



Empowering Individuals for Life

From the CEO

In November we celebrate my favorite holiday of the year, Thanksgiving. Reflecting on this past year I'm filled with gratitude for:

- The ECHO participants that bring joy and inspiration to all of us as they strive to achieve their personal, social, and economic goals.
- The support of the community through donations, sponsorships, volunteering, business leads, newspaper articles and awards.
- The local businesses and organizations that hire ECHO participants through our Group Supported Employment and Individual Supported Employment programs.
- The local businesses and organizations that invite ECHO Day Support participants to visit, volunteer and learn.
- Our volunteer Board of Directors that donate their time, treasure, and talent for the good of the organization.
- The customers of the ECHO Barkery, Blue Elegance, and Inclusive Solutions.
- Our partners in service to the people we support at Loudoun County and Fairfax County.
- The elected officials in our area that have been steadfast in their support and advocacy for the ECHO mission.
- The dedicated ECHO staff that put in long hours to keep ECHO moving forward: our Day Support Specialists, our Employment Support Specialists and Job Coaches, our Program Coordinators, Program Managers, Drivers, HR, Quality Improvement & Program Integrity, Community Outreach & Fundraising, Finance, Facilities, Mechanic, Training Manager, the Enterprise GMs and the Enterprise staffs. Everyone on the ECHO team is essential to the mission and I'm grateful to them all.

Have a Happy Thanksgiving!

Paul Donohue, Jr.
CEO, ECHO

Virginia “Ginny” Rumfelt



It is with a heavy heart that we tell you that on October 24th Virginia “Ginny” Rumfelt passed away. Ginny signed on as ECHO’s very first Executive Director on August 6, 1974 and she was one of the significant driving forces that gave us our start. Additionally, she was responsible for helping to change the landscape for adults with disabilities in our community, the photograph here shows Ms. Rumfelt handing over the very first paycheck to an ECHO participant in the mid 70’s. Empowering Individuals For Life is a statement that we take very seriously at ECHO, and Virginia Rumfelt is one of the people that put true meaning behind those words. We are devastated by this loss, ECHO will forever be grateful for the contributions that Ms. Rumfelt gave to us and to this community.

Thank you Ginny, we hope you rest in peace.

Sip & Swing

Last month we hosted our 2nd annual Sip n Swing at Topgolf and it was a great night for ECHO and our guests that attended. We hosted about 130 guests and raised over \$35,000 for ECHO! A huge, heartfelt thank you to our sponsors of this event, you enable us to successfully pursue our mission and we can't thank you enough for that. If you missed it this year, be sure to join us next year!



The Barkery



Earlier this year, we were awarded Source America's Innovation Award. This recognition along with the progress of the team brought further recognition from Delegate David Reid! We were honored to be presented with a commending resolution for our efforts at ECHO Barkery, thank you Delegate David Reid!

Blue Elegance



Elevate your November with Blue Elegance's latest additions! Our new hand-knitted hats are a cozy and stylish way to stay warm this season, each one a testament to the skill and artistry of our dedicated team. But that's not all – we're excited to announce our new line of wax warmers, just in time for the season. These warmers are designed to add a touch of elegance and fragrance to your space. Whether it's a snug hat or the inviting aroma of our wax warmers, Blue Elegance is here to make your November a little cozier and a lot more elegant. In the spirit of Thanksgiving, we wish to show our gratitude to you, our friends of ECHO. When you purchase two of our 100% soy wax melts and then add one of our beautiful wax warmers, you will receive the “We Are Thankful” discount of 25% on the wax warmer during checkout!

Inclusive Solutions



New work alert! We have been hired by 1000 Oaks Barrel Co. to place stickers on several of their products and we are loving it! If you'd like to check out a cool place that has over 3000 custom made products you can visit their website [HERE](#). Thank you to the team at 1000 Oaks Barrel Co for the work!



Diamond Lake Jewelry

DIAMOND LAKE
JEWELRY

We are pleased to announce a new partnership with Diamond Lake! Starting now, if you mention ECHO prior to a purchase, in store or online, you will receive 10% off of your purchase. Additionally, 5% of your purchase will come back to ECHO in the form of a donation! All funds raised through this partnership will be devoted to teaching our participants the craft of jewelry making at Blue Elegance. So if you are looking for a special gift this holiday season or if you need an appraisal or repairs, you can support ECHO at the same time! Just visit Diamond Lake Jewelry at diamondlakejewelry.com or visit their storefront in Lansdowne at 19333 Diamond Lake Dr. Don't forget to mention ECHO!

Ambassador Of The Month



This month's ECHO Ambassador is Natasha Magrath! Natasha is the owner of [You've Got Maids of Northern Virginia](#) and she has given us tremendous support in multiple different ways.

She has been a generous sponsor of our events, she was a stellar volunteer at our Big Day Out, she partnered with Blue Elegance to create custom made candles for her clients, and most recently she brought most of her staff to ECHO's headquarters to volunteer and deep clean the vast majority of the building! Natasha your support and dedication to this community is spectacular and we appreciate all that you've done for us. Thank you very much!