

# 2018 ANNUAL REPORT

JULY 2017 – JUNE 2018



**GIVE. ADVOCATE. VOLUNTEER.**  
[RappahannockUnitedWay.org](http://RappahannockUnitedWay.org)

*Serving the City of Fredericksburg and the counties of Caroline, King George, Spotsylvania and Stafford.*



**2018** | THANK YOU TO ALL OUR SUPPORTERS  
FOR MAKING THIS YEAR AMAZING!





# 2018 ANNUAL REPORT

JULY 2017 – JUNE 2018

“The commitment, impact and integrity of Rappahannock United Way make me proud to partner with this organization. By donating to Rappahannock United Way, I get to help meet the needs of my community in a personal way.”

– Renee Gregory  
*Rappahannock United Way Board Member,  
Supervisor at GEICO*

BECAUSE YOU CHOSE RAPPAHANNOCK UNITED WAY...

Nearly  
**900** individuals  
gave over  
**10,000** hours  
of volunteer time.



**2,790** individuals  
progressed toward  
financial stability through  
financial coaching, job skills  
development, and tax  
preparation assistance.

MORE THAN  
**950** PEOPLE

accessed mental health  
supports, reduced symptoms  
and improved daily functioning.



**11,841** individuals

benefited from funded programs  
focused on education, financial stability,  
and healthy living.



**2,638** school age children

were given tools for academic  
success through mentoring,  
tutoring, and summer programs.



**100** TAX EVENTS

across our area, including  
a mobile BB&T Tax Bus,  
were available to  
local tax filers.







“ I choose Rappahannock United Way because they achieve the maximum results from my investment of time and resources. Their focused, disciplined approach to supporting local agencies and programs provides measurable outcomes. Their community involvement puts resources right on target to achieve goals in Education, Healthy Living, and Financial Stability in our area.”

– Bill Hession  
Rappahannock United Way Board Member,  
Retired Program Manager, Lockheed Martin



...TOGETHER WE CREATE AN EVEN BETTER COMMUNITY!

## FROM THE CHAIR



Dear Friends,

Thanks to our donors, volunteers, corporate partners, member agencies, board and staff we have experienced an amazing year at Rappahannock United Way. Investing a total of \$2,374,057 together UNITED, we have completed so many important initiatives to help more local individuals and families achieve their potential through Education, Financial Stability and Healthy Living.

The most memorable impact was launching the ALICE Project (Asset Limited, Income Constrained, Employed) for the entire state of Virginia. RUW staff and board traveled the state of Virginia educating and sharing the ALICE report with leaders, direct service providers, donors and influencers. We learned that an eye-opening 41% of the Greater Fredericksburg Region and 39% of Virginia households struggle to afford basics such as housing, food, transportation and healthcare.

Now that we have educated the state and many partners have adopted ALICE as a target population to improve lives, we are committed to continuing to create impact to help ALICE households. We are proud of the FREE Financial Stability services we already offer to this population. Over 2,000 individuals had their taxes prepared this past year at no charge. Our tax clients received \$2 million in tax refunds, saved over \$400,000 in tax preparation fees, and put over \$64,000 in savings! More than 240 individuals also received FREE Financial Counseling to help reduce debt, build savings and get their finances on track.

Rappahannock United Way is also a leader in the community collaboration organization Be Well Rappahannock to bring awareness about major community opportunities such as addressing the opioid epidemic, suicide prevention, and childhood trauma. I am proud of the work we have accomplished and am committed to helping RUW continue this work.

It has been an honor to serve as Chair of this Board. I'd like to thank all of our donors, volunteers, board members, staff members and partners for all the time and effort that has made this past year one we can all take pride in. Together we can continue changing our community when we GIVE, ADVOCATE, VOLUNTEER and LIVE UNITED.

Thank you,

A handwritten signature in black ink that reads "Amanda Talbert". The script is fluid and cursive.

**Amanda Talbert**

Public Affairs Coordinator, GEICO  
Chairperson of the Board, Rappahannock United Way

## 2017-2018 RAPPAHANNOCK UNITED WAY BOARD OF DIRECTORS



**Amanda Talbert**  
GEICO  
Chair



**Susan Coleman**  
Spotsylvania Regional  
Medical Center  
Vice Chair



**Pete Humes**  
Union Bank and Trust  
Treasurer



**Beth Williams**  
University of  
Mary Washington  
Secretary



**Ed Allison**  
Virginia Heartland Bank  
(Retired)



**Ron Branscome**  
RACSB  
(Retired)



**Jeanne Burkett**  
Redwood Realty



**John Coker**  
Coker Orthodontist  
(Retired)



**Cathy Davis**  
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**Rob Dodd**  
DLR Contracting, Inc.



**Bill Hession**  
Lockheed Martin  
(Retired)



**LaBravia Jenkins**  
Fredericksburg City  
Government



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**Michael McDermott**  
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**Carrie O'Malley**  
Hirschler Fleischer



**Fred Rankin**  
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Jack Rowley, Inc.  
(Retired)



**Maxie Rozell**  
Rappahannock Electric  
Cooperative



**Clayton Smith**  
Patricio Enterprises



**Jeanne Wesley**  
Germanna Community  
College

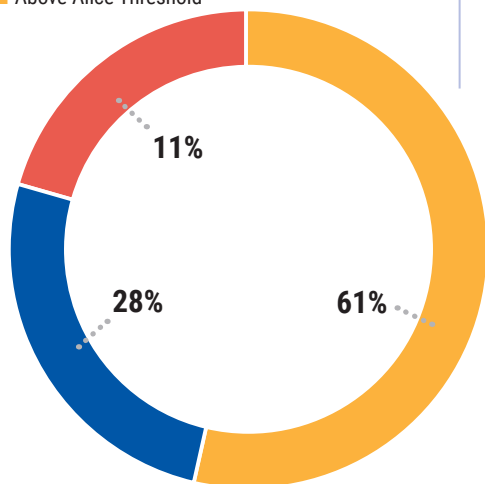


**Linda Worrell**  
SEIHT



## ALICE Households in Greater Fredericksburg Region

- Poverty
- ALICE
- Above Alice Threshold



## On average, 41% of all households across our region are one emergency away from falling into poverty.

The majority are hard-working families who simply cannot cover their basic needs: food, housing, child care, health care, transportation.

We call them ALICE (Asset Limited, Income Constrained, Employed) yet you know them by their real names and faces. They are our co-workers, our neighbors. They are the people who care for our children and our aging parents, who work hard to provide vital services, and who keep our economy humming.

They are our most vulnerable citizens.

At Rappahannock United Way, we work hard for the education, financial stability and health of every person in our community.

With you by our side, we can build a stronger community together!

## WHO IS ALICE?



ASSET LIMITED

ALICE has no safety net in times of crisis



INCOME CONSTRAINED

ALICE income falls short of essentials



EMPLOYED

ALICE is working, yet not earning enough

Local United Ways from throughout the state of Virginia have come together to produce the Virginia ALICE Report; made possible by the generous financial backing from state-wide sponsors Union Bank & Trust and GEICO.

You may download the Full Report or the Executive Summary on [www.rappahannockunitedway.org/alice](http://www.rappahannockunitedway.org/alice)

“Your donation value is multiplied tenfold because Rappahannock United Way dollars help individuals and families in more than one aspect of need. This is a more realistic approach for long-term family success and sustainability.”

– Susan Coleman  
Rappahannock United Way Board Vice-Chair, Director of Professional Development, Volunteers & Business Health, Spotsylvania Regional Medical Center



### ALICE Households in Greater Fredericksburg Region

ALICE Households by County and City in our Region

#### STAFFORD COUNTY



#### SPOTSYLVANIA COUNTY



#### KING GEORGE COUNTY



#### CAROLINE COUNTY



#### CITY OF FREDERICKSBURG



■ Poverty | ■ Below ALICE Threshold | ■ Above ALICE Threshold



### What does it cost to afford the basic necessities?

The Household Survival Budget gives the cost of housing, child care, food, transportation, and health care at a bare-minimum “survival level. It does not include any savings, leaving households without a cushion for unexpected expenses and unable to invest in the future. Yet even this minimal budget was much higher than the adjusted Federal Poverty Level of \$11,880 for a single adult and \$24,300 for a family of four in 2016.

#### Household Survival Budget – All Virginia

|                     | Single Adult    | 2 Adults, 1 Infant,<br>1 Preschooler |
|---------------------|-----------------|--------------------------------------|
| Housing             | \$715           | \$922                                |
| Child Care          | \$0             | \$1,522                              |
| Food                | \$168           | \$555                                |
| Transportation      | \$316           | \$630                                |
| Health Care         | \$201           | \$745                                |
| Technology          | \$55            | \$75                                 |
| Miscellaneous       | \$179           | \$523                                |
| Taxes               | \$332           | \$777                                |
| Monthly Total       | \$1,966         | \$5,749                              |
| <b>ANNUAL TOTAL</b> | <b>\$23,592</b> | <b>\$68,988</b>                      |
| Hourly Wage         | \$11.80         | \$34.49                              |





**OUR VISION:** A community where individuals and families achieve their potential through Education, Financial Stability and Healthy Living.



# EDUCATION

## ALICE

A quality education is still one of the best predictors of professional and financial success in the U.S. and one of the few ways ALICE families can get ahead in the long run.

One area of concern for ALICE households is the achievement gap in public schools. Across our region low-income students perform lower on math and reading test scores, throughout K-12, and have lower high school graduation rates. This makes them more likely to live in poverty or in ALICE households as adults.

### BECAUSE YOU CHOSE UNITED WAY...

- 505** Children were assessed for development milestones and benefited from parenting mentors.
- 145** Children participated in preschool programming that prepared them for Kindergarten.
- 367** Children received additional help in Math. 76% of at risk children served maintained grades of "C" or better and 90% of participants in summer enrichment programs beat the "Summer Brain Drain" in math.
- 456** Children received additional help in Reading. 78% of at risk children served maintained grades of "C" or better and 84% of participants in summer enrichment programs beat the "Summer Brain Drain" in reading.



#### Ready for School – Drive:

- **2,401** books donated.
- **326** school supplies donated.
- **\$12,000** worth of donated items.

#### Ready for School – Reading to Children

- **47** volunteer readers donated 70 hours of reading time.
- **34** classrooms participated at 5 Head Starts in Caroline County, King George County, Stafford County, Spotsylvania County, and the City of Fredericksburg.
- **1,000** children were given a bag with a book and supplies to read over the summer.







## FINANCIAL STABILITY

### ALICE

Low wage jobs dominate our local economy and the basic cost of living continues to outpace wages. This persistence of low wages, underemployment, periods of unemployment, and a loss of employer-sponsored benefits have led to financial insecurity for a large share of ALICE households.



### BECAUSE YOU CHOSE UNITED WAY...

#### HOUSING

- 544** Individuals received housing supports.
- 153** Individuals experiencing homelessness received services. 76.5% of those clients successfully transitioned to permanent housing.

#### EMPLOYMENT

- 588** Individuals received employment supports.
- 71%** Employment services clients who were homeless gained or improved their employment.
- 2,381** Individuals benefitted from programs designed to increase income.

#### PERSONAL FINANCE

- 244** Individuals participated in financial coaching. 6 of those households received financial assistance.
- 2,000** Individuals filed state and federal tax returns.
- 591** Individuals were empowered to file their own taxes using free tax software through RUWFreetaxes.org.
- \$2 Million** Tax credits and refunds was returned to our community.

“It was scary not knowing if you were going to get a paycheck one week or not, or not knowing if you’d make enough on one job to get to the next. I just needed something more predictable, something more reliable. I work hard and have a good work ethic. You gotta want it to make it happen.”

– Wendell

*Fredericksburg resident who became financially stable due to a Rappahannock United Way funded program.*

## HEALTHY LIVING



### ALICE

Quality of health directly correlates to income: low income households are more likely than higher income households to have poorer health. This is a two way connection: having a health problem can reduce income and increase expenses, often causing a family to fall below the ALICE threshold. Trying to maintain a household with a low income and few assets can also cause poor health, and certainly mental stress.

### BECAUSE YOU CHOSE UNITED WAY...

- 814** Individuals received nutrition supports through funded programs in all focus areas.
- 4,438** People had access to Health Care and Counselling information, with 1,135 receiving free and reduced cost mental health supports. 87% of those referred to counselling reported taking the crucial first step of making an appointment.
- 1,518** Individuals participated in programs that increased physical activity.
- 4,341** People learned to reduce risks, including 1,131 survivors of domestic violence who created safety plans.
- 212** Children birth to 5 were assessed for developmental milestones and received appropriate referrals as needed.



Through the Be Well Rappahannock Council, Rappahannock United Way sponsored and supported the following Healthy Living-focused training, workshops, and community town hall events – attended by more than 5,500 community members. These events included:

- Suicide Prevention Workshop and Town Hall
- Adverse Childhood Experiences (ACES) Trauma Informed Care Workshop
- Adverse Childhood Experiences (ACES) Professionals Workshop
- Suicide Prevention – Town Hall and *Ripple Effect* Documentary Screening
- Opioid Epidemic Town Hall meeting
- Multiple *Chasing the Dragon* Documentary Screenings



Rappahannock United Way has had a partnership with FamilyWize prescription assistance for many years. Cumulatively, through the end of fiscal year 2018, we have saved 14,456 individuals in our community over \$1,878,000 in prescription costs through the use of these prescription drug discount cards.





**MISSION:**  
Improving lives by mobilizing the caring power of our community.



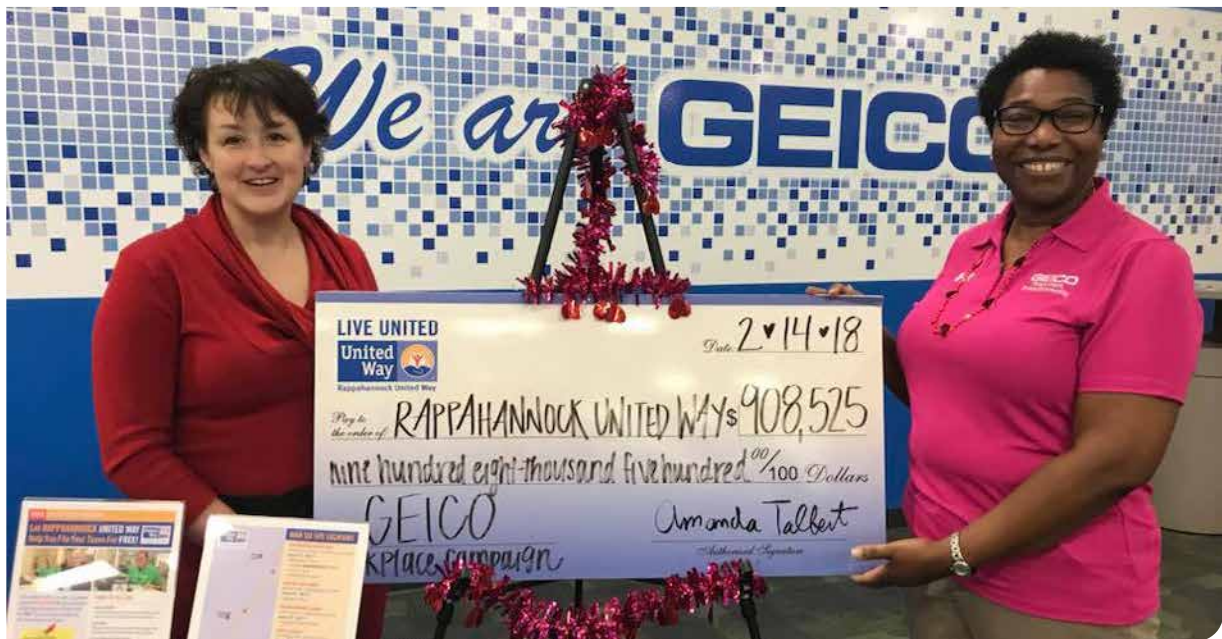


Great Work, Great Community.

## FLAGSHIP CAMPAIGN

GEICO raised  
**OVER \$900,000**  
for Rappahannock United Way  
in 2018!


**Thank you, GEICO!**



**EMPLOYEE & CORPORATE GIVING** *through workplace campaigns*

**HIGHEST CONTRIBUTORS**

**Flagship Campaign**  
**\$912,160**



**\$100,000 - \$499,999**



**Mary Washington  
Healthcare**



**\$50,000 - \$99,999**

Union Bank & Trust  
Stafford County Schools  
Fredericksburg City Government  
Hilldrup  
Rappahannock Area Community  
Services Board  
Quarles Petroleum, Inc.

**\$25,000 - \$49,999**

Wegmans Food Markets, Inc.  
Spotsylvania County Schools  
Stafford County Government  
Rappahannock Electric Cooperative  
United Parcel Service (UPS)

**\$10,000 - \$24,999**

The Free Lance-Star  
Virginia Partners Bank  
Nationwide Insurance  
Fredericksburg Savings Charitable  
Foundation  
PermaTreat Pest Control  
Target #2138  
Rappahannock United Way, Inc.  
McLane Mid Atlantic  
M&M Auto Parts

**\$5,000 - \$9,999**

Costco Wholesale  
BB&T  
AECOM  
Lockheed Martin  
Fredericksburg City Schools  
Dominion Energy  
AT&T  
Wells Fargo Bank  
SunTrust Bank #175  
Eli Lilly and Company  
Target #2175  
Target #1857  
Giant Food, Inc.  
Silver Companies

**\$1,000 - \$4,999**

Allen, Allen, Allen & Allen  
Wal-Mart  
Bishop Farmer & Co. LLP  
Comcast Cable  
Patricio Enterprises  
King George County Schools  
Federal Express  
Macy's  
Empowerhouse  
Spotsylvania Regional Medical Center  
Columbia Gas of Virginia  
PB Mares, LLP  
DLR Contracting, Inc.  
Tommy Wallace Electrical  
The Wagner Foundation  
Weis Market  
Carter Bank & Trust  
Carter Machinery Company, Inc.  
Hirschler Fleischer  
Fredericksburg Regional Food Bank  
Intuit  
Cary Street Partners Holdings, LLC  
Navy Federal Credit Union  
Fredericksburg Regional Chamber  
of Commerce  
Caroline County Government  
Bankers Insurance, LLC  
SAIC  
PNC Bank  
ITW-Illinois Tool Works, Inc.  
Lloyd F. Moss Free Clinic  
TD Bank  
Caroline County Public Schools  
Rappahannock Area YMCA, Inc.  
CVS Distribution Center  
Rappahannock Citizens Corp.  
Fredericksburg Rotary Club  
Target #772



## \$500 - \$999

The Salvation Army of Fredericksburg  
Falmouth Self Storage  
US Bank  
Rappahannock Big Brothers Big Sisters  
W.J. Vakos & Company  
Thurman Brisben Center  
Catholic Charities Diocese of Arlington  
Fredericksburg Branch  
P.C. Goodloe & Son, Inc.  
Shiloh Baptist Church Old Site  
John A. Nere, Jr, P.C.  
Kohls #645

## \$1 - \$499

Lions Memorial Scholarship Fund, Inc.  
Leland Baker Jr. Attorney at Law  
Mental Health America of Fredericksburg  
Advance Auto Parts  
Bank of America  
JCPenney  
Willis & Ashby  
O'Reilly Auto Parts  
Quin Rivers Agency For Community Action  
Smart Beginnings Rappahannock Area  
Lowe's  
Play It Again Sports  
Verizon Foundation  
Healthsouth Rehabilitation  
Hospital of Fredericksburg  
Culpeper Wood Preservers of  
Fredericksburg  
Valkyrie Enterprises, LLC  
Raymond James and Associates, Inc.  
Johnson Commercial R.E., LLC  
Rappahannock Council Against  
Sexual Assault  
H&R Block Tax Consultant

# THANK YOU TO ALL OF OUR SPONSORS AND DONORS.

Your generosity made our 2017-2018 outcomes possible.

## 2017-2018 ANNUAL CORPORATE SPONSORS

### PLATINUM



### GOLD



CHANCELLOR'S VILLAGE  
*a Senior Lifestyle community*



### SILVER



### BRONZE

Community Bank of the Chesapeake  
PermaTreat Pest Control

## LEADERSHIP GIVING CIRCLE

Our **LEADERSHIP GIVING CIRCLE** is made up of donors who give \$1,000 or more annually to Rappahannock United Way. On June 12, 2018 we celebrated and thanked our Leadership Donors with a hoedown event at The Estate at White Hall in King George, VA. Attendees wore denim and western attire. Our Leadership Giving Circle Chairman, Ron Branscome, gave a special thank you to our donors.



*No donor dollars are spent on Rappahannock United Way events thanks to the contributions of our sponsors.*



## CELEBRITY WAITER EVENT



The **FIRST ANNUAL CELEBRITY WAITER EVENT** was held on November 1, 2017 at Park Lane Tavern in Fredericksburg, VA. There were 13 celebrities helping to fundraise through entertaining their tables and delivering items such as silverware or water refills in exchange for "tips." We raised \$25,000 with this event thanks to our sponsors, ticket sales, and celebrity waiters!





TOCQUEVILLE SOCIETY

\$10,000 and above

The Tocqueville Society recognizes local philanthropic leaders and volunteer champions around the world who have devoted time, talent and funds to create long-lasting changes by tackling our communities’ most serious issues. Membership in the Tocqueville Society is granted to individuals who contribute at least \$10,000 annually to the Rappahannock United Way.



Billy and Linda Beale



Ron and Mary Jane Branscome



John and Linda Coker



Ron and Cathy Davis



Adam and Rhonda Fried



Ron and Anne Holmes



Dale and Annette Lachniet



Michael and Chrissy  
McDermott



Ron Morrow and Melissa  
Mitchell



Don and Bev Newlin



Fred and Barbara Rankin



Jack and Pat Rowley

*These Tocqueville donors were unavailable for a photo:*

• Howard and Mary Owen

## LEADERSHIP GIVING CIRCLE DONORS

Rappahannock United Way recognizes those individuals who provide leadership support to the community through their generous contributions of \$1000 or more. Throughout the year, we recognize our Leadership Giving Circle at our many community sponsored events.

### COMMUNITY FOUNDER

\$5,000 - \$9,999

Ed and Joyce Allison  
Sean and Joanne Barden  
William and Theresa Crawley  
Paul and Laura Giambra  
Samuel and Gale Graham  
Charles and Tricia McDaniel  
Livia Murphy  
Joe and Mary Wilson

### COMMUNITY INVESTOR

\$2,500 - \$4,999

Drs. Elmore J. Becker and  
Jiyeon Becker  
Fred and Anne Betz  
Jerry and Jeanne Burkett  
Rob and Melissa Dodd  
Janel and Michael Donohue  
Kent and Sharon Farmer  
Susan C. Fines  
Steven Fowler and Peggi Howell  
Heather Hagerman and  
Dr. Thomas Falkenberg  
Steve and Joyce Hanscome  
Kevin and Lisa Henry  
Dianne W. Holmes  
Jud and Christy Honaker  
Mark Light  
Marty and Elaine Miller  
Randal D. and Patti L. Rantz  
Josiah P. Rowe

Creston Saunders  
Clayton and Jamie Smith  
James and Jennifer Swisher  
Jon and Kathy Wallace  
Linda Worrell

### COMMUNITY CHAMPION

\$1,750 - \$2,499

Bobby and Sally Anderson  
Brian and Erma Baker  
Dave and Meg Bohmke  
Keith and Kathleen Bourgault  
Roger Carroll and Bonita Coats  
Armandina Castillo  
John and Brenda Davenport  
Barry and Patricia Dodson  
Eileen and Herman Dohmann  
Thomas and Patricia Fish  
Eric and Gidget Fletcher  
Jesse S. Foster  
Jimmy and Maria Franklin  
Joe and Gail Greene  
Bill and Sherry Hession  
Ted and Jackie Hontz  
Bethla Janis  
Bruce and Sharon Killian  
James and Johanna Kourouklis  
Charles and Mary Wynn McDaniel  
John and Susan Neal  
Jeffrey and Nancy Parsons  
Florence O. Ridderhof  
Linda Rivera  
Michael and Suzanne Smith  
Kenneth M. Sobien  
Richard and Susan Spears  
Tommy Wallace  
John and Susan Warlick  
Lance and Beth Williams  
Harold and Kathleen Wood

### COMMUNITY BUILDER

\$1,000 - \$1,749

Nancy and Edward Allen  
Melody Arends  
Jo Ellen S. Armstrong  
Elaine Avery  
Bob and Sara Bagnato  
Stephen and Mary Ann Batsche  
Robert F. Bell, Jr.  
Jessica Beringer  
Jo-Anne Beveridge  
Cody Blankenship  
Mary and Michael Brewer  
Sue and Marty Bridi  
Zane Brown  
Marcy Campbell  
Lamonda Carter  
Porsha Cherry  
Daniel and Ginny Clendenin  
Dennis and Susan Coleman  
Wendy Collins  
James A. Corvin  
Kathy Cox  
Susan Crane  
Judith A. Crissman  
David W. Cupps  
Kevin Cyrus  
Bruce and Sandra Davis  
Denise Desgrosseilliers  
Jacqueline Dodson  
Kathleen Dooley  
Raymond and Debra Draper  
Terry and Betty Drew  
Lynette M. Duboski  
James Eaton  
Tina M. Ervin  
Matthew and Lora Faulconer  
Doug Fawcett  
Matthew Fields

*(continued on page 22)*

## COMMUNITY BUILDER *(continued)*

Barbara J. Fischer  
Rick and Kellie Frank  
Marie Fredrick  
Charlie Frye, Jr.  
Mickie and Stan Galik  
Christen Gallik  
Gannon-McDermott Family  
Jessica Gartner  
Joseph and Stephanie Gelo  
David L. Gibson  
Marie A. Gozzi  
Arden J. Green  
Charles Green  
Ronald and Cheryl Harris  
Lloyd and Lynn Harrison  
Susan Hartsook  
Larry and Brenda Haun  
Kathy T. Henderson  
Steven B. Herndon  
John and Laura Hewa  
Thomas Hinkley  
Andrea Hornung  
Timothy and Crystal Horoszewski  
Pete and Sharon Humes  
John and Kathleen Izzo  
LaBravia and Burvin Jenkins  
Natalie Johnston  
Ann-Lloyd and Dale Jones  
Miriam Jones-Parsons  
Autumn Keller  
Joshua Kendrick  
Stephen and Brooke Kingsley  
JoAnne Kinnamon  
David and Margie Koogler  
Donna S. Krauss  
Rebecca and Lance Lane  
Ken Lapin  
Lisa C. Lash  
Delano Lipscombe  
Raymond and Marlene Little

Theresa and Bill Livelsberger  
Robyn Manthey  
Debra Marinari  
Hilton "Pete" and Cindy Marshall  
Patrick Martin  
Michelle H. Matthews  
Matthew and Melinda May  
Brian McCaslin  
Richmond and Rennie McDaniel  
Hannah McDonald  
Lori A. Milton  
Ed and Sharon Minniear  
Don and Nelda Mohr  
Mildred Moncure  
Roger Engels and Nancy Moore  
Donna R. Morris  
John and Rebecca Murray  
James G. Murray  
Michael Muse  
Ann Myers  
David W. Nye  
Gina Ober  
Betty Ann O'Brien  
Bill and Lynn Oeters  
Sarah C. Ogle  
Carrie and Michael O'Malley  
Robert C. O'Neill  
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Sammie Pixley  
Suzanne Poe  
Raynelle E. Rammacher  
Xavier and LaZalia Richardson  
Kari Rochez  
George W. Roth  
Maxie and Crystal Rozell  
Tim and Laura Rudy  
Charles Sardeson  
Karl and Felicia Schaeffer

Sterling and Carolyn Schoonover  
Marc and Lisa Seay  
Anthony and Christine Sequera  
Jack Seymour  
Kris Sieber  
Bob and Marycarol Speier  
Steve and Linda Spratt  
Deborah J. Stanley  
William Stanley, Jr.  
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Estaleah Stocking  
Matthew Stover  
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Michael R. Szymendera  
Nick and Amanda Talbert  
Derek Tate  
Juliana M. Taylor  
John R. Thompson, Jr.  
Billy A. Tibbs, Jr.  
Nancy B. Tighe  
Suzanne R. Tills  
Travis and Kim Turner  
Kathy Wall  
Michael and Sarah Walsh  
Keith and Jeannine Wampler  
Russell and Krista Watson  
William C. Whiteside  
David and Cathy Williams  
Patricia A. Williams  
Paula M. Williams  
Christina Wise  
Lawrence and Janet Wishner  
Amy Wolfe  
Cathy and David Yablonski  
Bill and Adele Young

# FINANCIALS

## STATEMENT OF ACTIVITIES

2018

2017

### REVENUE

|                                     |                     |                     |
|-------------------------------------|---------------------|---------------------|
| Campaign                            | \$ 2,101,978        | \$ 2,827,217        |
| Other Direct Public Support         | \$ 309,734          | \$ 272,706          |
| Allowance for Uncollectible Pledges | \$ (33,922)         | \$ (36,619)         |
| Grants                              | \$ 146,370          | \$ 122,060          |
| Other*                              | \$ 469,334          | \$ 523,522          |
| <b>Total Revenue</b>                | <b>\$ 2,993,493</b> | <b>\$ 3,708,886</b> |

### EXPENSES

|                                     |                     |                     |
|-------------------------------------|---------------------|---------------------|
| Distribution to Agencies & Programs | \$ 2,458,362        | \$ 3,110,942        |
| Fundraising & Administration        | \$ 635,842          | \$ 593,958          |
| <b>Total Expenses</b>               | <b>\$ 3,094,204</b> | <b>\$ 3,704,900</b> |

|                             |                     |                 |
|-----------------------------|---------------------|-----------------|
| <b>Net Change in Assets</b> | <b>\$ (100,711)</b> | <b>\$ 3,986</b> |
|-----------------------------|---------------------|-----------------|

### CAMPAIGN SUMMARY

|                     |                     |                     |
|---------------------|---------------------|---------------------|
| RUW Campaign        | \$ 1,720,147        | \$ 1,715,031        |
| LG Campaign         | \$ 209,260          | \$ 218,900          |
| PCFC Campaign**     | \$ —                | \$ 732,280          |
| Individual Campaign | \$ 172,571          | \$ 161,006          |
| <b>Total Raised</b> | <b>\$ 2,101,978</b> | <b>\$ 2,827,217</b> |

\* Other Income includes: Service Fees, Campaign Processing, Sponsorships, Interest, Licensing, and Other Miscellaneous Income.

\*\* Rappahannock United Way was no longer the PCFO for the Potomac Combined Federal Campaign (PCFC) after 2017 due to changes made in the Federal Government structure.



Rappahannock United Way has established comprehensive accountability guidelines that are regularly reviewed by our Board of Directors and Finance Committee. Our annual audit and IRS Form 990 are available on our website [www.rappahannockunitedway.org/about/accountability](http://www.rappahannockunitedway.org/about/accountability)

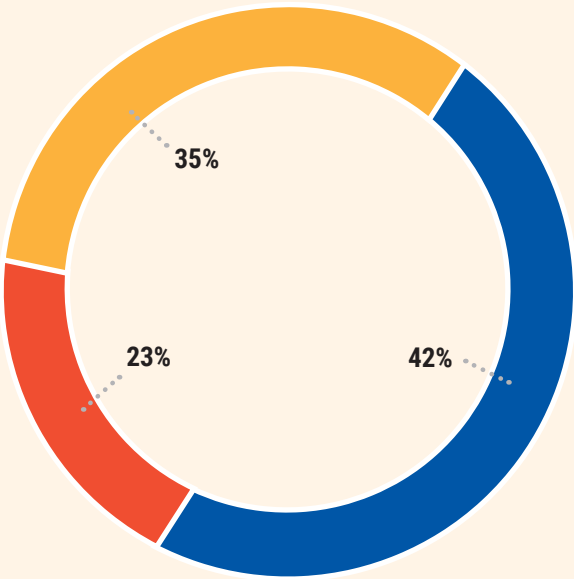
Rappahannock United Way does not charge any membership dues and/or fees to its member agencies.

Rappahannock United Way does not employ, in our Potomac Combined Federal Campaign (CFC), the services of private consultants, consulting firms, advertising agencies, or similar business organizations to perform the policy-making or decision making functions of the CFC.

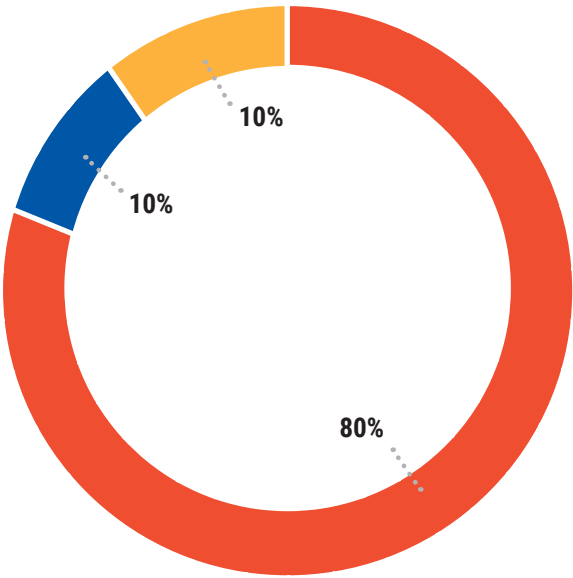


DISTRIBUTIONS TO AGENCIES AND PROGRAMS

- RUW Programs: **\$561,008**
- 27 Community Impact Programs –  
14 Member Agencies: **\$867,000**
- Donor Designations to Other Charities: **\$1,030,354**



RUW KEY RATIOS



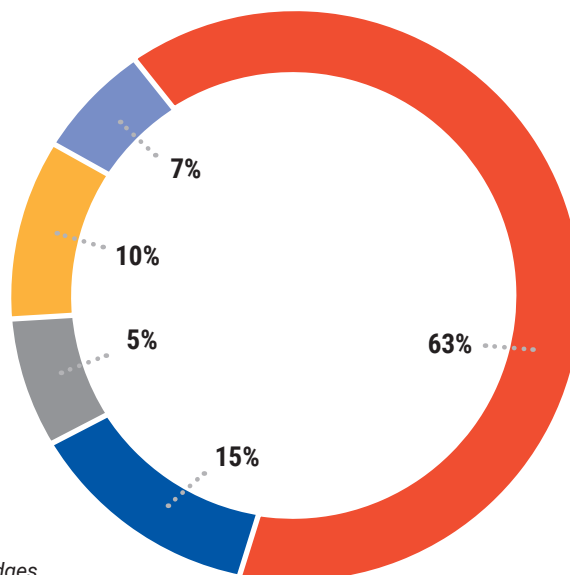
- Administrative: **\$319,920**
- Fundraising: **\$315,922**
- Program Services: **\$2,458,362**

## WHERE RUW MONEY COMES FROM

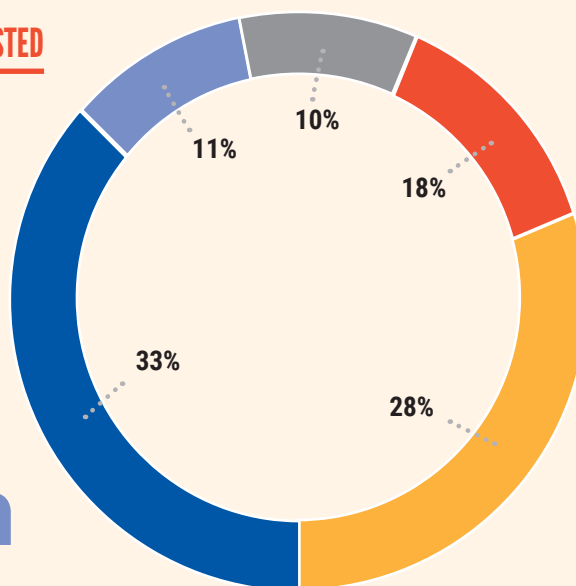
- RUW Workplace & Individual Campaigns: **\$1,880,288**
- Federated Campaigns: **\$203,922**
- Out of Area Campaigns: **\$293,579**
- Grants: **\$146,370**
- Other Revenue: **\$469,334**

**RUW REVENUES \$2,993,493**

*All campaign figures are net of the allowance for uncollectible pledges*



## WHERE RUW MONEY IS INVESTED



**RUW EXPENSES \$3,094,204**

- RUW Programs: **\$561,008**
- Fundraising: **\$315,922**
- Administrative: **\$319,920**
- Donor Designations to Other Charities: **\$1,030,354**
- 27 Community Impact Programs – 14 Member Agencies: **\$867,000**

# MEMBER AGENCIES

## 2018 RAPPAHANNOCK UNITED WAY MEMBER AGENCIES

- Brain Injury Services
- Catholic Charities of the Diocese of Arlington
- Central Virginia Housing Coalition
- Children's Home Society of Virginia
- Empowerhouse
- Fredericksburg Area HIV AIDS Support Services
- Fredericksburg Regional Food Bank
- Girl Scouts of the Commonwealth of Virginia
- Greater Fredericksburg Habitat for Humanity
- Habitat for Humanity of Caroline County
- Healthy Families Rappahannock Area
- Healthy Generations Area Agency on Aging
- Legal Aid Works
- Lloyd F. Moss Free Clinic
- LoisAnn's Hope House
- Mental Health America of Fredericksburg
- Micah Ecumenical Ministries
- National Capital Area Council, Boy Scouts of America
- Quin Rivers
- Rappahannock Adult Activities
- Rappahannock Area YMCA
- Rappahannock Big Brothers Big Sisters
- Rappahannock CASA
- Rappahannock Council Against Sexual Assault (RCASA)
- Rappahannock Emergency Medical Services Council
- Rappahannock Goodwill Industries
- Safe Harbor Child Advocacy Center
- S.E.R.V.E
- Smart Beginnings Rappahannock Area
- Stafford Junction
- The Salvation Army Fredericksburg Corps
- Thurman Brisben Center





“Choosing Rappahannock United Way means that you not only want to support the many member agency programs, but also the mission and programs provided directly by Rappahannock United Way like the ALICE project, Financial Coaching, and Seasons of Service.”

– Robert L. Dodd Jr.  
Rappahannock United Way Board Member, DLR Contracting, Inc.








**THANK YOU** FOR HELPING US BUILD A BETTER COMMUNITY!



**RAPPAHANNOCK UNITED WAY**  
 3310 Shannon Park Drive  
 Fredericksburg, Virginia 22408  
[RappahannockUnitedWay.org](http://RappahannockUnitedWay.org)

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