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

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.

MORE THAN 950 PEOPLE accessed mental health supports, reduced symptoms and improved daily functioning.

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
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,

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
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Bill Hession
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Fred Rankin
Mary Washington Healthcare
(Retired)

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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
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!

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.rappahannookunitedway.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**

- Poverty: 5%
- Below ALICE Threshold: 30%
- Above ALICE Threshold: 65%

**SPOTSYLVANIA COUNTY**

- Poverty: 6%
- Below ALICE Threshold: 41%
- Above ALICE Threshold: 53%

**KING GEORGE COUNTY**

- Poverty: 6%
- Below ALICE Threshold: 23%
- Above ALICE Threshold: 71%

**CAROLINE COUNTY**

- Poverty: 13%
- Below ALICE Threshold: 26%
- Above ALICE Threshold: 61%

**CITY OF FREDERICKSBURG**

- Poverty: 16%
- Below ALICE Threshold: 39%
- Above ALICE Threshold: 45%

---

**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**

<table>
<thead>
<tr>
<th></th>
<th>Single Adult</th>
<th>2 Adults, 1 Infant, 1 Preschooler</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing</td>
<td>$715</td>
<td>$922</td>
</tr>
<tr>
<td>Child Care</td>
<td>$0</td>
<td>$1,522</td>
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<tr>
<td>Food</td>
<td>$168</td>
<td>$555</td>
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<tr>
<td>Transportation</td>
<td>$316</td>
<td>$630</td>
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<td>Health Care</td>
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<td>Technology</td>
<td>$55</td>
<td>$75</td>
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<tr>
<td>Miscellaneaous</td>
<td>$179</td>
<td>$523</td>
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<tr>
<td>Taxes</td>
<td>$332</td>
<td>$777</td>
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<tr>
<td>Monthly Total</td>
<td>$1,966</td>
<td>$5,749</td>
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<tr>
<td><strong>ANNUAL TOTAL</strong></td>
<td><strong>$23,592</strong></td>
<td><strong>$68,988</strong></td>
</tr>
<tr>
<td>Hourly Wage</td>
<td>$11.80</td>
<td>$34.49</td>
</tr>
</tbody>
</table>

---

**Rent or Nutritious Food? Impossible Choice.**
OUR VISION: A community where individuals and families achieve their potential through Education, Financial Stability and Healthy Living.
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.
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...

<table>
<thead>
<tr>
<th>HOUSING</th>
<th>544 Individuals received housing supports.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>153 Individuals experiencing homelessness received services. 76.5% of those clients successfully transitioned to permanent housing.</td>
</tr>
<tr>
<td>EMPLOYMENT</td>
<td>588 Individuals received employment supports.</td>
</tr>
<tr>
<td></td>
<td>71% Employment services clients who were homeless gained or improved their employment.</td>
</tr>
<tr>
<td></td>
<td>2,381 Individuals benefitted from programs designed to increase income.</td>
</tr>
<tr>
<td>PERSONAL FINANCE</td>
<td>244 Individuals participated in financial coaching. 6 of those households received financial assistance.</td>
</tr>
<tr>
<td></td>
<td>2,000 Individuals filed state and federal tax returns.</td>
</tr>
<tr>
<td></td>
<td>591 Individuals were empowered to file their own taxes using free tax software through RUWFreetaxes.org.</td>
</tr>
</tbody>
</table>

$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

Healthy Living

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

$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
THANK YOU TO ALL OF OUR SPONSORS AND DONORS.
Your generosity made our 2017-2018 outcomes possible.

2017-2018 ANNUAL CORPORATE SPONSORS

PLATINUM

$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

GOLD

Mary Washington Healthcare

SILVER

Atlantic Builders

BRONZE

Community Bank of the Chesapeake
PermaTreat Pest Control

CALL 540-736-8913 TODAY TO SCHEDULE YOUR TOUR!

www.nswfcu.org

CHANCELLOR’S VILLAGE
a Senior Lifestyle community
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.
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!
LEADERSHIP GIVING CIRCLE

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
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

**COMMUNITY CHAMPION**

$1,750 - $2,499

- Creston Saunders
- Clayton and Jamie Smith
- James and Jennifer Swisher
- Jon and Kathy Wallace
- Linda Worrell
- 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)*
Barbara J. Fischer
Rick and Kellie Frank
Marie Fredrick
Charlie Frye, Jr.
Mickie and Stan Galik
Christen Galik
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
Lisa W. Owens
James and Lisa Palmer
Timothy Pippen
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
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Anthony and Christine Sequera
Jack Seymour
Kris Sieber
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Steve and Linda Spratt
Deborah J. Stanley
William Stanley, Jr.
Douglas G. Stewart
Estaleah Stocking
Matthew Stover
Jonathan and Cheryl Sydnor
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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

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<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
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<tr>
<td><strong>Revenue</strong></td>
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<td></td>
</tr>
<tr>
<td>Campaign</td>
<td>$2,101,978</td>
<td>$2,827,217</td>
</tr>
<tr>
<td>Other Direct Public Support</td>
<td>$309,734</td>
<td>$272,706</td>
</tr>
<tr>
<td>Allowance for Uncollectible Pledges</td>
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<td>$(36,619)</td>
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<tr>
<td>Grants</td>
<td>$146,370</td>
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<tr>
<td>Other*</td>
<td>$469,334</td>
<td>$523,522</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$2,993,493</td>
<td>$3,708,886</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
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<tr>
<td>Distribution to Agencies &amp; Programs</td>
<td>$2,458,362</td>
<td>$3,110,942</td>
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<tr>
<td>Fundraising &amp; Administration</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$3,094,204</td>
<td>$3,704,900</td>
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<tr>
<td><strong>Net Change in Assets</strong></td>
<td>$(100,711)</td>
<td>$3,986</td>
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## Campaign Summary

<table>
<thead>
<tr>
<th>Campaign</th>
<th>2018</th>
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<tbody>
<tr>
<td>RUW Campaign</td>
<td>$1,720,147</td>
<td>$1,715,031</td>
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<tr>
<td>LG Campaign</td>
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<td>$218,900</td>
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<tr>
<td>PCFC Campaign**</td>
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<tr>
<td>Individual Campaign</td>
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<td><strong>Total Raised</strong></td>
<td>$2,101,978</td>
<td>$2,827,217</td>
</tr>
</tbody>
</table>

*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.
**FINANCIALS**

*RUW Programs include Tax Preparation and Financial Education Services, Volunteer Services, Community Resources, Charity Tracker, and Non-profit Technical Assistance and Capacity Building.*

**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 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

RUW EXPENSES $3,094,204
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!