



Exeter Area Charitable Foundation

120 Water St

Exeter, NH 03833

Exeter, NH 03833-0278

(603) 772-2411

[www.exeterareacharitablefoundation.org](http://www.exeterareacharitablefoundation.org)

July 15, 2025

Subject: **EACF Annual Report of Exeter Funding**

Dear Mr. Dean:

The Exeter Area Charitable Foundation's Board of Directors wishes to thank town management and its citizens for the 2025 \$3,000 grant. Your continued support of our mission helps us meet the needs of Exeter's most vulnerable children each year with vouchers, redeemed at local pre-determined stores, for new clothing, footwear and bedding.

Vouchers were issued in October 2024 through our established network of social service agencies including Exeter Human Services, St. Vincent De Paul, and Rockingham Community Action. All agencies are listed on our website.

- Last year we distributed \$137,310 in vouchers to 870 children.
- 187 recipients were Exeter residents, or 22% of our overall total, receiving vouchers totaling \$29,670.
- \$122,847 of the distributed clothing vouchers were redeemed, equating to 89%.

Direct grants were once again given to the Exeter public schools for administration and staff to immediately help any child that might have fallen through social services programs. Exeter school assistance total was \$3,750 last year, with the Cooperative Middle School and Exeter High School each receiving \$750, and Main Street and Lincoln Street schools receiving \$500 each. Additionally, Great Bay Charter School received \$500 & the Seacoast School of Technology received \$750.

Best regards --

Charles Walker  
EACF Chair



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2026

**Organization's Name:** Exeter Area Charitable Foundation **Year Founded:** 1989  
**Address:** 120 Water Street, Exeter NH 03833  
**Executive Director/ Board Chair:** Charles Walker **Tax ID Number:** 02-0485176  
**Applicant Contact:** Jeanette Lackey **Email:** info@exeterareacharitablefoundation.org  
**Address:** 32 Pine St Exeter NH 03833 **Phone:** 603-772-2411

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

The Community Children's Fund, under the direction of the Exeter Area Charitable Foundation, raises money year-round to fund it's annual CCF Clothing Voucher Program. The clothing vouchers are distributed through local social service agencies and can be redeemed by the parent or guardian at pre-determined stores for clothing, footwear and bedding only.

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

Grant money from the town of Exeter is used to directly assist qualified Exeter families in need, with children ages 0 to 18, for the purchase of clothing, footwear and bedding. Further, funds are given to all Exeter public schools each fall for administration and staff to assist any student they identify with unmet needs. In the past, the money has been used for things such as boots, hats, gloves and winter coats.

**% of overall services that goes to Exeter residents:** 22%  
**# of Exeter residents served:** 187 children & teens

**List all geographic area(s) served by organization:** 12 Seacoast towns: Brentwood, E Kingston, Epping, Exeter, Fremont, Kensington, Kingston, Newfields, Newton, Newmarket, Raymond, Stratham

**Total Municipal Contributions in 2025:** \$10,500

**List each town that contributes and the amount received:** Exeter \$3000, Epping \$3000, Newmarket \$3000, Brentwood \$1000, Raymond \$500

**Organization's total projected budget for FY 2026:** \$ 180,750

**Amount Requested:** \$ 3,000

### 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. FY24 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 FY26, 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 28 July 2025 (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: Charles A Walker Date: 28 July 2025

Submit no later than July 31, 2025:

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





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In the Fall of 2024, the EACF's Community Children's Fund issued its annual clothing vouchers to local families in need, through established social service agencies. Families must meet town residency requirements and the income guidelines, at or below the 185% Federal Poverty level. In the fall of 2024, we issued vouchers to 187 Exeter children and teens in the amount of \$150 each, or \$180 for teens, ages 13 to 18. This represents 22% of all vouchers issued with a total value of \$29,670. Given our fundraising success of the previous year, the voucher values were increased \$20 each for this latest round. Further, \$3,750 (includes MSS, LSS, EHS, CMS, Great Bay Charter, SST) was again given to Exeter area public schools for the staff to help children in need that may have fallen through the cracks of social services. CCF programs and funding benefit the most vulnerable children in our community. Total assistance benefiting Exeter children in EACF FY24 added up to \$33,420.

Exeter grants: 2021 \$2400, 2022 \$3000, 2023 \$3000, 2024 \$3000

Established in 1989, the Community Children's Fund (CCF) was created by the Exeter Area Chamber of Commerce to provide warm winter clothing and bedding to children in need that resided in their service area. We've since expanded to include twelve area towns, helping hundreds of families and children every year. The program has been strengthened over the years by working through established local social services and our area schools. The CCF is an authorized 501(c)3 non-profit organization under the auspices of the Exeter Area Charitable Foundation (EACF).

The bulk of CCF funds are distributed in the fall through an annual Voucher Program. Working with social service agencies, listed in our attached brochure, including the Exeter Human Services office, families are issued vouchers for each child 18 years and younger (age 19 if still in high school). Guardians or parents redeem the voucher for new warm clothing, footwear and bedding only at participating merchants as they would a gift certificate. In our inaugural year of 1989, \$5000 assisted 155 children. While the number of children fluctuates every year, the demand for assistance continues to show a substantial, continued need. This was again evident in our last voucher round in the fall of 2024, where vouchers were issued to 870 children & teens. This represented the highest number in the history of our program and 14% increase from 2023. The redemption rate was 89.3%. This jump in requests, along with the board approved voucher value increase of \$20 each, required that we augment our operating budget with reserve funds, which remain healthy as reflected on our attached end-of-year financial statement.





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The CCF has raised and distributed money since its inception, through a variety of events that serve to also raise awareness throughout the community. These events continue to be the primary source of funding for the CCF Voucher Program and include:

- Exeter Festival of Trees
- Chase the Ace
- Winter Cornhole Tournament

School groups give back to CCF by participating in our fundraisers, like the Festival of Trees by decorating a tree or volunteering at the event, helping to raise over \$55,000. A small example of school support comes each fall when the Exeter High School varsity football team arrives to help set up 52 live trees at the Exeter Town Hall. This school sports team, along with other local organizations, business owners and community members continue to be valued contributors to the CCF. Fundraising events are run by our volunteer board of directors and community volunteers, with support from the Exeter Area Chamber of Commerce and three part-time accounting, website/media and administration contract workers.

In addition to our many generous event sponsors, the CCF gratefully accepted donations this past fiscal year from the following: The Exeter Area New Car Dealers Association \$5,000, Wireless Zone Gives \$5,000, Eastern Bank Foundation \$5,000, Arjay Ace Hardware's "Round-Up" promotion \$1,650, Vermont Mutual Insurance/Foy Insurance \$2,000 and the Exeter Area Kiwanis \$600.

Municipality grants make a marked contribution to our efforts, totaling \$10,500 in our last round of requests, including the \$3000 from Exeter. Other municipalities included Brentwood, which granted EACF \$1,000 with vouchers going to 14 Brentwood children or 1% of the total; Epping granted \$3,000, with vouchers going to 94 children or 11%; Raymond granted \$500, with vouchers issued to 106 children or 12%; and Newmarket granted \$3,000, with vouchers going to 198 children and teens or 23%.



# Exeter Area Charitable

FINAL BUDGET - JULY 2025 - JUNE 2026

## INCOME

<b>Interest Income</b>	<b>\$3,000</b>
<b>Event Income</b>	
Festival of Trees	\$53,000
Gingerbread House	\$2,500
Chase the Ace	\$3,500
Kids Helping Kids	\$250
Cornhole Tournament	<u>\$3,500</u>
<b>Total Event Income</b>	<b>\$62,750</b>
<b>Grant Income</b>	
Private Grants	\$15,000
Municipal Grants	<u>\$10,000</u>
<b>Total Grant Income</b>	<b>\$25,000</b>
<b>Donation Income</b>	
Individual Donation Income	\$15,000
Organizations Donation Income	<u>\$20,000</u>
<b>Total Donation Income</b>	<b>\$35,000</b>
<b>Gaming Income</b>	<b>\$10,000</b>
<b>Martha's Mission Income</b>	<b><u>\$20,000</u></b>
<b>TOTAL INCOME</b>	<b>\$155,750</b>

## EXPENSES

<b>Operating Expenses</b>	
Professional Fees	\$1,500
Professional Consultants	\$7,500
Administrative Fees	\$1,500
Marketing and Social Media	\$1,200
Office Expense	\$1,500
Bank/Credit Card Fees	\$100
Postage	\$200
Printing & Reproduction	\$1,000
Insurance	<u>\$2,000</u>
<b>Total Operating Expenses</b>	<b>\$16,500</b>
<b>Event Expenses</b>	
Festival of Trees	\$400
Gingerbread House	\$500
Chase the Ace Expense	\$100
Cornhole Tournament	
<b>Total Event Expenses</b>	<b>\$1,000</b>
<b>School Gift Cards</b>	<b>\$13,000</b>
<b>Vouchers Redeemed</b>	
George & Phillips	\$250
Kohl's	\$50,000
Walmart	<u>\$80,000</u>
<b>Total Vouchers Redeemed</b>	<b>\$130,250</b>
<b>Martha's Mission Expense</b>	<b><u>\$20,000</u></b>
<b>TOTAL EXPENSES</b>	<b>\$180,750</b>
<b>OPERATING INCOME/(LOSS)</b>	<b><u>(\$25,000)</u></b>
<b>APPROPRIATION OF PRINCIPAL FUNDS</b>	<b>\$25,000</b>
<b>NET INCOME / (LOSS)</b>	<b><u>\$0</u></b>

# Statement of Financial Position

## Exeter Area Charitable Foundation

As of June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
<b>Assets</b>	
Current Assets	
Bank Accounts	
1130 - Eastern Checking #7322	11,894.65
1140 - Eastern Savings - Scholarship 07-03-18	17,757.43
1150 - MVSB MM	96,036.09
1165 - Martha's Mission Checking	7,864.43
<b>Total for Bank Accounts</b>	<b>\$133,552.60</b>
Accounts Receivable	
Other Current Assets	
<b>Total for Current Assets</b>	<b>\$133,552.60</b>
Fixed Assets	
Other Assets	
<b>Total for Assets</b>	<b>\$133,552.60</b>
<b>Liabilities and Equity</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Credit Cards	
Other Current Liabilities	
Chase the Ace	1,102.00
<b>Total for Other Current Liabilities</b>	<b>\$1,102.00</b>
<b>Total for Current Liabilities</b>	<b>\$1,102.00</b>
Long-term Liabilities	
<b>Total for Liabilities</b>	<b>\$1,102.00</b>
Equity	
4500 - Retained Earnings	170,202.31
Net Income	-37,751.71
<b>Total for Equity</b>	<b>\$132,450.60</b>
<b>Total for Liabilities and Equity</b>	<b>\$133,552.60</b>



**Statement of Activity**  
**Exeter Area Charitable Foundation**  
July 1, 2024-June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
5100 - Interest Income	5,049.33
7100 - Event Income	0
7110 - Festival of Trees	55,138.09
7120 - Gingerbread House	2,684.94
7170 - Kids Helping Kids	124.85
7175 - Martha's Mission Income	17,985.00
7180 - Cornhole Tournament	3,000.00
<b>Total for 7100 - Event Income</b>	<b>\$78,932.88</b>
7200 - Gaming Income	5,287.24
7400 - Chase the Ace	3,652.00
7500 - Grant Income	5,000.00
7510 - Municipal Grants	11,500.00
7800 - Donations Income	0
7810 - Individual Donation Income	21,813.40
7820 - Organizations Donation Income	13,802.00
<b>Total for 7800 - Donations Income</b>	<b>\$35,615.40</b>
<b>Total for Income</b>	<b>\$145,036.85</b>
Cost of Goods Sold	
<b>Gross Profit</b>	<b>\$145,036.85</b>
Expenses	
6100 - Professional Fees	1,260.00
6110 - Professional Consultants	6,331.00
6150 - Administrative Fees	1,221.50
6160 - Bank/Credit Card Fees	46.76
6200 - Postage	105.32
6300 - Printing & Reproduction	720.14
6400 - Insurance	1,797.00
6600 - Vouchers	0
6610 - George & Phillips	319.68
6620 - Kohl's	46,064.18
6640 - Walmart	76,463.43
<b>Total for 6600 - Vouchers</b>	<b>\$122,847.29</b>
6700 - Digital Marketing	1,200.00
6950 - Office Expense	1,404.99
8100 - Event Expenses	0
8110 - Festival of Trees	622.99
8120 - Gingerbread House	744.58
8150 - Miscellaneous	86.99
<b>Total for 8100 - Event Expenses</b>	<b>\$1,454.56</b>
8150 - Gaming Expense	50.00

**Statement of Activity**  
**Exeter Area Charitable Foundation**  
July 1, 2024-June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
8185 - Martha's Mission Expense	17,350.00
8310 - Scholarship Award	11,000.00
8320 - Scholarship Expense	3,000.00
8800 - Donations Expense	0
8830 - School Donation Expenses	13,000.00
<b>Total for 8800 - Donations Expense</b>	<b>\$13,000.00</b>
<b>Total for Expenses</b>	<b>\$182,788.56</b>
<b>Net Operating Income</b>	<b>-\$37,751.71</b>
Other Income	
Other Expenses	
<b>Net Other Income</b>	<b>0</b>
<b>Net Income</b>	<b>-\$37,751.71</b>