



## ***From the CEO***

With fall soon upon us, it's time to prepare for inclement weather. If you'd like to be the first to know if ECHO is closed or operating with a delay, I encourage you to sign up for our Omnilert system. With Omnilert, you can receive a text, email or voice message the moment that ECHO announces its situation. You can sign up here: <https://echoworks.omnilert.net/subscriber.php>

The Blue Elegance retail store had its Grand Opening on August 24. It was very well attended by parents, local dignitaries, some elected officials and members of ECHO's Board of Directors. This event drove home just how far the Blue Elegance team has progressed this past year in terms of product offering and quality. Congratulations to Howard French, our General Manager of Blue Elegance and to the whole team!

This month we say goodbye to Zanelle Nichols. She has been with ECHO for almost 10 years and will be missed by participants and co-workers alike.

Fortunately, Zanelle is leaving us with a strong team of Program Managers to keep the mission moving forward:

Jacob Brown, PM of Day Support Services  
Kinta Carter, PM of Transportation  
John Graham, PM of Individual Supported Employment  
Bobby Reynolds, PM of Group Supported Employment

Plans for the 2nd Annual ECHO Sip and Swing fundraiser at Topgolf on October 18 are well underway. We are looking for sponsors and your help would be appreciated.

Have a great September and thank you for your support of ECHO,

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

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# Blue Elegance Grand Opening

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We had a fantastic ribbon cutting and grand opening for our brand new retail space! The team has been working tirelessly on the new products, designs, and displays and we were finally able to show off all of our hard work to the public. We had a tremendous turnout from community leaders and ECHO supporters who were able to meet our team and watch them making the fantastic products that are now for sale in our store front. You can still make a purchase at <https://blueelegance.org/> but you can now also come into our shop to see our products in person. Come and see us, the team loves visitors!



# The Barkery



Is your furry friend ready to embrace the cozy flavors of fall? Look no further because Perfect Pumpkin is back! Treat your canine companion to a delightful autumn experience with our limited-edition Perfect Pumpkin Dog Biscuits – a seasonal treat that will have their tails wagging with joy. Pick up a bag today at the [ECHO Barkery](#).

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# Inclusive Solutions

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We are excited to have been awarded some new work from our partners over at REHAU! We are sorting and building screw packets for them and we are delighted to be able to help. Thank you for the opportunity REHAU, we greatly appreciate it! If you know of a business that may have a production task that they would like to outsource, please reach out to us at [inclusivesolutions@echoworks.org](mailto:inclusivesolutions@echoworks.org).



# REHAU

# Sip & Swing

**ECHO**  
Empowering Individuals for Life

## YOU'RE INVITED!

Sponsorships Available!

# SIP & SWING

Join us for food, drinks,  
networking & fundraising!



**October 18, 2023 | 5:30pm - 8:30pm**  
**Topgolf Loudoun**

Raffle Prizes  
Complimentary food & 2 drink tickets

ECHO is hosting our second annual Sip n Swing on October 18th and we are very excited! This is a great opportunity to learn a bit more about our mission and what we are up to at ECHO while having some fun. If you are interested in attending, tickets can be purchased [HERE](#). If you own or work for a company that would like to sponsor or donate a raffle prize we would love to hear from you! For more information please reach out to Todd Goldian at [todd.goldian@echoworks.org](mailto:todd.goldian@echoworks.org).

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# Coming Soon

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Empowering Individuals for Life

## Fall For Direct Deposit

ECHO will be rolling out direct deposit for participant payroll in October. This is an exciting step moving forward as it will result in a much quicker and safer way for our participants to receive their paycheck. Effective October 15, ECHO will no longer be issuing paper payroll checks. A packet of information was mailed & distributed with paychecks on August 24-25. This information explains the process & will assist participants with signing up for direct deposit. In order to meet our October 15 deadline, it is very important that completed forms are returned no later than September 15.

**If you have any questions, please contact Sharon Shaffer for assistance. Her contact info is [sharon.shaffer@echoworks.org](mailto:sharon.shaffer@echoworks.org) or 571-707-8262.**

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# Ambassador of the Month

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This month our ambassador is Lorri Murray. Lorri recently retired from her role as ECHO's Director of Quality Improvement and Program Integrity. Lorri's career at ECHO started 30 years ago and in that time she has worn many different hats and held several different positions. Her deep understanding of compliance law and regulations in the Human Services field paired with her care and compassion for our participants and our mission have made her an asset for ECHO throughout her career. Lorri played an integral role early in her career as the person responsible for writing ECHO's response to a Request for Proposals that the counties of Loudoun and Fairfax issued. It was a daunting project and Lorri's proposal submission over 20 years ago paved the way for ECHO to maintain mutually beneficial relationships with the counties that are still very much in play today. Just one of the many examples of Lorri's lasting contributions to ECHO. Thank you for all that you've done for us Lorri, your efforts are greatly appreciated and you will be dearly missed.