

# 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
- "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."
  - Amy Yarcich, Rx Partnership
- 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.

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 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

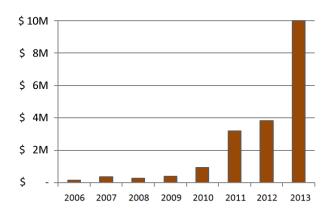
### Championing B Corps & Social Enterprise

- 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



