



**TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2027**

Organization's Name: Waypoint **Year Founded:** 1850
Address: 464 Chestnut Street Manchester, NH 03105
Executive Director/ Board Chair: Borja Alvarez de Toledo **Tax ID Number:** 02-0222164
Applicant Contact: Ruth Morrisette **Email:** morrissetter@waypointnh.org
Address: 464 Chestnut Street Manchester, NH 03105 **Phone:** 603-851-3656

Organization's Mission Statement and Statement of Grant Purpose (e.g. This grant will be used...):

The Mission of Waypoint is to empower people of all ages through an array of human services and advocacy. This grant will support the delivery of direct care services to children, youth, and families in Exeter. Waypoint provides a range of programs including Early Supports and Services (ESS), assistance for youth experiencing or at risk of homelessness, and support for families involved with or at risk of involvement with DCYF. These services create meaningful and lasting benefits to the community by helping prevent child abuse and neglect, promoting school readiness and healthy child development, and reducing the risk of chronic homelessness through early intervention. With funding from the Town of Exeter, we can offer more comprehensive services ensuring children, youth, and families have the support they need for long term success.

Brief Detailed description of how the money will be specifically utilized for Exeter residents:

Funding will be used to directly support Exeter residents who rely on Waypoint's services to overcome challenges and promote family stability and well-being. Specifically these funds will help provide developmental therapies for young children through Early Supports and Services, home visiting and coaching for expectant and new parents, care coordination for families managing a child's chronic health condition, parent education programs, intensive in-home services for families involved with DCYF, and support for youth experiencing homelessness. Over the past year Waypoint served 69 Exeter residents through these programs. Town funding helps cover essential expenses not reimbursed through state contracts or insurance and ensures vulnerable children, youth, and families continue to have access to these critical services.

% of overall services that goes to Exeter residents: 1.4

of Exeter residents served: 69 clients (99 total including clients and family members impacted by services)

List all geographic area(s) served by organization: Statewide- Waypoint provides programming across the state with programming tailored to regional differences.

Total Municipal Contributions in 2026: \$59,400

List each town that contributes and the amount received:

Brentwood (\$2,000), Candia (\$1,400) Danville (\$600), Deerfield (\$3,000), Exeter (\$10,000), Hampton (\$16,000), Kensington (\$2,100), Lebanon (\$3,500), Meredith (\$1,500), New Castle (\$500), Newfields (\$100), Newton (\$2,000), Portsmouth (\$8,000), Rye (\$4,800), Seabrook (\$3,750), South Hampton (\$150)

Organization's total projected budget for FY 2027: \$ 21,996,944

Amount Requested: \$ 10,000

Additional Information Required:

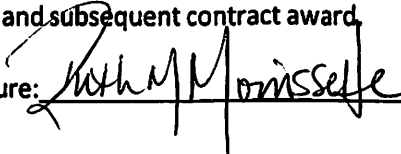
Please supply the following items for a complete application to be considered:

1. Provide a narrative, not to exceed two pages in size 12 font
 - a) Organization's overview
 - b) Program changes and/ or highlights from the past year
2. FY26 funded organizations must submit a brief summary of how those funds were used to support Exeter residents
 - a) If your organization is requesting an increase in funding for FY27, submit justification of increased need
3. Complete financial statements
 - a) Operating budget
 - b) Balance sheet

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 7/22/2026 (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 Select Board and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature: _____



Date: 7/22/2026

Submit no later than June 31, 2026:

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

Organizational Overview: Waypoint has been a foundational part of New Hampshire communities for 176 years, evolving continuously to meet the state's most pressing needs. Established in 1850 as the City Missionary Society, our early focus quickly expanded to addressing the basic needs of children and families in Manchester. As community needs evolved, so did Waypoint, growing into a leader in providing high-quality human services across the state.

Waypoint's mission is to empower people of all ages through an array of human services and advocacy. Last year, we served approximately 11,000 individuals, nearly 90% of whom live in poverty or with extremely low incomes. By anticipating and responding to changing community needs, Waypoint remains a trusted resource, envisioning a future where resilience, self-reliance, and strong community connections enable everyone to reach their full potential.

Waypoint delivers comprehensive services designed to strengthen individuals and families facing significant challenges. Our core program areas include early childhood and family support, family preservation and strengthening, homeless youth and young adult services, and health, well-being, and independence.

Impact on Exeter Residents in FY25: At Waypoint, our mission is to strengthen children, youth, and families by ensuring they have the resources and support they need to thrive. Through a comprehensive range of programs and services, we address immediate needs while fostering long-term stability and resilience, helping to build a stronger, healthier community. Waypoint provided the following services to Exeter residents in FY25:

Early Supports and Services: Waypoint served 49 families through pediatric and early childhood developmental services, including speech, occupational, physical, oral-motor and feeding, and behavioral therapies, as well as family support and service coordination. These early intervention services help children reach developmental milestones while equipping families with the tools and support they need to promote long-term success.

Health Care Coordination: Waypoint assisted 11 families by providing care coordination for children with chronic health conditions. Services included connecting families with medical providers and community resources, coordinating care, and helping them navigate complex healthcare systems to ensure children receive comprehensive, continuous support.

Healthy Families America: Waypoint served 3 families through Healthy Families America, an evidence-based home visiting program that provides family support and strengthening for pregnant individuals and families with young children. Services include health education, parenting support, developmental screenings, and connections to community resources, helping families build strong foundations for healthy child development and long-term success.

Family Preservation and Strengthening: Waypoint helped 6 families through intensive, home-based services designed to restore healthy family functioning and improve outcomes for children and youth involved with, or at risk of involvement with, the child protection and juvenile justice systems. Programs such as Community Based Voluntary Services provide early intervention and support that can prevent future involvement with the New Hampshire Division for Children, Youth and Families (DCYF).

Parent Education and Playgroups: Through the Stratham Family Resource Center, Exeter families participated in parenting workshops, caregiver support groups, and facilitated playgroups that promote healthy child development, reduce caregiver stress, and strengthen family connections. Weekly parenting groups include *Oh Baby*, designed for parents of newborns to six-month-olds to connect with others, support early parent-child interactions, and get answers to common questions about raising a young child. *Cruisers and Crawlers* is a toddler playgroup where our physical therapist sets up an environment that invites movement while supporting social development and reinforces goals established through each child's Individualized Family Support Plan (IFSP). *Living the Autism Life*, is a support group offered both in-person and virtually for caregivers who have young children with Autism.

The Town of Exeter's continued support helps ensure these services remain affordable and accessible to local families, regardless of income. This partnership enables Waypoint to provide critical early intervention, strengthen families, and improve outcomes for Exeter residents, reinforcing the community's commitment to the health and well-being of its children and families.

Organization Highlights: Waypoint continues to grow as a statewide human services organization, adapting to meet the evolving needs of New Hampshire's children, youth, families, and adults. Through a broad range of programs, Waypoint provides practical, relationship-based support that strengthens stability, improves well-being, and connects people with essential resources. A recent milestone is the expansion of Peggy's Playgarden at the Family Resource Center in Stratham. Building on the Outdoor Nature-Based Learning Center, the new garden creates opportunities for hands-on learning, sensory play, social connection, and family engagement in a welcoming, developmentally supportive environment.

Waypoint has also strengthened its prevention and family support services through the continued success of its Community-Based Voluntary Services (CBVS) program, now in its sixth year. The program's recent two-year contract renewal reflects continued confidence in its ability to help families address challenges before they escalate. In addition, Waypoint secured renewed contracts for Family Resource Centers, Kinship Navigation, and Child and Family Support Services, ensuring ongoing access to community-based supports for families across New Hampshire.

**Waypoint
Agency Budget (2026)**

Revenue

Contributions	\$ 1,296,292
Restricted Contributions	\$ 672,679
United Way Allocations	\$ 4,620
Government Grants	\$ 9,305,298
Program Service Fees (Predominantly Medicaid)	\$ 9,369,985
Endowment Transfers	\$ 1,146,248
Management Fees	\$ 105,000
Investment Income	\$ 11,067
Misc. Revenue	\$ 10,000

Total Revenue	\$ 21,921,188
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Expenses

Salaries	\$ 13,684,520
Taxes and Benefits	\$ 3,595,800
Consultants & Purchased Services	\$ 896,842
Supplies	\$ 76,824
Communications	\$ 238,272
Equipment Depreciation	\$ 38,121
Occupancy	\$ 1,036,832
Equipment Related	\$ 401,017
Printing, Advertising, Publications	\$ 66,419
Travel	\$ 479,412
Conferences & Meetings	\$ 16,984
Training	\$ 119,511
Assistance to Individuals	\$ 1,007,901
Membership Dues	\$ 64,361
Insurance Expense	\$ 166,128
Other Administrative Expenses	\$ 108,000

Total Expenses	\$ 21,996,944
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Waypoint

Balance Sheet

YTD All Funds compared to YTD Last Fiscal

	Operating 12/31/2025	Realty 12/31/2025	Permanent 12/31/2025	Total 12/31/2025	Total 12/31/2024	Change v. 2024
Assets						
Current Assets						
Cash & Cash Equivalents	\$2,271,231	\$979,617	\$0	\$3,250,848	\$5,403,210	(\$2,152,362)
Petty Cash - Cash and Cash Equivalents	\$550	\$0	\$0	\$550	\$862	(\$312)
Bond Trust Account - Cash Restricted for Payment of LT Debt	\$15,704	\$0	\$0	\$15,704	\$49,538	(\$33,834)
Accounts Receivable	\$2,260,637	\$0	\$0	\$2,260,637	\$2,318,120	(\$57,483)
Prepaid expenses	\$273,250	\$3,204	\$0	\$276,454	\$299,731	(\$23,277)
Total Current Assets	\$4,821,371	\$982,821	\$0	\$5,804,192	\$8,071,461	(\$2,267,269)
Non Current Assets						
NHCF Endowment Fund Receivable	\$0	\$0	\$1,469,849	\$1,469,849	\$1,314,317	\$155,532
Beneficial Interest in Trusts	\$0	\$0	\$1,025,736	\$1,025,736	\$2,411,225	(\$1,385,489)
Constructions In Progress - PP&E	\$0	\$0	\$0	\$0	\$237,924	(\$237,924)
Fixed Assets - PP&E	\$1,010,418	\$10,919,876	\$0	\$11,930,294	\$15,460,818	(\$3,530,524)
Accumulated Depreciation - PP&E	(\$865,256)	(\$3,112,283)	\$0	(\$3,977,539)	(\$6,115,654)	\$2,138,114
Investments	\$0	\$0	\$26,285,823	\$26,285,823	\$21,681,737	\$4,604,086
Lease Assets	\$872,199	\$0	\$0	\$872,199	\$747,017	\$125,182
Total Non Current Assets	\$1,017,361	\$7,807,592	\$28,781,407	\$37,606,361	\$35,737,384	\$1,868,977
Total Assets	\$5,838,733	\$8,790,413	\$28,781,407	\$43,410,553	\$43,808,844	(\$398,291)
Liabilities and Net Assets						
Liabilities						
Accounts Payable	\$302,291	\$0	\$29,526	\$331,816	\$334,063	(\$2,246)
Accrued Vacation	\$389,590	\$0	\$0	\$389,590	\$500,828	(\$111,238)
Payroll Liabilities - Accrued Payroll and Related Expenses	\$573,487	\$0	\$0	\$573,487	\$280,668	\$292,819
Annuities Payable	\$0	\$0	\$50,949	\$50,949	\$54,799	(\$3,850)
Due To/From Intercompany	(\$6,191,509)	\$4,286,557	\$1,904,953	\$0	\$0	\$0
Deferred Revenue	\$190,979	\$0	\$0	\$190,979	\$257,818	(\$66,838)
Notes Payable - Long-Term Debt	\$889,076	\$1,250,000	\$0	\$2,139,076	\$5,178,598	(\$3,039,522)
Total Liabilities	(\$3,846,086)	\$5,536,557	\$1,985,427	\$3,675,898	\$6,606,773	(\$2,930,874)

Fund Balance

Waypoint Balance Sheet

YTD All Funds compared to YTD Last Fiscal

	Operating 12/31/2025	Realty 12/31/2025	Permanent 12/31/2025	Total 12/31/2025	Total 12/31/2024	Change 2025 v. 2024
Unrestricted Fund Balances	\$9,573,819	\$3,253,856	\$19,811,312	\$32,638,986	\$30,106,903	\$2,532,083
Temporarily Restricted Fund Balances	\$111,000	\$0	\$2,918,708	\$3,029,708	\$3,029,208	\$500
Restricted Fund Balance	\$0	\$0	\$4,065,960	\$4,065,960	\$4,065,960	\$0
Total Fund Balance	\$9,684,819	\$3,253,856	\$26,795,980	\$39,734,655	\$37,202,071	\$2,532,583
Total Liabilities & Fund Balance	\$5,838,733	\$8,790,413	\$28,781,407	\$43,410,553	\$43,808,844	(\$398,291)

multi fund BS Current Year