



From the CEO

This is the last month of our FY23 program year. Our FY24 budget was approved by our Board and we are eager to start the new year on July 1. This will also mark the beginning of our new Three Year Strategic Plan, Vision 2026. Our journey over the next three years will focus on the health of ECHO both financially and organizationally; the participant experience; our ties to the community and an action plan surrounding our current facility. This is an “all hands on deck” project and I’m delighted to have engaged Program Managers leading our Day Support, Group Supported Employment, Individual Supported Employment and Fleet operations. Concurrently we have strong General Managers growing our Barkery, Blue Elegance and Inclusive Solutions enterprises. Last, but certainly not least, we have dedicated support leaders ensuring that our finances, HR, regulatory, facilities, training and community outreach functions are firing on all cylinders.

ECHO cannot thrive without strong community support. To that end, please reach out when you see an opportunity to help ECHO. For example:

- 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.
- If your organization is looking for a volunteer opportunity: We are developing volunteer programs that will assist with Barkery/Blue Elegance sales and Day Support community trips.
- 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

ECHO's Big Day Out!



On June 2nd we all headed over to The National Conference Center for a spectacular event. Many of you helped to support our Big Day Out and we couldn't thank you enough for giving us the opportunity to have such a fun, joy filled day. Where else could you find a whipped cream pie to the face station alongside Star Wars Storm Troopers doing the do-si-do? Please take a moment to learn about our generous sponsors that made this event possible. We greatly appreciate your support, please know that you all made a significant impact on our mission and the experience of our participants. This is an event that will be remembered for a very long time and we couldn't have done it without our generous sponsors.

THANK YOU, SPONSORS!



We greatly appreciate every one of our sponsors. We encourage you to please visit the pages of these companies and learn more about them, as they have shown their gracious support of ECHO. [Janelia Research Campus](#), [Bank of Charles Town](#), [BackFlow Technology](#), [First Citizens Bank](#), [E.L. Strategic](#), [Leesburg Moose Lodge](#), [Toth Financial](#), [Stryker](#), [TTM Technologies](#), [M.E. Flow](#), [Market Performance Group](#), [Fortessa](#), [Quail Creek Promotions](#), [Cupcakes: The Galleria](#), [You've Got Maids](#), [Bankers Insurance](#), [View of Heaven Farms](#), [Spin City Pro](#), [Comparion Insurance Agency](#).

Washington Dulles Airport Marriott



Earlier in the month we were lucky enough to have a team from The Washington Dulles Airport Marriott Hotel come and spend the day with our LIFE and LIFE+ programs! We spent some time on the W&OD trail and then they helped us to serve lunch to the entire building. Thank you for spending some time with us, we enjoyed having you here!

ECHO
Empowering Individuals for Life

Inclusive Solutions



Inclusive Solutions by ECHO is committed to creating a more inclusive workplace and community while providing valuable services to businesses.

"I love working at ECHO, the people here work hard together and respect each other."



We have finalized some of our marketing collateral and are excited to be gaining some momentum as a new social enterprise of ECHO! We are having a lot of fun doing work and completing projects for our community partners but we are growing and could use your referral! If you know of a local business that would like to outsource a project like box folding, sorting, kitting, mailers or similar tasks to us please reach out to InclusiveSolutions@echoworks.org

The Barkery



The ECHO Barkery recently accepted SourceAmerica's National Innovation Award in Anaheim, California! These awards recognize nonprofits, employees, and business partners for their exceptional work ethic, success, and leadership in advancing inclusivity for people with disabilities so The ECHO Barkery is proud to accept this award. Thank you SourceAmerica for this amazing honor and recognition! Congratulations to Pete Yuska and the entire ECHO Barkery team!!



Blue Elegance



Blue Elegance is taking the community by storm! We hope to see you at some of the events that we'll be attending, check out our Facebook page to see where we are headed next. Some exciting new additions to the program are the Scent of the Month subscription for candles and melts, the first scent available is Sandalwood & Cedar. We are also now making SOAP! We are selling out of the soap faster than we can post it on our website, <https://blueelegance.org/> but we should have it available by mid-June.

Ambassador of the Month



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This month's Ambassador is Erin Lombardi of E.L. Strategic!

Erin and her team have been responsible for the marketing at ECHO for more than a year now and we are extremely grateful for what they bring to our organization. Erin has been able to accurately capture and tell the story of ECHO's various programs and our participants, she can do this only because she has immersed herself in our mission and truly gotten to know us. The work ethic and care that she shows for our participants is far above and beyond what you could reasonably expect from a marketing team. Not only did she help to plan ECHO's Big Day Out, but she made sure that every participant walked out with a souvenir, she sponsored all of those amazing tie dye shirts that were passed out. We can always trust that Erin's team will portray ECHO in the best light possible, but what we are most grateful for is the fact that E.L. Strategic has enabled us to offer a better experience to our participants in a multitude of different ways.

Thank you for all that you do for us Erin!