

Impactmakers

Better Business. Better Community.

2013 Highlights & Impact Report



Best Year Ever

- 2013 revenue exceeded **\$10 million**, a 171% increase over 2012
- Company grew to more than **60 people**
- Added **Digital Services** and **GRC (Governance, Risk and Compliance)** practices
- Launched a new brand, logo, website and recommitment to the community
- **Coming Soon – New Office!** Impact Makers' headquarters will be moving to a new home at 1707 Summit Avenue around April 2014. It's a 6,500 square-foot fully-renovated second floor of a former warehouse property in the northeast corner of Scott's Addition.

Community Impact

- Total of **\$247,000 in Community Partner Contributions**, direct financial support for Family Lifeline, Rx Partnership, FLiPM (Future Leaders in Project Management), the Peter Paul Development Center, and other charitable organizations, an increase of 325% over 2012
- Added **2 new Community Partners: FLiPM** and the **Peter Paul Development Center**
- Provided **\$34,000 in pro bono** management and technology consulting support to our partners
- See **year-end letters** from our community partners for more information about the impact of our support.
 - **Family Lifeline** supports children, families, the disabled and seniors. In 2013, Impact Makers support provided 20 at-risk families with a year of intensive home visitations and counseling, 2000 hours of home-care support to home-bound elders, 96 months of intensive home visitation, 56 hours of home care support for elder shut-ins, and training for 2 ElderFriend volunteers.
 - **Rx Partnership** provides free prescription medication to Virginia's eligible uninsured. In 2013, Impact Makers support translated into more than 10,722 donated prescriptions for 1,926 low-income, uninsured individuals.
 - **FLiPM** provides project management training to youth. Our 2013 contributions allowed FLiPM to expand the program to a new school, Tuscarora High School in Leesburg, Virginia. Impact Makers also sponsored a \$1,500 FLiPM scholarship for a student at Henrico Technical Center.

"In addition to the financial and in-kind support, RxP has certainly benefited from being associated with, and an ambassador for, Impact Makers innovative business model that effectively combines the worlds of business and philanthropy."
– Amy Yarcich, Rx Partnership

Impactmakers

- **Peter Paul Development Center** is a community center in the East End of Richmond that supports youth, families and seniors. In 2013, they worked with more than 130 students, provide programs for seniors, and a food bank that serves 400-700 people a month.

Client Successes & Recognition

- NPR's "All Things Considered" featured our project for the **Virginia Commonwealth University Health System and the Virginia Coordinated Care Program**
- The **Virginia Department of Housing and Community Development** was awarded a Governor's Technology Award at the Commonwealth of Virginia IT Symposium (COVITS) in September for their CAMS project, which Impact Makers has been supporting for more than three years
- The Governor's Technology Awards also recognized the **Virginia Department of Motor Vehicles** for the Kanban project that we supported that helped to improve the agency's Elevated Review Workflow

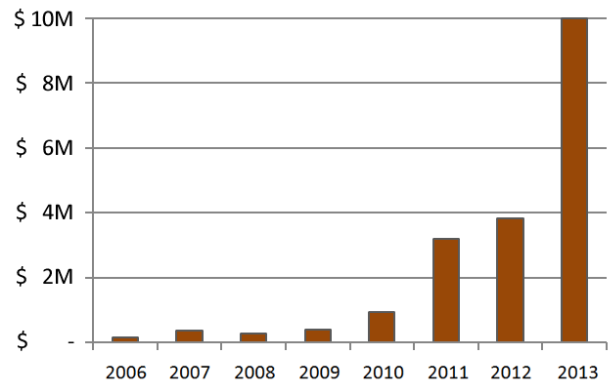
Championing B Corps & Social Enterprise

- **B Corporations** are required to pass an independent assessment in order to be certified. We are a community of more than 900 organizations using business as a force for good
- We teamed with other Richmond-based organizations to host a **Social Enterprise Networking** event featuring B Lab co-founder, Bart Houlahan
- Several Impact Makers staff and Board members participated in the Virginia **Governor's Social Entrepreneurship** event

Press & Recognition

- Ranked 514th on the 2013 **Inc. 500 Fastest Growing Private Companies** in America. In 2012, we were ranked 360th

Revenue (2006 - 2013)



- Featured as a success story on the **Create Jobs for USA** website, supported by the Opportunities Financing Network (OFN) and Starbucks
- Recognized by B Lab as **Best for the World**, **Best for Workers** and **Best for Community**
- Ranked 10th on Richmond Biz Sense's **RVA 25 List of Fastest Growing Companies**
- Named by Richmond Venture Forum as 1 of 4 Growth Companies on the **2013 RVA Companies to Watch** list
- Richmond affiliate **NBC 12 interviewed Michael Pirron**, Impact Makers' Founder and CEO, for 'Inside RVA Companies to Watch'

B Impact Assessment

For more info on our community impact see our third party **B Corporation assessment** rating and scores.

Past Reports & More

To access links for news and previous years' reports visit: impactmakers.com/our-impact

