



Town of Exeter, New Hampshire

Human Services

FY 2024

**Organization's Name:** Rockingham Nutrition & Meals on Wheels Program

**Year Founded:** 1978

**Address:** 106 North Road, Brentwood, NH 03833

**Executive Director/Board Chair:** Tim Diaz/ Christine Kelsey

**Tax ID:** 02-0342196

**Applicant contact:** Tim Diaz

**Email address:** tdiaz@rnmow.org

**Phone:** 603-679-2201

**Organization's Mission Statement:**

The Rockingham Nutrition & Meals on Wheels Program provides nutritious meals and support services to older and/or disabled residents of Rockingham County to help them preserve their health, independence, and well-being.

**Statement of Grant Purpose:**

This grant will help cover the full cost of providing home-delivered meals to Exeter residents in need. (Our State funding reimbursement does not cover the full cost of a meal, nor does it cover meals beyond a certain number of units per year.)

**% of overall services that goes to Exeter residents:**

The 25,744 meals served in our last fiscal year to Exeter residents was 7.1% of our total meals served.

**# of Exeter residents served: 194**

**List all geographic areas served by the organization:** The 37 towns and cities of Rockingham County.

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

Rockingham Nutrition & Meals on Wheels exists to help older and/or disabled adults preserve their health, well-being, and independence. The funds we are requesting will help us provide congregate meals, home-delivered meals, and safety services to those Exeter residents in who need them. Please see the attached two-page letter for more information.

**Amount received from the Town of Exeter (by year) for the last 3 (three) years:**

2021 - \$9,500

2022 - \$9,785

2023 - \$9,785

Total Municipal Contributions in 2023: \$124,597

List each town that contributes and the amount received:

Atkinson	\$ 3,811
Auburn	\$ 1,875
Brentwood	\$ 1,340
Chester	\$ 800
Danville	\$ 2,500
Deerfield	\$ 1,633
Derry	\$ 14,000
Epping	\$ 5,152
Exeter	\$ 9,785
Fremont	\$ 2,000
Greenland	\$ 1,185
Hampstead	\$ 4,944
Hampton	\$ 7,389
Kensington	\$ 738
Londonderry	\$ 4,629
New Castle	\$ 1,000
Newfields	\$ 700
Newton	\$ 5,854
Northwood	\$ 1,772
Nottingham	\$ 1,475
Plaistow	\$ 4,658
Portsmouth	\$ 10,700
Raymond	\$ 3,747
Rye	\$ 4,809
Salem	\$ 8,000
Sandown	\$ 1,141
Seabrook	\$ 15,541
South Hampton	\$ 1,000
Stratham	\$ 2,420

Organization's total projected budget for next fiscal year: \$4,223,168\*

Amount Requested: \$10,300

We do not take asking for an increase lightly—but due to the increases in both food costs (“meals”) and fuel (“wheels”), we felt we had no choice but to make the request. Thank you for your understanding and consideration.

*\*Our operating budget is for both meals and transportation.*

**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
  
- 2022 funding recipients must submit a written summary of how funds were utilized. This must be done for consideration of current year 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 July 28, 2023 (date).

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

Director's or Designee Signature 

Date: July 28, 2023

Submit no later than July 31, 2023:

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

# Rockingham Nutrition & Meals on Wheels Program

106 North Road Brentwood, NH 03833 (603) 679-2201

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

July 25, 2023

Select Board and Budget Review Committee  
Town of Exeter  
10 Front Street  
Exeter, NH 03833

Dear Selectmen and Committee Members:

Rockingham Nutrition & Meals on Wheels exists to help older and/or disabled adults preserve their health, well-being, and independence. The funds we are requesting will help us provide meals and safety services to those Exeter residents in who need them.

## SERVICE PROVIDED TO TOWN RESIDENTS LAST YEAR

194 Exeter Residents

25,744 Nutritious Meals

RNMOW provides services year round from the Exeter Senior Center. We operate Monday – Friday, with provisions for weekends for clients with greater needs.



## TOWN SUPPORT MEANS MEALS FOR TOWN RESIDENTS IN NEED

**Total cost to provide Exeter residents these meals: \$271,599**

Amount not covered by State contract: \$97,778

**We are asking the Town of Exeter to contribute \$10,300**  
towards the cost of services to Exeter residents.

**Although RNMOW does receive Federal funding, current reimbursement rates force us to raise 36% of the cost of each meal from local sources—as costs continue to rise.** We must fundraise for every meal served, and in Exeter, that means we must raise 36% of the cost of meals. We only ask the Town to contribute a small portion of this cost. We make up the rest through other sources, including voluntary donations from clients.

**Your support helps prevent waiting lists.** Town support also helps us to feed clients who need and qualify for the service, but we have exceeded the number of units allowed under our contracts. We must raise the funds to pay for each of these meals or start a waiting list. We have never had a waiting list and hope we are never forced to start one.

## MEALS ON WHEELS DELIVERS FOR SANBORN AND ITS RESIDENTS

**Individual Impact.** In addition to the nutritious meal helping promote physical health, our staff with their everyday gestures and training also further promotes emotional and physical health, especially for those clients who are more isolated.

*"You do a great job trying to please everyone. What would we do without you? I can't cook anymore or use the stove. I have memory loss. I have a great girl that delivers my food every day. She is a good friend and I look forward to seeing her every day". - RNMOW Client*

**Family Impact.** In many cases, our clients no longer have a stay-at-home family member or their family may live far away. We are able to help these families by feeding and checking in on their loved one, with the assurance that as any concerns arise we will bring it to their attention.

*"Your driver found my father unconscious in his home earlier this month, which I'm sure must have been scary. Because of her excellent judgment, my dad's life was saved. He's recovering at a rehab nearby, and I just couldn't be more grateful." - Family member of RNMOW client*

**Community Impact.** The benefits of Meals on Wheels go beyond the impact on the individual. Our services directly benefit the town in the following ways:

- Town welfare costs, as Meals on Wheels feeds residents in need.
- County taxes, as Meals on Wheels impacts nursing home placements.
- Demands on the local police force, fire department, and ambulance service as this at-risk elder population is fed and checked on through the daily Meals on Wheels service.
- Working residents can have peace of mind, knowing their loved ones are being fed and checked on during the day.

## MEALS ON WHEELS: A WORTHWHILE INVESTMENT WITH A HISTORY OF SUCCESS

Meals on Wheels works. Our most recent client survey with 576 respondents showed service going to high-need clients:

- 57% of the clients were over 80 years old;
- 80% responded that this was their main meal of the day;
- 90% told us that Meals on Wheels helped them to remain in their home.

RNMOW has been serving Exeter residents since 1979. We strive to do our best to keep our requests reasonable, our costs under control, and the quality of our service high for the people of Exeter.

Thank you again for your consideration.

Sincerely,



Tim Diaz  
Executive Director

**Support for Independent & Healthy Aging**

Serving older adults since 1978 as a 501 C3 nonprofit

ROCKINGHAM NUTRITION MEALS ON WHEELS  
BOARD OF DIRECTORS  
2023

Name Term Date	Address	Contact Info	Offices Committees
Christine Kelsey Term Date 2025	1 Greenleaf Dr Exeter, NH 03833	Cell: 603-502-3619  ChristineKelsey0@gmail.com	CHAIRMAN GOVERNANCE, CHAIRMAI
David Barka Term Date 2024	64 East Derry Road Derry, NH 03038	603-434-4938 Cell: 603-785-4941 Whitefence@comcast.net	VICE CHAIRMAN FINANCE
Helen Sanders Term Date 2025	7 Riverwoods Drive Apt D219 Exeter, NH 03833	603-828-7236  HSanders1800@gmail.com	TREASURER FINANCE
Sallyann Hawko Term Date 2024	7 Riverwoods Drive Apt C202 Exeter, NH 03833	603-580-1326 Cell: 603-702-2518 SHawko@comcast.net	SECRETARY GOVERNANCE
Charlotte DiLorenzo Term Date 2023	193 South Main St Newmarket, NH 03857	603-988-4405  CharlotteDilorenzo@gmail.com	GOVERNANCE
Sandra J. Tanis Term Date 2025	100 Shepard's Cove Rd Unite B2 Kittery, ME 03904	603-918-0769  SJTanis3lab@gmail.com	GOVERNANCE
Carolyn O'Driscoll Term Date 2026	8 Ross Rd Durham, NH 03824	603-770-9701  CODriscoll47@gmail.com	GOVERNANCE
Diane Kerr Term Date 2026	22 Epping Rd Unit 2 Exeter, NH 03833	603-778-8445  DianeCKerr@comcast.net	GOVERNANCE

RNMOW  
AFY24 Budget

	AFY24 Budget
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
400 · OAAIIC	1,605,691
404 · OAAIIB	146,704
408 · Title XX	472,683
420 · HCBC / CFI (Medicaid)	309,200
424 · NSIP	255,628
428 · United Ways	975
432 · Meal Donations	432,120
436 · Van Funding	129,275
440 · Fundraising/Misc. Donations	318,274
444 · Rockingham County	160,000
448 · Towns - Meals	138,245
449 · Towns - Transportation	39,586
452 · Interest Income	73,500
456 · Income, other	1,165
460 · Special Grants	169,373
475 · Dividend Income	18,250
<b>Total Income</b>	<b>4,270,668</b>
<b>Expense</b>	
500 · Cont. Food & Paper	1,776,281
502 · Gross Wages	1,597,836
503 · Benefits	287,821
506 · Mileage	183,247
509 · Transportation	6,600
512 · Contract Services	20,786
515 · Vehicles	60,000
518 · Communications	15,550
521 · Supplies	41,650
524 · Advertising/Employment/Bids	20,600
527 · Postage	2,400
530 · Printing	
536 · Dues	5,500
539 · Rent	5,500
542 · Fundraising Expense	21,200
548 · Agency Functions	10,000
550 · Team Building	
551 · Training	500
552 · Post Offer Testing	800
554 · Payroll Expense	16,000
557 · Professional Fees	33,250
560 · Insurances	70,250
563 · Maintenance & Repair	11,108
566 · State Fees	2,650
569 · Equipment	4,100
570 · Donating Site Fees	1,500
572 · Bank Charges	575
575 · Miscellaneous	-
600 · Depreciation Expense	27,465
602 · Unrealized Gain/Loss on Invest	-
<b>Total Expense</b>	<b>4,223,168</b>
<b>Net Ordinary Income</b>	<b>47,500</b>
<b>Other Income/Expense</b>	
<b>Other Income</b>	
605 · In-Kind Revenue	153,000
8000 · Reconciliation Discepancy	-
<b>Total Other Income</b>	<b>153,000</b>
<b>Other Expense</b>	
610 · In-Kind Rent	200,400
<b>Total Other Expense</b>	<b>200,400</b>
<b>Net Other Income</b>	<b>(47,400)</b>
<b>Net Income</b>	<b>100</b>

**ROCKINGHAM NUTRITION & MOW PROGRAM**  
**Balance Sheet**  
As of June 30, 2023

	Jun 30, 23
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
100 · Citizens Bank	286,383.17
1010 · Citizens Sweep Account	1,496,205.03
102 · Bangor Savings (ICS Account)	165,332.23
103 · Bangor Savings Bank	207,781.81
104 · NBT Bank	330,738.00
110 · Vanguard	902,604.82
452.07 · Citizens Insured Deposit Sweep	-168.20
<b>Total Checking/Savings</b>	<b>3,388,876.86</b>
Accounts Receivable	
200 · Accounts Receivable	152,924.64
250 · Rockingham County In Kind	1,070,915.41
<b>Total Accounts Receivable</b>	<b>1,223,840.05</b>
Other Current Assets	
135 · Prepaid Insurance	6,608.98
141 · Undeposited Funds	6,236.59
<b>Total Other Current Assets</b>	<b>12,845.57</b>
<b>Total Current Assets</b>	<b>4,625,562.48</b>
<b>Other Assets</b>	
129 · Motor Vehicles	91,331.92
131 · Lease Hold Improvement	170,112.33
132 · Office Equipment	71,908.25
144 · Petty Cash	1,115.00
1650 · Accumulated Depreciation	-130,031.31
<b>Total Other Assets</b>	<b>204,436.19</b>
<b>TOTAL ASSETS</b>	<b>4,829,998.67</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
205 · Accounts Payable	158,750.93
<b>Total Accounts Payable</b>	<b>158,750.93</b>
Credit Cards	
203 · Shell Fleet Plus	-49.84
206 · Citizens Credit Card	2,501.45
207 · Wal-Mart Credit Card	124.14
<b>Total Credit Cards</b>	<b>2,575.75</b>
Other Current Liabilities	
216 · Accrued Payroll	101,975.53
217 · Accrued Mileage	7,249.22
219 · Accrued Payroll Taxes	4,088.99
220 · Accrued earned time	73,380.10
224 · Accrued TSA	15,249.36
231 · Federal Withholding	5,950.71
234 · FICA Withholding	80.37
237 · State Tax WH	4.88
249 · TSA	-15,277.36
252 · United Way Pledges	394.50
255 · Refundable Advance - COBRA	284.94
<b>Total Other Current Liabilities</b>	<b>193,381.24</b>
<b>Total Current Liabilities</b>	<b>354,707.92</b>
<b>Total Liabilities</b>	<b>354,707.92</b>
<b>Equity</b>	
310 · Fund Balance	1,829,956.48
315 · Retained Earnings	720,402.64
320 · Capital Reserve	1,797,534.00
Net Income	127,397.63
<b>Total Equity</b>	<b>4,475,290.75</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,829,998.67</b>





## Annual Report for 2022-2023

### Town of Exeter

On behalf of our clients and team, I would like to thank the Town of Exeter for its consistent financial support of Meals on Wheels. Every dollar has made a difference in the lives of your residents-- as you know, we help older and/or disabled adults maintain their health, well-being, and independence. This means support in two areas essential to "aging in place--" nutritious meals and transportation.



We provide hot, nutritious meals both in a community setting and via home delivery in all of Rockingham County. Last year, the \$9,785 in funding for meals from the Town of Exeter helped us serve 25,744 meals to 194 residents— an average of 99 meals per weekday. We also provided wellness checks every week of the year, Monday through Friday, with provisions for weekend service for those who needed it. We offer a variety of meal choices to our clients, diet plans for many medical conditions, and peace of mind to families and neighbors. All at a fraction of the cost of assisted living or nursing home care. *Thank you again for helping us do this.*

In addition, with the help of our transportation service, a trip to the doctor, grocery store, or RNMOW luncheon at the local senior center is just a phone call away. Last year, the \$16,000 we received from the Town of Exeter for transportation helped to provide 3,667 of these rides to 65

residents last year. Many clients tell us that our service has allowed them to stop driving and continue to live at home. *Thank you for helping us do this.*

While our clients' need for meals and rides is important, we also deliver a crucial serving of human interaction that can counteract the feelings of isolation and loneliness many of our clients feel. 98% of our clients told us in our last survey that our program helped them to feel safer and healthier.<sup>1</sup>

And the caring, personal connection that develops between our clients and our staff is hard to describe in words. It *matters*.

### What Our Clients Tell Us...

*I really look forward to seeing my deliverer every day. I can count on them.*

*Many a day I would not eat - if it was not for Meals on Wheels.*

*I greatly appreciate that someone checks on my well-being daily. The meals are really good and help me maintain my health and independence. I would not even eat regularly without them. Delivery people are kind and uplifting.*

*My meal deliverer, not only is he a nice man, he is a great person. Please take good care of him.*

*I am very glad of all the help RNMOW has been to me. It makes being home so much safer and easier for me, and it is nice to look forward to someone coming each weekday.*

*Everyone does an excellent job. More chocolate cake.*



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<sup>1</sup> RNMOW Annual Client Survey, 2022.

In Conclusion...



RNMOW has been serving Rockingham County residents since 1978, providing nutritious meals, safety services, and rides for those in need. We strive to keep our requests reasonable, our administrative costs low, and the quality of our services as high as possible.

On behalf of our talented, compassionate, and hard-working staff, thank you for helping us serve the Town of Exeter.

Respectfully yours,

A handwritten signature in black ink, which appears to read "Tim Diaz". The signature is fluid and cursive, written over a white background.

Tim Diaz  
Executive Director  
Rockingham Nutrition & Meals on Wheels