



Society of
Saint Vincent de Paul Exeter
Cleo Castonguay Community Assistance Center and Food Pantry

Town Manager's Office

July 21, 2020

JUL 24 2020

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

Received

Dear Mr. Dean, Selectmen and the Budget Committee Members,

On behalf of the clients, Board of Directors, volunteers and staff, we would like to thank you for the funding last year which allowed us to help Exeter residents, providing them with food, dental care and emergency financial assistance. Exeter residents account for 93% of our clients. We are therefore requesting \$10,000 in funding so we may continue to help our Exeter neighbors in need. With the COVID-19 virus pandemic, school and business closures and layoffs, we are having a major increase in clients. We expect this trend to continue for a significant period of time.

Our mission at the Cleo Castonguay Community Assistance Center is to help people impacted by poverty to achieve and maintain self-sufficiency. Through person-to-person contact, we are committed to respecting the dignity of those we assist offering compassion and care, embracing diversity and serving people of all backgrounds and beliefs. Those we assist are also helped to achieve self-sufficiency in the long term and the sense of self-worth this provides.

We are a food pantry and community assistance center supported primarily through donations with 3 staff and approximately 125 volunteers. In 2019, we were awarded the Exeter Area Chamber of Commerce Business of the Year Award (nonprofit sector) for the second time.

In addition to the food pantry, our Community Assistance Center assists economically disadvantaged households with transportation, financial and homeless assistance. In collaboration with Families First Health and Support Center, we also offer dental and health services. Moreover, our Community Assistance Center hosts office hours for CAP homeless and fuel assistance, Senior Companions and Medicaid enrollment.

Thank you for considering our request for funding. Should you have any questions or if you would like a tour, please do not hesitate to call me.

Respectfully Submitted,

Molly Zirillo
Executive Director



TOWN OF EXETER, NEW HAMPSHIRE
 HUMAN SERVICES
 FY 2021

Organization's Name: Society of St. Vincent de Paul Exeter Inc

Year Founded: 1989

Address: 53 Lincoln St Exeter, NH 038 33

Executive Director/ Board Chair: Molly Zirillo/ Rick Mahoney Tax ID Number: 20-3945985

Molly

Applicant Contact: Zirillo Email: mollyz@svdpexeter.com

Address: 53 Lincoln St Exeter, NH 03833 Phone: 603-722-9922

Organization's Mission Statement:

The Society of St. Vincent de Paul Exeter, NH Conference was established in 1989 with the mission to provide emergency food and assistance to those in need when other resources have been exhausted.

Statement of Grant Purpose; e.g. This grant will be used....:

To help those in need, including families, children, seniors, veterans, the disabled etc. in the Exeter area. This grant funding will be used to purchase food for the Food Pantry, provide payment assistance for those in need of rent, mortgage, and security deposits.

% of overall services that goes to Exeter residents: 93%

of Exeter residents served: 615 households 1410 resident

List all geographic area(s) served by organization: Exeter Stratham

E. Kingston Kensington Newfields Brentwood

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

Food- \$6,000

The majority of the funding will be used to purchase nutritional food such as milk, butter, eggs, and orange juice along with other nutritious food for our food pantry.

Client assistance \$3,000

As a Community Assistance Center we are dedicated to help low income Exeter residents who face short-term emergency situations such as vehicle repairs, rent assistance, homelessness and other urgent request.

Senior Delivery- \$1,000

In the time of COVID-19 our most vulnerable population is unable to visit the pantry. We started a delivering to seniors who live at 277 Water Street and Meeting Place.

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

2018 - \$6,600 2019 - \$7,000 2020 - \$7,000

Total Municipal Contributions in 2020: \$7,000

List each town that contributes and the amount received: Exeter, \$7,000

Organization's total projected budget for FY 2021: \$338,205 Amount Requested: \$10,000

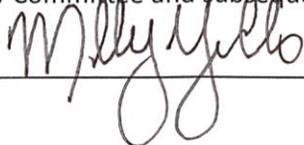
Additional Information Required:

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
- 2020 Funding recipients must submit an Annual Report prior to consideration of 2021 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 7/8/20 (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: 7/21/20

Submit no later than July 31, 2020:

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

Society of St. Vincent de Paul Exeter Food Pantry and Cleo Castonguay, Community Assistance Center
Organizational Overview, Programs, Collaborations and Impact
Town of Exeter

The Society of St Vincent de Paul Exeter (SVdP) was established in 1989 with the mission to provide emergency assistance to those in need when other resources have been exhausted. We serve the needs of low-income residents in Exeter, Stratham, Newfields, East Kingston, Kensington and Brentwood NH.

SVdP Exeter provides the community not only with food but with many other critical services such as medical care, employment opportunities, emergency financial assistance, senior services, homeless assistance, and much more. In addition, we have strong collaborations with community agencies providing additional services such as fuel assistance, free tax preparation, Medicaid enrollment, and homeless assistance.

Programs

Food Pantry- We offer supplemental food and supplies to individuals and families in need on a monthly basis. In 2019 we had approximately 2,726 household visits. In the time of COVID-19, clients are encouraged to visit weekly instead on monthly or when a family is facing a financial crisis. We offer fresh produce, meats, personal care items and pantry foods.

Senior Pantry Day- Once a month we dedicate a special food pantry session to senior citizen clients exclusively. With the help of the Eventide Foundation, we are able to make this a very special day to host some of our most vulnerable clients. Additionally, we arrange for a special guest speaker who presents on senior focused issues.

Senior Home Delivery- Door to door delivery service for low-income senior clients providing food and personal care items once a month to housebound residents of 277 Water Street and Meeting Place.

Milk, Butter, Eggs, and Orange Juice Program- We are committed to providing nutritional and necessary options to all of our clients by offering low-fat milk, butter instead of margarine, fresh eggs, and orange juice.

Getting Out While Getting Ahead- A program that takes place at Rockingham County Jail, that is led by our volunteers to help prepare inmates in developing their release plans to avoid recidivism.

Financial Assistance- In 2019 we helped 60 families and individuals with various emergency financial assistance such as- eviction prevention, housing fuel, overdue utility bills, vehicle repairs and car payments so people can continue to work. All too often, a costly car repair or unexpected lay-off can send a family into a financial tailspin. With the help of SVdP, crisis can be avoided.

Homeless Outreach- With the cost of housing increasing in the Exeter Area, we are seeing numerous individuals and families homeless or on the verge of homelessness. In 2019, we aided 25 homeless families and individuals with referrals to shelters, emergency supplies, food, and transportation.

Collaborations

Mobile Health Care- In partnership with Families First Health and Support Center, SVdP Exeter offers health services at little or no cost in our dental van.

Homeless Assistance- A representative from Rockingham Community Action Program is available to aid those who are homeless or facing homelessness.

Transportation- For those needing help getting to our Center, we have collaborated with Lamprey Health Care.

Fuel Assistance- We provide a satellite office for local residents to sign up for fuel assistance through Rockingham Community Action.

Program Impacts on Exeter Residents 2019

- 2,726 Exeter area household visits to the Food Pantry.
- Provided emergency dental services to 196 clients in our dental van.
- 42 homeless individuals/ families received emergency supplies such as food, tents, sleeping bags, etc. 25 individuals received emergency housing and transportation.
- Provided 5 utility payment assistances.
- Provided 33 fuel vouchers for medical appointments and job interviews.
- Provided 5 auto repair payment assistances.
- Saved 19 households from eviction.

Program Changes and/ or Highlights from Last Year

- Due to COVID-19 SVdP Exeter is encouraging clients to visit the Food Pantry weekly, some programs like dental and healthcare has been suspended.
- SVdP Exeter is preparing for an increase in request for emergency financial assistance due to mass unemployment rates caused by COVID-10.

Society of St. Vincent de Paul Exeter
Profit Loss Budget
January through December 2021

Budget Jan-
Dec 2021

Ordinary Income/Expense

Income

4 · Contributed support

4010 · Indiv/business contribution

4010.01 · Individual Donations \$147,362

4010.02 · Memoriam Donations \$11,676

4010.03 · Business Donations \$168,024

4010.50 · In-Kind Food Donatons \$0

4010.51 · In-Kind Other Donations \$0

Total 4010 · Indiv/business contribution \$327,062

Total 4 · Contributed support \$327,062

5 · Earned revenues

Total 5310 · Interest-savings/short-term inv \$11,063

5490 · Miscellaneous revenue \$80

Total 5 · Earned revenues \$11,143

Total Income \$338,205

Expense

7000 · Grant & contract expense

7010 · Contracts - program-related \$5,250

7020 · Grants to other organizations \$5,000

7050 · Specific assistance - Ind

7050.01 · Food \$54,340

7050.02 · Rent \$9,606

7050.03 · Emergency Housing \$395

7050.04 · Auto Repairs \$2,922

7050.05 · Auto Fuel Voucher \$1,033

7050.07 · Dental & Medical \$2,131

7050.08 · Utilities \$1,313

7050.10 · Homeless Assistance \$3,580

7050.11 · Re-Entry Program \$754

7050.14 · Other Client Aid \$1,451

7050.51 · In-Kind Client Aid \$0

Total 7050 · Specific assistance - ind \$77,524

7060 · Benevolent Fund Expenses \$2,000

Total 7000 · Grant & contract expense \$89,774

7200 · Salaries & related expenses

7210 · Officers & directors salaries \$53,466

7220 · Salaries & wages - other \$40,000

Total 7250 · Payroll taxes \$6,703

7260 · Workmens' Comp Insurance \$1,750

Total 7200 · Salaries & related expenses \$101,919

Total 7500 · Other personnel expenses \$1,344

Total 8100 · Non-personnel expenses \$16,469

Society of St. Vincent de Paul Exeter
Profit Loss Budget

January through December 2021

Budget Jan-
Dec 2021

8200 · Occupancy expenses	
8211 · Hskpg & Maint - Interior	\$8,191
8212 · Maintenance - Bldg. Exterior	\$684
8213 · Maint & Care - Grounds	\$2,478
8215 · Maint & Care - Dental Van	\$3,767
8216 · Dental Van Fees	\$160
8217 · Hskpg - Dental Van	\$3,024
8220 · Utilities	\$15,647
8221 · Alarm Monitoring Service	\$331
8222 · Inspection Fee	\$1,057
8250 · Mortgage interest	\$6,300
Total 8200 · Occupancy expenses	\$41,639
8300 · Travel & meetings expenses	
Total 8300 · Travel & meetings expenses	\$3,600
Total 8400 · Depreciation & amortization exp	\$45,221
8500 · Misc expenses	
8500.01 · Events	\$364
Total 8520 · Insurance - non-employee	\$10,390
8530 · Membership dues - organization	\$3,570
8540 · Staff development	\$1,180
8560 · Outside computer services	\$2,366
Total 8570 · Fund Raising & Advertising Exp	\$4,549
8590 · Other expenses	\$2,783
8500 · Misc expenses - Other	\$4
Total 8500 · Misc expenses	\$25,205
8600 · Business expenses	
8670 · Organizational (corp) expenses	
8673 · Financial Review	\$2,520
8674 · Organization Assessment	\$2,500
Total 8670 · Organizational (corp) expenses	\$5,020
8600 · Business expenses - Other	\$75
Total 8600 · Business expenses	\$5,095
Total Expense	\$330,266
Net Ordinary income	\$7,939
Net Income	\$7,939

Note: In-Kind donations and expenses excluded.

Paid staff is assumed to remain at current level

Society of St. Vincent de Paul Exeter
Balance Sheet
 As of December 31, 2019

	Dec 31, 19
ASSETS	
Current Assets	
Checking/Savings	
1040 · Petty Cash - O	96.00
1070 · Savings & short-term investment	
1070.02 · Provident Bank Checking Acct.-O	154,191.37
1070.03 · Service Credit U Check Acct - O	41,355.04
1070.04 · Service Credit U Save Acct - O	5.70
1070.10 · Building Fund - G	2,569.34
1070.12 · Eventide Home Grant - G	24,790.00
1070.16 · Milk Egg Grant - Peop United -G	12.68
1070.25 · Systemic Change- Natl Svdp - G	39.58
1070.28 · Delta Dental Grant - G	3,806.19
1070.35 · Desgroseilliers Home Repair - G	457.51
Total 1070 · Savings & short-term investment	227,227.41
1075 · Certificates & Savings	
1075.02 · SCU Certificate #70 - O	45,451.23
Total 1075 · Certificates & Savings	45,451.23
1080 · Reserve Funds - R	
1080.01 · Operating Reserves - SCU #71	80,786.92
1080.10 · Bldg & Facility - SCU #66	25,040.53
1080.11 · Sldg & Facility Retention #72	2,650.33
1080.20 · Capital Equipment - SCU #67	25,040.53
1080.21 · Capital Equip Retention #69	14,551.81
Total 1080 · Reserve Funds - R	148,070.12
1085 · We Help People Endowment Funds	
1085.01 · Lock Endowment Fund - SCU #68	20,032.43
Total 1085 · We Help People Endowment Funds	20,032.43
1090 · Gift Cards	
1090.01 · Gift Cards Food Purchases - O	372.87
1090.02 · Gift Cards Emergencies - O	170.00
1090.08 · Fuel Vouchers - O	250.00
1090 · Gift Cards - Other	10.00
Total 1090 · Gift Cards	802.87
1091 · New Hampshire Food Bank - G	98.17
1092 · Salvation Army Vouchers - G	1,284.63
Total Checking/Savings	443,062.86
Total Current Assets	443,062.86
Fixed Assets	
1610 · Land - operating	159,131.00
1620 · Buildings - operating	
1620.01 · Building Expansion	191,337.95
1620 · Buildings - operating - Other	263,682.30
Total 1620 · Buildings - operating	455,020.25
1640 · Furniture, fixtures, & equip	
1640.02 · Cooler - 3 Door New	3,774.00
1640.03 · Freezer - 3 Door New	6,838.00
1640.04 · Freezer - 2 Door New	5,125.00
1640.05 · Vertical Conveyor New	21,620.90
1640.06 · Other Warehouse Equipment	55,223.77
1640.07 · Freezer - Remote 3 Door Used	3,000.00
1640.08 · Cooler - Remote 3 Door - New	3,965.00
Total 1640 · Furniture, fixtures, & equip	99,546.67

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07/17/20
Cash Basis

Society of St. Vincent de Paul Exeter
Balance Sheet
As of December 31, 2019

	Dec 31, 19
1650 · Vehicles	
1650.02 · 2002 Airstream Dental Van	119,120.42
1650.03 · 2014 Dodge Ram ProMaster	34,072.74
Total 1650 · Vehicles	153,193.16
1725 · Accum depr - building	-71,353.53
1745 · Accum deprec- furn,fix,equip	
1745.02 · Cooler - 3 Door	-1,918.45
1745.03 · Freezer - 3 Door	-3,475.78
1745.04 · Freezer - 2 Door	-3,535.54
1745.05 · Vertical Conveyor	-12,814.93
1745.06 · Other Warehouse Equipment	-25,707.86
1745.07 · Remote 3 Dr Freezer	-1,225.00
1745.08 · Cooler - Remote 3 Door - New	-495.60
Total 1745 · Accum deprec- furn,fix,equip	-49,173.16
1755 · Accum deprec - vehicles	
1755.02 · Depreciation Dental Van	-102,201.51
1755.03 · Depreciation Dodge Ram Van	-34,072.74
Total 1755 · Accum deprec - vehicles	-136,274.25
Total Fixed Assets	610,090.14
TOTAL ASSETS	1,053,153.00
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
2730 · Mortgages payable	
2730.02 · Service Credit Union	191,482.30
Total 2730 · Mortgages payable	191,482.30
Total Long Term Liabilities	191,482.30
Total Liabilities	191,482.30
Equity	
3001 · Opening Bal Equity	627,422.78
3010 · Unrestrict (retained earnings)	183,867.72
Net Income	50,380.20
Total Equity	861,670.70
TOTAL LIABILITIES & EQUITY	1,053,153.00

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Net Income	50,380.20
Total Equity	861,670.70
TOTAL LIABILITIES & EQUITY	1,053,153.00

Society of St. Vincent de Paul Exeter Food Pantry and Cleo Castonguay, Community Assistance Center
Current list of Board Members
Town of Exeter

Rick Mahoney- President- Phillips Exeter Academy, Director of Financial Aid, retired

Dwight Totten- Treasurer- Principal International Management Consulting Firm, Corporate Operations Officer and major retail, retired

Catrina Gaynor – Secretary – Office Manager

Kevin Joyce – Spiritual Advisor – Public School Educator, retired.

Heather Clark – Board Member – Homemaker, Accountant, Realtor.

Patricia Lovejoy – Board Member – State Representative Finance Committee.

Ron Suduiko – Board Member – Phillips Exeter Academy, Director of Principal and Major Gifts, Retired.

Jim Pitts – Board Member – The Boston Foundation, Finance Investment, retired.

Sally Coleman- Board Member- Medical Technologist, retired

Eileen Flockhart- Board Member- Teacher and New Hampshire State Representative, retired

Leah Grant- Pastoral Minister at St. Michael Parish

Food Pantry

In 2019 we had 2,726 client household visits to the Food Pantry.

SVdP Exeter distributed 295,480lbs of food equivalent to 256,080 meals with a retail value of \$886,440.00.



130 food deliveries were made to housebound seniors living in Exeter.



277 senior citizens participated in our dedicated Senior Pantry Day.

159 families with school-age children participated in the Summer Family Food Program, coming to the food pantry weekly.

Society of St Vincent de Paul Exeter

Our programs are made possible thanks to the generosity of our dedicated volunteers, individual donors, and grants as well as local organizations and businesses.



Our weekly operational expenses are \$6,000. We serve our 800 households with a paid staff of 2.5 employees and 125 dedicated volunteers.



To make a donation, please visit our website, www.svdpexeter.com or mail your donation to P.O. Box 176, Exeter, NH 03833

Society of St Vincent de Paul Exeter

2019 Annual Report



Our Mission

As a community assistance organization, we help people impacted by poverty to achieve and maintain self-sufficiency.

Office Hours

Monday-Friday 8:00 am to 4:00 pm

Pantry Sessions

Monday, Tuesday, Thursday 7:00-8:00 pm
Wednesday & Fridays 1:00-2:00 pm

P.O. Box 176
53 Lincoln Street
Exeter, NH 03833
603-772-9922

www.svdpexeter.org

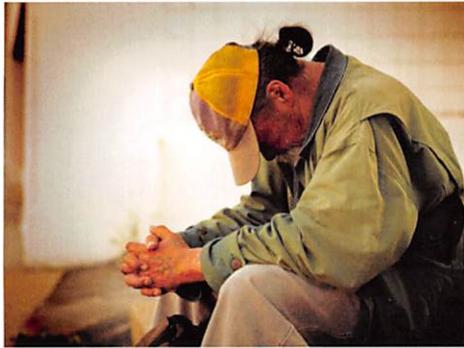
General Assistance

Dental & Medical

Together with Families First, we provided urgent dental services to **196** clients. Additionally, our dental van served as a medical office staffed by Families First.

Auto Fuel Vouchers

Provided **33** gas vouchers for clients' medical appointments and job interviews.



Homeless Assistance

197 Homeless individuals and families were provided with emergency food, clothing, and supplies. **25** clients received emergency accommodations and transportation.



Emergency Assistance

17 Rental payments were given to avoid eviction.
5 Utility payments were given to avoid shutoff.
5 Auto repair payments were given for continued transportation.

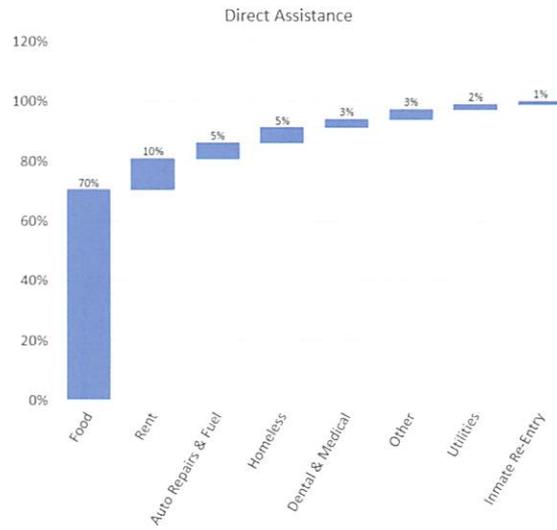
Getting Ahead While Getting Out

21 inmates of Rockingham County Jail were coached during a 10-week long session in preparation for their upcoming release.

3 inmates received tutoring for the Hi-Set (GED) exam.

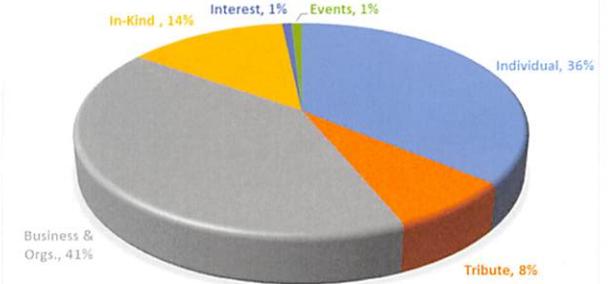


How We Use Your Donation



How You Can Help

REVENUE SOURCES



Please Donate

Please consider a financial recurring donation or making SVdP part of your estate planning



\$1.00 donation = Approximately \$50.00 in food purchases from the New Hampshire Food Bank