

Town Manager's Office

JUL 25 2023

Received



Exeter Area Charitable Foundation

120 Water St

Exeter, NH 03833

Exeter, NH 03833-0278

(603) 772-2411

www.exeterareacharitablefoundation.org

July 1, 2023

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 \$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 clothing, footwear and bedding.

Vouchers were issued 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 \$102,430 to 750 children.
- 188 recipients were Exeter residents, or 25% of our overall total, receiving vouchers totaling \$25,760.
- \$87,187 of the distributed clothing vouchers were redeemed, equating to 85%.

Direct grants were once again given to the Exeter public schools for administration and staff to immediately help any child with clothing or assistance that might have fallen through social services programs. Exeter school assistance total was \$3750 last year, with CMS and Exeter High School each receiving \$750; MSS & LSS \$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 2024

Organization's Name: Exeter Area Charitable Foundation Year Founded: 1989
Address: 120 Water St, Exeter NH 03833
Executive Director/ Board Chair: Charles Walker Tax ID Number: 02-0485176
Applicant Contact: Jeanette Lackey or Karen Drapaniotis Email: info@exeterareacharitablefoundation.org
Address: 120 Water 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 (CCF), under the auspices of the Exeter Area Charitable Foundation (EACF), raises funds to provide warm clothing, footwear and bedding to children in need that reside in our twelve town service area.

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

Grant money is used to help fund The CCF Clothing Voucher Program each fall to directly assist qualified Exeter families in need through established social service agencies. Funds are also given to all Exeter's public schools to address any unmet needs of students identified by school administration and staff. In the past, funds have been used to buy clothing, footwear and food.

% of overall services that goes to Exeter residents: 25% (fall 2022)
of Exeter residents served: 188 children & teens

List all geographic area(s) served by organization: Exeter, Brentwood, E. Kingston, Kingston, Kensington, Epping, Fremont, Newmarket, Newfields, Newton (added 2022), Raymond & Stratham

Total Municipal Contributions in 2023: \$9500

List each town that contributes and the amount received:

Exeter \$3000, Raymond \$2560, Epping \$3000, Brentwood \$940

Organization's total projected budget for FY 2024: \$ \$115,565

Amount Requested: \$ \$3000

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. FY23 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 FY24, 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 _____ (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 Walker* Date: 24 July 2023

Submit no later than July 30, 2023:

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



Exeter Area Charitable Foundation
120 Water Street
Exeter, New Hampshire 03833
(603)772-2411
www.exeterareacharitablefoundation.org

In the Fall of 2022, 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. As indicated in the application, in the fall of 2022, vouchers were issued to 188 Exeter children and teens in the amount of \$130 each, or \$160 for teens, ages 13 to 18. This represents 25% of all vouchers issued with a total value of \$25,760. Voucher amounts were increased by \$10 each over the previous cycle, due to the availability of funds. Further, \$3,750 was given to Exeter area public schools for the staff to help children in need that may have fallen through the cracks of the social service agencies. Total assistance benefiting Exeter children in the 2022 cycle added up to \$29,010.

Exeter grant totals: 2020 - \$2200; 2021 - \$2400; 2022 - \$3000; 2023 - \$3000

Established in 1989, the Community Children's Fund (CCF) was created by the Exeter Area Chamber of Commerce to raise money to provide warm winter clothing, footwear 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 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 established 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 warm clothing, footwear and bedding only at participating merchants as they would a gift certificate. In our inaugural year of 1989, the CCF assisted 155 children with vouchers totaling \$5000. While the number of children fluctuates every year, the demand for assistance continues to show a substantial, continued need. In the fall of 2022, vouchers were issued to 750 children & teens, up 9% from 686 in the fall of 2021.

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

- Exeter Duck Race
- Exeter Festival of Trees
- Chase the Ace
- Kids Helping Kids

In the Kids Helping Kids campaign category this past year, both Main Street and Lincoln Street Schools ran collection drives in support of the CCF, totaling almost \$1,900. Local organizations, school groups and other community members continue to be valued contributors to the CCF.

The CCF gratefully accepted donations this past fiscal year from the following: Exeter Run Club road race \$6,500, Kiwanis Club \$600, Verizon Wireless Zone Stratham fall promotion \$1,055 and the residents of Sterling Hill \$1,250. The board also solicits grants from local businesses, where available, and was awarded grants from Verizon's Wireless Zone Gives and Walmart, \$5,000 and \$750 respectively.

Municipality grants make a marked contribution to our efforts, totaling \$9500 this past fiscal year, including the \$3000 from Exeter. Other municipalities included Brentwood, which granted EACF \$940 with vouchers going to 15 Brentwood children or 2% of the total; Epping granted \$3,000, with vouchers going to 70 children or 9%; and Raymond granted \$2,650, with vouchers issued to 164 children or 22%.

Exeter Area Charitable Foundation
Board of Directors Contact List
September 30, 2022 (2022 - 2023)

Chair:

Charles Walker, Retired (Term Exp. 9/2025)
38 East Road
East Kingston, NH 03827
Phone: (978) 556-5447
Cell: (978) 660-0438
chuckwalker28@outlook.com

Vice Chair:

Karen Drapaniotis, Retired (Exp. 9/2024)
139 Middle Road
Brentwood, NH 03833
Phone: (603) 778-1435
Cell: (603) 706-0043
karendrap@comcast.net

Treasurer:

Briana Carlson (Exp. 9/2023)
Phillips Exeter Academy
1 Windsor Lane
Brentwood, NH 03833
Phone: (603) 777-3216
Cell: (413) 455-4424
bcarlson@exeter.edu

Secretary:

Deb Fournier (Exp. 9/2024)
106 Court Street
Exeter NH 03833
Cell: (617) 480 3516
Deborah.Fournier@unh.edu

Board Members:

Bonnie Galinski (Term Exp. 9/2025)
30 Sanborn Road
East Kingston, NH 03827
Cell: (978) 979-9190
bgalinski@salemstate.edu

Christine Davis Soutter (Exp. 9/2024)
31 Cullen Way
Exeter, NH 03833
Cell: (603) 858-0838
cjdavis2001@comcast.net

Robert Ficara (Exp. 9/2025)
6 Columbus Avenue
Exeter, NH 03833
Cell: (603) 770-7049
gocelt@comcast.net

Susan Drinker (Exp. 9/2023)
26 Franklin Street
Exeter, NH 03833
Cell: (603) 686-3728
susandrinker@gmail.com

Krista Gill Wooles (Exp. 9/2024)
99 Louise Lane
Fremont, NH
Cell: (603) 401-8867
krista.wooles@gmail.com

Julie Clement (Exp. 9/2023)
Meredith Village Savings Bank
22 Travis Cove Road
Kingston, NH 03848
Cell: 603-216-7456
jclement@mvsb.com

Jennifer Wheeler, President
Exeter Area Chamber of Commerce
8 Strawberry Lane
Stratham, NH 03885
Phone: (603) 772-2411
Cell: (603) 770-8104
president@exeterarea.org

Exp. 23 BC, SD, JC
24 KD, CDS, DF, KGW
25 CW, BG, RF

Exeter Area Charitable Foundation

Statement of Activity

July 2022 - June 2023

	TOTAL
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Revenue	
5100 - Interest Income	1,374.20
7100 - Event Income	400.00
7110 - Festival of Trees	48,592.94
7120 - Gingerbread House	2,614.00
7130 - Duck Race	14,140.31
7160 - Kicks For Kids	2,620.00
7170 - Kids Helping Kids	2,204.81
Total 7100 - Event Income	70,572.06
7200 - Gaming Income	13,119.23
7400 - Chase the Ace	2,677.00
7500 - Grant Income	13,500.00
7510 - Municipal Grants	6,190.00
7700 - Other Income	340.00
7800 - Donations Income	645.00
7810 - Individual Donation Income	6,929.47
7820 - Organizations Donation Income	13,756.68
Total 7800 - Donations Income	21,331.15
Total Revenue	\$129,103.64
GROSS PROFIT	\$129,103.64
Expenditures	
6100 - Professional Fees	1,825.00
6110 - Professional Consultants	5,922.00
6150 - Administrative Fees	1,119.50
6160 - Bank/Credit Card Fees	2.46
6200 - Postage	1,184.78
6300 - Printing & Reproduction	36.00
6400 - Insurance	1,797.00
6520 - Misc Expense	82.00
6600 - Vouchers	
6610 - George & Phillips	255.00
6620 - Kohl's	26,064.75
6640 - Walmart	60,867.18
Total 6600 - Vouchers	87,186.93
6700 - Advertising	1,000.00
6950 - Office Expense	1,945.01
8100 - Event Expenses	
8110 - Festival of Trees	834.70
8120 - Gingerbread House	161.17
8130 - Duck Race	1,149.89

Exeter Area Charitable Foundation

Statement of Activity

July 2022 - June 2023

	TOTAL
8170 - Chase the Ace Expense	638.94
Total 8100 - Event Expenses	2,784.70
8150 - Gaming Expense	4,698.25
8310 - Scholarship Award	36,500.00
8800 - Donations Expense	
8830 - School Donation Expenses	13,000.00
Total 8800 - Donations Expense	13,000.00
Total Expenditures	\$159,083.63
NET OPERATING REVENUE	\$ -29,979.99
NET REVENUE	\$ -29,979.99

Exeter Area Charitable Foundation

2023-2024

BUDGET

VOUCHERS ONLY

Income

5100 - Interest Income	2,000.00
7100 - Event Income	
7110 - Festival of Trees	48,000.00
7120 - Gingerbread House	2,600.00
7130 - Duck Race	14,000.00
7140 - Kandlepins For Kids	3,000.00
7160 - Kicks for Kids	2,500.00
7170 - Kids Helping Kids	2,000.00
Total 7100 - Event Income	72,100.00
7400 - Chase the Ace	8,000.00
7500 - Grant Income	7,500.00
7510 - Municipal Grants	10,000.00
7600 - Misc. Income	500.00
7800 - Donations Income	
7810 - Individual Donation Income	6,000.00
7820 - Organizations Donation Income	12,000.00
7830 - Schools Donation Income	200.00
Total 7800 - Donations Income	18,200.00
7900 - Fundraising Income	

Total Income 118,300.00

Gross Profit 118,300.00

Expenses

6100 - Professional Fees	1,800.00
6110 - Professional Consultants	5,400.00
6150 - Administrative Fees	180.00
6160 - Bank/Credit Card Fees	45.00
6200 - Postage	170.00
6300 - Printing & Reproduction	1,000.00
6400 - Insurance	1,620.00
6500 - Gift Cards	13,000.00
6520 - Misc Expense	
6600 - Vouchers	
6610 - George & Phillips	250.00
6620 - Kohl's	26,000.00
6640 - Walmart	61,000.00
Total 6600 - Vouchers	87,250.00
6700 - Advertising	1,000.00
6950 - Office Expense	1,500.00
8100 - Event Expenses	
8110 - Festival of Trees	400.00
8120 - Gingerbread House	500.00
8130 - Duck Race	1,500.00
8145 - Kicks for Kids	-
8170 - Chase the Ace Expense	200.00
Total 8100 - Event Expenses	2,600.00
8160 - Chase the Ace Payouts	
8800 - Donations Expense	
8830 - School Donation Expenses	
Total 8800 - Donations Expense	-

Total Expenses 115,565.00

Voucher Net Income (Loss) 2,735.00

SCHOLARSHIPS ONLY

Income

7200 - Gaming Income	18,000.00
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Expenses

8150 - Gaming Expense	3,000.00
8310 - Scholarship Award	13,500.00
8320 - Scholarship Expenses	1,500.00

Scholarship Net Income (Loss)* -

* Funded through principal allocation (prior year funds unused)

For some families, receiving a voucher from the Community Children's Fund means they will not have to choose between buying winter clothing or paying their heating bills.

The Community Children's Fund serves the following twelve communities:

Brentwood

East Kingston

Epping

Exeter

Fremont

Kensington

Kingston

Newfields

Newmarket

Newton

Raymond

Stratham

The Community Children's Fund works with the following agencies each year to determine families in need of assistance:

- Waypoint of NH
- Families First
- Town of Exeter, Human Services
- Great Bay Kids Co.
- Lamprey Health Care
- Newmarket Community Church
- Seacoast Family Promise
- Seacoast Mental Health Center, Inc
- St. Vincent De Paul Society
- Southern NH Services
- RCA
- WIC

Exeter Area Charitable Foundation

120 Water Street

Exeter, NH 03833

(603) 772-2411

info@exeterareacharitablefoundation.org

exeterareacharitablefoundation.org



Together we can provide warmth to local children in need.

CELEBRATING 34 Years



 The Community
Children's Fund
Exeter Area Charitable Foundation

ABOUT US

	2014	2015	2016	2017	2018	2019	2020	2021	2022	Totals
Children Assisted	643	556	528	504	631	665	729	686	750	13815
Families Assisted	294	260	241	239	256	318	357	330	377	6434
Funds Disributed	\$69,210	\$59,320	\$56,460	\$58,520	\$67,600	\$84,720	\$92,790	\$87,460	\$102,430	\$1,346,505
Financial Assistance (schools)	\$16,500	\$13,500	\$13,000	\$13,500	\$13,500	\$13,000	\$13,000	\$13,000	\$13,000	\$139,840

Established in 1989, the Community Children’s Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to children in need that reside in the Exeter area communities.

The Community Children’s Fund is part of the Exeter Area Charitable Foundation, a 501(c)(3) non-profit organization incorporated in the State of New Hampshire, EIN 02-0485176.

The Fund raises money year-round through solicitation, donations, and events such as the Festival of Trees, Kandlepins for Kids, & Exeter Duck Race. The Foundation works with local social service agencies to distribute Funds to qualifying families through the use of a voucher system.

Vouchers are redeemed by the families at participating merchants as they would a gift certificate, to purchase clothing, outerwear, or bedding for children up to 18 years of age.

Through the generosity of businesses and individuals, the Foundation has assisted more than 13,000 children with donations exceeding \$1,400,000 since its inception. If you or your organization would like to make a contribution, participate in a promotion, or attend an event please visit the Exeter Area Charitable Foundation:

exeterareacharitablefoundation.org

You may also donate by sending your tax-free donation to "Exeter Area Charitable Foundation", 120 Water Street, Exeter, NH 03833 or scan the barcode to donate online.

