

Regional Funding

Fiscal Year 2019 - Partner Funding Application

Quin Rivers, Inc.

Agency Information

General Information

Agency Name	Quin Rivers, Inc.
Physical Address	7911 Courthouse Way, Suite 300, New Kent, VA, 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	47
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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 checked="" 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, Inc. was established by the Virginia General Assembly as the Community Action Agency to represent the counties of Caroline, King George, Spotsylvania, and Stafford, as well as the City of Fredericksburg. The agency is designed to provide programmatic support services to socio-economically challenged individuals residing in these localities. There are no other Community Action Agencies providing assistance to these five service areas. If Quin Rivers, Inc. were to dissolve or merge with another area-wide partner agency, residents in need would not receive the following vitally important program services: Housing/Financial Counseling and the Project Discovery Program, a post-secondary education program. In FY2017, these programmatic initiatives provided assistance to 164 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 in two of the Agency's five service areas: City of Fredericksburg and Spotsylvania County. In FY2017, the Quin Rivers' Project Discovery Program impacted a total of 132 students. The Project Discovery Program is a statewide post-secondary education program designed to assist low-income and first-generation college students to connect with and focus on the need to remain in and graduate from high school. By offering these free-of charge services, participating students receive the necessary encouragement, support, and resources at an early stage that translate into healthy, engaged, and productive citizens who will drive economies and enrich communities. Since 2010, Quin Rivers' Project Discovery Program has enriched the lives of over 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, approximately 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. Students who drop out of high school are 8 times more likely to become incarcerated, each one costing Virginia an average of \$27,462 per inmate, per year.

Example 2

The Quin Rivers' Housing/Financial Counseling Program provides financial literacy and housing counseling services to any interested resident in all five aforementioned service areas. Counseling services include: home budgeting; pre-purchase; and foreclosure prevention. Quin Rivers' expert staff members provide clients with one-on-one counseling sessions that assist them in building a healthy financial budget and options for structuring or restructuring their mortgage. In FY2017, Quin Rivers provided financial and housing counseling services to 32 individuals residing in five service areas. According to the FY2017 Quin Rivers' Community Needs Assessment Report, over 38% of residents living in the City of Fredericksburg live at or below the 200% Federal Poverty Level, and over 42% spend over 30% of their household budget on housing costs. Additionally, over 1/3 of the residents living in Spotsylvania and Stafford also spend over 1/3 of their household budgets on housing costs. This statistical data clearly demonstrates a need for budgeting and pre-purchase counseling services in the Fredericksburg and Spotsylvania areas.

Example 3 (Optional)

Quin Rivers, Inc.

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

Administrative costs for the Quin Rivers Community Action include salaries and benefits for the Executive Director; Chief Financial Officer, Executive Assistant/Resource Development Specialist, Accounting Specialist; and Administrative Assistant. Salaries and Benefits total = \$456,000 annually. These costs are covered by the agency's Community Services Block Grant provided by the Virginia Department of Social Services' Office on Volunteerism and Community Service.

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

N/A

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

Local funds are not used to defray the agency's administrative costs.

Capital Expenses

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

N/A

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

The agency does not have capital costs.

Salary & Benefit Expenses

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

The agency does not foresee increases or decreases in general personnel expenses except for the possible increase in medical benefits.

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

N/A

Budget Issues

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

The uncertainty of Congress to continue funding for the Community Services Block Grant. Quin Rivers is an active member of the National Community Action Partnership (NCAP) Organization and the Virginia

Community Action Partnership (VACAP), which continually monitor legislation regarding this issue.

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.

N/A

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 further expand the Quin Rivers' Project Discovery Program in the Spotsylvania County service area, nor to establish the program in Stafford County, without financial support from these identified counties.

Quin Rivers, Inc.

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

	FY 2017 Actual	FY 2018 Budgeted	FY 2019
Salary	1,062,037.00	1,065,084.00	1,065,084.00
Benefits	314,147.00	294,093.00	294,093.00
Operating Expenses	926,960.00	924,162.00	924,162.00
Capital Expenses	0.00	0.00	0.00
Other Expenses	0.00	0.00	0.00
Total	2,303,144.00	2,283,339.00	2,283,339.00

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2017 Actual	FY 2018 Budgeted	FY 2019
Caroline	0.00	0.00	1,000.00
Fredericksburg	0.00	0.00	10,000.00
King George	0.00	0.00	1,000.00
Spotsylvania	0.00	0.00	10,500.00
Stafford	0.00	0.00	9,000.00
United Way	127,000.00	97,000.00	81,500.00
Grants	2,176,144.00	2,186,339.00	2,170,339.00
Client Fees	0.00	0.00	0.00
Fundraising	0.00	0.00	0.00
Other (Click to itemize)	0.00	0.00	0.00
Total	2,303,144.00	2,283,339.00	2,283,339.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Budgeted	FY 2019
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Surplus or Deficit	0.00	0.00	0.00
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Quin Rivers, Inc.

Locality Information

Locality Notes

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

Caroline County

Quin Rivers, Inc. provides Financial and Housing Counseling services to the residents of Caroline County. This program assists individuals struggling with mortgage payments or having difficulty managing personal finances effectively. In FY2017, Quin Rivers provided six Caroline County residents with Housing and Financial Counseling services for a total financial investment of \$6,024.

City of Fredericksburg

The City of Fredericksburg is represented on the Quin Rivers' Board of Directors by Mr. Donald Tolson, CEO and President of Rappahannock Goodwill Industries, and by Mr. Michael Campbell, Sergeant Major U.S. Marines (ret.). These members ensure the needs and priorities of the City's population are continually addressed. Quin Rivers provides programmatic initiatives designed to address the needs of the City's 9,109 residents living at or below the 200% Federal Poverty Level; the City's 5.8 unemployed residents; the 42% of City residents who spend more than 30% of their household budget on housing costs; and the City's schools' drop out rate of 8.5%. These programmatic initiatives include: Financial/Housing Counseling and the Project Discovery Program. In FY2017, Quin Rivers programmatic initiatives impacted 124 individuals residing in the City of Fredericksburg for a total financial investment of \$113,028.

King George County

Quin Rivers, Inc. provides programmatic initiatives that assist in addressing the needs of 4,600 King George County individuals living at or below the 200% Federal Poverty Level. Specifically, the Quin Rivers' Financial/Housing Counseling program helps to address the housing cost burden suffered by 2,288 county residents who are paying more than 30% of their total household budget for housing costs. In FY2017, Quin Rivers provided financial/housing counseling to two King George County residents for a total financial investment of \$2,008.

Spotsylvania County

Spotsylvania County is represented on the Quin Rivers' Board of Directors by Mr. Michael Campbell. His representation ensures that the agency assists with the needs and priorities of the County's 25,000 individuals living at or below the 200% Federal Poverty Level. Quin Rivers provides programmatic initiatives which help address the County's 5% unemployed; the 32% of individuals who suffer a housing cost burden and spend more than 30% of their total household budget on housing costs; and the 5.8 high school student drop out rate. These programmatic initiatives include: Financial/Housing Counseling and the Project Discovery Program. In FY2017, Quin Rivers provided programming to 28 County residents for a total financial investment of \$23,492.

Stafford County

Quin Rivers provides a Financial/Housing Counseling program that assists in addressing the needs of 19,038 County residents living at or below the 200% Federal Poverty Level; the 5% unemployed; and the 30% of individuals who suffer a housing cost burden and spend more than 30% of their total household

budget on housing costs. In FY2017, Quin Rivers provided the Financial/Housing Counseling Program to six County residents for a total financial investment of \$6,024.

Quin Rivers, Inc. - Project Discovery

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Project Discovery

Is this a new program? No

Program Contact

Name Gillian Barney

Title Executive Assistant

Email gbarney@quinrivers.org

Phone (804) 966-8723

Program Purpose / Description

Provide an overview of this program

The Quin Rivers' Project Discovery Program is a post-secondary access preparation program designed to assist low-income and first-generation, college-bound students to connect with and focus on the need to remain in and graduate from school. Post secondary options include: exposure to community colleges, junior colleges, and vocational/technical/trade schools, in addition to four-year institutions.

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.

Localities should consider this funding request because the Project Discovery Program addresses critical needs of targeted students, and enables them to become healthy, engaged, and productive citizens. Also, the program specifically addresses students who are at risk of experiencing generational poverty. According to a recent Virginia Department of Education report, the City of Fredericksburg's school drop-out rate was the highest in the region and reported that 14% of the City's 2010 freshmen dropped out of school during the period 2010-2014. Eight percent of those students were African-American and 12% qualified as economically disadvantaged at some point during high school. Additionally, Project Hope Virginia, reported that 5% of the City of Fredericksburg's total student population experienced at least one episode of homelessness in 2015. The City of Fredericksburg's unemployment rate and poverty rate continue to exceed those of the Commonwealth of Virginia.

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

Quin Rivers plans to expand the Project Discovery Program to additional Spotsylvania high schools as well as establish the program in Stafford County. The Project Discovery Program positively impacts and benefits the region by offering participating students essential support and resources necessary become healthy, engaged, and productive citizens. The Project Discovery Program of Virginia reports that the program has increased the high school graduation rate across the Commonwealth of Virginia substantially, and without the program, approximately 10% of program participants would drop out of high school. Students who drop out of high school are eight times more likely to become incarcerated, costing Virginia an average of \$27,462 per inmate, per year.

Target Audience and Service Delivery

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

The Quin Rivers' Project Discovery Program targets at-risk students who are economically disadvantaged and/or first-generation, college-bound students in grades 9-12. Currently, the program is offered to students in James Monroe High School and Chancellor High School, located in Fredericksburg, Virginia and to students enrolled in Massaponax High School, located in Spotsylvania County. Program activities include: bi-weekly workshops; in-and out-of-state college campus visits; SAT, ACT, and College Application Fee Waivers; college scholarships; and cultural enrichment activities.

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

Student eligibility is determined by family income (at or below the 200% Federal Poverty Level); first-generation, college-bound students (parents/guardian did not graduate from a U.S. college); students of military families; and students who are eligible for the Free and/or Reduced Lunch Program. The program also accepts 10% of students who were identified as benefiting from the program by a school administrator.

Quin Rivers, Inc. - Project Discovery

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

Quin Rivers is requesting funding for the Project Discovery Program in order to expand the program in Spotsylvania County and establish a program in Stafford County. The expansion effort 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.

Plans to expand the Project Discovery Program to Spotsylvania and Stafford Counties will be placed on hold in FY2019 if additional funding is not provided. Thus far, Quin Rivers has been approached by school administrators from Colonial Forge High School (Stafford) requesting the program, and more recently approached by a member of the King George County Public School's Education Foundation Board of Directors to launch the Project Discovery Program into the King George County school system. The agency has limited resources to meet the growing demand for the Project Discovery Program to other service areas.

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

As the Project Discovery Program expands, there will be a need for an additional part-time (10 month) position to allow for more efficient programmatic coverage at multiple school locations. Additional school sites increase travel times for one position and the impact would be less time available for the in-school programming.

Quin Rivers, Inc. - Project Discovery

Program Specific Budget

Please provide your program specific budget below.

Expenses

	FY 2017 Actual	FY 2018 Budgeted	FY 2019
Personnel	43,680.00	43,680.00	73,680.00
Benefits	12,320.00	12,320.00	17,320.00
Operating Expenses	100,718.00	100,718.00	100,000.00
Capital Expenses	0.00	0.00	0.00
Total	156,718.00	156,718.00	191,000.00

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

	FY 2017 Actual	FY 2018 Budgeted	FY 2019
Caroline	0.00	0.00	1,000.00
Fredericksburg	0.00	0.00	10,000.00
King George	0.00	0.00	1,000.00
Spotsylvania	0.00	0.00	10,500.00
Stafford	0.00	0.00	9,000.00
United Way	35,000.00	35,000.00	35,000.00
Grants	121,718.00	121,718.00	124,500.00
Client Fees	0.00	0.00	0.00
Fundraising	0.00	0.00	0.00
Other (Click to itemize)	0.00	0.00	0.00
Total	156,718.00	156,718.00	191,000.00

Surplus / Deficit

	FY 2016 Actual	FY 2017 Budgeted	FY 2018 Requested
Surplus or Deficit	0.00	0.00	0.00

[View Diagram](#) 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
Staff will develop and facilitate bi-weekly workshops and college campus visits.	Total # Clients Served	130	150
	Total # Clients Achieved/Successful	130	150
	% Achieved / Successful	100	100
Staff will provide engagement opportunities for students and parents/guardians that will assist with identifying student options after high school.	Total # Clients Served	130	150
	Total # Clients Achieved/Successful	130	150
	% 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

NA

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

Objectives

75% of 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 Results	Year End	Baseline
Total # Clients Served	53	53
Total # Clients Achieved/Successful	40	40
% Achieved / Successful	75.47	75.47

75% of students enrolled in a post-secondary education institution will persist between their 1st and 2nd year of enrollment.

Total # Clients Served	13	13
Total # Clients Achieved/Successful	10	10
% Achieved / Successful	76.92	76.92

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

NA

Quin Rivers, Inc. - Project Discovery

Number of Individuals Served

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	FY2017 (Actual)	FY2019 (Projected)
Fredericksburg City	67	67
Caroline County		
King George County		
Spotsylvania County	63	90
Stafford County		30
Other Localities		
Total	130	187

Quin Rivers, Inc. - Project Discovery

Collaborative Impact

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 Program currently collaborates with the City of Fredericksburg Public Schools and Spotsylvania County Public Schools in order to deliver the program in James Monroe High School, Chancellor High School, and Massaponax High School. Additionally, the program also collaborates with Project Discovery Virginia which offers training, policy guidance, and mentoring. The program collaborates with Virginia state colleges and other post-secondary education institutions to arrange college campus visits and local businesses that provide guest speakers for the bi-weekly workshops.

Collaborative Impact

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

If the Project Discovery Program were to be curtailed or merged, over 130 students would be impacted. The program provides free-of-charge services to socioeconomically disadvantaged and/or first-generation, college-bound students. While other programs similar to the Project Discovery Program exist, they are exclusive to specific gender and racial student population groups, and require significant school administrative assistance. The Project Discovery Program accepts participants from all races, ethnic backgrounds; academic abilities; and is managed and administered solely by the Quin Rivers, Inc. Community Action Agency staff.