

# 2021 ANNUAL REPORT



THE FOUNTAIN FUND

## LET'S GOOOO!

That's a common phrase around the office these days. That's because the first phase of our journey as a lending organization is leading to another kind of lift off at the Fountain Fund. After five years of lending, and with Client Partners leading the way, we are confident that we have a proven model that's worth sharing. To that end, we've expanded to Richmond and New Orleans. We've also added three new staff members to our team and two people to our Board of Directors.

We're operating under a shared leadership model where everyone on the team contributes to organizational decisions. We're establishing new relationships with community, corporate and philanthropic partners. We're formalizing our network of peer support through our Peer Partner Program. And we continue to share and celebrate our Client Partners' successes as well as work with them when "life happens."

As we enter this exciting new chapter at the Fountain Fund we thank you – our donors, our community partners, and our Client Partners. **Together, we are lending hope and opportunity.**



Executive Director Erika Viccellio, Director of Client and Community Engagement Martize Tolbert, and Director of Economic Empowerment Paul Yates

## A More Accessible Loan Application

As we develop ways to scale and serve more people, the Fountain Fund transitioned from a paper loan application to an online application in 2020. This change creates efficiencies in our infrastructure and loan tracking. The online application presented a variety of challenges to some applicants, including computer literacy and a daunting checklist of items. In 2021, we were fortunate to have Chris Little and Victoria Griffin from SingleStone Consulting lend their expertise to create a user-friendly and streamlined application process. It is a more dignified and manageable experience for our applicants. Thank you Chris and Vic!

**SingleStone**

## 2021 AT A GLANCE

**\$1 Million  
Milestone  
in Loans**

**Page 6**

**Expansion to  
New Orleans  
and Richmond**

**Page 5**

**New Staff and  
Board Members**

**Page 2**

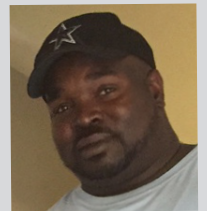
## In Remembrance

*William Jefferson*

*April 23, 1964 - Nov. 21, 2021*

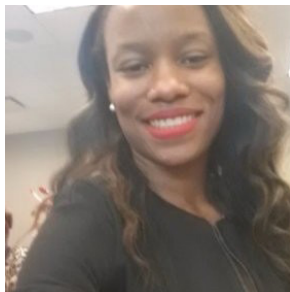
William Jefferson became our first Client Partner on June 5, 2017. That loan helped him get his driver's license 30 days later. In 2019 he got a second loan, this time for a dump truck. As his business grew, he got a third loan in 2021 for a storage trailer.

William was a very active and passionate Client Partner who supported his community personally and professionally. At the Fountain Fund, he was a strong mentor to other Client Partners and an advocate of our mission. We will miss his great sense of humor and smile.



# Welcome New Staff and Board Members

## STAFF



### Meagan Jordan

Meagan manages the Fountain Fund loan program in New Orleans in partnership with First 72+. As Economic Opportunity Facilitator, she is the local primary point of contact, overseeing low-interest loans, financial life skills programming and credit coaching.



### Shantel Hopkins

As Team Collaborator and a Client Partner, Shantel supports the Fountain Fund loan program through the intake, application and approval stages of the loan process. He is pursuing a B.A. at Virginia Baptist College and serves as Pastor of Nazareth Baptist Church.



### Sean Reid

Sean manages the Fund's loan program for the Richmond area, serving as Economic Opportunity Facilitator. A current Client Partner with strong ties to his hometown of Richmond, he previously worked with the Fountain Fund in his work with FreeDome Unlimited, Inc.

## IN APPRECIATION



### Sophie Gibson

Sophie has been an intern at the Fountain Fund since her first year at UVA and is graduating this May. She has been an invaluable part of the team and the most dependable and competent volunteer anyone could hope for. We wish her well in her new role at the College Foundation of the University of Virginia.

## BOARD



### Siri Russell

Siri is the Associate Dean of Diversity, Equity, and Inclusion at the UVA School of Data Science. She was previously Director of Equity & Inclusion for Albemarle County. She says her greatest education has come from the community members and partners who have guided her.



### Kelly Orians

An expert on helping formerly incarcerated people reenter society, Kelly directs the Decarceration and Community Reentry Clinic at the UVA Law School. In 2015, she launched the First 72+ in New Orleans to serve formerly incarcerated people.

**THANK YOU** to our outgoing board members **Jasmine Yoon, Lisa Lorish and Kiran Chapman**. We appreciate the contributions of these founding board members and look forward to carrying on the work they have supported and helped make possible through their time and dedication.

## Client Partner Spotlight

## Fountain Fund loans help Hines Washington build businesses

Hines Washington is one of many Client Partners who have used loans from the Fountain Fund to help build their businesses. The owner of Hines's Family Movers and Hines's Entertainment and Tours, Washington has secured four loans that he has used for office space and vehicles.

"I always wanted to be a business owner, I wanted a way to give back to the community and help serve others," says Washington. "I'm beyond grateful at how the Fountain Fund has been there to help support my business as it continues to grow."



Washington's latest loan was for a 35-passenger party bus, pictured above. He is ready to provide transportation to your next event or for a worry-free, fun-filled afternoon at the vineyards. Call Hines at 434-987-5797 to make a reservation.

# INCREASING ECONOMIC OPPORTUNITIES

## RESULTS FOR CLIENT PARTNERS

### IMPACT ON CREDIT SCORES AND FINANCIAL STABILITY

**86%** of Client Partners established or improved their credit scores

**77%** report they are better able to support their families

**“I was able to obtain housing and a well-paying job to support my family financially.”**

### PRIMARY USES FOR LOANS

- Secure Transportation
- Get Driver's License Reinstated
- Pay Court Debt
- Secure Employment
- Secure Housing
- Start or Expand a Business

**“I started my own business, which provided me with the living wage that I otherwise may not have been privy to.”**

## ACCESSING AFFORDABLE CAPITAL

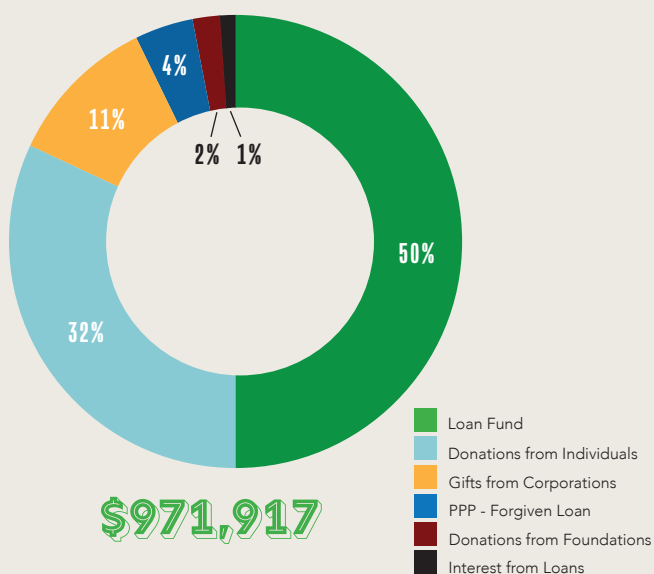
Since its 2017 inception, the Fountain Fund has extended more than **250** low-interest loans totaling more than **\$1 MILLION** to **200+** Client Partners.

**\$504K**  
OF RECYCLED CAPITAL

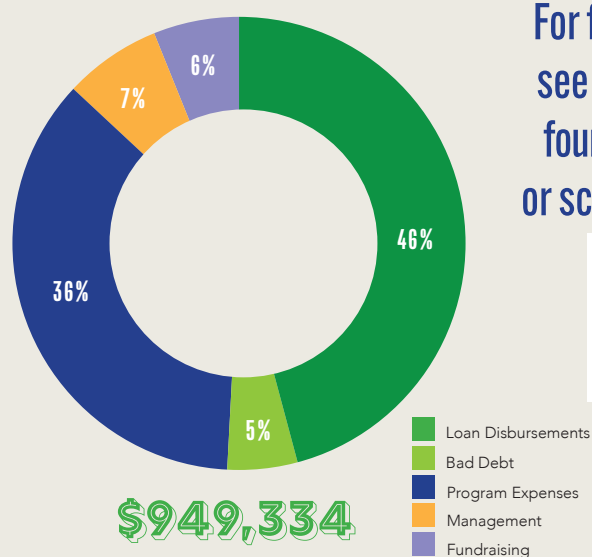
**85%** of current loans are in good standing.

## FOUNTAIN FUND OPERATIONS

### 2021 REVENUE



### 2021 EXPENSES



For full financials, see 2021 audit on [fountainfund.org](https://fountainfund.org), or scan code below.





# FOUNTAIN FUND DONORS

We greatly appreciate all of our donors and have made every effort to ensure the accuracy of this list. If there are inaccuracies or omissions, please contact us at 434-234-3600 or [info@fountainfund.org](mailto:info@fountainfund.org).

**The Fountain Fund is honored to recognize and thank the following donors who supported our work during 2021.**

Cynthia Neff  
Adewale Adesokan  
Aduvans Fund  
AmazonSmile Foundation  
Andrew and Kelli Block Family Fund \*  
Anonymous  
Anonymous \*  
Jeffrey Aten  
Bank of America \*  
Ava Baum  
Ellen and Robert Beard  
Sarah Bedford and Jay Scott  
Antoinette and Benjamin Brewster  
Nora Brookfield and Jack Bocock  
Angus Brooks  
Perri and Clayton Brown  
Wendy and Jack Brown \*  
Jacki Bryant  
James Burnett  
Sharon Burnham and Joseph Mott  
Mary Anne and Steve Burns \*  
Lindsay Burton and Thomas Sheehan  
Mary Katherine and Ben Calhoun  
Richelle and Joshua Campbell  
Brian Cann  
Carolyn Capps and Darryl Brown  
Carpe Diem Fund  
Barrie and Bruce Carveth  
Cassiopeia Foundation Inc  
CBA Fund  
Charlottesville Area Community Foundation  
Church of Our Savior  
Cap Clegg  
Lauren and George Cohen  
Cookman Family Trust  
Victoria Crane  
Nancy and Frederick Damon  
Cynn timer Davis and Don Swofford  
Laura Susannah DeVault  
Jeffrey Dion  
Jan Dorman and Elliot Weiss  
Dreamer Fund  
Katherine and Thomas Drescher  
Pam and Frank Edmonds \*  
Jocelyn Esposito  
Jody and Jeff Esselstyn  
Jennifer Fee  
Fran and Frank Feigert  
Louise Francis  
John Frazee  
Jenny Geddes and Chuck Mathewes  
Beth and Bruce Gehle  
Stephen Gerry  
Brie Gertler  
Peter Gien  
Caroline Giraud

Suzanne and Jonathan Glenn  
Amy and Paul Goodall  
Mindy and Daniel Goodall  
Greater Seymour Trust Fund - Deer Crossing Fund  
Karen Ham  
Rachel Harmon and Robert Newman \*  
Andrea and David Harris  
Hartfield Foundation \*  
J.W. and G.E. Hassmer  
Sheila Haughey and Lloyd Snook  
Elain Heffelfinger  
James Heilman  
Marcia and Samuel Hellman  
Maria and Paul Henderson  
Laurel and Charlie Henneman  
Marsha and William Herbert  
Sandra and John Higgins Fund  
Heather and Jon Hill  
Rebecca Hill  
Peter Hilton  
Jim Hingeley  
Wendy and Ron Huber  
Lisa Inlow  
William Izard  
Ryan Jacoby  
Karen Johnston  
Anne and Thad Jones  
Linda Jordan  
Amy Karr  
Erin Kershner  
Annette Knorr  
Glenda Kohlhafer Regan  
Barkley and Chris Laing  
Rosanna and Francis Lavin  
Eileen Lavis  
Allison and Derek Leach  
Stephen Levin  
Valerie and Donald Long  
Ann and George Loper  
Mary Anne MacDermot  
Zanne MacDonald  
Macmillan Family Fund  
Sarah and Grey McLean \*  
Max Miller  
Tara and Mark Mincer  
Margaret Mohrmann and Deborah Healey  
Monica Monday  
Jami Montambault  
Karen Moran and Wistar Morris \*  
Katherine Murphy  
Meghan Murray and Steve Bowers  
Network for Good  
Mo Nichols  
Shannon O'Neill  
Oakwood Foundation  
Rozanne Oliver  
Allison and Tom Pasquesi  
Susan and LF Payne  
Susan Perry  
Perry Foundation  
Jacqueline and John Pickering

PlusTick Management LLC \*  
Sharon Popik and Kevin Fosnocht  
Praxis Foundation  
Lynn Pribus  
Kori Price  
Rhonda Quagliana  
Rebecca Quinn  
Ragged Mountain Running Shop  
Ben Randolph  
Cay Lee and Chad Ratliff  
Jennifer Richwine  
Caitlin Riopel  
Martha and O. Randolph Rollins  
Joyce and Ron Root  
Jessica Feldman and George Rutherglen  
Arthur Sadiq  
Shantal and Troy Savage  
Colin Schaeffer  
Jeri Seidman  
Ervin Selzer  
Adam Bieker Sewall  
Lori Shinseki and Tim Heaphy \*  
Charles Henry Smith  
Ann Marie and David Smith  
Pat Smith and Ray Mishler  
St. Paul's Memorial Church  
Brendan Staley  
Nancy Strassburg  
Jennifer Sulzberger and Robert Ducharme  
Kristen Suokko and Bill Antholis  
Louise and Dickie Tayloe  
Sarah and Paul Tesoriere  
The Benevity Community Impact Fund  
The Commonwealth Institute  
Thomas H. Lowder Family Foundation  
Mary Thompson  
Peter Thompson  
Joseph Tolsma  
Rachel and Nathaniel Tricker  
Sarah and Rob Trundle  
Betsy Tucker  
Vesta Lee Gordon Fund  
Virginia National Bank \*  
Holly Vradenburgh  
Ellen and Paul Wagner  
Molly Walls  
Alison and Bernard Webb \*  
Cathy Weil  
Wells Fargo Foundation \*  
Wendell Family Foundation  
Caroline and William Wilhelm  
Willow Tree Construction  
Elizabeth and James Wright  
Jasmine Yoon and Chris Kavanaugh

In honor of Pat Smith and Ray Mishler  
In honor of Erika and Robert Viccellio  
In memory of the events of August 12, 2017  
In memory of John Conover  
\* Founder's Circle Members

## Ready to Roll

### Getting Client Partners Back on the Road

Transportation is one of the top needs identified by our Client Partners. Since 2019 we've granted 48 vehicle loans valued at more than \$450,000. Of those, 19 have been with Colonial Auto Center. The team at Colonial always goes above and beyond when working with our Client Partners to provide quality vehicles and service the vehicles after purchase.

"Colonial has been a tremendous help with obtaining a vehicle that fits me and my needs," says Client Partner Barbara Edwards. "They worked diligently to make sure I was 100% satisfied."

Carter Myers Automotive truly is "moving lives forward."



**Barbara Edwards is one of many Client Partners who have purchased a vehicle from Colonial Auto Center.**

# Expanding Our Reach to New Cities

The Fountain Fund is expanding the reach of its low-interest lending, credit building and financial coaching into new geographic regions in partnership with organizations providing complementary reentry services. This approach allows us to leverage existing local resources, expertise, and trust in serving formerly incarcerated people who have a financial need and are eager to create new opportunities for themselves and their families.

In 2022, we will launch pilot sites of a joint programming model with the First 72+ in New Orleans, La., and with CEO, the Center for Employment Opportunities, in a location yet to be determined. CEO is the largest national provider of employment services for individuals returning home from incarceration. They currently operate in 31 cities across the country.

The Fountain Fund is also lending to formerly incarcerated people in Richmond, Va., in collaboration with multiple referral partners including Help Me Help You, OAR, A Better Day than Yesterday, Freedom Unlimited, and Real Life.

In our collaborative model, participants in the partner

organization's reentry programming receive financial coaching from the Fountain Fund around credit building. They are then able to access affordable capital by applying for a low-interest Fountain Fund loan to achieve their self-determined goals, including license reinstatement, starting or growing a business, and securing housing. Through a network of partner agencies in these communities, participants are connected with needed wraparound services.

There are numerous agencies across the country providing reentry services for returning citizens. However, the Fountain Fund is the only organization tailoring lending to support the self-determined goals of formerly incarcerated people, coaching them through their challenges in accessing capital and building credit, and creating an experience that is wholly in support of their specific needs from the application process to the loan repayment terms.

We believe that scaling and operating in strategic partnership is the most sustainable and effective way to increase economic opportunities for formerly incarcerated people and their families across the country.

## New Orleans

Our New Orleans expansion is seeded by a recoverable loan and operating grant from the Credit Builders Alliance in partnership with Wells Fargo.



## Richmond

The Fountain Fund received a 1:1 challenge grant from the Mary Morton Parsons Foundation to expand our low-interest lending and credit building for formerly incarcerated people in Richmond.



## UPDATE: PEER PARTNER PROGRAM

The Peer Partner Program launched in 2020 with five participants who received training and coaching in the BE REAL curriculum developed by former Fountain Fund Client Relations Manager, Carl Brown. The Peer Partners are paid a stipend and paired with new applicants to support them in achieving their self-determined goals.

"This program is a way for me to help people have a successful and productive reentry into their community," says Peer Partner Troy Robinson. "I can provide positive encouragement and use my past experiences to give examples of ways that other Client Partners can reach their goals."



Peer Partners Sarah Gaskins, Lawrence Collier, Rika Cutchin and Troy Robinson. Peer Partner not pictured: Barbara Edwards and April Shelton (2022).



The Fountain Fund  
Jefferson School City Center  
233 4th St. NW Box Z  
Charlottesville, VA 22903

PRSRT MKT  
U.S. POSTAGE  
PAID  
CHARLOTTESVILLE, VA  
PERMIT NO. 448

The Fountain Fund • [www.fountainfund.org](http://www.fountainfund.org) • Email: [info@fountainfund.org](mailto:info@fountainfund.org) • Phone: 434-234-3600



The Fountain Fund recently hosted a listening session with Delegate Sally Hudson and the Division of Child Support Enforcement to discuss challenges related to child support.

## SHAPING POLICY CHANGE

As part of our role as advocates for policies that address the root causes of the financial challenges and systemic injustices our Client Partners face, Fountain Fund staff helped inform Virginia House Bill 1895 in the 2021 General Assembly session. Sponsored by Delegate Sally Hudson, the bill eliminated fees for payment plans and interest accrual after charges and during incarceration.

“The conversations with you all helped to inspire, inform, and shape the bill from start to finish,” said the Commonwealth Institute’s Phil Hernandez about the Fountain Fund’s contribution to the bill passing. “Your expertise and responsiveness throughout the session was invaluable.”

**THE FOUNTAIN FUND’S MISSION** is to increase economic opportunities for formerly incarcerated people to improve their lives and remain in their communities.

## ***\$1 Million in Loans!***

The Fountain Fund reached a significant milestone in helping formerly incarcerated people (Client Partners) build credit and achieve their self-determined goals. In 2021, the Fund surpassed the \$1 million mark in loans made to its Client Partners. Board member Lorenzo Collins and Nsight Media Group created a video to celebrate the occasion. Check it out on [fountainfund.org](http://fountainfund.org), or scan code below.



Scan with phone to  
watch video