

# Friends Program

*Serving Our Community Since 1975*

July 30, 2025

Town of Exeter  
Town Manager  
10 Front Street  
Exeter, NH 03833-3792

Dear Mr. Dean,

Please accept the enclosed request for funding for FY 2026 from the Town of Exeter in support of the Friends Senior Volunteer (formerly RSVP) Program and services provided by our organization in Exeter and Rockingham County. We are pleased to answer any questions the Human Services Committee may have regarding our application.

Our senior volunteers make our communities better and stronger. RSVP supports critical community needs with talented senior volunteers. At the same time, seniors benefit through physical activity, mental engagement, and high levels of satisfaction for making important contributions to the communities where they live.

Thank you for your kind attention to this request for continued support to make the service of our Friends RSVP volunteers possible. Together, we are meeting the needs of Exeter and Rockingham County.

Best regards,



Nancy J. McKeon  
Executive Director

Enc. Human Services Application Cover Sheet  
Narrative  
Operating Budget  
Balance Sheet  
Annual Report on Service Data FY25



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2026

Organization's Name: The Friends Program. Inc. Senior Volunteers

Year Founded: 1975

Address: 130 Pembroke Road, Ste 200, Concord, NH 03301

Executive Director/ Board Chair: Nancy McKeon/Chris Senko

Tax ID Number: 02-0326855

Applicant Contact: Nancy McKeon

Email: nmckeon@friendsprogram.org

Address: 130 Pembroke Road, Ste 200, Concord, NH 03301

Phone: 603-228-1193

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

Our mission to "build positive connections and solutions for at-risk youth, families and seniors" is met through Youth Mentoring; Emergency Housing; RSVP- Retired and Senior Volunteer Program; and the Foster Grandparent Program. The purpose of this grant is in support of our Senior Volunteer Program (transitioning from the RSVP name in 2026 but providing the same services) serving throughout Merrimack and Rockingham County providing critical community support via senior volunteers. We recruit, screen, train, and place senior volunteers with local nonprofits and agencies to meet critical needs within the community. Senior volunteers gain health and cognitive benefits from volunteering, improving their health outcomes, and local organizations increase their capacity to deliver services.

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

Funding from the Town of Exeter will support our senior volunteers in meeting the needs of Exeter residents. RSVP volunteers prepare food for the elderly and those with disabilities; lead twice-weekly free senior osteoporosis-prevention exercise classes that also improve balance and strength; build capacity at local nonprofits, visit persons in nursing homes like the Rockingham County Nursing Home; serve at sites like American Red Cross; NH Veterans Home. RSVP has the dual purpose of supporting critical community needs via volunteer power and engaging the growing senior population in meaningful opportunities for volunteer service, both shown to effectively improve health outcomes.

% of overall services that goes to Exeter residents: 4%

# of Exeter residents served: 200 (directly)

List all geographic area(s) served by organization: Rockingham, Merrimack, Belknap, Strafford Counties

Total Municipal Contributions in 2025: \_

List each town that contributes and the amount received: \_

<b>Town</b>	<b>Amount Received</b>
Chester	\$50
Danville	\$125
Exeter	\$2,000
Fremont	\$100
Hampstead	\$700
Hampton	\$1,800
New Castle	\$750
Newington	\$250
Newmarket	\$600
Nottingham	\$100
Plaistow	\$850
Portsmouth	\$4,000
Rye	\$1,500
South Hampton	\$50
Stratham	\$500
Rockingham County	\$7,000
<b>Total</b>	<b>\$20,375</b>

Organization's total projected budget for FY 2026: \$992,539\*

\*Board votes to approve our FY2026 budget in September. Please note that federal funding for two of our programs for next year is expected to be cut. Programs renewing their funding this year did not receive funding after grants were approved. This results in significant uncertainty for our agency budget projections for FY2026. We intend to continue operating our senior volunteer programs in Exeter and other New Hampshire towns, regardless of federal funding cuts next year.

Amount Requested: \$2,000

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 June 11, 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: Mary J. McKen Date: 7/30/2025

Submit no later than July 31, 2025:

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



### FRIENDS RSVP Narrative

The Friends Program is a non-profit human services agency operating since 1975 with four programs: a youth mentoring program, emergency housing for families, Foster Grandparent Program and RSVP - Retired and Senior Volunteer Program. Our mission is to "build positive connections and solutions for at risk youth, families and seniors."

**New Hampshire is tied with Vermont as the second fastest aging state in the United States.** It is vital that we put the skills and talents of older adults to work solving local problems. Area agencies need help connecting with that talent to fill their needs. Seniors who volunteer have decreased mortality and better health and cognitive outcomes than their non-volunteering peers. Our Friends RSVP volunteers improve their own health and well-being by volunteering in our program, reducing the support services that they require. Healthier, happier seniors and improved local services benefit New Hampshire.

Friends RSVP meets a myriad of community needs in NH, particularly for many of our most vulnerable people, resulting in better outcomes in health and independent living for seniors, the disabled, veterans and families; increased support of local nonprofits and public agencies so they can serve more people cost effectively; increased food security; and educational achievements for children, adults and refugees.

Over 300 RSVP volunteers serve each year. Last year, 351 enrolled volunteers served a total of 30,494 hours. Of this number, 275 RSVP volunteers are placed in high impact assignments. Some of their activities include Transportation, Bone Builders senior exercise classes, Food Distribution, Companionship, Community Gardens and Youth Mentoring. Volunteer sites include nursing care facilities, schools, senior nutrition sites, healthcare facilities, human service and municipal agencies, cultural and historical venues, homeless shelters, food pantries, and more.

RSVP volunteers respond to community partners in need with faithful volunteer service. Staffing blood drives, transporting the homebound to medical appointments, and distributing food to our most at risk community members.

We work with over 55 community partners to increase social support for caregivers of homebound or older adults and individuals with disabilities; increase food security for individuals and households; and increase the number of seniors who experience increased strength, better balance, more energy, and enhanced feelings of wellbeing through Friends RSVP Bone Builders program.

Friends RSVP works in the Exeter area to recruit and place volunteers over the age of 55 in support of local nonprofits and public agencies. We also recognize and support these volunteers in their roles. **Seniors have a lifetime of experience and expertise to offer that can help achieve important goals for our communities. Our goal is to connect capable, talented seniors with agencies in need of help to meet critical needs.** Friends RSVP supports local

agencies by finding, screening, and training volunteers as well as providing excess liability and auto insurance coverage for the term of volunteer service.

Friends RSVP coordinators travel throughout Rockingham County and within Exeter performing outreach and recruitment activities for volunteers. Funding from the Town of Exeter provides materials, screening, training and support of volunteers at sites serving Exeter residents. We value the organizations we support and always ensure that our volunteers are properly screened and trained before placing them. This increases the success of our volunteers on behalf of the agencies they support.

Friends RSVP Caregiver volunteers help older adults live more independently by providing companionship, transportation to medical appointments and the grocery store. We provided 1,224 rides this year. Transportation remains a critical need for seniors and community members who are disabled.

Friends RSVP Bone Builders is our signature senior strength training and exercise class, which improves bone and muscle strength, balance, circulation and general health. A total of 2,058 classes were held this year. We increased our number of trained Bone Builders leaders again this year to more than 100, ensuring that classes have robust support. Participants praise the quality of instruction and report numerous health and social benefits from attending. Our classes are supported by a Program Coordinator who is certified as a Master Bone Builder teacher with over 15 years of experience. One participant recently reported that her bone density scans have improved and her osteopenia progression has reversed, with scans showing healthy bones at her most recent test. She attributes her improvement to the strength she gained doing our Bone Builders classes. 97% of class participants report improved strength, balance or flexibility when surveyed. Most report moderate to significant changes in all of the above with many more noting improvements in their well-being and social connection.

Bone Builders classes are provided twice weekly, year-round, at local senior centers, churches and senior housing buildings throughout Rockingham County. Currently serving the Exeter population, classes are held throughout Rockingham County area and are available to any Exeter residents.

Friends RSVP recruits, trains, and supports volunteers to help your town and surrounding communities that in turn can do more to help local citizens. Through this type of coordination, Friends RSVP is proud to partner with the Town of Exeter and continue to provide so much support to those that are in need. **Return on investment for senior volunteer programs has been estimated at 8-1.** Ongoing financial support of Exeter and other towns in Rockingham County is necessary to continue this vital volunteer service program.

The funding from Exeter is more important than ever to this vital service, as federal funding for RSVP may not return for 2026. The Friends Program plans to continue providing Senior Volunteer services in 2026 without federal funding, as we recognize the importance of the services.

Support from the Town of Exeter is greatly appreciated.



**The Friends Program**  
Statement of Revenues and Expenditures  
From 10/1/2024 Through 9/30/2025

	<u>Current Period Budget - Original</u>
Operating Revenue	
Grant Revenue	
SGIA	204,000.00
Americorps	557,311.00
State Grants	79,801.00
City of Concord	47,000.00
Building Loan Forgiveness	10,000.00
Municipal - Towns and Cities	15,000.00
Rolfe and Rumford	6,000.00
Foundations	65,000.00
Rockingham County	7,000.00
Lincoln Financial	15,000.00
Merrimack County	25,000.00
Total Grant Revenue	<u>1,031,112.00</u>
Contributions	
Granite UW State Pledges	500.00
Granite UW Ind Donors	3,500.00
Fundraising and Events	37,000.00
Chasers	130,000.00
Designated Programs	4,100.00
Donations	49,500.00
Bone Builders	24,000.00
Total Contributions	<u>248,600.00</u>
Program Revenue	
General Misc	12,000.00
Total Program Revenue	<u>12,000.00</u>
Investment Income	
G/L Unreal/Unrest	21,000.00
Total Investment Income	<u>21,000.00</u>
Other Income	
Inkind Meals	500.00
Inkind Travel	3,000.00
Inkind Other	60,000.00
Inkind Physicals	200.00
Total Other Income	<u>63,700.00</u>
Total Operating Revenue	<u>1,376,412.00</u>
Total Revenue	<u>1,376,412.00</u>
Expenditures	
Personnel Expenses	
Sals Clerical	54,869.00
Sals Shelter Support	64,087.00
Sals Coordinator	396,579.00
Sals Supervisory	217,868.00
Disability Insurance	1,748.00
Vision	404.00
Dental	4,030.00
Employee/Crim/DMV Checks	440.00
Health Insurance	42,005.00
Life Insurance	984.00
Payroll Taxes/FICA	56,105.33

**The Friends Program**  
Statement of Revenues and Expenditures  
From 10/1/2024 Through 9/30/2025

	Current Period Budget - Original
Workers Comp Insurance	10,781.00
Total Personnel Expenses	849,900.33
Program Expenses	
Conference/Meetings	3,100.00
Staff Travel	18,625.00
Vol Travel	26,000.00
Vol Meals	20,000.00
Dues/Memberships	1,425.00
Vol Insurance	3,200.00
Staff Development	2,029.00
Vol Stipends	187,920.00
Recognition Expense	16,250.00
Volunteers CRIM/DMV Checks	3,461.50
Volunteer Physical Exams	200.00
Total Program Expenses	282,210.50
Professional Fees	
Other Outside Services -Payroll	6,000.00
Temporary Help	200.00
Auditing and Professional Services	18,250.00
Public Relations/Marketing	18,417.00
Total Professional Fees	42,867.00
Supplies	
Books/Subscriptions	897.00
Computer Supplies	17,760.00
Software Maintenance Agreements	30,410.00
Printed Supplies	2,775.00
Office Supplies	2,865.00
Leased/Rental Equipment	3,325.00
Total Supplies	58,032.00
Occupancy	
Electricity	6,000.00
Postage	6,975.00
Office/Storage Rent	37,992.00
Insurance/General Liability	23,522.00
Water/Sewer	2,000.00
Heating	4,600.00
Telcom Expenses	13,572.00
Advertising	1,125.00
Building Maintenance Expense	16,000.00
Program Activities	11,500.00
Total Occupancy	123,286.00
Depreciation	
Depreciation Exp/LHI	20,000.00
Total Depreciation	20,000.00
Miscellaneous	
Fundraising Expense	3,500.00
Credit Card Fees	250.00
Inkind Physicals	200.00
Inkind Other	60,000.00
Inkind Travel	3,000.00
Inkind Meals	500.00
Total Miscellaneous	67,450.00



**The Friends Program**  
Statement of Revenues and Expenditures  
From 10/1/2024 Through 9/30/2025

	Current Period Budget - Original
Total Expenditures	1,443,745.83
Net Revenue Over Expenditures	(67,333.83)

# **The Friends Program**

Balance Sheet

As of 6/30/2025

	<u>Current Year</u>
<b>Assets</b>	
<b>Current Assets</b>	
Cash & Cash Equivalents	
Payroll Clearing Account	(452.46)
Merr County Savings Bank Operating	71,883.90
Merr County Savings Bank MMF	477,660.69
Emergency Housing Savings	56,557.25
Petty Cash	100.00
Total Cash & Cash Equivalents	605,749.38
Accounts Receivable	
Accounts Receivable Other	26,441.44
Grant Receivable AmeriCorps-FGP	165,215.64
Grant Receivable AmeriCorps-RSVP	113,666.65
Total Accounts Receivable	305,323.73
Prepaid Expenses	
Prepaid Rent	2,723.50
Prepaid Professional Fees	5,382.53
Total Prepaid Expenses	8,106.03
Total Current Assets	919,179.14
<b>Long-term Assets</b>	
Property & Equipment	
Land	37,800.00
Buildings	237,633.19
Furniture And Fixtures	96,835.21
Building Improvements	861,153.13
Accum Dep/Buildings	(237,633.19)
Accum Depn/Furn And Fix	(96,853.71)
Accum Depn/Building Improvements	(462,040.63)
Total Property & Equipment	436,894.00
Long-term Investments	
Investments-without Donor Restrictions	361,025.27
YM Endowment-With Donor Restrictions	112,761.17
EH Endowment-With Donor Restrictions	67,398.28
Total Long-term Investments	541,184.72
Other Long-term Assets	
Total Operating Lease Asset	59,204.00
Unemployment Savings Account	26,884.72
Total Other Long-term Assets	86,088.72
Total Long-term Assets	1,064,167.44
Total Assets	1,983,346.58
<b>Liabilities</b>	
<b>Short-term Liabilities</b>	
Accounts Payable	
Accounts Payable	12,854.51
Total Accounts Payable	12,854.51
Deferred Revenue	

**The Friends Program**

## Balance Sheet

As of 6/30/2025

	<u>Current Year</u>
Def Rev/FGP AmeriCorps	180,914.05
Def Rev/RSVP AmeriCorps	100,417.74
Total Deferred Revenue	<u>281,331.79</u>
Other Short-term Liabilities	
Earn Time Liability	22,263.80
Accrued Stipends	4,694.22
Current Operating lease short term Liability	38,965.00
Total Other Short-term Liabilities	<u>65,923.02</u>
Total Short-term Liabilities	<u>360,109.32</u>
Long-term Liabilities	
Notes Payable	
N/P CFDA	90,000.00
Total Notes Payable	<u>90,000.00</u>
Other Long-term Liabilities	
Current Operating lease long term liability	(38,965.00)
Total Operating Lease Liability	<u>59,204.00</u>
Total Other Long-term Liabilities	<u>20,239.00</u>
Total Long-term Liabilities	<u>110,239.00</u>
Total Liabilities	<u>470,348.32</u>
Net Assets	
Beginning Net Assets	
Net Assets	
Net Assets Investment Accounts	838,477.61
Board Designated Net Assets	483,265.92
Total Net Assets	<u>1,321,743.53</u>
Total Beginning Net Assets	<u>1,321,743.53</u>
Current YTD Net Income	
	<u>191,254.73</u>
Total Current YTD Net Income	<u>191,254.73</u>
Total Net Assets	<u>1,512,998.26</u>
Total Liabilities and Net Assets	<u>1,983,346.58</u>



**EXETER RESIDENTS WERE SERVED BY, AND HAD ACCESS TO, THESE RSVP-SUPPORTED PROGRAMS.** (These Rockingham County organizations directly serve local residents).

AARP Foundation Tax-Aide Program  
American Red Cross - Great Bay  
Chapter  
Community Caregivers of Greater  
Derry  
Friends RSVP Community Projects  
Future in Sight  
Gather  
Hampton Parks & Recreation  
Kelley Library  
Kimball Library  
Kingston Community Library  
Londonderry Senior Center  
Londonderry Senior Nutrition  
(RCMOW)  
Newmarket Community Church  
Newmarket Public Library  
Newmarket Senior Nutrition (RCMOW)  
Portsmouth Senior Services  
Ray-Fre Senior Center  
Salem Senior Services  
Sandown Food Pantry  
Seabrook Library  
Seabrook Senior Nutrition (RCMOW)  
Stratham Parks & Recreation  
Sunrise/Sunset Activity Center  
TASC  
Vic Geary Senior Nutrition (RCMOW)  
Windham Senior Nutrition (RCMOW)

**Thank you for your continued support!**