



**Additional Information Required:**

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
  - Organization's overview
  - Program's impact on Exeter residents
  - Program changes and/ or highlights from the past year
  
- Complete financial statements (Please note: the organization's 990 may be requested)
  - Operating budget
  - Balance sheet
  
- Board of Directors List
  
- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on 8/30/17 (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature:

Karen Drapaniotis, Vice Chair Date: 8/30/17

Submit no later than September 8, 2017:

Town of Exeter  
Town Manager  
10 Front Street  
Exeter, NH 03833

Exeter Area Charitable Foundation Board of Directors Contact List  
September 19, 2016 (2016 - 2017) (current 3/14/17)

**Chair:**

Charles Walker (Term Exp. 9/2019)  
Pentucket Bank  
PO Box 791  
Haverhill, MA 01831  
Phone: (978) 556-5447  
Fax: (978) 521-2701  
Cell: (978) 660-0438  
[cwalker@pentucketbank.com](mailto:cwalker@pentucketbank.com)

**Vice Chair:**

Karen Drapaniotis, AAI, CPIW (Exp. 9/2018)  
Foy Insurance – Exeter  
64 Portsmouth Avenue, PO Box 1030  
Exeter, NH 03833  
Phone: (603) 772-4781  
Fax: (603) 772-3246  
Cell: (603) 706-0043  
[karen.drapaniotis@foyinsurance.com](mailto:karen.drapaniotis@foyinsurance.com)

**Treasurer:**

Bill Beauchesne (Exp. 9/2017)  
Nathan Wechsler & Co.  
70 Commercial Street, 4th Floor  
Concord, NH 03301  
Phone: (603) 410-2774  
[bbeauchesne@nathanwechsler.com](mailto:bbeauchesne@nathanwechsler.com)

**Secretary:**

Jonathan Ring, P.E. (Exp. 9/2018)  
Jones & Beach Engineers, Inc.  
85 Portsmouth Avenue, PO Box 219  
Stratham, NH 03885  
Phone: (603) 772-4747  
Cell: (603) 765-2271  
[jring@jonesandbeach.com](mailto:jring@jonesandbeach.com)

**Board Members:**

Bonnie Galinski (Exp. 9/2019)  
Salem State University  
30 Sanborn Road  
East Kingston, NH 03827  
Phone: (603) 773-5924  
Cell: (978) 979-9190  
[bgalinski@salemstate.edu](mailto:bgalinski@salemstate.edu)

Michael Schidlovsky (Exp. 9/2017)  
ConvenientMD Urgent Care  
18 Sheafe Street  
Portsmouth, NH 03801  
Cell: (603) 397-7987  
[mschidlovsky@convenientmd.com](mailto:mschidlovsky@convenientmd.com)

Christine Davis Soutter (Exp. 9/2018)  
31 Cullen Way  
Exeter, NH 03833  
Phone: (603) 858-0838  
[cjdavis2001@comcast.net](mailto:cjdavis2001@comcast.net)

Robert Ficara (Exp. 9/2019)  
Exeter Bowling Lanes, Shooter's Sports Pub  
6 Columbus Avenue  
Exeter, NH 03833  
Cell: (603) 770-7049  
[gocelt@comcast.net](mailto:gocelt@comcast.net)

Todd Deluca, President  
Exeter Area Chamber of Commerce  
24 Front Street  
Exeter, NH 03833  
Phone: (603) 772-2411  
[todd@exeterarea.org](mailto:todd@exeterarea.org)

**Board Members:**

Exp. 17 BB, MS  
18 KD, JR, CD  
19 CW, BG, RF

Exeter Area Charitable Foundation  
2016-2017 BUDGET

Item	2014 - 2015 ACTUALS <sup>1</sup>	2015-2016 ACTUALS	2016 - 2017 Budget	2016-2017 Actuals* 2016- 2017 Budget**	2017-2108 Prop. Budget	NOTES
<b>INCOME</b>						
Interest Income	\$ 295.34	\$ 192.90	\$ 200.00	19.00 *	\$ 200.00	
Gaming Nights	\$ 4,481.66	\$ 1,004.86	\$ 5,600.00	8,284.00 *	\$ 5,000.00	
Grants	\$ 19,500.00	\$ 5,000.00	\$ 9,750.00	- *	\$ 7,500.00	
Miscellaneous Income	\$ -	\$ 126.00	\$ -	- *	\$ -	
<b>Other Income</b>						
<i>Donations</i>	\$ 10,778.17	\$ 12,894.10	\$ 12,000.00	12,452.00 *	\$ 15,000.00	
<i>Festival of Trees</i>	\$ 25,333.81	\$ 27,881.39	\$ 28,173.00	28,577.00 *	\$ 28,000.00	
<i>Gingerbread House Contest</i>	\$ 288.74	\$ 531.66	\$ 1,730.71	1,991.00 *	\$ 1,750.00	
<i>Kandlepins for Kids</i>	\$ 10,158.98	\$ 9,799.68	\$ 6,094.00	7,604.00 *	\$ 7,500.00	
<i>Ducks &amp; Scarecrows</i>	\$ (256.96)	\$ 6,198.66	\$ 5,000.00	5,000.00 **	\$ 5,000.00	
<i>Other<sup>2</sup></i>	\$ 210.89	\$ 846.20	\$ 800.00	800.00 **	\$ 500.00	
Total Other Income	\$ 46,513.63	\$ 58,151.69	\$ 53,797.71	56,424.00	\$ 57,750.00	
SCHOLARSHIP INCOME	\$ 620.00	\$ 15,900.00	\$ -	-		
<b>TOTAL INCOME</b>	\$ 71,410.63	\$ 80,249.45	\$ 69,347.71	64,727.00	\$ 70,450.00	
<b>EXPENSES</b>						
Operation Fees	\$ 467.00	\$ 652.00	\$ 2,200.00	650.00 *	\$ 650.00	
Administrative Fees	\$ 4,600.00	\$ 4,600.00	\$ 5,000.00	4,600.00 *	\$ 4,200.00	
Bank/Credit Card Fees	\$ -	\$ -	\$ 50.00	407.00 *	\$ 500.00	
Postage	\$ 72.87	\$ 85.18	\$ 350.00	83.00 *	\$ 400.00	
Printing	\$ 510.49	\$ 926.68	\$ 1,000.00	1,017.00 *	\$ 1,000.00	
Insurance	\$ 1,397.00	\$ 1,449.00	\$ 1,522.00	1,449.00 *	\$ 1,500.00	
Donations	\$ 3,500.00	\$ -	\$ -			
Event Expenses				6,383.00	\$ 6,000.00	
Misc. Expense	\$ 134.99	\$ 15.00	\$ -	116.14 *	\$ 500.00	
<b>Total Operational Expenses</b>	\$ 10,682.35	\$ 7,727.86	\$ 10,122.00	14,705.14	\$ 14,750.00	
<b>Programing Expense</b>						
Scholarship Expense	\$ -	\$ -	\$ 5,000.00	5,000.00	\$ 5,000.00	
Vouchers	\$ 68,897.83	\$ 56,545.62	\$ 49,147.00	52,131.00	\$ 50,000.00	
Gift Cards	\$ 13,446.09	\$ 13,125.55	\$ 3,170.00	12,914.00	\$ 13,000.00	
<b>Total Programming Expense</b>	\$ 82,343.92	\$ 69,671.17	\$ 57,317.00	70,045.00	\$ 68,000.00	
<b>Grant Total Expense</b>	\$ 93,026.27	\$ 77,399.03	\$ 67,439.00	84,750.14	\$ 82,750.00	
<b>NET PROFIT</b>	\$ (21,615.64)	\$ 2,850.42	\$ 1,908.71	-\$ 20,023.14	-\$ 12,300.00	

# Exeter Area Charitable Foundation

## BALANCE SHEET

As of July 31, 2017

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1100 - Peoples United (EACF)	0.00
1110 - Peoples United (EACF CD)	0.00
1120 - Peoples United (MM)	0.00
1130 - CCF Checking	40,191.50
1140 - Scholarship Savings	42,959.04
<b>Total Bank Accounts</b>	<b>\$83,150.54</b>
Accounts Receivable	
2100 - Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
Other Current Assets	
2500 - Undeposited Funds	0.00
2800 - Unrestricted Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$83,150.54</b>
<b>TOTAL ASSETS</b>	<b>\$83,150.54</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
3100 - Accounts Payable	67.96
<b>Total Accounts Payable</b>	<b>\$67.96</b>
<b>Total Current Liabilities</b>	<b>\$67.96</b>
<b>Total Liabilities</b>	<b>\$67.96</b>
Equity	
4100 - Opening Bal Equity	0.00
4500 - Retained Earnings	82,843.21
Net Income	239.37
<b>Total Equity</b>	<b>\$83,082.58</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$83,150.54</b>

## Exeter Area Charitable Foundation/Chamber Children's Fund

Established in 1989, the Chamber Children's Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to needy children in the 10 communities the Chamber serves. The Chamber Children's Fund is a duly authorized 501©(3) non-profit organization under the auspices of the Exeter Area Charitable Foundation.

The Fund raised and distributed \$5,000 in its inaugural year. Since then the organization, which is run by volunteers, has grown incrementally and in 2016 distributed \$65,045.00 to families in need via clothing vouchers and direct assistance through the school's health office. Additionally, in 2016 the Foundation created a scholarship grant program for high school graduates. Last year two recipients, both students at the Seacoast School of Technology, were granted \$2,500 each.

While run by volunteers the Chamber Children's Fund (CCF) does receive a small amount of back office assistance from the Chamber for a nominal fee. The fees paid to the Chamber help cover the cost of marketing materials, funds management and bookkeeping.

CCF raises money through a variety of community events and solicitation. Some of our key events are:

- Kandlepins for Kids
- Summer Fest/Duck Race
- Festival of Trees
- Kids Helping Kids Campaign

These events serve to raise funds and awareness through fun community-centered events. In addition to our events the organization solicits and receives funding from local businesses, associations and individuals.

The CCF works directly with local social service agencies who distribute the funds to qualified clients using a voucher system. The recipients redeem their vouchers at participating merchants as they would a gift certificate to purchase clothing, outerwear or bedding.

The organization also gives funds directly to the school nurses so that they may help students with immediate needs that would otherwise go unfunded. Funds have been used to buy shoes, clothing and food. Last year CCF gave \$3,500 to the Exeter schools to help support those unmet needs.

While the Chamber Children's Fund serves the 10 communities that are part of the Chamber's service area, approximately 1/3 of the total funds are distributed to Exeter residents. In 2015, 191 out of 556 vouchers were given to Exeter children. That number has stayed consistent over the years indicating a large and continued need for assistance.

	2011	2012	2013	2014	2015
Exeter	151	179	172	208	191
Total	429	425	496	643	556

Occasionally we have the good fortune of hearing from some of the families that received vouchers. Here is a sampling of their comments:

“Thank you very much for the extremely generous coat vouchers for my sons. The boys were very excited to get their new jackets, hats and gloves. It meant a lot to be able to get them from the store and for them to not have to wear second hand items that they wouldn’t have chosen themselves.” (mother)

“Thank you for your generous donation to us. We really appreciate that (especially momma). Thank you again. God bless you.” (child age 11)

“Thank you for the money you raised for me and my family! Because of you, I was able to get boots, shirts, pants and snow pants! You guys are such a blessing to us! Thanks again for keeping us warm.” (child age 13)

“As a single mom with a tight budget this eases my burden so I know that my daughter has warm clothes for the winter.” (mother)

“My daughter is growing so fast and it is hard to keep up. The voucher helped me buy my daughter snow pants, gloves and warm bedding because hers were worn out. I am so grateful to have the opportunity to buy these things for her, without making myself short on rent or bills.” (mother)

Without the generosity of the community and the dedication of our volunteers the Chamber Children’s Fund would not be able to continue to help support children in need. We are asking the Town of Exeter to help us meet those needs through a grant of \$5,500 which represents about 25% of the funds that were distributed to Exeter residents in 2016.