I find it interesting how often I hear from donors that they like Windy Hill because “we get things done.” That can certainly be said about a lot of non-profit organizations, but it makes me proud when I hear a comment like that about Windy Hill. These “things” which we are doing are making a difference in people’s lives. From the diaper bank for our youngest residents to blood pressure checks for our seniors, we continue to provide a better life for the residents of our properties.

Of course, it all starts by putting a roof over their heads. We added 30 units in early 2018 with the completion of Washburn Place in Marshall. We plan on adding another 96 units by the end of 2018 when our Heronview property, located in the new Kincora development in Sterling, is completed. That will give us a total of 310 units of housing for low- and moderate-income families in Loudoun and Fauquier counties.

Once housed, the most rewarding part of what we do begins, which is our resident services. As many of you already know, we focus a lot of our resources on educating the children. Our Director of Programs, Claire Louis, did not waste any time planning a program that will benefit the new residents at Washburn Place. We are partnering with Fauquier County Public Schools to run an after-school program at the newly renovated Marshall Community Center which will start in the new school year. Like most of our after-school programs, this is not limited to just the children of Windy Hill properties but available to the greater community.

I encourage you to read through the 2018 Annual Report to find out more about our accomplishments. As always, I want to thank all of our donors and volunteers for their past support and urge your continued involvement, whether financial or otherwise, in furthering Windy Hill Foundation’s important mission.

Robert B. Dale, III, Executive Director

**VOLUNTEERS FUEL OUR MISSION!**
To get involved, contact us at www.WindyHillFoundation.org • (540) 687-3997
November 17, 2017 was a big night for Windy Hill Foundation! Amongst the flappers, gangsters, gentieladies and gentlemen, there was an outpouring of support for Windy Hill and the housing and services it provides to our neighbors and friends in many communities. In addition to over $200,000 raised for Windy Hill’s general operational needs, guests held up their paddles to donate over $145,000 to start the first Windy Hill Education Fund (for more information, see our story, Windy Hill Foundation Horizons Scholarship).

It was a night of celebration from start to finish! Over 400 guests flowed from Salamander Resort’s front doors into Gatsby’s living room, fantastic in its authenticity, for a bit of bubbly, followed by a very lively dinner in a sparkling tent festooned with feathers and filled with laughter. After an amazing display of generosity among both donors and bidders, the real entertainment began with a dazzling performance by Doc Scantlin and his wonderful partner Chou Chou, as well as his tremendous band. To the tunes of the roaring ‘20’s and beyond, guests literally danced the night away!

We appreciate the many guys and dolls who not only came out for the Gatsby Gala, but who support Windy Hill year round. Their generosity will help us continue to provide much needed services, including middle and high school outreach programs, activities and meals for our seniors, and support for the families living in our communities.

*We can’t wait for next year’s Studio 54 Gala!*
Washburn Place Open!

Housing Initiative

Construction on Windy Hill Foundation’s newest project finished up early this year. The sod was laid, trees planted, and in March the first of 30 families began moving in. This amazing development in the rapidly growing and maturing town of Marshall, will provide much needed affordable housing to local families working in our area thanks to the generosity of so many, but most especially Judy and Lang Washburn and Lisa and Zohar Ben-Dov. Three of the units are reserved for veterans or active duty members of the military and five units are ADA compliant.

On April 19, Lisa Ben-Dov and Judy Washburn, flanked by Executive Director Bob Dale and Windy Hill Development Company consultant Kim Hart, cut the blue and green ribbon, officially opening the units in our new neighborhood! One of the new homes provided welcome refuge to the nearly three dozen guests on an uncharacteristically blustery day. Although the weather tried to take center stage, Judy’s moving words about her husband Lang’s deep-felt commitment to providing “a roof over people’s heads” were what will be remembered from this special day. In addition to the many supporters who attended, Judy was accompanied by her daughter Natalie, as well as the fire truck from the Marshall Volunteer Fire Department and the American flag, in honor of Lang’s wishes. Thank you to all who supported this effort!
Due to the generosity of many Gala guests in 2016, the bar was set high. At the 2016 Gala, a record-setting number of attendees raised approximately $60,000 to purchase not just one, but two busses for residents. As Board President Jonathan Catherwood said, “it is impossible to overstate the transformational impact this has had on the lives of our residents.’’ So, who would have known that at the 2017 Gala, held in November at Salamander Resort & Spa, Windy Hill Foundation would raise over $145,000.00 to establish Windy Hill Foundation’s new scholarship program?

Talk about transformational! On that November evening, over seventy guests raised their paddles to help further Windy Hill’s mission to encourage self-improvement and self-sufficiency among our residents. The ability to provide our young people the resources to help them follow their dreams, whether attending a traditional four-year college or university or attending a more focused program in an area of interest, is paramount and Windy Hill Foundation is honored to be a part of their individual journeys.

With the diligent work of the Foundation’s Family Services Committee, the application is now complete and available to our high school seniors. They will be asked to write a short essay, submit references and transcripts, and have an interview with a Committee member. The application process is yet another opportunity in which Windy Hill can help our high school students prepare for the future.

Windy Hill wants our teens to know we support their efforts in becoming productive, self-reliant, and fulfilled adults. With nearly 15 high school age children living in our community at this time, the need in the coming years will be great and the competition vigorous. However, with the continued support of Windy Hill’s community, we know that these students will have the opportunity to be as great as they want to be.

In gratitude, we would like to recognize our Windy Hill Horizons Education Fund donors!

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Left to right: Director of Programs, Claire Louis, meets with high schoolers; Anthony Shapath will attend Marymount University; Emmanuel Ibarra Mendoza will attend Northern Virginia Community College; Sapphire Cherry will attend Lord Fairfax Community College. We wish them great success!
Pampering Even The Youngest

Youth Initiative

Windy Hill Foundation is now partnering with A Hand Up NOVA Diaper Bank to provide diapers to our newest residents! With a budget of only $2,750 and an all-volunteer staff of three, the Diaper Bank was able to provide nearly 98,000 diapers to families in need in Loudoun and western Fairfax counties last year.

The NOVA Diaper Bank reports that the cost of providing diapers for one child for one year is nearly $1,600 – a burden for many low-income families in our community. The resulting health issues, diaper rash, infections, and worse – not only impact the child’s health, but that of the mother and the well-being of the family. Windy Hill is grateful for NOVA’s help and is working with local schools to hold “Diaper Drives” to help in the organization’s efforts. If you can help, please contact Director of Programs, Claire Louis at 540.687.3273 for more information.

Summer On The Hill 2018

Youth Initiative

Due in part to the addition of Washburn Place, we are expecting a record number of campers this year! Thanks to the generosity of the Middleburg Community Center and a grant from the Community Foundation of Northern Virginia, our annual camp for young residents will now be located at the Community Center. This is a wonderful development and will mean that all of the activities can be held in one central location. The campers will have access to the playground, ball fields, community room, and most importantly, the swimming pool!

In addition, Greenhill Vineyards & Winery, an amazing supporter of Windy Hill Foundation, has offered to host the campers for a day at the vineyard. Partnering with the Future Farmers of America, our kids will learn about viticulture and spend a day exploring the world of grapes right outside their front doors. Although tastings may be prohibited, the fun will be flowing!

This will be but one of many exciting and innovative programs available to our campers this summer. We are all looking forward to Summer on the Hill 2018!

Windy Hill Needs You!

Anti-Hunger Initiative

The Friday Feast program which provides dinner to our Levis Hill House residents every other Friday year-round is looking for volunteers. It is an easy way to make a difference in our community, yet most appreciated by our seniors. Volunteers have complete flexibility to choose both the dates and frequency of helping out. Typically, our volunteers provide dinners for 3 to 5 people and meals can be home cooked or store bought (whichever works for you!). If you are interested, please contact Marcy Deetz at marcydeetz@gmail.com for more information.
It was a Merry Windy Hill Christmas!

Youth Initiative

Santa was a very busy man this year, visiting Windy Hill rooftops from Brambleton to Middleburg to The Plains! The spirit of giving shone brightly, spreading Christmas cheer and gifts for young and old.

The Hill School, located in Middleburg, presented Windy Hill’s children with dozens of wrapped gifts, while many families and seniors received laundry baskets of needed supplies or $1,500.00 in donated gift cards. The Hill School was not the only area school opening their hearts on behalf of our residents. Wakefield School in The Plains generously donated 60 wrapped presents to the 30 Windy Hill children who reside there.

The fun for The Plains youngsters did not stop there! They giggled with a mix of anticipation and trepidation as Santa joined them for The Plains Community League’s annual holiday party. In addition to Santa, there were arts and crafts, dinner, and gifts – thank you to all involved for a wonderful holiday celebration! Not to be outdone, Santa and his many helpers at the Christian Fellowship Church brought gifts and good cheer for our 60 children living at Shreveport Ridge in Brambleton.

Spirits were also bright at Levis Hill House, where our seniors were exhilarated by their own festivities, including the hotly contested Door Decorating Contest. Meanwhile, next door at Llewellyn Village, our families joined together to celebrate the season! With help from our teen residents and the elves of Middleburg Baptist Church, it was a night of carols, wonder, and giving.

We are thankful for all those in the Windy Hill family who made the season bright for so many and look forward to the many blessings of the year ahead.

SAVE THE DATE!

Fundraising Initiative

You thought LAST year was glamorous? Windy Hill Foundation’s annual fundraiser should again be all the rage! Under the direction of Gala chair and local celebrity Ann MacLeod, Salamander Resort will once again be transformed - this time to Studio 54! Join us to experience again an era of celebrity, glamour, and excess, where all that glittered was, literally, gold. A star-studded evening under the Man in the Moon, dancing to the Right On Band, will be another gala to remember. Please check the Windy Hill Foundation website, www.windyhillfoundation.org, for sponsorship and ticket information. We look forward to seeing you on the dance floor!
Lucy Bernstein: A long and happy walk with Windy Hill

With the exception of a few grey hairs, Lucy Bernstein could be mistaken for one of the Study Buddies she has so loyally tutored for nearly fourteen years. Arriving every Tuesday and Thursday in her wonderful, well-travelled overland Land Rover and wearing her comfortable jeans and turtleneck, Lucy looks like she just returned from a trip across the green meadows of her native England with stories to tell and work to accomplish! As a former Kindergarten and 1st grade teacher both in Cambridge and in the U.S., she was certainly aware of the challenges of tutoring, as well as the rewards.

Through the many iterations and locations of the Study Buddies program, Lucy has been a consistent and caring companion. Back when Lucy started tutoring, the program was run by AmeriCorps volunteers at what was then Middleburg Elementary School. When the program lost its home at Middleburg Elementary and was held in the community room at Llewellyn Village, which is an apt resource for the community but less conducive to keeping a child’s attention, Lucy moved along with the kids and made it work.

In particular, she moved along with Christian, the youngster she has tutored since he was in 1st grade. When the program moved in 2015 to its current home at Banneker Elementary from where Christian, now in 5th grade, will be graduating in June, she again followed and again, remained a solid and stable fixture in Christian’s life and in the Study Buddies program. “She has helped me learn so many things,” Christian proudly stated.

In addition, Lucy has opened up her Unison farm to Windy Hill’s children on many occasions over the years. With the cooperation of the Loudoun Wildlife Conservancy and the Piedmont Environmental Council, she has arranged nature walks where they have “collected insects and all sorts of water creatures from the stream.” In addition to the bugs, birds, and other wildlife, there are six horses, two donkeys, a goat, and a dog to the delight of the many Windy Hill visitors!

Although Christian may be moving on at the end of the year, Lucy will stay put and we hope provide the support and caring to another youngster who can rely on her for years to come. Thank you, Lucy, for all you do!
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To the generous donors who support Windy Hill Foundation throughout the year:

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<td>Mr. &amp; Mrs. John T. Hazel, Jr.</td>
<td>Dr. James T. Sehn</td>
<td></td>
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<tr>
<td>Mr. &amp; Mrs. Paul A. Hesse</td>
<td>Mr. &amp; Mrs. Andrew Shope</td>
<td></td>
</tr>
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$2,500 - $4,999

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<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Mr. &amp; Mrs. Jonathan F. Catherwood</td>
<td>Mr. &amp; Mrs. Keith Foster</td>
<td>Town of Middleburg</td>
</tr>
<tr>
<td>Ms. Andrea Currier</td>
<td>The Friendship Fund</td>
<td>Mr. &amp; Mrs. Alan L. Wurtzel</td>
</tr>
<tr>
<td>Mr. Earl H. Douple, Jr. &amp; Mrs. Christine Kennedy</td>
<td>Dr. &amp; Mrs. Ronald Jackson</td>
<td></td>
</tr>
<tr>
<td>Dun Foundation</td>
<td>Mr. &amp; Mrs. Howard W. Smith III</td>
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continued
As much as we depend on our donors, we have many, many friends in the community who provide assistance to our families and seniors week in and week out. In one month alone, the following organizations donated these much-needed items and services, and we sincerely thank them for their generosity:

Community Superstars!

Seven Loaves Food Pantry - donated approximately 100 pounds of food
Friday’s Feast Volunteers - donated and delivered 32 meals to 16 seniors
The National Sporting Library and Museum - offered free programming
Area Agency on Aging - offered scholarships of $1,000 for nine residents
Salamander Resort and Spa - donated and delivered 80 bathrobes, towels, Keurig coffeemakers and pods
Willisville Chapel - donated six hours of time to both our Study Buddies program and Bible Study, as well as provided meals for 20 Levis Hill House residents
Blue Ridge Area Foodbank - donated and delivered 600 pounds of shelf-stable food to 20 residents
Middleburg Academy - donated 30 hours of tutoring for 16 of our Study Buddies
The Afro-American Historical Society of Fauquier County - treated four residents to a film and museum admission
A Hand Up NOVA Diaper Bank - donated two beautiful wood top tables to the community room at Levis Hill House. Our seniors will now have ample space for group luncheons, Bible Study, crafting projects, and of course, Bingo!
2017 Financial Report*
A Consolidated Statement of Windy Hill Foundation and Windy Hill Development Company

BALANCE SHEET

ASSETS
- Development Company 7%
- Other 1%
- Endowment Investments 11%
- Cash 6%
- Property and Equipment, net of accumulated depreciation 37%
- Investment in Tax Credit Partnerships 38%

$10,462,637
Net Assets: $6,310,923

LIABILITIES
- Current Liabilities 9%
- Long Term Mortgages 43%
- Development Company Related 48%

$4,151,714

REVENUE STATEMENT

REVENUE
- Partnership Income 7%
- Grants 6%
- Gala 21%
- Rental Income 20%
- Annual Giving 27%

$1,461,670

EXPENSES
- Fundraising 2%
- Interest 6%
- Rent Subsidy 8%
- Depreciation 12%
- Resident Services 17%
- Management & General 17%
- Rental Expenses 22%

$1,430,154

Revenues in Excess of Expenses: $31,516

* From Independent Auditor's Report from Mitchell & Co., P.C.
You can touch many lives with your generosity.

Windy Hill has been blessed to be a part of the lives of our residents. In good times and troubled times, we have been able to provide housing, emergency funds, medical services, academic support, and, last but not least, opportunities for joy and sharing through activities for all ages. This is our mission and our community. We look to you, our donor community, to help us continue to provide these important services by making a donation to Windy Hill Foundation today.

To give, visit our website or contact us today! Thank you for your support!
www.WindyHillFoundation.org • (540) 687-3997

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

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
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<tbody>
<tr>
<td>Up to $125</td>
<td>Will help us continue programming for our seniors and families in Middleburg, The Plains, and Brambleton.</td>
</tr>
<tr>
<td>$125 - $249</td>
<td>Will pay for internet and telephone service for Llewellyn Village computer lab for one month.</td>
</tr>
<tr>
<td>$250 - $499</td>
<td>Will cover the cost of prizes awarded at Levis Hill House weekly Bingo game for one year!</td>
</tr>
<tr>
<td>$500 - $999</td>
<td>Will subsidize a senior unit for one month.</td>
</tr>
<tr>
<td>$1,000 - $2,499</td>
<td>Will ensure that family emergency funds are available for two months.</td>
</tr>
<tr>
<td>$2,500 - $4,999</td>
<td>Will provide enough funds to pay for gas and insurance for our two buses.</td>
</tr>
<tr>
<td>$5,000 - $9,999</td>
<td>Will subsidize one senior’s unit for one year at Levis Hill House.</td>
</tr>
<tr>
<td>$10,000 - $24,999</td>
<td>Will ensure we can proceed with necessary grounds maintenance and landscaping at our beautiful Virginia Lane property.</td>
</tr>
<tr>
<td>$25,000 and Up</td>
<td>Will help fund our Residents Program Coordinator position - a key staff member in providing resident services and community outreach.</td>
</tr>
</tbody>
</table>

Volunteers Make Our Mission Possible

Imagine the joy of having a child run up to you on a Tuesday afternoon because she knows you will help her read her favorite book or finding an elderly gentleman eagerly awaiting your arrival at Levis Hill House on a Friday afternoon because you have his “Friday Feast” dinner in hand. Windy Hill Foundation relies on the support of our volunteers, whether at local schools or for our senior programs. We depend on our volunteers and would love to have you join us. Please contact the office for more information.

With much gratitude, we are proud to partner with the following organizations: Banneker Elementary School • Foxcroft School • Hill School • Middleburg Academy • Middleburg Baptist Church • Middleburg Bank • Middleburg Garden Club • Middleburg Methodist Church • Middleburg Library • Middleburg Lions Club • Loudoun Mobile Hope • Middleburg Police Department • Middleburg Fire Department • Middleburg Community Center • Seven Loaves Food Pantry • Blue Ridge Area Food Bank • Friday Feast • Loudoun Abused Women’s Shelter • Grace Episcopal Church • Willisville Chapel • A Place To Be • Loudoun Master Gardeners • Loudoun PRCS. If you’d like to partner with us, please call (540) 687-3997 today!