



THE FOUNTAIN FUND

FOUNTAIN FUND

● RICHMOND & CHARLOTTESVILLE OFFICES

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**WE ARE THE ONLY NONPROFIT
ORGANIZATION IN THE COUNTRY
THAT PROVIDES LOW-INTEREST
LOANS AND FINANCIAL COACHING
EXCLUSIVELY TO FORMERLY
INCARCERATED INDIVIDUALS.**

SITE OFFICES

2017 - FOUNDED IN CHARLOTTESVILLE, VA

2022 - RICHMOND, VA

2022 - NEW ORLEANS, LA

2023 - PHILADELPHIA, PA

2024 - BOSTON, MA



OUR MISSION

The Fountain Fund envisions that all formerly incarcerated people and their families have hope and opportunity. By increasing economic opportunities for formerly incarcerated people, the Fund helps its Client Partners improve their lives and remain in their communities.



OUR VISION

All formerly incarcerated people and their families have hope and opportunity.

SOCIAL & FINANCIAL INJUSTICE

FINANCIAL PROBLEMS WE ARE SOLVING IN THE CRIMINAL (IN)JUSTICE SYSTEM



- 01** Court debt
- 02** Barriers to securing transportation, housing, and employment
- 03** Barriers to building a business
- 04** Lack of access to affordable capital
- 05** Ineligibility for bank loans
- 06** Prohibitively high interest rates
- 07** Limited income
- 08** Debt accumulation
- 09** Lack of savings
- 10** Impact on families

WHY A LOAN VS. GRANT PROGRAM?



FINANCIAL EMPOWERMENT

- 01** Empowerment Through Responsibility
- 02** Building Credit History
- 03** Sustainable Support
- 04** Encourages Financial Literacy
- 05** Encourages Entrepreneurship
- 06** Encourages Personal Investment
- 07** Maximizes Impact of Resources
- 08** Promotes Dignity and Self-Worth
- 09** Fosters Community Development
- 10** Encourages Positive Behavior Change
- 11** Continuity & Replenishing Funds

OUR IMPACT



The Fountain Fund has extended 700+ low-interest loans, a total of over \$3.3M to 600+ Client Partners. \$1.8M has been recycled.



"They've always steered me in the right direction. I'm just thankful for them helping me become successful in my business."



Keisha Harris
Business Loan



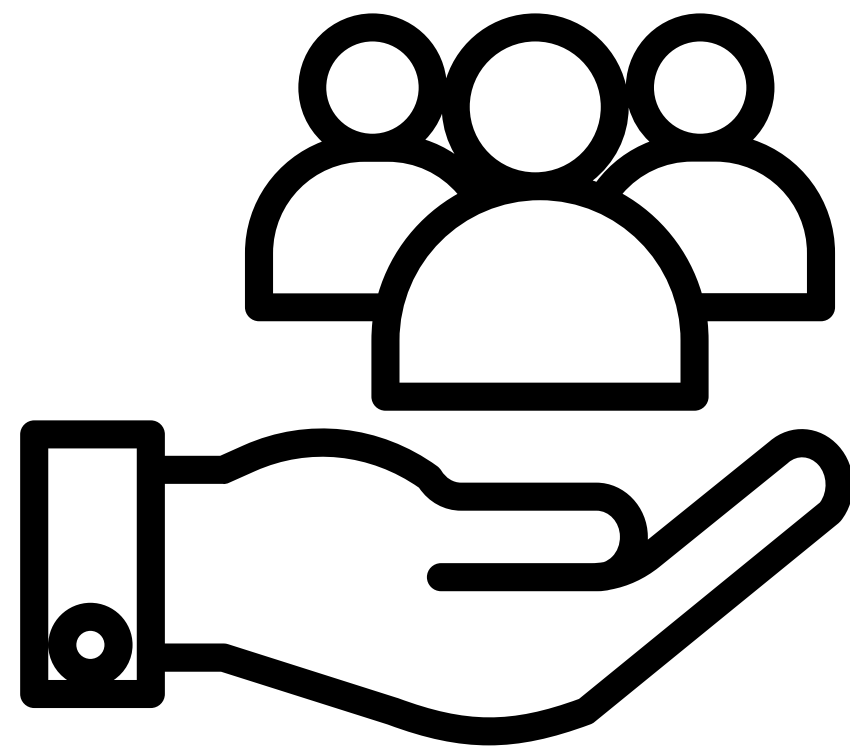
"The Fountain Fund has given me the opportunity to get into a nice home and build my credit."



Hakim Moultrie
Housing Loan

- 100% of Client Partners reported at least one significant improvement in their lives.
- 100% of Client Partners reported they are better able to support their families.
- 97% of Client Partners reported achieving their self-determined goals.

HOW WE HELP OUR CLIENT PARTNERS



01 LOAN PROGRAM

Low-interest loans help our Client Partners overcome financial barriers and successfully return to work and their communities.

02 CREDIT BUILDING

Client Partners receive financial education and training, and build their credit with regular loan payments.

03 CLIENT PARTNER CONNECTIONS

Gatherings of Client Partners and Fountain Fund staff provide opportunities for learning and support.

04 FINANCIAL EDUCATION

Training opportunities to learn more about financial literacy.

AVAILABLE LOANS



CONSUMER \$250-\$5000

Examples:

- Obtain a License
- Secure Housing
- Training/Education
- Restitution & Court
- Fees Vehicle Repairs

*Requires elevation

LENDING POLICY

CONSUMER LOANS

- Max Loan - \$5,000.00
- Must show minimum of 3 months of regular employment (would like to see 6 months)
- Borrower Personal cash flow analysis shows at least 2 times projected loan payment
- Borrower required to attend Financial Education Workshop within 60 days of loan approval

AVAILABLE LOANS



LENDING POLICY

BUSINESS \$250-\$15,000

Examples:

- Equipment Purchase or Repairs
- Purchasing Inventory
- Business Purchase / Repairs

- Max Loan \$15,000
- Must present full business plan projecting positive cash flow of at least 3 times projected loan payment within the first 18 months of operations
- Must show at least 6 months of regular employment
- Personal Cash Flow analysis must show sufficient cash flow to cover projected loan payments
- ACH loan payments required
- Must have a Business Checking account
- Business must be set up as a legal business (EIN, State Registration, Business License where required, etc.). Copies of business documents must be supplied to Fountain Fund. We can assist with this if you haven't already completed.
- Borrower required to attend Financial Education Workshop within 60 days of loan approval

AVAILABLE LOANS



VEHICLE \$7,500-13,000

The vehicle must:

- Not be more than 10 years old
- Not have more than 150,000 miles
- Have a minimum 6-month powertrain warranty
- Be pledged as collateral to the loan
- Have a GPS unit installed

LENDING POLICY

- Max Loan \$7,500 (Private party), \$13,000 (Dealership)
- The borrower must:
 - Cover all costs above vehicle base price, including tax, tags, title, warranty, private party sales inspection, additional key and GPS unit. The costs for private party sales inspection, an additional key, and GPS unit can be included.
 - Maintain full coverage vehicle insurance (liability, collision, & comprehensive) throughout the loan period.
 - List TFF as an additional insured party on the vehicle insurance.
 - Provide TFF with a working vehicle key.
 - Show steady income source for the last 6 months, with at least 3 consecutive paystubs, if employed.
 - Make loan payments via ACH.
 - Have a valid driver's license.

LOANS NOT AVAILABLE

- 1 CASH**
- 2 DEBT
CONSOLIDATION**
- 3 BACK DEBT**
(RENT, CAR NOTE, BILLS,
UTILITIES)
- 4 COMMISSARY**
- 5 PERSONAL LOANS**
- 6 BAIL BONDS**
- 7 GUNS**

HOW TO GET STARTED



01

Complete an online inquiry to schedule a time to meet with the Market Leader.

02

Client Partner meets with the Market Leader for an initial intake to learn about the Client Partner and the Fountain Fund.

03

Once pre-qualified, the Client Partner completes the loan application with support from the Market Leader.



HOW TO GET STARTED (CONT.)



04

The Market Leader collaborates with the underwriting team to prepare Client Partner documents for review by the Loan Review Committee (LRC), which includes community members with lived experience and professional expertise in Reentry.

05

After LRC approval, the Market Leader will inform the client partner and invite them to arrange a time for the closing and disbursement of funds.

06

Once the loan is active, the Market Leader will reach out to the client partner to inquire if additional support, resources, or other assistance are needed.





What does it take to pre-quality for a loan?

Needs to prove the ability to pay back the loan:

- Min. 3 months of steady work income
- Monthly Cash Flow supports the loan payment schedule
- Nothing in collections (exceptions: student loans, medical)
- No open cases

What if a prospective Client Partner doesn't prequalify for a loan?

We connect prospective Client Partners with resources to housing, job training, employment services, food, clothing, mental health services. We encourage prospective Client Partners to come back and apply once they are stabilized and ready for the loan.

What if a Client Partner can no longer afford to repay the loan?

We prioritize building strong relationships with our Client Partners and ask them to prioritize open communication with us on changes. We are open to collaborating with our Client Partners to modify loan terms, helping to prevent any further credit issues.

NEXT STEPS



01

Schedule an intake appointment.



02

Refer us to Returning Citizens who are interested in a low-interest loan.

03

Follow us on Instagram | Facebook
[@thefountainfund](#)

04

Stay in touch!



THE FOUNTAIN FUND

THANK YOU



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