EMPOWERMENT

Empowerment is support after the crisis. Cornerstones provides a choice of wrap-around resources including job search and readiness support programs, financial counseling, affordable childcare, and other opportunities to ensure that everyone thrives in our community.

- Housing and Homeownership Support
  - 70 households

- Affordable Housing units
  - 108 maintained by Cornerstones

- Care Management
  - 285 households

- ESL and American Citizenship Classes
  - 237 households

- Laurel Learning Center/Affordable Childcare and Before-After School Program
  - 221 children

- Pathways to Sustainable Employment Program
  - 78 graduates

HOPE

Hope is about taking a leadership role in creating meaningful, enduring change that benefits our entire community. Cornerstones rallies corporate and individual allies, diverse nonprofit cohorts, and local/state/national policy advisors and decision makers to advocate and drive innovative, scalable solutions to:

- build and preserve affordable housing
- create conditions that support connectivity and resiliency for children, youth, and families
- provide opportunities for local workers to earn a living wage
- promote racial and social equity
ABOUT US

Since 1970, Cornerstones has partnered with a diverse network of community leaders, donors, and volunteers to ensure that everyone in northern Fairfax County has stability, empowerment, and hope for living healthy, connected lives. Working together, we are breaking down barriers and creating change to sustain our community as a thriving, equitable, and compassionate place to live and work.

STABILITY

Stability is about meeting critical human need when it is on your doorstep — shelter, hunger, eviction, utilities shut-off, illness, unemployment and abuse. Cornerstones offers swift triage and vital support to our most vulnerable neighbors in times of crisis.

Eviction Prevention
186 households

Emergency Shelter and Rapid Re-Housing
770 individuals

Hypo- and Hyperthermia Prevention
395 individuals

Food and Basic Needs
1,295 families with 2,996 children

Homelessness to Permanent Housing
85 households

FY19

<table>
<thead>
<tr>
<th>Individuals and Families Served</th>
<th>Volunteer Service and In-Kind Donations</th>
<th>Corporate Partners</th>
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<tbody>
<tr>
<td>15,776 Individuals</td>
<td>6,024 Volunteers</td>
<td>30</td>
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<tr>
<td>2,576 Families</td>
<td>30,727 Volunteer Hours (Valued at $1.0m)</td>
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<tr>
<td>5,373 Children</td>
<td>$1.4m In-Kind Donations</td>
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Faith Based Community Partners
26

Volunteer Service and In-Kind Donations
6,024 Volunteers
30,727 Volunteer Hours (Valued at $1.0m)
$1.4m In-Kind Donations
Every donation makes an impact!
As a 501(c)(3) charitable organization, Cornerstones takes pride in providing clear, transparent information about our financial position. For 50 years, we have been a trusted and valued steward of your charitable dollars and we are committed to investing your financial support and other corporate, foundation, and government contributions in efficient ways that benefit our community’s well-being.

Financials

Support & Revenue FY19

Public Support
Contributions 1,577,348
Grants 297,300
Special Events 599,510
Public Support Total $2,474,158

Government Income
Federal 376,017
Commonwealth of Virginia 207,989
Local - Fairfax County 3,471,101
Government Revenue Total $4,055,107

Earned Revenue & Other Income
Tuition and Fees 1,444,894
Rental Income 1,736,465
Subcontractor Revenue & Other 385,346
Earned Revenue & Other Income Total $3,566,705

Gifts-In-Kind
Gifts-In-Kind Contributions 1,371,765
Office Facilities Contributed 844,294
Gifts-In-Kind Total $2,216,059

Total Support & Revenue $12,312,029

Stability Investment & Expenses (unaudited) FY19

Emergency Shelter, Hypo- and Hyperthermia Program, Rapid Re-Housing, Eviction Prevention 3,243,998
Food, Financial Assistance, Wellness Support 1,028,357
Stability Total $4,272,355

Empowerment
Affordable Housing Rental Program 625,600
Affordable Housing - The Apartments at North Point (RIHC) 662,850
Affordable Housing - Resident Services and Property Management (CHC) 841,659
Connections for Hope: Job Readiness and Employment Services; Community Care Management; Adult Education; and Housing Counseling 850,282
Laurel Learning Center Affordable Childcare and After-School Programs 2,017,413
Empowerment Total $4,997,604

Hope
Community Building, Neighborhood Resource Centers, Opportunity Neighborhoods for Successful Children, Youth, and Families 1,129,396
Hope Total $1,129,396
Total Community Investments $10,399,354

Total Expenses (Fundraising & Development - 5.6%) $694,736
Total Expenses (Management & General - 9.9%) $1,242,679
Total Community Investments and Expenses $12,336,770
2019 ANNUAL PARTNERS

Thank you for your generous support!

Champion Partner

Bob & Lisa Van Hoecke

Impact Partner

FLORIS United Methodist Church

Visionary Partners

SOSi

leidos

The Charles A. Veatch Family

Strategic Partners

Virginia Spine Institute

Atlantic Union Bank

CORE Foundation

TECHNOLOGIES

Community Partners

constellis

Cooley

Signature Partners

M&T Bank

Gupta Family Foundation

JBG Smith

NFP

John & Verdun Thomas

Builder Partners

CSTGROUP

Kimley-Horn

Dev

LIFTOFF

HYATT REGENCY

NortonScott

Reston Hospital Center

NORTHWEST

tailored living

Clayflowers

VISTA

For more information, please contact Caroline Tidwell
Chief Development Officer
caroline.tidwell@cornerstonesva.org | (571) 323 - 9576
YOUR IMPACT

As a proven disruptor for homelessness, poverty, and inequality, Cornerstones unites the community around a shared mission - to ensure that everyone living and working in Northern Virginia has stability, empowerment, and hope for a healthy and connected life.

Since 1970, Cornerstones has championed the Dulles Corridor region as a thriving, equitable, and compassionate community. We work in partnership with area leaders and advocates, like you, who are deeply committed to strengthening our community. Together, we are working to break punishing cycles of generational poverty that put everyone’s economic vitality at risk.

Your Support is Transformational!

S T A B I L I T Y

186 households, experiencing acute housing instability, were prevented from falling into homelessness.

49 Cornerstones served 49 local veterans by providing shelter and care management.

85 households experiencing homelessness moved to permanent housing.

145K Thanks to Cornerstones donors and partners, we received more than $145,000 in donated food and pantry items to help local families off-set the cost of feeding their children healthy meals.

770 individuals experiencing homelessness, received food and shelter at Cornerstones’ Embry Rucker Community Shelter, including 64 families with 135 children; 28 of which were chronically and terminally ill individuals; and 395 individuals who sought shelter during periods of extreme weather conditions.

6,567 individuals accessed basic needs assistance from Cornerstones’ Assistance Services and Pantry Program in 2019, including 1,278 families with 2,996 children.

“After I was laid off from the company I worked at for more than ten years, I started to struggle financially. I finally went to the Cornerstones’ food pantry when I had zero left of my savings. Cornerstones’ staff person also helped me work on my goals and gave me information about different places to apply for a job. I now have a permanent job, and I can pay for all my expenses. I haven't had to rely on food assistance from Cornerstones for a few months now, but I am glad it was there when I needed it.” - Lynnette
All 15 of our Laurel Learning Center rising kindergartners and six of seven rising kindergarteners in the Herndon Summer Excite! program achieved the milestones necessary to be ready for school this fall.

“Because of extended knee surgery recovery, I was unable to work and lost our housing. With no other alternative, I found myself in the shelter with my 11-year-old daughter. It was heartbreaking. Once I was healed, I worked two part-time jobs to make ends meet. A Cornerstones care manager encouraged me to join the Training Futures program which included an internship at NOVA Community College. They liked my work so much that they offered me a position! Then through Cornerstones’ Financial Literacy program, I improved my credit score, paid down our debt, and put money into our Cornerstones’ trust account. In five years, we went from homelessness to buying our first home. I can’t believe we made it. Thank you Cornerstones for giving us a start at a new secure life!” - Alicia
YOUR IMPACT

H O P E

Join us as a respected voice of change to advocate, create, and drive innovative, scalable solutions to:

• build and preserve affordable housing
• invest in connected and resilient children, youth, and families
• provide opportunities for local workers to earn a living wage
• promote racial and social equity

Our Community Engagement Resources Include:

• Cedar Ridge Community Center
• Connections for Hope Partnership
• Crescent Community Center
• Herndon Neighborhood Resource Center
• Opportunity Neighborhood RestON
• Southgate Community Center/Westglade/Southgate Initiative
• Stonegate Village Community Center

For more information, please contact Caroline Tidwell
Chief Development Officer
caroline.tidwell@cornerstonesva.org | (571) 323 - 9576
Now more than ever, area business leaders are seeking innovative community investment opportunities that make a meaningful, substantial, and positive impact in our Northern Virginia communities.

**We can tailor our variety of corporate partnership opportunities to your specific philanthropic goals.** Corporate partners benefit from year-round brand visibility, employee and client engagement activities, and VIP recognition. You will also receive invitations to Cornerstones’ 50th Anniversary signature events and receptions.

## Standard Benefits

### Mission Engagement

- in-person or Cornerstones video presentation for your employees/stakeholders about how their volunteer and donor support helps Cornerstones’ mission and impact
- workplace giving and customizable peer-to-peer fundraising campaigns
- calendar of volunteer opportunities, registration, and onsite coordination

### VIP Events

- Capitol Steps Leadership Reception - January 19, 2020
- 50th Anniversary Special Event - September 26, 2020
- Cornerstones’ Annual Corporate Partner Reception - Fall 2020

### Promotion & Marketing

- year round recognition in marketing collateral and website as a 2020 annual partner
- profiles on our Facebook, Twitter, Instagram, and LinkedIn pages, and quarterly e-newsletter
- podium and program recognition at Cornerstones’ 2020 signature events, including our *Capitol Steps* Benefit Performance and our 50th Anniversary Special Event

For more information, please contact Caroline Tidwell  
**Chief Development Officer**  
caroline.tidwell@cornerstonesva.org | (571) 323 - 9576
## CORPORATE PARTNERSHIP

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For more information, please contact Caroline Tidwell  
Chief Development Officer  
caroline.tidwell@cornerstonesva.org | (571) 323 - 9576
Workplace Giving and Employee Match Campaigns

Workplace Giving and Employee Match Campaigns are made easy with Cornerstones. From automated emails and “lunch and learn” events to personalized peer-to-peer fundraising and donation impact reports. We will provide a personalized employee engagement portal for volunteer opportunities and workplace giving.

Annual Partners Reception Sponsorship – Fall 2020

$10,000

Cornerstones’ Annual Partners Reception is a high-profile networking celebration recognizing our growing network of 30+ annual corporate partners for their generous support and impact in our community. Benefits include:

a) Logo recognition on all event collateral
b) Logo placement and company link on our website’s event page
c) Speaking opportunity during the event program

Volunteer Appreciation Sponsorship – May 2020

$5,000

Cornerstones’ volunteers are the lifeblood of our community engagement and outreach. In special recognition of their time, and talents, our annual Volunteer Appreciation event highlights their many volunteer service roles and achievements. Benefits include:

a) Logo recognition on all event collateral
b) Logo placement and company link on our website’s event page
c) Speaking opportunity during the event program

For more information, please contact Caroline Tidwell
Chief Development Officer
caroline.tidwell@cornerstonesva.org | (571) 323 - 9576
EMPLOYEE VOLUNTEERISM

You can ensure our community is a vibrant and compassionate place to live and work

Now more than ever, Northern Virginia corporate leaders and their employees require unique, meaningful social impact opportunities to fulfill their citizenship goals and inspire volunteerism, support, and leadership in our community. For 50 years, Cornerstones has proudly helped diverse corporate partners put their company's values into practice and expand and enhance community engagement.

Our unique corporate partnership program ensures that your employees can fulfill their personal charitable giving goals and gain valuable community leadership experience.

Cornerstones Volunteer Opportunities

Embry Rucker Community Shelter

Our Embry Rucker Community Shelter serves three healthy meals each day to families, children, and individuals in need. We are always looking for volunteer groups to financially sponsor a catered meal and work as meal volunteers at the Shelter.

Catered Meal Sponsorship – Volunteer groups interested in sponsoring a complete meal at our Embry Rucker Community Shelter are welcome to donate at the following levels:

- Breakfast for 100 clients $350
- Lunch for 70 clients $400
- Dinner for 120 clients $500

Meal Volunteers - Our Embry Rucker Community Shelter can support 10 meal volunteers per shift with no more than 25 people per group.* All on-site volunteers and persons accompanying them at the Shelter must be at least 18 years old.

From Monday to Friday, we currently provide:
- Breakfast for 100 clients from 7:00am to 8:00am
- Lunch for 70 clients from 11:30am to 1:00pm
- Dinner for 120 clients from 4:45pm to 6:30pm

*Currently, weekend opportunities at the Embry Rucker Community Shelter are full.

Beautification and Organization Projects – Depending on the time of year and your group's size and skill set, we can arrange for beautification and special organization projects at the Shelter. Shelter projects include painting community spaces and classrooms, grounds maintenance and landscaping, and seasonal needs.

Each volunteer group is asked to cover all expenses related to beautification and organization projects.
EMPLOYEE VOLUNTEERISM

Assistance Services and Pantry Program
Connections for Hope Partnership
Herndon Neighborhood Resource Center
Laurel Learning Center
RestON Opportunity Neighborhood

Cornerstones’ Urgent Assistance, Community Resource Centers, and Family Strengthening programs offer volunteer opportunities that are perfect for large group team building and engagement, including:

• Sorting and dating roughly 4,000 lbs. of shelf-stable donations for our food pantry
• Participating as a Fun Fridays STEAM Activity Leader at the Herndon Neighborhood Resource Center
• Facilitating an educational workshop that teaches a valuable life skill to under-resourced community members - for example, a basic computer skills workshop
• Assisting at our Job SMART classes
• Volunteering at our Summer Excite! Youth Program at the Herndon Neighborhood Resource Center
• Serving as panel judge at the “Shark Tank” Youth Business/Invention special event

Workplace Site Opportunities

Need a group team building activity that can be done at the office, center, or place of worship? How about providing in-kind donations for one of our special drives? Our off-site volunteer opportunities can easily support your unique service goals and accommodate any size group. Opportunities Include:

• Bagged Meals for the Embry Rucker Community Shelter
• Snack Packs for the Embry Rucker Community Shelter, Assistance Services and Pantry Program
• Back to School and Coat Closet Drive Donations
• Thanksgiving Drive and Holiday Gifts for Kids Donations

For more information, please contact Susan Alger
Director, Volunteer and Community Engagement
susan.alger@cornerstonesva.org | (571) 323 - 1383
**Sponsorship Opportunities**

**Presenting Sponsor (limit two) $30,000**
*Receive exclusive top honors for this benefit performance supporting those who have no place to call home*

- **TOP HONORS** – recognition as Presenting Sponsor in all event promotions, including: invitations, event ads, press releases, e-newsletter and social media, plus hyperlinked logo and listing on event web page, recognition in sponsor video featured at event, and name and/or logo displayed in rotation on slideshow presentation
- **FEATURED VIDEO** — video highlighting your partnership with Cornerstones shown at the event and on event webpage
- **SPEAKING OPPORTUNITY** – opening remarks at the event
- **PREMIUM SEATING** – 2 tables (20 guests) with optimal table placement with name and/or logo displayed on tables
- **LEADERSHIP RECEPTION** – an invitation to the pre-event party for 20 guests
- **EVENT PARKING** – 10 complimentary valet or self-parking passes
- **MARKETING** – company logo on program cover, signage on the podium, one full-page color ad on the back of the program, other sponsor full page ad inside front cover, company logo on invite (per deadline requirements) and on big screen monitors

**Leadership Sponsor (limit three) $20,000**

- **PREMIER HONORS** – recognition as Leadership Sponsor in all event promotions, including: invitations, event ads, press releases, e-newsletter, social media, hyperlink listing on event web page, and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation
- **FEATURED HOST** — opportunity to give the welcome or closing remarks during the leadership reception or have your ad displayed in rotation on slideshow presentation
- **EXCLUSIVE SEATING** – 2 tables (20 guests) with premium table placement with name and/or logo displayed on tables
- **LEADERSHIP RECEPTION** – an invitation to the pre-event party for 20 guests
- **EVENT PARKING** – 10 complimentary valet or self-parking passes
- **MARKETING** – one full-page color ad on the front cover or inside back cover of program, prominent signage for your featured promotion (see above), invite (per deadline requirements) and company logo on big screen monitors

**Principal Sponsor (limit four) $15,000**

- **OPTIMUM SEATING** – 1 table (12 guests) with optimal table placement
- **LEADERSHIP RECEPTION** – an invitation to the pre-event party for 12 guests
- **EVENT PARKING** – six self-parking passes
- **RECOGNITION** – promotion as a Principal Sponsor in select event materials, including one full-page color ad in the event program, recognition from the podium, a hyperlink listing on event web page, on invite (per deadline requirements) and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation

**Underwriter Sponsor $10,000**

- **PREMIUM SEATING** – 1 table (12 guests) with name and/or logo displayed on table
- **LEADERSHIP RECEPTION** – an invitation to the pre-event party for 6 guests
- **RECOGNITION** – promotion as an Underwriter Sponsor in select event materials, including one half-page ad in the event program, recognition from the podium, hyperlink listing on event web page and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation
Patron Sponsor $7,500
- RESERVED SEATING – 1 table (12 guests) with preferential placement
- LEADERSHIP RECEPTION – an invitation to the pre-event party for 2 guests
- RECOGNITION – promotion as a Patron Sponsor in select event materials, including one half page ad in the event program, recognition from the podium, signage at Cornerstones’ headquarters, hyperlink listing on event web page, recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation

Wine Sponsor $5,000
- RESERVED SEATING – preferential seating for 6 guests
- LEADERSHIP RECEPTION – an invitation to the pre-event party for 2 guests
- RECOGNITION – promotion as a Wine Sponsor in select event materials, including one quarter page ad in the event program, signage at Cornerstones’ headquarters, hyperlink listing on event web page and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation

Dessert Sponsor $2,500
- RESERVED SEATING – preferential seating for 4 guests
- LEADERSHIP RECEPTION – an invitation to the pre-event party for 2 guests
- RECOGNITION – promotion as a Dessert Sponsor in select event materials, including one quarter page ad in the event program, signage at Cornerstones’ headquarters, hyperlink listing on event web page and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation

Supporter Sponsor $1,500
- RESERVED SEATING – preferential seating for 2 guests
- LEADERSHIP RECEPTION – an invitation to the pre-event party for 2 guests
- RECOGNITION – promotion as a Supporter Sponsor in select event materials, including one quarter page ad in the event program, signage at Cornerstones’ headquarters, hyperlink listing on event web page and recognition in sponsor video featured at event and name and/or logo displayed in rotation on slideshow presentation

Can’t attend? Make a pledge to help “Empty the Shelter.” Your donation will be fully tax deductible.

Advertising Only:
- $975—one full page ad in the event program
- $775—one half page ad in the event program
- $500—one quarter page ad in the event program

Date ________________________________
Company Name/Organization ____________________________________________________________
Contact ________________________ Title _________________
Address ________________________________________________________________________________________________
City_________________________ State_________ Zip________
Telephone ______________________ Fax __________________
E-mail ____________________________________________________________________________________________
Sponsorship Level______________________ Check enclosed AMEX DISC MC VISA (circle one)
Credit card_________________________ Exp. Date___________ CVV Code_______
Total Amount ______________________ Name on card ____________________________

Sponsorships must be paid in full by January 6, 2020 for inclusion in event material. Please return completed form to Cornerstones, Attn: Capitol Steps 11150 Sunset Hills Road, Suite 210, Reston, VA 20190 or fax to 571-323-9554.

Questions? Please contact Nekita Jones at 571-323-1429 or events@cornerstonesva.org.

NOTE: Tax deductible amount of sponsorships will be reduced by value of benefits received