

Annual Report - Fiscal Year 2016



HERNDON-RESTON FISH, INC.

Providing local residents with **F**riendly **I**ntant **S**ympathetic **H**elp since 1969

Herndon-Reston FISH, Inc.

1141 Elden Street, Suite 200
Herndon, VA 20170

www.HerndonRestonFISH.org

Email: fish@herndonrestonfish.org
(571) 267-2977

The Bargain Loft

336 Victory Drive
Herndon, VA 20170

<http://herndonrestonfish.org/bargain-loft/>

Email: bargnloft@gmail.com
(703) 437-0600

Summary

Herndon-Reston FISH, Inc. (FISH) is a volunteer, nonsectarian, nonprofit corporation dedicated to providing Friendly Instant Sympathetic Help to local residents in short-term crises. Every year, FISH helps thousands of people in all demographics in predominantly very low income levels. FISH responds to requests for rent, utilities, medical and dental support, household items and other short term emergency needs. We help to prevent an eviction, keep utilities from being turned off, and pay for medical prescriptions. We are a member of the Connections for Hope Partnership and work closely with social workers from Fairfax County, local schools, hospitals and other organizations. Additionally, we conduct monthly Financial Literacy Classes to teach basic budgeting and money management, support healthy nutrition through SNAP (Supplemental Nutrition Assistance Program) matching programs at the Herndon Farmers' Market, and provide hundreds of food and gift baskets to people during the holiday months. Finally, FISH operates The Bargain Loft, a thrift store that provides affordable community shopping. Net store proceeds help support emergency financial assistance to local residents.



CFC – No. 83534



United Way – No. 8359



Fairfax County CCFP

Herndon-Reston FISH, Inc.

Organized in 1969, Herndon Reston FISH, Inc. (FISH) is a nonsectarian, nonprofit 501(c)(3) corporation dedicated to providing **Friendly Instant Sympathetic Help** to local residents in short-term crises. Our goal is to keep clients in their homes, improve their health and stability, and help them become self reliant.

Our Community

Although we live in an affluent area, Fairfax County estimates that about 6% of residents live in poverty¹. Herndon-Reston FISH, Inc. is a nonprofit, nonsectarian organization that provides family assistance to predominantly low income families in Herndon and Reston, VA, by responding to requests for rent, utilities, medical expenses, and other short-term emergencies. FISH works closely with social workers from Fairfax County, local schools, hospitals, and other nonprofit organizations. The FISH organization participates in the Connections for Hope Partnership comprised of independently operating community charities, each with a different program emphasis. Referrals of FISH clients to partner organizations provide additional opportunities for clients to obtain assistance in a variety of areas to help achieve a more stable situation.

FISH is proud to be an organization that is run predominantly by volunteers with a working Board of Directors. We have 110 volunteers who work with FISH on a regular basis, and hundreds more who help with seasonal programs and special events. In addition to our (1) Assistance Program, FISH provides a (2) Financial Literacy Class and Mentoring Program, (3) participates in a Supplemental Nutrition Assistance Program (SNAP) Matching Program to support healthy nutrition, (4) provides Holiday Baskets with food and toys for those in need, and (5) operates a thrift store, the Bargain Loft, to raise funds for the Assistance program and provide affordable shopping. FISH appreciates and thanks the countless volunteers and contributors who make our work and viability possible. Your continuing support is essential to our operations. We look forward to another successful year of providing assistance to residents in Herndon and Reston with short term emergencies.

Karen A. Stevens, President, Herndon-Reston FISH, Inc.

¹http://www.fairfaxcounty.gov/demogrph/datavis/datavis_pdf/poverty_datavis.pdf

FISH Programs

Assistance – Provided Emergency Funds for 689 Families

Financial Literacy – Instructed 104 Clients

SNAP Matching – Provided 106 Matching Transactions for Fresh Produce

Holiday Baskets – Helped 1,597 Local Residents

Bargain Loft – Sold \$188,985 in Donated Merchandise

Emergency Financial Assistance

The FISH Family Assistance Program, partially funded by a grant from the Fairfax County Consolidated Community Funding Pool, receives calls directly from clients and electronic referrals from Fairfax County social workers. FISH provides assistance for rent, for utilities, for medical prescriptions/expenses and other miscellaneous needs, thereby helping to keep people in their homes and ensuring they have necessary medical assistance when appropriate. Our Emergency Assistance Manager gathers client information, enters client data, and manages the process. The client information is communicated to one of 20 assistance volunteers, who gather information pertaining to each request, verify the information by contacting the landlord, utility company or other creditor, and make a decision regarding funding for assistance. Our goal is to approve, within 48 hours, a request for emergency financial assistance. Approved assistance is paid directly to the creditor, never to the client. In FY 2016, FISH helped 689 families with assistance for rent, utilities, medicines, and other critical needs.

Financial Literacy Class & Financial Mentoring

Clients who receive assistance are asked to participate in a financial literacy class (FLC) that includes basic money management and simple budgeting. The financial literacy classes are offered in English on the first Wednesday of the month and on a Saturday every quarter. A Spanish FLC is also provided every quarter. One-on-one financial mentoring is available for those interested. FLC instructors and financial mentors are all volunteers. Other organizations also refer clients to our classes. In FY 2016, 104 clients participated in the FLC program and 12 clients signed up for individual mentoring.

SNAP Matching

In 2015, FISH added the SNAP Matching program as an additional form of Assistance. In cooperation with the Town of Herndon and the Fairfax County Farm Markets Program, FISH provides access to matching funds to Supplemental Nutritional Assistance Program (SNAP) dollars to clients who shop at the Herndon Farmers Market from May through November. SNAP is a Virginia Department of Social Services program giving financial assistance for eligible households to purchase food. FISH matches up to \$20 the amount recipients are willing to spend for fresh vegetables and fruits. This program enables low-income recipients to purchase nutritious food more affordably. Inova Health Foundation provided funding to FISH to support the matching. During the 2015 season, FISH facilitated 64 transactions and offered \$920 in matching funds to support additional purchases of fresh produce.

Holiday Baskets

For Thanksgiving, FISH provides baskets of non-perishable foods and a \$25 grocery gift card to recipients for fresh produce and/or meat to supplement their food basket. For Christmas, families receive baskets of food, a \$25 grocery gift card, and gifts. Children receive toys and teenagers receive gift cards. Many groups and individuals donate food, toys and volunteer hours of time to help FISH. In 2015, FISH helped 115 families and 86 senior households at Thanksgiving, and 133 families and 86 senior households at Christmas. In total, the holiday programs supported 1,597 residents over a two month period.

The Bargain Loft

FISH's thrift store in Herndon, the Bargain Loft, provides low-priced basic household merchandise for those in need and sells higher-priced items to generate funds for our family assistance program. People and businesses in the area donate items, which are then resold. The Bargain Loft has two part-time co-managers and 65 regular volunteers who price merchandise, stock shelves, wait on customers, pick up furniture, and maintain storage for seasonable items.

Fundraising & Significant Events

The FISH Fling Gala was our major fundraising and community building event, held in April 2016. The evening included dinner, dancing, auctions, raffles and games. It also includes recognition of important contributors - "STARFISH" - those who have made an impact for FISH and our neighbors in need.

FISH benefited from the Bradley Farm Haunted House, an annual event held at the end of October. Run by the Bradley Farm Homeowners Association, the Bradley Farm Haunted House net profits have been given to FISH for nine years. We are grateful for this amazing community support.

Each year on the day after Thanksgiving, FISH marches in the Reston Holiday Parade and provides musical entertainment. This event provides FISH with exposure to the local community and results in publicity, donations for our programs, and new volunteers. Thousands of pieces of candy are offered to younger spectators from FISH volunteers of all ages.

FISH was selected again to participate in the Commonwealth of Virginia's Neighborhood Assistance Program (NAP). This award enables FISH to recognize and encourage large donations by providing individuals with tax credits for their contributions.

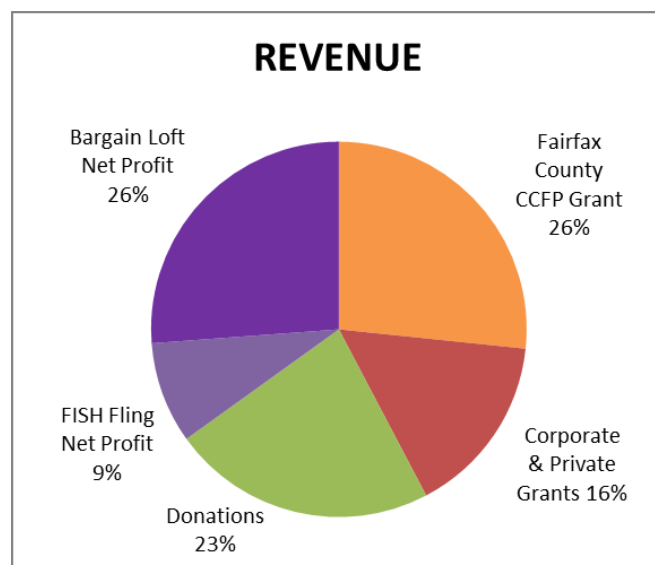
Finally, FISH received a distinguished partner award from Fairfax County Neighborhood and Community Services. We were honored for outstanding partnership and efficiency in serving local clients using the county electronic referral process.

Financial Report

July 1, 2015 - June 31, 2016

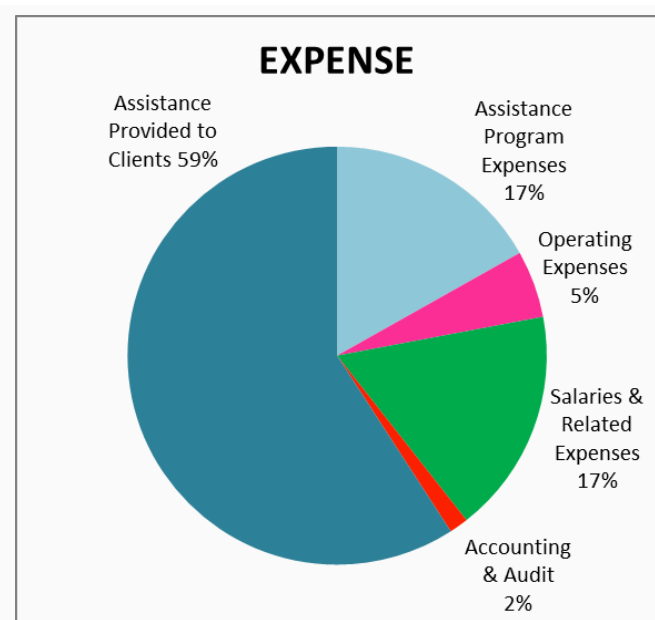
REVENUE

Grants:	
Fairfax County CCFP	143,000
Corporate & Private	84,000
Donations:	
Individuals	72,508
Churches	14,841
Businesses	14,572
Other	20,046
Interest Earned	229
FISH Fling Net Profit	46,920
Bargain Loft Net Profit	140,499
Total	\$ 536,615



EXPENSE

Assistance Program:	
Rent	151,690
Utilities	127,468
Medical	11,187
Other	<u>16,933</u>
Total Assistance	307,278
Assistance Program Management	87,450
Salaries & Related Expenses	90,430
Accounting & Audit Expenses	7,615
Operating Expenses	27,006
Total	\$ 519,779



Net Assets – As of July 1, 2015 **\$ 357,179**
Net Assets – As of June 30, 2016 **\$ 374,015**

Major Donations from Grants, Businesses, Organizations & Churches

>\$100,000

Fairfax County Consolidated Community Funding Pool

\$5,000 to \$30,000

Bradley Farm Homeowners Association

Gannett Foundation

Nelson J and Katherine Friant Post Foundation

Philip L Graham Fund

Reston Community Center (Fairfax County)

Ruth and Hal Lauenders Charitable Trust

TEGNA Foundation

The Closet, Herndon

United Christian Parish

United Way of the National Capital Area

Volkswagen Group of America, Inc.

\$2,000 to \$4,999

American Charities

John and Hilda Arnold Foundation

Maximus Foundation

National Rural Telecommunications Cooperative (NRTC)

Northrup Grumman

\$2,000 to \$4,999 (continued)

St. John Neumann Catholic Community

St. Mark Catholic Church

Whole Foods Market of Reston

\$500 to \$1999

Bank of America Charitable Foundation

Betty N. Giles Charitable Foundation, Inc.

CDW Corporation

Eagle Scout Project

ExxonMobil Foundation

Herndon Rotary Club

Inova Health Foundation

Lockheed Martin Charity Program

M&T Charitable Foundation

Mt. Pleasant Baptist Church

Plave Koch, LLC

Scoggin Home Team

Shelter House

Unitarian Universalist Church in Reston

Verizon Foundation

Wawa, Inc.

Individuals contributed \$72,508 to Herndon-Reston FISH, Inc. in FY2016

Board of Directors FY2016

Karen Stevens, President

Evea Newsom, Vice President

Olivia Toatley, Vice President

Clara Chambliss, Treasurer

Peggy LeReche, Secretary

Susan Sather, Director

Bert Kramer, Director

Mary Jo Baedecker, Director

Janet Hyman, Director

Marcia Di Trapani, Director

Mia Merin, Director

Gale Napoliello, Director

Robert Reed, Director

Felicia Roney, Director

Staff FY2016

General Operations:

Lisa Groves, Executive Director (FTE)

Linda Bracewell, Bookkeeper (PTE)

Bargain Loft Co-Managers:

April Elliott (PTE)

Barbara Williams (PTE)

Assistance Information & Referral:

Judith Duncan, Contractor (FTE)