



### ***From the CEO***

Happy New Year!

July kicks off our FY24 program year and the ECHO team is highly motivated to start Year One of our new Three Year Strategic Plan, Vision 2026.

ECHO's inaugural Big Day Out event last month was a huge success. Hopefully you've seen some of the pictures and videos showcasing the day. Not only did our participants have a blast but we had 55 volunteers from the community help us out and learn more about what ECHO is all about in the process.

Our Blue Elegance social enterprise hopes to have a Grand Opening for their new retail space this summer. There are some permit hurdles to finalize with the town of Leesburg but after that is complete, we should be good to go. Not only will this be a fun place for our supporters to shop for the beautiful crafts our Blue Elegance team is creating, but it will also provide new retail operations skill-building opportunities for our participants. Stay tuned for details.

As always, your help and advocacy for ECHO is greatly appreciated:

- We are always looking for good people to add to our staff. If you know someone looking for a new opportunity, please send them our way.
- If your child's team, band or troop is looking for a fundraiser: ECHO Barkery Biscuits and Blue Elegance products can be used to raise money.
- If your company is having trouble finding entry-level labor: Inclusive Solutions, or GSE or ISE might be the perfect solution to solve this problem.
- We are always on the lookout for strategic thinkers and community networkers to consider serving on our voluntary Board of Directors.
- We are grateful for introductions to retail stores that might consider carrying Barkery and/or Blue Elegance products.
- We always appreciate ideas and introductions for grants and donations.

Thank you for your support of ECHO,

***Paul Donohue, Jr.***  
**CEO, ECHO**

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# ECHO's Big Day Out!

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We had an absolute blast of a day, thank you to everyone who supported the event as a donor or a volunteer. It truly was an epic day that we couldn't have made happen without you. The video footage from this event does a fantastic job at showcasing just how joyous the day really was so we wanted to be sure to share with all of you. You can see the video below.





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# A Special Visit

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We were honored to be visited by Virginia Delegate David Reid! We had a great tour of our facility, highlighting all of the progress and changes that have occurred since Delegate Reid's last visit. It was a pleasure to have him here because his interest in our organization and our participants was clearly genuine.

Thank you for visiting!

# The Barkery



**Introducing our delectable Apple Pie Dog Biscuits -** a scrumptious treat that will have your furry friend's tail wagging with delight! Made with love and care, these mouthwatering biscuits capture the warm and comforting essence of freshly baked apple pie. Whether used for training, rewards, or simply as a special indulgence, give your pup the joy of a homemade apple pie experience with our Apple Pie Flavored Dog Biscuits - because they deserve the very best.



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# Blue Elegance

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Blue Elegance's very popular Goat's Milk and Olive Oil soaps are now up on the website! Check them out at [blueelegance.org](http://blueelegance.org). We are offering a subscription service for the soaps and candles so you'll never have to go without your favorite scents again. If you can't decide what to purchase as a gift for that someone special, you can't go wrong with a Blue Elegance gift card!

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# Ambassador of the Month

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**This month's Ambassador is Kurt Schneid of SpinCityPro!**

Kurt has provided exceptional DJ services for two critical ECHO events now. Our employee appreciation dinner and our Big Day Out would not have been the same if Kurt wasn't there for us. His flexibility, kindness, and skill make him an extremely valuable partner to us and we are grateful to have you at our events Kurt!