

GOOD BUSINESS™

CORPORATE PHILANTHROPY IN NORTHERN VIRGINIA



UTILITY:
MISSION
AND TEAM
FIRST
Page 4

ALVAREZ & MARSAL:
DOING WELL
MEANS
**DOING
GOOD**
Page 10

COMSTOCK:
LEADERSHIP THROUGH
**COMMUNITY
COMMITMENT**

THE FALCON LAB:
RAISING
AWARENESS
THROUGH
IN-KIND SUPPORT
Page 14



PAGE 2

LEADERSHIP THROUGH COMMUNITY COMMITMENT

Comstock

DESPITE THE ROUTINE UPS AND DOWNS OF THE HOUSING INDUSTRY, SUPPORT FOR LOCAL COMMUNITY IS A CONSTANT.

4 Mission and Team First
ITility

6 Investment Banking That
Invests in Local Charities
KippsDeSanto

12 Employee-Driven Philanthropy
Knight Point Systems

14 Raising Awareness Through
In-Kind Support
The Falcon Lab

8 GLOBAL REACH
LOCAL IMPACT
Hilton Worldwide



10 Doing Well Means
Doing Good
Alvarez & Marsal

16 Community Foundation
Corporate Partners

Front Cover Image:

Maggie Parker of Comstock was a tri-chair of the 2015 Best of Reston event, helping raise over \$500,000 for Cornerstones.

WELCOME

FROM PAUL LESLIE, BOARD CHAIR & CHERYL JANEY, MANAGING EDITOR Community Foundation for Northern Virginia

Welcome to the third issue of *GOOD Business*.

Northern Virginia is home to a very diverse business community, ranging from small local companies to national institutions with a global reach. These companies drive our region's economy and make this a very compelling place to live and work.

Despite this rich economy and thriving corporate sector, there is great need in our region. Did you know that over 48,000 children under the age of 18 live below the Federal Poverty Level? Over 20,000 older residents live in poverty? Or that over 35,000 post 9/11 veterans need help accessing necessary services in Northern Virginia?

The Community Foundation for Northern Virginia partners with businesses in our region to help us fulfill our mission to grow philanthropy to meet the most critical needs of the community. In *Global Reach – Local Impact*, read how **Hilton Worldwide** supports the local community in our region and in all communities around the world in which it does business. In *Mission and Team First*, learn how supporting the region's military personnel and veterans has become a focal point for **ITility**. And in *Leadership Through Community Commitment*, see how **Comstock** supports a diversified local housing community through the BLVD at Reston Station, its newest development.

We hope each edition of *GOOD Business* will inform you, inspire you, and help spark a community dialogue on the future of corporate philanthropy in our region.



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LEADERSHIP THROUGH COMMUNITY COMMITMENT

Comstock

Despite the routine ups and downs of the housing industry, support for local community is a constant.

Right: Turkey bags collected for Cornerstones' Thanksgiving Basket Food Drive

Below: Comstock gladly hosts various groups and charities at the Reston Station Plaza, including the NAIOP Bus Tour and its impressive escorts.





omstock is a Reston-based company that has been selling homes and creating large mixed-use, transit-oriented developments in metropolitan Washington, DC since 1985. Despite the routine ups and downs of the housing industry, support for local community is a constant.

Comstock gives widely to an array of local charities throughout the region, but it is particularly proud of one achievement. While the current Fairfax County standard for workforce housing is 12%,



The company has a long history of recognizing the key role that a diversified housing stock plays in a healthy community.

Comstock holds the regional record at 20% workforce housing for its BLVD at Reston Station luxury high rise building. By February of 2016, 88 stunning apartments will be “move-in” ready for qualified renters. Supervisor Cathy Hudgins personally asked the company to beat the County standard, and it readily agreed. The company has a long history of recognizing the key role that a diversified housing stock plays in a healthy community.

Organizations such as Cornerstones, the Community Foundation for Northern Virginia, Loudoun Cares, Initiative for Public Art – Reston and Homestretch are always on Comstock’s giving radar.

Whether it is support of a fundraising event, specific needs or services, or board representation, Comstock employees are always willing to help.

One of the annual events that actually gives more back to the company than is given is Cornerstones’ Thanksgiving Basket Food Drive. Each year Comstock’s 50 employees are divided into two teams and challenged to best one another by number of meals delivered. The spirited competition through the month of November is fun for all. **GOOD BUSINESS**

Comstock employees are always willing to help.



Above: ITility sponsors several events in support of the Special Operations Warrior Foundation each year.

MISSION AND TEAM FIRST

ITility, LLC

Support for active military personnel and veterans is our focal point.



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ete Sloed, President and CEO of ITility, founded the rapidly growing professional services company on one principle: Mission and Team First. This precept, established during Sloed's time serving the military as an Army Green Beret, has been imbedded in the culture of ITility.

For ITility, "Team" includes government partners, industry partners, and community partners. The company provides support to youth programs locally and nationally, to include local high school sports and the Community Foundation for Northern Virginia. These programs encourage the development of leadership qualities and participation in public service within our youth.

Support for active military personnel and veterans is a focal point for ITility. Through a mentorship program run by the United States Special Operations Command's Care Coalition, ITility has helped to transition ten former military personnel into the civilian workforce. Additionally, ITility provides support to the following organizations: The Fisher House, Special Operations Warrior Foundation, Special Forces Association, Green Beret Foundation, and professional development programs for Army Special Operations Forces.

For ITility, "Team" includes government partners, industry partners, and community partners.

Annually, ITility sponsors several events that encourage industry partners to join in support of the Special Operations Warrior Foundation. In 2015, these events helped to raise over \$100,000 towards scholarship programs for children who have lost a parent serving in special operations, family resources such as counseling and tutoring, as well as immediate financial assistance.

ITility is actively committed to serving our current service members, honoring those who have sacrificed, and fostering an appreciation of service within our next generation of leaders. **GOOD BUSINESS**



Above Top: ITility supports The Fisher House annually at its Golf Classic.

Above Bottom: United States Special Operation Command, Care Coalition recently presented Pete Sloed of ITility with a certificate of appreciation for ITility's participation in the Care Coalition's mission of offering professional development, networking, mentorship, and employment opportunities to the Special Operations Warriors.

INVESTMENT BANKING THAT INVESTS

IN LOCAL CHARITIES

KippsDeSanto & Co.

Kevin DeSanto, Co-Founder and Managing Director
Bob Kipps, Co-Founder and Managing Director

KippsDeSanto & Co., one of the leading investment banking firms to the Aerospace & Defense and Technology industries, views the Northern Virginia community as a major part of their success to date and the future of the firm.

"We apply a community-based viewpoint to our charitable and philanthropic initiatives," says Kevin DeSanto. "We are very fortunate to be in a position to educate and facilitate a quality experience for our employees that is more than just our day-to-day merger and acquisition advisory work."

Bob Kipps, Co-Founder and Managing Director, supports Easter Seals as a result of his personal exposure to and interest in supporting families, neighbors and military veterans who have dealt with disabilities. Mr. Kipps currently serves as Vice Chairman of the Board of Directors for Easter Seals Serving DC/MD/VA.

Mr. DeSanto, Co-Founder and Managing Director, has been a key contributor at the Community Foundation for Northern Virginia over the past five years, supporting the Community Foundation's mandate to bring stakeholders together around the silent challenges of our prosperous community, including children living in poverty. Mr. DeSanto, currently Vice Chairman of the CFNV Board of Directors, has also served as the Secretary of the Community Foundation's Board of Directors, chair of the Fund and Asset Development Committee and Co-Chair of the Future Fund.

KippsDeSanto conducts annual volunteer days (Shelter House, DreamBuilders, Rebuilding Together, Food for Others, Junior Achievement), supports an annual Toys for Tots holiday season drive, sponsors numerous charitable events (Mentor Foundation USA, Leukemia & Lymphoma Society) and has a program for matching the charitable contributions of employees. KippsDeSanto's "Jeans Friday" program is a particular point of pride, raising money from employees each year (with a matching contribution made by KippsDeSanto) for Easter Seals, Our Military Kids and Fisher House. **GOOD BUSINESS**

“We apply a community-based viewpoint to our charitable and philanthropic initiatives.”



Left: KippsDeSanto employees participating in the annual volunteer day to support The Shelter House.

Below: KippsDeSanto employees rehabbing a burned down rowhome for DreamBuilders.



GLOBAL REACH

LOCAL IMPACT

Hilton Worldwide

Making an Impact Where We Live, Work and Travel

Below: Stephanie Snapkoski, Director of Sales & Marketing at the Hilton McLean Tysons Corner, with her son promoting the Halloween Costume Drive.



Community service is a tradition that has been part of Hilton's identity for nearly 100 years. They pride themselves on making a positive impact on the communities in which they do business. Partnerships with organizations like the Community Foundation for Northern Virginia are an essential part of their efforts to strengthen local communities. Northern Virginia is home to Hilton Worldwide's Global Headquarters as well the Hilton McLean located next door.

Throughout the year Hilton participates in a variety of local volunteer and charity initiatives including:

Halloween Costume Drive: Every October the Hilton McLean hosts a costume drive where costumes are collected and donated to local shelters and schools for children in need. This year, Hilton collected 1,000 costumes for over 250 children from Shelter House, Alternative House, and Jill's House's.

Throughout the year Hilton participates in a variety of local volunteer and charity initiatives.

Christmas with the Redskins: Pro Football Hall of Famer and former Washington Redskin Darrell Green and his wife Jewell host an annual event at the Hilton McLean for 150-200 under privileged children from the community. For over 26 years, the event has brought together representatives from the Washington Redskins and the local business community to host a child and provide him or her with clothing, sneakers, toys and other items. The Hilton McLean hosts a toy drive in partnership with Hilton Worldwide and provides sponsorships for many of the children at the event.

For more information on Hilton's volunteer efforts and Global Month of Service initiative please visit: hiltonworldwide.com/serve.

GOOD BUSINESS



Above top: Annual Toy Drive hosted by the Hilton McLean in partnership with Hilton Worldwide.

Above bottom: Rene Piñon, Director of Catering and Events at the Hilton McLean Tysons Corner with Pro Football Hall of Famer and former Washington Redskin Darrell Green at the annual Christmas with the Redskins event. Photo Credit: LadyRedd Creations Photography 2015(c)



DOING WELL MEANS

DOING GOOD

Alvarez & Marsal



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rivately-held since 1983, Alvarez & Marsal (A&M) is a leading global professional services firm that delivers performance improvement, turnaround management and business advisory services to organizations seeking to transform operations, catapult growth and accelerate results through decisive action. With 45 offices in 18 countries, A&M has established a local presence around the world. The firm encourages its employees to contribute their time and energy to volunteering with community-based organizations and not-for-profit causes, believing that "doing well means doing good."

From its regional Washington, D.C. office, A&M serves as a leader for both the professional community and for important causes and organizations in the region. A&M supports the Council for Court Excellence, which works to improve the administration of justice in the local and federal courts and related agencies in the Washington metropolitan area. The firm is also actively involved with Leadership Greater Washington, the region's largest community leadership program with a mission to connect diverse leaders and stimulate their collaborative efforts.

The firm encourages its employees to contribute their time and energy to volunteering with community-based organizations and not-for-profit causes, believing that "doing well means doing good."

A&M recently sponsored the Community Foundation for Northern Virginia's October 9th Sweet Home Virginia Gala. Additionally, A&M supports One World Education, Voices for a Second Chance, the DC Rape Crisis Center, the Hispanic Bar Association, the Access Youth Annual Gala and the Turning the Page Book Drive.

GOOD BUSINESS

EMPLOYEE-DRIVEN PHILANTHROPY

Knight Point Systems



In addition to the work that Knight Point employees do for their customers, they have built a culture around philanthropy and making the communities in which they work better places to live. Since 2006, Knight Point has donated over \$200,000 to charitable and philanthropic causes and countless volunteer hours.

As a company, they have supported numerous organizations over the years, including the Community Foundation for Northern Virginia, The Fisher House Foundation, Hero Dogs, Homes for Our Troops, The Semper Fi Fund, Northern Virginia Family Services, and Warrior Events just to name a few. Bob Eisiminger, the company's president & CEO, previously served as an Air Defense Artillery Officer and has led the company's charitable focus to support military veterans.

Eisiminger is particularly proud of his company's support of the Johnny Mac Soldiers Fund, which is committed to providing educational support to those most affected by the Global War on Terror — the children of soldiers who did not make it home. He also serves on the Board of Directors for The Wounded Warrior Amputee Softball Team. Its mission is to inspire and educate others while enhancing the health and welfare of amputees, who are an inspiration for everyone who watches their games. Through their Kids Camps they also educate amputee children that life without a limb is limitless!

Since 2006, Knight Point has donated over \$200,000 to charitable and philanthropic causes and countless volunteer hours.

“We started Knight Point Systems because we wanted a place where people felt that they were part of something special; something bigger than themselves.”

Knight Point System's COO, Doug Duenkel and his daughter Halle, recently founded Compassion In Action, a faith-based non-profit, which has donated over 540 cubic feet of gently used sporting equipment to poverty-stricken nations and over 30 computers to help teach necessary skills to those in need to grow their own capabilities.

“We started Knight Point Systems because we wanted a place where people felt that they were part of something special; something bigger than themselves,” said Eisiminger. “We know that through serving our nation's veterans and the communities in which we live, that we get more back than we ever give.” **GOOD BUSINESS**



Knight Point Systems support of the Wounded Warrior Amputee Softball Team is proudly displayed at their games.

RAISING

AWARENESS

THROUGH IN-KIND SUPPORT

The Falcon Lab

A creative, digital and print agency, Falcon Lab's entire team makes significant contributions to community organizations.





Supporting causes that make a significant difference has long been part of The Falcon Lab's business model — and they wouldn't have it any other way. A creative, digital and print agency, Falcon Lab's entire team makes significant contributions to community organizations through in-kind support, financial contributions, and volunteerism.

Led by founder Borzou Azabdaftari, Falcon Lab supports causes that impact its employees on a deeply personal level. For example, Azabdaftari supports the Leukemia and Lymphoma Society as cancer has touched close family and friends in his life. He lost both of his grandparents to cancer and a high school friend to leukemia at age 26. He nearly lost another friend to cancer at age 29. "Being able to support their work and to raise money for cancer research is a great honor," he says.

Falcon Lab also supports the Working Wounded Games, a new event that has a life-changing impact on those who participate. This CrossFit-style event brings together severely wounded veterans and permanently injured civilians who compete on a level playing field. The athletes' accomplishments have inspired the entire Falcon Lab team to do more and do it better.

Learning about the extent of local needs has led Falcon Labs to support the Community Foundation for Northern Virginia and Food For Others. Although our region is home to some of the wealthiest zip codes in the country, thousands of local residents live in dire straights. As Azabdaftari now sees it, "It's easy to take what we have for granted. Our work with and support of local organizations keeps us grounded and reminds us to be grateful for everything we have." **GOOD BUSINESS**

"It's easy to take what we have for granted. Our work with and support of local organizations keeps us grounded and reminds us to be grateful for everything we have."

Photo Credit: Colleen Bucher

THE COMMUNITY FOUNDATION FOR NORTHERN VIRGINIA

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growing
philanthropy
to help meet
the most
critical needs
of the
community



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