



Exeter Area Charitable Foundation

120 Water St
Exeter, NH 03833
Exeter, NH 03833-0278
(603) 772-2411

Subject: EACF Annual Report of Exeter Funding FY20

The Exeter Area Charitable Foundation's Board of Directors wishes to thank the town selectmen and citizen's for the \$2,200 grant in FY 2020.

Vouchers were issued through our established network of social service agencies: Exeter Human Services, St. Vincent De Paul, Rockingham Community Action.

- Last year we distributed \$84,700 to 665 children.
- 227 recipients were Exeter residents, or 34% of our overall total, receiving vouchers totaling \$29,130.
- \$79,468 of the clothing vouchers were redeemed, equating to 94%.

Town Manager's Office

JUL 30 2020

Received



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2021

Organization's Name: Exeter Area Charitable Foundation Year Founded: 1989
(EACF)
Address: 120 Water St. Exeter NH 03833
Executive Director/ Board Chair: Charles Walker Tax ID Number: 02-0485176
Applicant Contact: Karen Drapaniotis Email: karendrap@comcast.net
Address: 139 Middle Rd, Brentwood NH 03833 Phone: 603-706-0043(c)

Organization's Mission Statement:

The Community Children's Fund, formerly the Chamber Children's Fund, raises money to provide warm clothing and bedding to children in need that reside in the local area served by the Exeter Area Chamber of Commerce.

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

This grant will be used towards funding our annual Voucher Program for families in need that reside in Exeter. Money is also given to all Exeter public schools to fund unmet needs as identified by school administration and staff. In the past, money has been used to buy clothing, shoes and food.

% of overall services that goes to Exeter residents: 34%
of Exeter residents served: 227

List all geographic area(s) served by organization: Brentwood, East Kingston, Epping, Kensington
Kingston, Newfields, Newmarket, Raymond, Stratham and Fremont

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

Each fall, the EACF issues Vouchers to families in need, through established social service organizations, that meet town residency requirements and the income guidelines, at or below the 185% poverty level. Vouchers are redeemed by the families at pre-determined, local stores for warm clothing and bedding. In 2019, we issued vouchers to 227 Exeter children in the amount of \$120 each, or \$150 for ages 13 to 18. This is 34% of the total of all vouchers issued last fall. Further, \$3,500 was given to Exeter schools to help children with needs that may have fallen through the cracks of the social services. Total assistance to Exeter children in 2019 added up to \$32,630.

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

2018 - \$1,500 2019 - \$2000 2020 - \$2,200

Total Municipal Contributions in 2020: \$9,200

List each town that contributes and the amount received: Raymond \$3000; Brentwood \$1000;
Epping \$3000

Organization's total projected budget for FY 2021: \$ \$108,300 Amount Requested: \$ \$2,600

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 29 July, 2020 (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: Karen Depaulis Date: 29 July, 2020

Submit no later than July 31, 2020:

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

Town of Exeter request for fiscal year funding 2021

The FY 20 grant funds provided by Exeter helped us meet a growing demand for assistance through our warm clothing and bedding vouchers. In the fall of 2019, we issued \$29,130 in vouchers to 227 Exeter children, 34% of our total 665 children. This is an added \$5000 of assistance to Exeter residents, up from \$24,000 in 2018. Due to our fundraising success, we were able to increase the voucher amounts to \$120 for children and \$150 for teens. Further, a total of \$3,500 was granted to the Exeter public schools for their use in assisting children with clothing and other needs who may have fallen through established social service programs.

| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|---------------|------|------|------|------|------|------|------|
| Exeter | 172 | 208 | 191 | 178 | 181 | 221 | 227 |
| Total | 496 | 643 | 556 | 528 | 508 | 631 | 665 |

Established in 1989, the Community Children's Fund (CCF) (formerly the Chamber Children's Fund) was created by the Exeter Area Chamber of Commerce to raise money to provide warm winter clothing and bedding to children in need that resided in their service area. We've since expanded to include eleven 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 Fund has raised and distributed money since it's inception, through a variety of events that serve to also raise awareness throughout the community. These events include:

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

Our Chase the Ace initiative in 2019 was a huge success and continues to be part of our overall sustained efforts. In addition to these events, the CCF also solicits donations from local businesses, associations and individuals and were awarded grants from Walmart and the Exeter Kiwanis this past year. Our fundraising events are run by our volunteer board of directors, other community volunteers, with support from the Exeter Area Chamber of Commerce and two part-time contract accounting and administration workers.

The bulk of our funds are distributed in the fall through our annual Voucher Program. Working with over 10 established social service agencies listed in our attached brochure, families are issued vouchers for each child 18 years and younger. Parents redeem the voucher for warm clothing and bedding at participating merchants as they would a gift certificate. In our inaugural year of 1989, we distributed \$5000 to 155 children and in 2019 this amount has grown to over \$84,000 and 655 children. While

the number of children fluctuates every year, the demand for assistance continues to show a large and continued need. Our Vouchers help the most vulnerable children in Exeter and their financial situation and needs are likely exacerbated during this period of economic downturn.

The impact of the Coronavirus this year, has already negatively affected our Chase the Ace fundraising event. This effort was suspended in mid-March, which provided an income of \$5,500 during the same time frame in 2018. Further impacts to our 2020 events are yet to be determined, but where possible, we are adjusting to fit with the times, to include a Virtual Duck Race. That said, the board is also working to identify and solicit additional sources of financial support through charitable grants, in an effort to mitigate the potential loss of income to our annual large venue events impacted by the virus. We were recently awarded a \$5,000 grant in June through the NH Charitable Foundation and \$5,000 from Cambridge Trust. Still pending are several grant applications including one with the CARES NH Non-Profit Emergency Relief and Recovery Fund.

Exeter Area Charitable Foundation

BALANCE SHEET

As of June 30, 2020

| | TOTAL |
|--|---------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 1130 - CCF Checking | 40,679.64 |
| 1140 - CCF Savings - opened 07-03-18 | 54,856.25 |
| 1150 - CCF 6-Month CD | 41,119.88 |
| Total Bank Accounts | \$136,655.77 |
| Total Current Assets | \$136,655.77 |
| TOTAL ASSETS | \$136,655.77 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| Chase the Ace | 13,075.00 |
| Total Other Current Liabilities | \$13,075.00 |
| Total Current Liabilities | \$13,075.00 |
| Total Liabilities | \$13,075.00 |
| Equity | |
| 4500 - Retained Earnings | 121,648.21 |
| Net Income | 1,932.56 |
| Total Equity | \$123,580.77 |
| TOTAL LIABILITIES AND EQUITY | \$136,655.77 |

Exeter Area Charitable Foundation

| | 2019-2020 BUDGET | 2019-2020 ACTUAL | 2020-2021 BUDGET |
|---------------------------------------|---------------------|---------------------|---------------------|
| Income | | | |
| 5100 - Interest Income | 500 | 1,480.42 | 300 |
| 7100 - Event Income | | | |
| 7110 - Festival of Trees | 30,000 | 33,189.37 | 30,000 |
| 7120 - Gingerbread House | 1,700 | 1,644 | 1,700 |
| 7130 - Duck Race | 7,400 | 9,511 | 7,400 |
| 7140 - Kandlepins For Kids | 7,000 | 7,158.3 | 7,000 |
| Total 7100 - Event Income | 46,100 | 51,502.67 | 46,100 |
| 7200 - Gaming Income | 8,000 | 8,712.38 | 8,000 |
| 7400 - Chase the Ace | 20,000 | 14,831.5 | 20,000 |
| 7500 - Grant Income | 15,000 | 31,700 | 15,000 |
| 7600 - Misc. Income | 500 | 0 | 500 |
| 7800 - Donations Income | | 19.12 | |
| 7810 - Individual Donation Income | | 4,107.08 | 2,000 |
| 7820 - Organizations Donation Income | | 1,050 | 500 |
| 7830 - Schools Donation Income | | 3,196.45 | 3,500 |
| Total 7800 - Donations Income | 10,000 | 8,372.65 | 6,000 |
| Total Income | 100,100 | 116,599.62 | 95,900 |
| Gross Profit | 100,100 | 116,599.62 | 95,900 |
| Expenses | | | |
| 6100 - Professional Fees | 700 | 1,160 | 700 |
| 6110- Professional Consultants | | | 4,000 |
| 6150 - Administrative Fees | 3,000 | 5,306 | 1,000 |
| 6160 - Bank/Credit Card Fees | 500 | 433.31 | 500 |
| 6200 - Postage | 800 | 89.75 | 100 |
| 6300 - Printing & Reproduction | 1,500 | 1,052.75 | 1,000 |
| 6400 - Insurance | 1,500 | 1,449 | 1,500 |
| 6500 - Gift Cards | 12,000 | 13,000 | 13,000 |
| 6520 - Misc Expense | 1,500 | | |
| 6600 - Vouchers | | | |
| 6610 - George & Phillips | | 491.71 | 500 |
| 6620 - Kohl's | | 25,395.47 | 25,500 |
| 6640 - Walmart | | 53,527.66 | 54,000 |
| Total 6600 - Vouchers | 75,000 | 79,414.84 | 80,000 |
| 6950 - Office Expense | | 690.45 | 0 |
| 8100 - Event Expenses | | | |
| 8110 - Festival of Trees | | 1,090.06 | 800 |
| 8120 - Gingerbread House | | 409.16 | 410 |
| 8130 - Duck Race | | 1,959.09 | 1,200 |
| 8170 - Chase the Ace Expense | | 89.4 | 90 |
| Total 8100 - Event Expenses | 2,500 | 3,547.71 | 2,500 |
| 8150 - Gaming Expense | 3,000 | 3,523.25 | 3,000 |
| 8310 - Scholarship Award | 5,000 | 5,000 | 5,000 |
| 8800 - Donations Expense | | | |
| 8830 - School Donation Expenses | | | |
| Total 8800 - Donations Expense | 0 | 0 | 0 |
| Total Expenses | 107,000 | 114,667.06 | 108,300 |
| Net Income (Loss) | (6,900.00) | 1,932.56 | (12,400.00) |

Exeter Area Charitable Foundation Board of Directors Contact List
March 10, 2020 (2019 - 2020)

Chair:

Charles Walker (Term Exp. 9/2022)
Pentucket Bank
38 East Road
East Kingston, NH 03827
Phone: (978) 556-5447
Cell: (978) 660-0438
cwalker@pentucketbank.com

Vice Chair:

Karen Drapaniotis, Retired (Exp. 9/2021)
139 Middle Road
Brentwood, NH 03833
Phone: (603) 778-1435
Cell: (603) 706-0043
karendrap@comcast.net

Treasurer:

Briana Carlson (Exp. 9/2020)
Phillips Exeter Academy
1 Windsor Lane
Brentwood, NH 03833
Phone: (603) 777-3216
Cell: (413) 455-4424
bcarlson@exeter.edu

Secretary:

Jonathan Ring, P.E. (Exp. 9/2021)
Jones & Beach Engineers, Inc.
24 String Bridge, Apt. S2
Exeter, NH 03833-1885
Phone: (603) 772-4680
Cell: (603) 765-2271
jonathanring9@gmail.com

Exp. 20 BC, SD
21 KD, JR, CDS
22 CW, BG, RF

Board Members:

Bonnie Galinski (Exp. 9/2022)
Salem State University
30 Sanborn Road
East Kingston, NH 03827
Phone: (603) 773-5924
Cell: (978) 979-9190
bgalinski@salemstate.edu

Christine Davis Soutter (Exp. 9/2021)
31 Cullen Way
Exeter, NH 03833
Cell: (603) 858-0838
cjdavis2001@comcast.net

Robert Ficara (Exp. 9/2022)
Exeter Bowling Lanes, Shooter's Sports Pub
6 Columbus Avenue
Exeter, NH 03833
Cell: (603) 770-7049
gocelt@comcast.net

Susan Drinker (Exp. 9/2020)
26 Franklin Street
Exeter, NH 03833
Cell: (603) 686-3728
susandrinker@gmail.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

ABOUT US

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|-----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Children Assisted | 419 | 496 | 643 | 556 | 528 | 508 | 631 | 665 |
| Families Assisted | 198 | 224 | 294 | 260 | 241 | 256 | 304 | 318 |
| Funds Distributed | \$45,510 | \$52,920 | \$69,210 | \$59,320 | \$56,460 | \$58,520 | \$67,600 | \$84,420 |
| Financial Assistance | \$4,000 | \$6,500 | \$14,000 | \$14,000 | \$13,500 | \$11,500 | \$12,000 | \$13,000 |

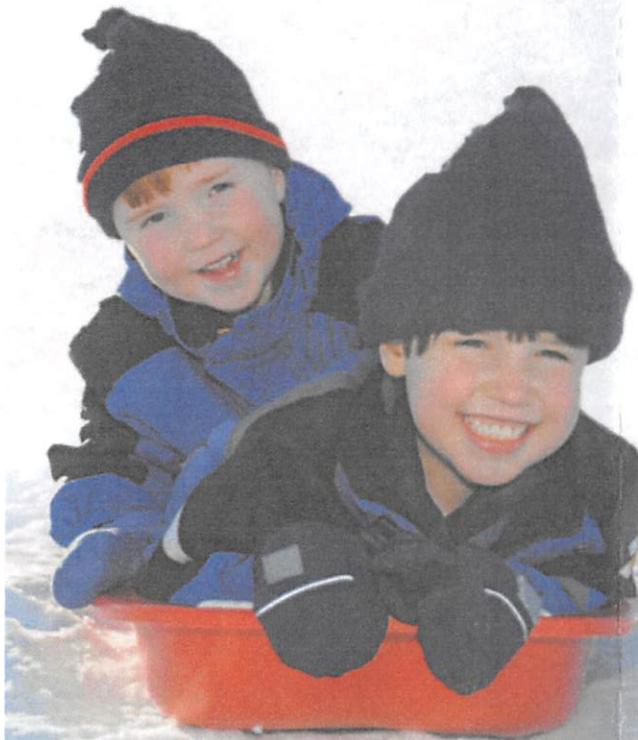
Established in 1989, the Community Children's Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to children in need that reside in the Exeter area communities. The Community Children's Fund is part of the Exeter Area Charitable Foundation, 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 10,000 children with donations exceeding \$1,000,000 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:

www.exeterareacharitablefoundation.org

You may also donate by sending your tax free donation to "Exeter Area Charitable Foundation", 120 Water Street, Exeter, NH 03833.



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 eleven communities:

Brentwood
East Kingston
Epping
Exeter
Fremont
Kensington
Kingston
Newfields
Newmarket
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
Seacoast Family Promise
Seacoast Mental Health Services
St. Vincent De Paul Society
Southern NH Services
RCA
WIC

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

Together we can provide warmth to a local child in need.

Celebrating over 30 Years



The Community
Children's fund

ABOUT US

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|-----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Children Assisted | 419 | 496 | 643 | 556 | 528 | 508 | 631 | 665 |
| Families Assisted | 198 | 224 | 294 | 260 | 241 | 256 | 304 | 318 |
| Funds Distributed | \$45,510 | \$52,920 | \$69,210 | \$59,320 | \$56,460 | \$58,520 | \$67,600 | \$84,420 |
| Financial Assistance | \$4,000 | \$6,500 | \$14,000 | \$14,000 | \$13,500 | \$11,500 | \$12,000 | \$13,000 |

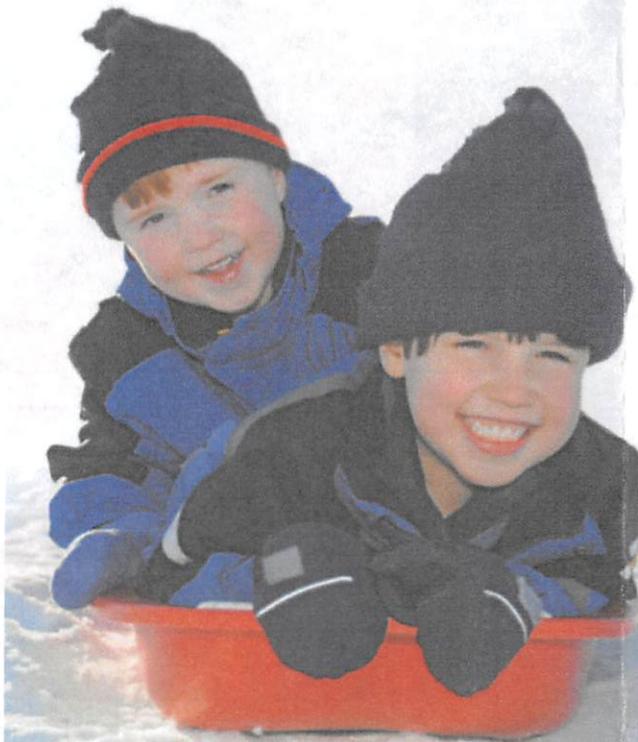
Established in 1989, the Community Children's Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to children in need that reside in the Exeter area communities. The Community Children's Fund is part of the Exeter Area Charitable Foundation, 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 10,000 children with donations exceeding \$1,000,000 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:

www.exeterareacharitablefoundation.org

You may also donate by sending your tax free donation to "Exeter Area Charitable Foundation", 120 Water Street, Exeter, NH 03833.



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 eleven communities:

Brentwood
East Kingston
Epping
Exeter
Fremont
Kensington
Kingston
Newfields
Newmarket
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
Seacoast Family Promise
Seacoast Mental Health Services
St. Vincent De Paul Society
Southern NH Services
RCA
WIC

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

Together we can provide warmth
to a local child in need.

Celebrating over 30 Years



ABOUT US

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|-----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Children Assisted | 419 | 496 | 643 | 556 | 528 | 508 | 631 | 665 |
| Families Assisted | 198 | 224 | 294 | 260 | 241 | 256 | 304 | 318 |
| Funds Distributed | \$45,510 | \$52,920 | \$69,210 | \$59,320 | \$56,460 | \$58,520 | \$67,600 | \$84,420 |
| Financial Assistance | \$4,000 | \$6,500 | \$14,000 | \$14,000 | \$13,500 | \$11,500 | \$12,000 | \$13,000 |

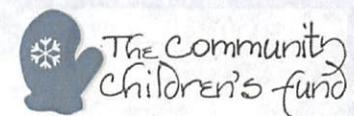
Established in 1989, the Community Children's Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to children in need that reside in the Exeter area communities. The Community Children's Fund is part of the Exeter Area Charitable Foundation, 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 10,000 children with donations exceeding \$1,000,000 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:

www.exeterareacharitablefoundation.org.

You may also donate by sending your tax free donation to "Exeter Area Charitable Foundation", 120 Water Street, Exeter, NH 03833.



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 eleven communities:

Brentwood
East Kingston
Epping
Exeter
Fremont
Kensington
Kingston
Newfields
Newmarket
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
Seacoast Family Promise
Seacoast Mental Health Services
St. Vincent De Paul Society
Southern NH Services
RCA
WIC

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

Together we can provide warmth to a local child in need.

Celebrating over 30 Years



The Community
Children's Fund

ABOUT US

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|-----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Children Assisted | 419 | 496 | 643 | 556 | 528 | 508 | 631 | 665 |
| Families Assisted | 198 | 224 | 294 | 260 | 241 | 256 | 304 | 318 |
| Funds Distributed | \$45,510 | \$52,920 | \$69,210 | \$59,320 | \$56,460 | \$58,520 | \$67,600 | \$84,420 |
| Financial Assistance | \$4,000 | \$6,500 | \$14,000 | \$14,000 | \$13,500 | \$11,500 | \$12,000 | \$13,000 |

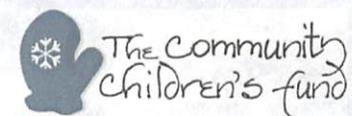
Established in 1989, the Community Children's Fund was created by the Exeter Area Chamber of Commerce to raise funds to provide warm winter clothing and bedding to children in need that reside in the Exeter area communities. The Community Children's Fund is part of the Exeter Area Charitable Foundation, 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 10,000 children with donations exceeding \$1,000,000 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:

www.exeterareacharitablefoundation.org

You may also donate by sending your tax free donation to "Exeter Area Charitable Foundation", 120 Water Street, Exeter, NH 03833.



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 eleven communities:

Brentwood
East Kingston
Epping
Exeter
Fremont
Kensington
Kingston
Newfields
Newmarket
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
Seacoast Family Promise
Seacoast Mental Health Services
St. Vincent De Paul Society
Southern NH Services
RCA
WIC

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

Together we can provide warmth
to a local child in need.

Celebrating over 30 Years

