

Regional Funding

Fiscal Year 2018 - Partner Funding Application

Quin Rivers, Inc.

Application Status: Submitted

Quin Rivers, Inc.

Agency Information

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General Information

Agency Name	Quin Rivers, Inc.
Physical Address	7911 Courthouse Way, Suite 300, New Kent, Virginia, 23124, U.S.A.
Mailing Address	P.O. Box 208
Agency Phone Number	(804) 966-8723
Federal Tax ID #	540880233
Web Address	www.quinrivers.org
Agency Email Address	gbarney@quinrivers.org

Agency Mission Statement

Strengthening individual, family, and community development to eliminate poverty and build self-sufficiency.

Number of Years in Operation	46
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Main Contact

Main Contact	Gillian Barney, phone: (804) 966-8723, email: gbarney@quinrivers.org
Job Title	Executive Assistant to the Executive Director

Localities Served

Please select any/all localities your agency serves.

- | | |
|-----------------------|-------------------------------------|
| Caroline | <input type="checkbox"/> |
| Fredericksburg | <input checked="" type="checkbox"/> |
| King George | <input checked="" type="checkbox"/> |
| Spotsylvania | <input checked="" type="checkbox"/> |
| Stafford | <input checked="" type="checkbox"/> |

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

Quin Rivers was established as the Community Action Agency representing the counties of King George, Spotsylvania, Stafford and the City of Fredericksburg by the Virginia General Assembly. The Agency is designed to represent and provide program services for socio-economically challenged individuals residing in these four communities. There are no other Community Action Agencies serving these localities. If Quin Rivers were to dissolve or merge with another area-wide partner agency, residents in need would not receive the following vitally important program services: Housing Counseling, Project Discovery, and Veteran Services. In FY2016, these three programmatic initiatives provided services to 184 local residents.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

Quin Rivers administers the Project Discovery Program of Virginia in two of the four service areas: City of Fredericksburg and Spotsylvania County. In FY2016, the Quin Rivers' Project Discovery Program impacted a total of 106 students. Project Discovery is a statewide post-secondary education program designed to assist low-income and first-generation college students to connect to and focus on the need to remain in and graduate from high school by providing free-of-charge resources and tools necessary to successfully transition to post-secondary education. By offering these students encouragement, support, and resources at an early stage, the Project Discovery Program gives students the forward momentum that translates into healthy, engaged, and productive citizens who drive economies and enrich communities. Since 2010, Quin Rivers' Project Discovery Program has impacted 200 students at James Monroe High School in grades 9-12. The program boasts 64 high school graduates with 92% verified enrollment in college. Without the Project Discovery Program, compared to students state-wide, about 10% of Project Discovery Program students would likely drop out of high school. The expected increase in wages earned by raising Virginia's high school graduation rate by even 5% is over \$4.4 million per year. High school drop-outs are 8 times more likely to become incarcerated, each costing Virginia an average \$27,462 per inmate, per year. If 10% of students didn't have Project Discovery and dropped out of school, it would likely cost Virginia over \$6,000,000 per year in additional anticipated incarceration costs. If those same students were to drop out of high school, it would likely cost Virginia \$693,600 per year in additional TANF (Temporary Assistance for Needy Families) payments. Over ten years, a college graduate is expected to pay an estimated \$16,150 more in Virginia state taxes than someone without a college

diploma.

Example 2

The second example is Quin Rivers Housing Counseling Program. The Program offers financial literacy counseling services to individuals residing in all four service areas. The services included in the financial literacy counseling are: Budget and Pre-Purchase; Foreclosure Prevention, and Reverse Mortgage. Quin Rivers' expert staff provide clients with one-on-one counseling sessions that assist them in building a healthy financial budget; options for restructuring their mortgage; and evaluation of the pros and cons of a reverse mortgage. In FY2015-FY2016, Quin Rivers' Housing Counseling program impact 242 individuals by providing Budget and Pre-Purchase Counseling to 28 residents; Reverse Mortgage Counseling to 106 residents; and Foreclosure Prevention to 108 residents. In the City of Fredericksburg, 42% of residents spend more than 30% of their household income on housing costs. In Stafford and Spotsylvania one in three residents spend more than 30% of their household income on housing costs. These statistics demonstrate the need for programs offering budgeting and pre-purchasing counseling. It is estimated that the total costs of a single home foreclosure is \$79,443 illustrating the need for foreclosure counseling services provided by Quin Rivers.

Example 3 (Optional)

Quin Rivers, Inc. -

Locality Information

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Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

City of Fredericksburg

The City of Fredericksburg is represented on the Quin Rivers' Board of Directors by Mr. Donald Tolson and Mr. Michael Campbell. These two board members ensure the needs and priorities of the City's 10,000 residents living below the 200% Federal Poverty Level are continually addressed. Quin Rivers provides programmatic initiatives that help to address the City's 5% unemployment rate; the 42% of City residents who spend more than 30% of their total household income on housing costs; and the City School's 2.75% drop out rate. In FY2016, Quin Rivers' programmatic initiatives impacted 108 individuals residing in the City of Fredericksburg for a total financial investment of \$374,990.

King George County

Quin Rivers provides programmatic initiatives that assist in addressing the needs of 4,560 King George County individuals living below the 200% Federal Poverty Level. In addition, Quin Rivers' initiatives address the 4.8% unemployment rate experienced by the County and the 4,000 Veterans who call King George County home. In FY2016, Quin Rivers' Housing Counseling program assisted five residents and one Veteran Family for a total financial investment of \$16,678.

Spotsylvania County

Spotsylvania County is represented on the Quin Rivers' Board of Directors by Mr. Michael Campbell. His representation ensures that the Agency is assists meeting the needs and priorities of the County's 12,600 individuals living below the 200% Federal Poverty Level. Quin Rivers provides programmatic initiatives that help to address the County's 5% unemployment rate; the 30% of County residents who spend more than 30% of their total household income on housing costs; and the 15% of students who do not graduate high school on time. Quin Rivers' programmatic initiatives impacted 48 County residents in FY2016 for a total financial investment of \$55,352.

Stafford County

Quin Rivers provides programmatic initiatives that assist in addressing the needs of 19,650 Stafford County individuals living below the 200% Federal Poverty Level. In addition, the Agency's initiatives

address the 5% unemployment rate experienced by the County; the 39,300 residents who spend more than 30% of their total household income on housing costs; and the 26,200 Veterans who call Stafford County home. In FY2016, Quin Rivers' Housing Counseling program assisted 18 individuals and the Agency's Veteran Services program assisted four Veteran Families who were experiencing homelessness. Quin Rivers' programmatic initiatives impacted a total of 22 Stafford County residents for a total financial investment of \$64,832. Recently, Mr. Michael Muse, Director of the Stafford County Department of Social Services, was selected to chair the Project Discovery Program Advisory Council. Mr. Muse also served as a member of the Quin Rivers Community Action Agency's Board of Directors.

Quin Rivers, Inc. -

Agency Budget

In the boxes below provide an overview of the administrative costs associated with your agency budget. Include revenue that defrays administrative costs; this is non programmatic revenue and should not include any revenue associated with programming.

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Expenses

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Salary	850,000.00	1,061,743.00	1,046,743.00
Benefits	197,273.00	237,337.00	232,337.00
Operating Expenses	796,450.00	1,063,565.00	1,039,615.00
Capital Expenses	0.00	0.00	0.00
Administrative Expenses	0.00	0.00	0.00
Total	1,843,723.00	2,362,645.00	2,318,695.00

Revenues

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Caroline	0.00	0.00	0.00
Fredericksburg	0.00	0.00	18,750.00
King George	0.00	0.00	1,000.00
Spotsylvania	0.00	0.00	2,800.00
Stafford	0.00	0.00	3,500.00
United Way	127,000.00	195,000.00	195,000.00
Grants	1,659,023.00	2,167,645.00	2,167,645.00
Client Fees	0.00	0.00	0.00
Fundraising	21,500.00	0.00	0.00
Other (Click to itemize)	36,200.00	47,500.00	73,550.00

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Total	1,843,723.00	2,410,145.00	2,462,245.00

Surplus / Deficit

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Surplus or Deficit	0.00	47,500.00	143,550.00

Quin Rivers, Inc. -

Agency Budget Narrative

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Administrative Expenses

Provide an overview of the administrative costs for your agency.

Administration costs for the Agency include salaries and benefits for the following staff positions: Executive Director; Chief Financial Officer; Executive Assistant/Resource Development Specialist; Financial Assistant; Volunteer/Outreach Coordinator. Salaries = \$332,000 and Benefits = \$71,000.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

If Quin Rivers' Board of Directors decide to provide a performance increase, these costs could potentially increase by 2 percent.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

NA

Capital Expenses

Please provide an overview of the capital costs for your agency.

The Agency does not have capital costs.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

NA

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

No changes at this time. However, if the Quin Rivers' Board of Directors decides to provide a performance increase these expenses may increase by 2 percent in FY2018.

Please provide a description of any changes to agency benefits structure or cost.

No changes.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

NA

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

Quin Rivers no longer receives funding from the U.S. Department of Veteran Affairs for the Supportive Services for Veteran Families program. The Agency continues to operate a Veterans Services program in partnership with Goodwill Rappahannock and Rappahannock United Way to provide Veterans families with financial education and employment opportunities.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

It would not be possible to honor the requests of area High Schools to expand the Project Discovery Program (post secondary education) without financial support from the area Counties (Stafford, Spotsylvania) of interest.

Regional Funding

Fiscal Year 2018 - Partner Funding Application

Quin Rivers, Inc.

Application Status: Submitted

Quin Rivers, Inc. Project Discovery

Program Budget Narrative

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Please indicate in details reasons for increases or decreases in the amounts requested for FY 2018.

Quin Rivers is requesting an increase in funding for the Project Discovery Program in order to expand the program into the counties of Spotsylvania and Stafford. Quin Rivers has been requested to provide the Project Discovery Program to Chancellor High School (Spotsylvania) and Colonial Forge High School (Stafford) for the upcoming FY2018 school year. This expansion will significantly impact the operational expenses as more students will be served.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

The Project Discovery Program expansion effort into the counties of Spotsylvania and Stafford in FY2018 will be placed on hold if additional funding is not provided. The Project Discovery Program addresses the unmet needs of at-risk students to assist them to successfully graduate high school and to navigate their post-secondary options; the unmet needs of college and universities in identifying attractive economically disadvantaged students and first-generation students; and the need to supplement student support services offered to high school students. Currently, Chancellor High School and Colonial Forge High School do not have established college preparatory programs in place and have identified the Project Discovery Program as their program of choice.

In particular, please describe in detail if any increase is sought for new positions or personnel.

NA

Quin Rivers, Inc. -

Collaborative Impact

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Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

Quin Rivers' Project Discovery currently collaborates with the City of Fredericksburg Public Schools. Since the establishment of the Project Discovery Program at James Monroe High School, 200 students have received bi-weekly workshops and other program services. In 2015, Quin Rivers' Project Discovery Program was established at Massaponax High School located in Spotsylvania County and has served 95 students. Additionally, Quin Rivers' Project Discovery Program partners with the statewide Project Discovery Virginia. The state program offers policy guidance; mentoring; and training. The program has also partnered with local law enforcement, University of Mary Washington, and other area businesses to assist in delivering work-shops. It also provides volunteer leadership to the Project Discovery Advisory Council.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

If Project Discovery were to be dissolved or merged with another partner agency over 300 students would be impacted. The program provides free-of-charge services to socioeconomically disadvantaged and/or first-generation college students. These services include: Bi-weekly workshops, literature, and resource referral on topics ranging from goal setting to navigating Financial Aid and FAFSA; college campus tours; SAT, ACT, and College Application Fee Waivers; social and therapeutic support with one-on-one counseling; and civic engagement opportunities.

Quin Rivers, Inc. -

Program Overview

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General Information

Program Name Project Discovery

Is this a new program? No

Program Contact

Name Gillian Barney

Title Project Discovery Program

Email gbarney@quinrivers.org

Phone (804) 966-8723

Program Purpose / Description

Provide an overview of this program

A post-secondary access preparation program designed to assist students to connect and focus on the need to remain in and graduate from school.

Client Fees

Please describe the fees clients must pay for the services by this program.

The Project Discovery Program is free-of-charge.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

In 2010, the City of Fredericksburg dropout rate was the highest in the region. A significant portion of these students qualified as "economically disadvantaged" at some point during their high school career.

With limited resources within the community, drop-out rates continued to exceed those of the state averages (19.4% v. 7.9% state average) prompting a partnership between Quin Rivers and Fredericksburg City Public Schools. Additionally, in 2015 the Virginia Department of Education released the results of a three year study that compiled and compared test scores in five major areas of study across various demographic groups. The results were startling and showed a clear need for a program such as the Project Discovery Program. For instance, in the study area of English-Reading, children categorized as "economically disadvantaged" had average test scores of 61 compared to an average score of 76 for all students.

If this is a new program, be sure to include the benefits to the region for funding a new request.

While the Project Discovery is not a new program, Quin Rivers plans to expand the program in Spotsylvania County and establish the program in Stafford County. High School students attending both Chancellor High School and Colonial Forge High School will receive the same bi-weekly workshops and other program services as provided currently to students enrolled in the program at James Monroe High School and Massaponax High School.

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

Project Discovery targets at-risk high school students in grades 9-12. Student eligibility is determined based on a number of factors to include: family income (at or below the 200% Federal Poverty Level); first-generation students (parents did not graduate from a U.S. college); students of military families; and students who are eligible for free or reduced lunch. An additional 10% of students who do not meet these criteria may also receive services if it is determined by the high school's administration that the student would benefit from the program services.

If your program has specific entry or application criteria, please describe it here.

Student eligibility is determined based on a number of factors to include: family income (at or below the 200% Federal Poverty Level); first-generation students (parents did not graduate from a U.S. college); students of military families; and students who are eligible for free or reduced lunch. An additional 10% of students who do not meet these criteria may also receive services if it is suggested by the high school's administration that the student would benefit from the program services.

Quin Rivers, Inc. -

Number of Individuals Served

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Localities

Please provide the actual numbers of individuals served in this program during FY2016 and the projected numbers of individuals to be served in FY2018.

Locality	FY2016 (Actual)	FY2018 (Projected)
Fredericksburg City	83	85
Caroline County		
King George County		
Spotsylvania County	30	95
Stafford County	0	30
Other Localities		
Total	113	210

Quin Rivers, Inc. -

Goals and Objectives

Goals

Goal:

Parents and Students develop behaviors that demonstrate the value of education and lead to graduation.

Objectives

Objective Results	Year End	Baseline
Total # Clients Served	113	210
Total # Clients Achieved/Successful	113	210
% Achieved / Successful	100	100

Total # Clients Served	113	210
Total # Clients Achieved/Successful	113	210
% Achieved / Successful	100	100

Staff will develop and facilitate bi-weekly workshops for high school students to successfully transition into success following high school. Staff will also coordinate college campus visits and civic engagement opportunities.

Staff will provide social and therapeutic support to students and guardians to assist in identifying options after high school.

Outcomes Narratives

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

NA

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

NA

If you are restating the goals or objectives for FY 2018, please include those here

Goal - Parents and Students develop behaviors that demonstrate the value of education and lead to graduation.

Objectives - Staff will develop and facilitate bi-weekly workshops for high school students to

successfully transition into success following high school. Staff will also coordinate college campus visits and civic engagement opportunities.

Objective - Staff will provide social and therapeutic support to students and guardians to assist in identifying options after high school.

Goal: Project Discovery graduates will enroll in post-secondary education.

Objectives	Objective Results	Year End	Baseline
Students will learn about the need to stay in and graduate high school and aspire to enroll in post-secondary education to further their education.	Total # Clients Served	113	210
	Total # Clients Achieved/Successful	113	210
	% Achieved / Successful	100	100
Students enrolled will persist between their 1st and 2nd year of enrollment in a post-secondary institution.	Total # Clients Served	113	210
	Total # Clients Achieved/Successful	113	210
	% Achieved / Successful	100	100

Outcomes Narratives

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

NA

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

NA

If you are restating the goals or objectives for FY 2018, please include those here

Goal - Project Discovery graduates will enroll in post-secondary education.

Objective - Students will learn about the need to stay in and graduate high school and aspire to enroll in post-secondary education to further their education.

Objective - Students enrolled will persist between their 1st and 2nd year of enrollment in a post-secondary institution.

Quin Rivers, Inc. -

Program Budget

Please detail below the budget request for your program.

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Expenses

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Salary	37,893.00	43,680.00	43,680.00
Benefits	10,713.00	12,320.00	12,320.00
Operating Expenses	49,446.00	100,718.00	125,768.00
Capital Expenses	0.00	0.00	0.00
Total	98,052.00	156,718.00	181,768.00

Revenues

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Caroline			
Fredericksburg			18,750.00
King George			
Spotsylvania			2,800.00
Stafford			3,500.00
United Way	25,000.00	35,000.00	70,000.00
Grants	33,900.00	121,718.00	87,000.00
Client Fees			
Fundraising			
Other (Click to itemize)	0.00	0.00	0.00
Total	58,900.00	156,718.00	182,050.00

Surplus / Deficit

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Surplus or Deficit	-39,152.00	0.00	282.00