

2017–  
2018  
**ANNUAL  
REPORT**

**A Year of  
Success**

**A Challenge  
Ahead**



# **Herndon-Reston FISH, Inc.**

## **Our Mission**

Herndon-Reston FISH (Friendly Instant Sympathetic Help) is a nonsectarian, volunteer, non-profit 501(c)(3) corporation dedicated to helping local residents in short-term financial crises.

## **What We Do**

### **Emergency Financial Assistance**

Our primary purpose is to help individuals and families in the Herndon-Reston area who require emergency financial assistance for rent, utilities, medical prescriptions, critical dental care, household items, and other short-term needs. This assistance averts evictions that could lead to homelessness, prevents health problems from escalating, keeps the electricity and water running, and helps to ensure that our neighbors' well-being and stability are preserved. We work closely with Fairfax County Coordinated Services Planning to identify individuals and families that need our help. Through a network of 30 Assistance Volunteers and an Emergency Assistance Manager, FISH provides funds directly to landlords, utility companies, and other providers on behalf of clients.

## A Message from the FISH President About the Future

Despite the improving economy, many families and individuals in our area still struggle to make ends meet. They face short-term financial crises because they have lost a job, incurred unexpected medical expenses, or must cope with other family emergencies. FISH is able to assist such individuals only because of the contributions of time, money, and in-kind donations we receive from our supporters. We are able to make our assistance most effective because we work in partnership with Fairfax County and other non-profit organizations in the Connections for Hope Partnership to provide emergency funding.

Although we are proud of our successes of this past year, we face daunting challenges in the future. The grant that we had received from Fairfax County, which accounted for one-third of our budget, was not renewed for the next two fiscal years. We are working diligently to fill this large gap and are making progress. We will call on reserves to make up a portion of the shortfall, but it is imperative that we generate more revenue from other sources, including organizational grants and individual donations. Your support is more crucial than ever.

A heartfelt thanks to all who support FISH! Your contributions are vital.

For additional information please see our website at [www.hrfish.org](http://www.hrfish.org)

*Robert Reed*  
Herndon-Reston FISH President

### Holiday Food and Gifts

FISH provides Herndon and Reston residents with holiday food and gifts in coordination with other organizations such as the Connections for Hope Partnership and local places of worship.

### Supplemental Nutrition Assistance Program

From May through November, FISH supports healthy nutrition by matching SNAP (Supplemental Nutrition Assistance Program) benefits at the Herndon Farmers' Market. Matching funds enable clients to purchase twice as much fresh produce.

### The Bargain Loft

The Bargain Loft, serving local needs for nearly 40 years, is a thrift store operated by FISH staff and volunteers. It depends on donated items. Annual net store proceeds account for about 30% of the funds needed to provide emergency assistance to families and individuals experiencing a financial crisis. The Bargain Loft's Holiday Shop offers well-priced items for decorating and for gifts.

## Highlights of the Year

### How FISH helped our neighbors in need

- 3,426 families were helped this year by FISH.
- \$276,259 was paid directly to landlords, utility companies, medical, dental, and other critical providers on behalf of people in short-term financial crises.
- 780 families avoided housing evictions.
- 558 families averted utility cutoffs.
- 1,642 families received holiday food and gift assistance.
- 275 extremely low-income people received SNAP matching funds to purchase fresh fruits and vegetables.
- 100 adults learned basic budgeting and how to avoid financial crises at financial literacy workshops.

### Who FISH assists most often

- Herndon and Reston residents with low incomes who are experiencing short-term crises including illness, injury, job loss and family instability.
- Families, veterans, and seniors faced with the lack of affordable housing.
- Single parents struggling to support their families.



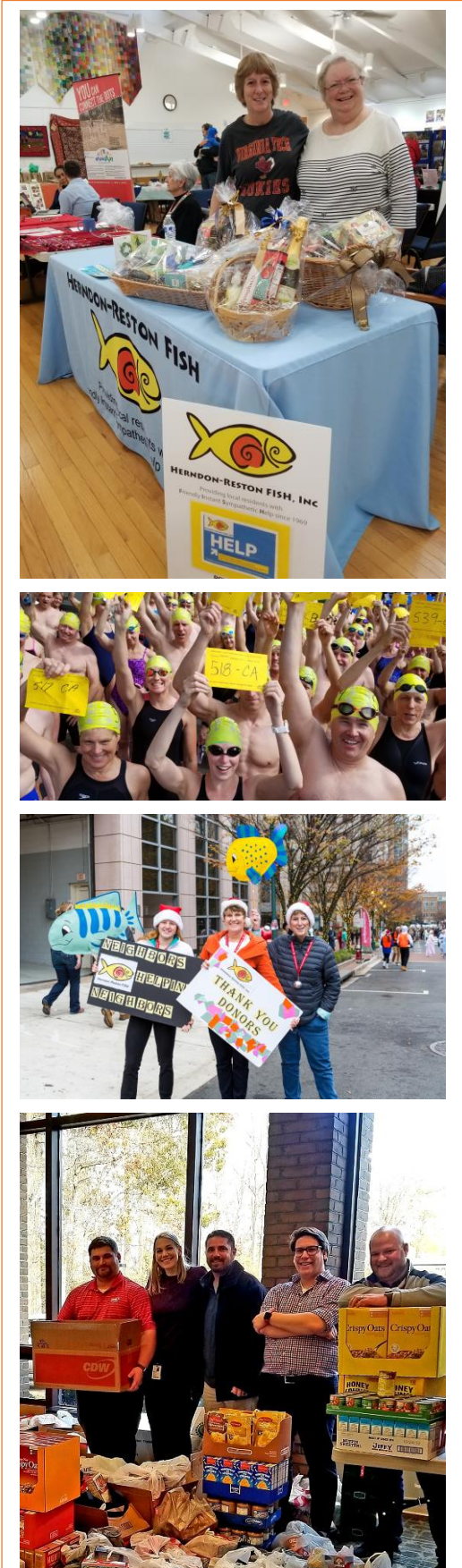
### How do others work with FISH

- Individuals, businesses, churches, and fundraisers provided about \$240,000 in funding.
- A Fairfax County grant provided over \$194,000.
- The Bargain Loft contributed approximately \$78,500 to assistance programs.
- Approximately 500 volunteers contributed thousands of hours of service.

### Real cases where FISH provided emergency assistance\*

- Karin, a single mother of five, had been on the wait list for affordable housing for several years. Karin works full time and receives child support, but she did not have the funds for a security deposit on the new housing. FISH teamed with six other agencies to support the deposit and move.
- Laurie, a pregnant veteran whose husband is still overseas, was injured on the job and was unable to work. As a consequence, Laurie could not pay her rent. FISH provided partial rent support for a month while Laurie secured a housemate to share the costs.
- Ana, an elderly grandmother, owns her home but lives on a limited fixed income. Ana is also raising her teenage granddaughter. When they experienced some unplanned large expenses, they needed help to pay the monthly utility bill. FISH covered the cost and prevented the electricity from being turned off.
- Alexander, a man in his early twenties, unexpectedly had to take custody of his sister's three young children, all under eight years of age. Along with three other agencies, FISH provided partial payment of the rent so that Alex and his nieces and nephew could stay together.
- David, an elderly gentleman with diabetes, lives on monthly social security checks. David accidentally dropped and broke his insulin bottle. His insurance would only cover the replacement if he met a \$450 deductible first. The Herndon Senior Center recommended FISH assistance for him. FISH paid to replace the insulin necessary for David's daily treatments.

\*Names are changed to protect confidentiality.



## Fundraising

In the 2017–2018 fiscal year, FISH raised funds through individual and corporate donations, public and private grants, small and retail business contributions, and special events.

### Donation and Grants

Private organizations that gave more than \$10,000 include the John Edward Fowler Memorial Foundation, Nelson J & Katherine Friant Post Foundation, Ruth and Hal Lauenders Charitable Trust, and The Closet. Donations from individual donors accounted for close to \$115,000 in additional revenue (donors are not listed in this report to respect their privacy).

### Events and Campaigns

The annual FISH Fling brought together donors, supporters, and volunteers, garnering significant community building and financial support. Additionally, FISH received funds from activities at the Bargain Loft including daily shopping plus clearance, sidewalk, and holiday sales. Community partners sponsored events benefitting FISH including Charity Bartending at Jimmy’s Old Town Tavern (sponsored by BridgeStreet Global Hospitality and Macedon Technologies), the United Christian Parish Annual Art & Craft Show, food drives at local Giant & Safeway grocery stores, and the Jim McDonnell Lake Swims (sponsored by Reston Masters Swim Team). Finally, FISH benefitted tremendously from funds provided by Fairfax County CCFP, the United Way (UWNCA), and the Federal Combined Campaigns (CFC).

In the coming year our fundraising efforts will be more critical than ever as we strive to continue serving the community with greatly reduced resources.

### Volunteer Time and Talent

Hundreds of volunteers support a variety of FISH activities by providing their time and talents, often along with financial support. Without their contributions, FISH could not carry out its important mission.

**We are grateful to all our supporters. You make a difference!**



CFC – No. 83534



United Way of the National Capital Area

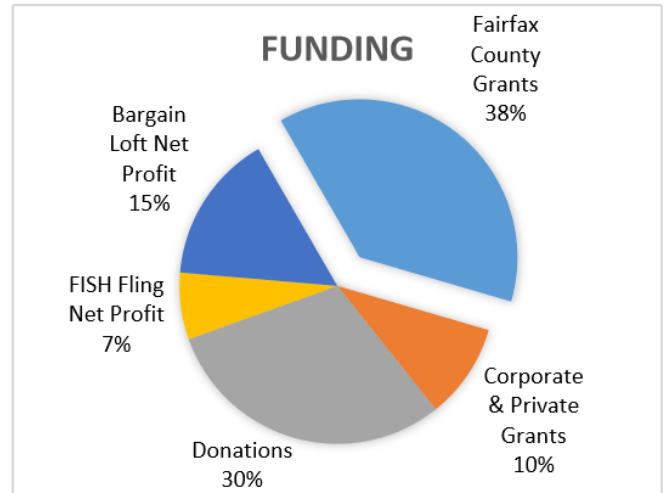
United Way – No. 8359

## Financial Highlights

### July 1, 2017–June 30, 2018

#### FUNDING

Grants:	
Fairfax County	194,081
Corporate & Private	50,000
Donations:	
Individuals	114,861
Churches	10,391
Businesses	16,575
Third Party Campaigns	13,056
Interest Earned	230
FISH Fling Net Profit	35,023
Bargain Loft Net Profit	78,537
<b>Total</b>	<b>\$ 512,754</b>

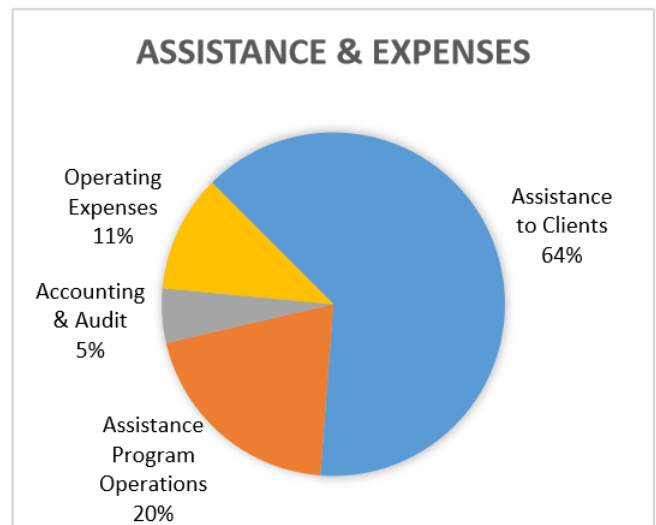


#### ASSISTANCE

Emergency Assistance:	
Rent	167,738
Utilities	75,788
Medical	18,102
Holiday Baskets & Other	<u>29,493</u>
Total Emergency Assistance	291,121

#### OPERATING EXPENSES

Assistance Program Operation	92,136
Accounting & Audit Expenses	23,325
Operating Expenses	50,370
<b>Total</b>	<b>\$456,952</b>



<b>Net Assets – As of July 1, 2017</b>	<b>\$ 362,492</b>
<b>Net Assets – As of June 30, 2018</b>	<b>\$ 418,294</b>

## Organizational Donors to FISH 2017–2018\*

### Greater than \$100,000

Fairfax County

### \$10,000 to \$40,000

John Edward Fowler Memorial Foundation  
Nelson J & Katherine Friant Post Foundation  
Ruth and Hal Lauenders Charitable Trust  
The Closet

### \$5,000 to \$9,999

Frank J. Abrams Jr. Trust  
Gupta Family Foundation  
Reston Community Center (RCC)  
Reston Masters Swim Team (RMST)  
United Christian Parish (UCP)  
United Way of National Capital Area (UWNCA)  
Volkswagen Group of America, Inc.

### \$2,000 to \$4,999

CDW  
Dominion Energy Charitable Foundation  
Griffin Owens Insurance Group  
ExxonMobil Foundation  
Herndon Rotary Club  
John & Hilda Arnold Foundation  
Maximus Foundation  
Philip L. Graham Fund  
St. John Neumann Church  
St. Thomas à Becket Catholic Church  
The Wawa Foundation

### \$500 to \$1,999

America's Charities  
Fairfax County Park Authority  
JV Schiro Zavela Foundation  
Lockheed Martin Employee's Political Action Committee  
M&T Charitable Foundation  
National Rural Telecommunications Cooperative (NRTC)  
Network for Good  
Rotary Club of Herndon  
The Scoggin Home Team  
The Bank of America Charitable Foundation, Inc.  
Unitarian Universalist Church

### Up to \$500

Benevity Community Impact Fund  
CauseNetwork Foundation  
Plave Koch PLC  
The Reston Association  
TIAA Charitable Inc.  
UNIGLOBE Herndon Sterling Travel  
United Way of Greater Kansas City

## Current Board Members

Robert Reed, President  
Janet Hyman, Vice President  
Mary Jo Baedecker, Vice President  
Jack Gazlay, Treasurer  
Karen Stevens, Secretary  
Charlie Chappell  
Marilyn Hahn  
Kathy Jones  
Janie Odlen  
Stephen Reber  
Susan Sather  
Elliot Wicks

## Staff

Lisa Groves, Executive Director (FTE)  
Lilia Jiménez-Siuhengalu, Emergency Assistance Manager (PTE)  
Linda Bracewell, Bookkeeper (PTE)  
April Elliott, Bargain Loft Co-Manager (PTE)  
Barbara Williams, Bargain Loft Co-Manager (PTE)

## Contact Information

Herndon-Reston FISH, Inc.  
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(571) 267-2977  
<http://herndonrestonfish.org/>  
[FISH@HerndonRestonFISH.org](mailto:FISH@HerndonRestonFISH.org)

\*Individuals donated \$114,861 in financial contributions but are not listed to protect personal privacy.