residents.



Looking back at 2019....



Holiday Giving:

More than 1,000 gifts & household supplies were distributed to residents. Every WHF child received two or more holiday gifts!



Hunger Abatement:

More than 500 fresh & healthy meals were provided to residents.



Cultural, Social & Recreational Activities & Personal Development:

More than 100 distinct programs were offered to more than 500 residents.



Youth Development:

Over 1,000 hours of tutoring & mentoring by community volunteers at 5 after-school programs & \$41,821 awarded in college scholarship funds.



IMPACT

The community spirit of giving comes alive during the holidays!

At no time is community spirit more on display for Windy Hill residents than in December. Once again, resident children were well-supported by their friends and neighbors. Toys for Tots, operated by the U.S. Marine Corps, donated more than 400 toys for resident children living in the Shreveport Ridge community. Wakefield School fulfilled holiday wish lists for resident children in The Plains and Marshall. Middleburg Academy, along with generous individuals from Middleburg and the surrounding community, donated gifts for 100 teens. And The Hill School, the Windy Hill community's long-time holiday gift benefactor, fulfilled wish lists for resident children in Middleburg, provided gift cards for every family living in Middleburg's communities, and delivered holiday food for all of the residents of Levis Hill House. More than 500 winter coats were donated by Greenhill Winery, A Little Heart, Inc. and Northwest Federal Credit Union. Lastly, Heronview in Sterling, with the help of Loudoun County and local congregations, started a small food pantry to supplement residents' food budgets.

Resident Services Staff



Claire Louis and her staff are the trail guides of our Family Services programs. From eastern Loudoun to Middleburg to The Plains and Marshall, the Resident Services staff are on the road, and in action, throughout the community. Between organizing summer camp, after-school programs, holiday giving, community dinners, and on-site programs for older adults, they do a little bit of everything with one goal in mind—opening doors to opportunities!



INCLUSION

Inclusion means everyone, including our older adult residents

Levis Hill House Happenings

Twenty-six older adults and adults with disabilities make Levis Hill House their home. Our resident services staff, along with many volunteers and community partners, make residents' lives a little better every day with meals, fellowship and care.



Friday's Feast, 14 years and still cooking!

Every Friday, volunteers deliver home cooked meals to the older adults at Levis. Over 1,000 meals were delivered in 2019! Thanks to Donna Gravely's volunteer spirit, this program has continued cooking up a storm for 14 years. Would you like to help "cook it forward?" Call us at 540.687.3997.

Many community partners lend a hand, and heart, at Levis...

The list of faith-based agencies, nonprofits and volunteers is long! From Bible study, community meals and dental care to fresh floral arrangements, our partners in the community make a difference all year long! Here are just a few highlights:



Middleburg Baptist Church members serve meals regularly at Levis

- ✓ 53 community meals were served at Levis.
- ✓ Dental care was provided by The Fenwick Foundation to 9 older adults.
- ✓ Levis residents enjoyed 27 field trips to shopping, movies, Skyline Drive and more!
- ✓ The Hill School provided every resident a substantial donation of non-perishable food, including a ham, during the holidays.

INNOVATION

21st Century Grant Broadens Horizons For Students in Fauquier

Windy Hill continues to look for new avenues and innovative approaches to enrich the lives of residents, especially our youngest residents!

In 2019, the Horizons Program got off to a great start providing after-school academic enrichment for 80 Windy Hill resident children and their peers in Marshall. The program has two sites, Claude Thompson Elementary School for students in Grades K-3 and Marshall Community Center for students in Grades 4-8. Horizons staff enhanced classroom learning with dynamic after-school activities. Windy Hill Resident Services staff managed the day-to-day functioning of both sites. As of December 31, 2019, Horizons provided 143 hours of out-of-school enrichment programming to 83 students and 48 parents participated in Horizons parent engagement activities.



Summer on the Hill!

Summer Camp was a whirlwind of fun and learning for over 60 Windy Hill children in Loudoun and Fauquier Counties. Eight weeks of summer activities kept the kids, and Windy Hill Staff, going all summer long! Outings to many cultural sites and outdoor adventures ensured there was never a dull moment. Building our kids' confidence and skills through learning, discovery and social interactions made a measurable impact in their lives!



- ✓ Campers launched rockets, cooked fresh meals and designed space colonies!
- ✓ Campers spent many hours in the pool getting exercise and cooling off!
- ✓ Campers went on a variety of field trips, expanding their horizons & providing access to nature.
- ✓ Families were provided with peace of mind that their children had a safe & enriching place to spend the summer.

INVESTMENT

Everyone has the right to a roof over their heads and to the opportunity to improve their lives

Heronview, an investment in the future



Since opening in April 2019, Heronview's 96 units of workforce housing, part of the Kincora Development in Sterling, are home to 147 adults and over 100 children. Families benefit from close proximity to work, school and other amenities due to its central location. A food pantry, ESL classes and other on-site services are offered to residents.



Providing a path to home ownership!

Although we appreciate our residents in all our communities, we are especially excited when we hear that they have, literally, moved on! At Heronview, five families are planning to purchase their own home in the next year. Workforce housing has allowed them to save money and move forward toward their lifelong dream of homeownership.

Planting strong roots in Loudoun & Fauquier

Although Windy Hill has its roots in Middleburg, our reach has grown significantly over the years. From Washburn Place in Marshall, to Piedmont Lane, The Rectory, and Forest Lane in The Plains, WHF serves 49 families in Fauquier County. The remaining 261 units are in Loudoun County including communities in Middleburg, Ashburn and Sterling.



- ✓ **Llewellyn Village in Middleburg hosts after-school activities everyday, plus family fun nights & teen time in the community room.**
- ✓ **The Cottages on Windy Hill Lane and Barton Place continue to provide affordable housing in Middleburg.**
- ✓ **Virginia Lane's residents are looking forward to a garden rehab which will provide fresh vegetables and flowers.**
- ✓ **Washburn Place families enjoy their playground as well as all that Marshall has to offer, such as awesome bike riding and programs at the Marshall Community Center.**
- ✓ **Shreveport Ridge and Heronview residents benefit from a community close to work and school in eastern Loudoun.**

INVESTMENT

Investment in our residents reaps long-term gains for everyone

Meet John:

John, who lives in The Plains, is not shy about his love for music. He says that music has helped him get through some really tough times. He first learned of the healing power of music at A Place to Be in Middleburg. This exposure led him on a path to pursue Music Therapy at Shenandoah University, where he attends with scholarship assistance from Windy Hill. John just finished his freshman year. During his short time at Shenandoah, he has immersed himself in the college experience—he has enjoyed his studies and making new friends. Of his future, John says that he hopes he can pursue a career in helping others and at the same time share his passion for music. John is thankful for everyone who has helped him so far in his journey. We know his future will be bright!



What is affordable housing anyway?



We get this question a lot. The term affordable housing is used to describe housing for which the total costs of rent plus utilities is at or below 30% of the household's gross income. Research shows that high housing cost burdens (those in excess of 30%) are associated with negative life outcomes such as declines in physical and mental health, reduced parental enrichment spending, and cognitive and educational achievement for low- and moderate-income children.



According to HUD, for Loudoun and Fauquier Counties the fair market rent of a three-bedroom apartment is \$2,214 (2020). Applying the 30% benchmark means a family would need a household income of \$88,600 to afford that unit. Unfortunately, there are many families in our area whose income is well below that amount. With the help of federal Low Income Housing Tax Credits, low interest rate loans from Virginia Housing and support from donors and the community, we are able to charge rents that are approximately 50% of the fair market rent, thus making those units affordable to lower income families and individuals.

INVESTMENT



Sharing knowledge and ideas to improve lives

Amazing Grace, at Shreveport Ridge:

Thomas Black, who is a Deacon at Grace Community Church in Ashburn, and four experienced ESL teachers were teaching weekly English classes to approximately 17 native Farsi and Arabic speakers at Windy Hill's Shreveport Ridge property in Brambleton. Made up of mostly women, the class made great progress and formed close relationships, despite the language barriers.

Thomas and his fellow teachers worked to not only conquer communication obstacles, but to build trust and a program that worked for women with both families and careers. With "God's grace and perseverance," as Thomas recounts, they were able to quickly adapt their plans to accommodate their students – providing dinner for them and their children, as well as child care during class time. As a result, these women are closer to being teachers themselves, reaching their dreams of attending college, or obtaining important professional certifications. Thank you to Thomas and all those at Grace Community Church who have adapted their lives to help Windy Hill families.



Shreveport Ridge programs are full of kids!



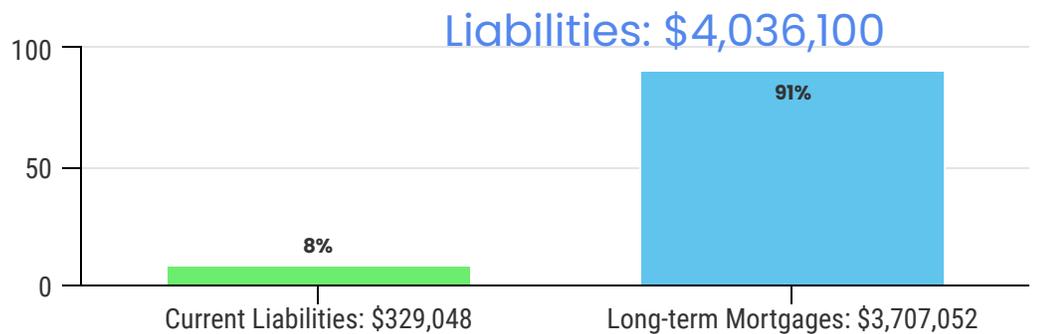
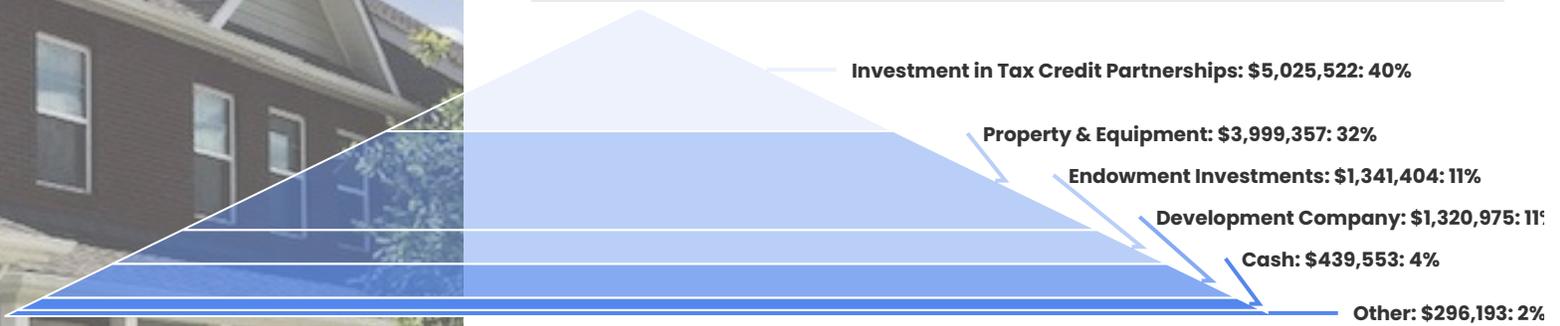
With families from many different nationalities, the Shreveport Ridge community room is always full of children, laughter and activities. We added a teen corner this year so the older kids have a place to call their own. ESL classes, summer camp and family meals keep the community room an active place!



FINANCE 2019

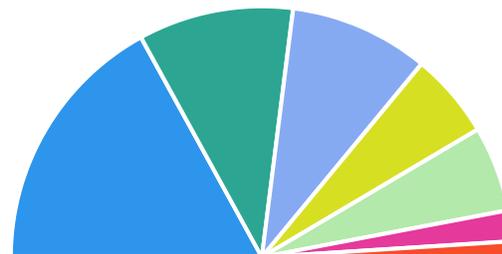
How we build community

Balance Sheet Assets: \$12,423,004



Revenue Statement

Revenue: \$3,012,937



- Development Fees: \$1,029,937
- Grants: \$606,452
- Endowment & Restricted Contributions: \$538,832
- Annual Giving: \$323,461
- Rental Income: \$320,170
- Gala: \$116,964
- Partnership Income: \$77,868

Expenses: \$1,393,654



- Resident Services: \$449,477
- Rental Expenses: \$253,677
- Depreciation: \$207,281
- Interest: \$167,147
- Management/General: \$147,052
- Rent Subsidy: \$85,125
- Fundraising: \$83,985

Net Assets:
\$8,386,904

**Revenue in Excess
of Expenses:**
\$1,619,283*

*Includes extraordinary income of \$1,529,937 for 2019

2019 Donors



We thank you for your continued support!

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The list of faith-based agencies, nonprofits and volunteers is long! From Bible study, community meals and more, our partners in the community make the difference throughout the year.

Our partners:

A Little Heart, Inc., The Afro-American Historical Association of Fauquier County Museum, BB&T Bank, Banneker Elementary School, Blue Ridge Hospice Thrift Shop, Boy Scout Troop #2950, Children's Science Center, Claude Thompson Elementary School, Clifton Institute, Creighton's Corner Elementary School, Dulles South Food Pantry, Fauquier 4-H, Fauquier County Parks and Recreation, Fauquier County Public Schools, Fauquier FISH, Fauquier Food Pantry, Fauquier FRESH, Foxcroft School, Friday's Feast, Girls on the Run, Grace Community Church, Grace Episcopal Church, Greenhill Winery, The Hill School, HomeAid, King of Kings Lutheran Church, Loudoun County Department of Family Services, Loudoun County Toys for Tots/Marine Corps Reserves, Loudoun Habitat for Humanity, Loudoun Hunger Relief, Loudoun Mobile Hope, Marshall Community Center, Marshall Middle School, Middleburg Academy, Middleburg Baptist Church, Middleburg Community Center, Middleburg Garden Club, Middleburg Library, Middleburg Methodist Church, Middleburg Montessori School, Mountainside Montessori School, The National Sporting Library & Museum, Northwest Federal Credit Union, Panera Bread and Bakery, Seven Loaves Food Pantry, The Fenwick Foundation, The Plains Community League, W.G. Coleman Elementary School, Wakefield School, Willisville Chapel, Wolf Trap Foundation



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2019 Casablanca Gala

The 2019 Windy Hill Gala, the beginning of "Nest to Wings"

Gala chairs, Howard and Gloria Armfield, were the perfect hosts for an enchanted evening of all things Casablanca. The whole night was a grand success, raising \$240,000. The funds raised from Raise the Paddle initiated our pilot project, "Nest to Wings," bringing early educational opportunities to the youngest residents of Windy Hill. Guests danced the night away to Doc Scantlin and His Imperial Palms Orchestra. It was an affair to remember!

2020 Gala

Celebrating "Our Hometown"

This year, we want YOU to have the party to honor Our Hometown! In an effort to keep everyone safe and well, we are asking you to gather with your good friends and family to celebrate Windy Hill. We hope that you will raise a glass to Windy Hill and that the dedication you have shown in the past will continue this year! Look for more details soon for how you can support our family services and help us celebrate Our Hometown!



Hats off to our 2019 Casablanca Sponsors!



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Together we can thrive!

Three ways to donate:

- Send a check or credit card payment information in enclosed self-addressed envelope
- Go on-line to www.windyhillfoundation.org where you can give a one-time donation or set up monthly giving
- Donate by phone at 540.687.3997 or email Lisa@windyhillfoundation.org with any questions

Thank you for your support!



Windy Hill Foundation

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Your donation will make an impact today!

We appreciate all levels of support. This is what your donation can help us accomplish

Giving Levels:

Up to \$125 I want to fund five fun & educational after-school activity kits for WHF resident children

\$125-\$249 I will provide internet services for one month at Llewelyn Village, including a hot spot for all families

\$250-\$499 I want to cover the cost of the prizes for the cherished weekly Bingo game at Levis Hill House for one year!

\$500-\$999 I will subsidize one month's housing costs for a wonderful older adult at Levis Hill House

\$1,000-\$2,499 I want to ensure that Windy Hill's Family Emergency Fund is able to provide assistance to those who need support in times of personal difficulty or crisis

\$2,500-\$4,999 I will contribute to the cost of connectivity for the Resident Services Team and the Teen Room at Shreveport Ridge Apartments

\$5,000-\$9,999 I want to help defray the expenses of the three buses which are the lifeline of many of Windy Hill's programs and services

\$10,000-\$24,999 I will provide the funds for grounds maintenance at Windy Hill's Middleburg properties, including 3 community gardens & playgrounds

\$25,000 & up I will help to cover the salary for one of our three Resident Programs Coordinators who have the important job of ensuring our residents live full lives!

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