



2011 Impact Report & Highlights

From the Co-Chair of the Impact Makers Board of Directors, Jill Sumner

Dear Clients and Friends of Impact Makers:

The beginning of the New Year brings to mind all that has been accomplished and all that has yet to be done. I am contacting you today to share information about the community contributions and goals of a unique organization that I am very proud to be involved with, Impact Makers.

Impact Makers is a management and IT consulting firm that contributes its profits to its charity partners, Rx Partnership and CHIP of Greater Richmond (now a program of Family Lifeline). In 2011, Impact Makers contributed more than \$100,000 in direct, unrestricted financial support to these organizations and provided more than 200 hours of pro bono management and technology consulting support to them. Over the past year Impact Makers' financial and professional support has contributed significantly to the ability of these organizations to empower and support tens of thousands of citizens in our community.

Through Rx Partnership, an organization that provides free prescription medications to qualifying uninsured patients of Virginia's free clinics, Impact Makers' financial and in-kind support translates into more than 2,479 donated prescriptions for 567 low-income, uninsured citizens throughout the state. Impact Makers' contributions have helped to enable Children's Health Involving Parents (CHIP of Greater Richmond) to continue to achieve excellent outcomes:

- 99% of participating children were covered by health insurance
- 99% of participating children were connected to a primary care medical provider
- 97% of participating children received all doctor-recommended immunizations
- 96% of participating children (ages 3-5) were connected to a primary care dental provider

My involvement with Impact Makers is on my Top 10 for 2011 list. I have attached some additional information about Impact Makers and their community support. If you would like to learn more about us, how we can work for you, or how you can get involved I would love to talk with you.

Wishing you and yours happiness and success in 2012!

Jill Sumner
Co-Chair, Board of Directors
Impact Makers

Impact Makers Highlights 2011

By the numbers – a year of significant growth

- Increased revenues by 300% over 2010.
- Expanded consulting support to more than a dozen clients in three states and one foreign country.
- Added more than 20 consultants to payroll in 2011; Impact Makers total project staff surpassed 30.
- Featured on Virginia Governor McDonnell's web site as a Virginia Job Creator.

<http://www.governor.virginia.gov/JobCreator/ImpactMakers.cfm>

Support for our community charity partners

- Contribution of more than \$100,000 in direct financial support to our community charity partners, Family Lifeline and Rx Partnership.
- Provided over 200 hours of pro bono management and technology consulting support to our partners.
- See the attached letters from Family Lifeline and Rx Partnership for more information about the impact of our support.

National and statewide publications and other media featured our social impact business model

- *Richmond Times Dispatch*: featured Impact Makers' business model and our community charity partner CHIP of Greater Richmond (now part of Family Lifeline).
<http://www2.timesdispatch.com/business/2011/mar/13/tdmony01-growing-number-of-companies-have-a-differ-ar-901764/>
- *Virginia Business Magazine*: described Impact Makers and the benefit corporation legislation that we championed. <http://www.virginiabusines.com/index.php/news/article/a-new-type-of-company>
- *Ventura County Star*: highlighted our social entrepreneurship model.
<http://www.vcstar.com/news/2011/mar/19/chhabra-invent-create-wealth-and-share/>
- *ABA Journal*: featured Impact Makers' business model and discussed benefit corporation laws.
http://www.abajournal.com/magazine/article/profitting_for_good_new_corp_structure_helps_non_profits_deliver_benefits/
- *Richmond Times Dispatch*: included Impact Makers' 2011 contributions in their article on "Notable Gifts." <http://www2.timesdispatch.com/news/2012/feb/26/tdmony02-notable-gifts-for-feb-26-ar-1716124/>

Championed passage of Benefit Corporation legislation in Virginia

- Law took effect July 1, 2011; Virginia was the fourth state in the country to enact such legislation.
- Benefit corporations are stock corporations that have elected to incorporate with the business purpose of creating a positive impact on society and the environment in addition to generating profits.
- <http://impactmakers.com/2011/willett-rtd-2011-10-03-2>

Imitation is the sincerest form of flattery

- Inspired consultants in Cincinnati, Ohio to create a management and technology company modeled after Impact Makers.
- Ingage Partners uses a significant percentage of its profits to fund charitable organizations in the Cincinnati area. <http://impactmakers.com/2011/ingage-partners-2>

B Impact Assessment

For more info on our community impact see our third party B Corporation assessment rating and scores at <http://www.bcorporation.net/impactmakers>.

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December 14, 2011

To the Impact Makers Board of Directors & Team of Consultants:

As Executive Director of Rx Partnership, I would like to thank you on behalf of our Board and the thousands of patients we serve for the tremendous support Rx Partnership (RxP) has received from Impact Makers and your clients over the last year. We are truly proud to be one your two community charity partners. Because of our partnership, RxP has been able to more effectively focus on our mission to increase access to free prescription medications for Virginia's eligible uninsured.

In 2011 alone, Impact Makers financial and in-kind technical support **translates into more than 2,479 donated prescriptions for 567 low-income, uninsured individuals throughout the state.** In addition to the financial and in-kind support, RxP has certainly benefitted from being associated with, and an ambassador for, Impact Makers innovative business model that effectively combines the worlds of business and philanthropy.

Rx Partnership's approach to medication access is also highly innovative and allows us to coordinate the supply of over **\$14 million worth of free medication to 22 free clinics and community health centers around Virginia.** In this challenging economy we know that statewide, more than 900,000 adults (18%) ages 19 to 64 have no health insurance and more than one in four uninsured Virginians (27%) go without needed medications because they cannot afford to pay for them, sometimes despite working several jobs. Thanks to Impact Makers and our partners throughout the state, we are able to make a real difference in people's lives. According to one patient receiving RxP medication:

"It has enabled me to maintain a better quality of life during this stressful financial time. By receiving necessary medication, I am able to be the positive, healthy mom and wife that I need to be."

Rx Partnership congratulates Impact Makers on a truly outstanding year of growth and recognition for all the team's hard work. We look forward to 2012 and know that, with your help, we will be able to assist even more Virginians in need to access life-saving medication.

With Sincere Thanks,



Amy Yarcich
Executive Director
Rx Partnership
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December 2011

To Whom It May Concern:

On behalf of Children's Health Involving Parents (CHIP of Greater Richmond), a program of Family Lifeline, it is my pleasure to share with you a recap of the past year of partnership with Impact Makers. Impact Makers' generous financial support of the CHIP program has allowed us to continue achieving excellent outcomes. In our most recent program year, these outcomes include:

- 99% of participating children were covered by health insurance
- 99% of participating children were connected to a primary care medical provider
- 97% of participating children received all doctor-recommended immunizations
- 96% of participating children (age 3- 5) were connected to a primary care dental provider.

On top of Impact Makers' financial contribution to CHIP of Greater Richmond, they have been a significant asset to us through volunteer services provided. Throughout the past year, we have worked with Impact Makers staff to evaluate Family Lifeline's future implementation of a new data and evaluation system. In the coming months, we look forward to partnering with Impact Makers to assess our change management plan and organizational structure.

Impact Makers' generosity and expertise has truly made a difference for us in the past year. We are grateful for their partnership and continued commitment, as well as the positive impact they are making in our community....most importantly to the families we serve.

All the best to you and your loved ones this holiday season.

Warmly,

A handwritten signature in black ink that reads "Amy L. Strite". The signature is fluid and cursive, with the first name being the most prominent.

Amy L. Strite, MSW, LCSW
Family Lifeline