



TOWN OF EXETER, NEW HAMPSHIRE HUMAN SERVICES
FY 2026

Organization's Name: Waypoint Year Founded: 1850

Address: 464 Chestnut St, Manchester NH 03105

Executive Director/ Board Chair: Borja Alvarez de Toledo Tax ID Number: 02-0222164

Applicant Contact: Jennifer Gallo Email: galloj@waypointnh.org

Address: 464 Chestnut St, Manchester NH 03105 Phone: 603-518-4194

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

Waypoint is dedicated to empowering people of all ages through a comprehensive array of human services and advocacy efforts. This grant will support the delivery of direct care services to individuals and families in the Exeter area, addressing critical needs across several of our core programs. These services include early supports and services for young children with developmental delays, outreach and aid for youth experiencing or at risk of homelessness, and intensive assistance for families currently involved with—or at risk of involvement with—the Division for Children, Youth and Families (DCYF). By supporting these programs, the grant will help strengthen family well-being, promote safety and stability, and ensure that vulnerable residents in the Exeter community have access to the support they need to thrive.

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

This funding will be used to directly support Exeter residents who rely on Waypoint's services to navigate complex challenges and strengthen family well-being. Specifically, the funds will help provide developmental therapies for young children through Early Supports and Services, home visiting and coaching for young and expectant parents, care coordination for families managing chronic health conditions, parent education programs, intensive in-home services for families involved with DCYF, and housing assistance for youth experiencing homelessness. This year, Waypoint served 76 Exeter residents across these programs. Town funding helps offset costs not covered by state contracts or insurance, such as staff travel for in-home visits, unreimbursed therapy hours, and materials for parenting groups. Your support ensures continued access to essential services for some of the town's most vulnerable children, youth, and families.

% of overall services that goes to Exeter residents: 2.1

of Exeter residents served: 76

List all geographic area(s) served by organization: _____

Statewide. Waypoint provides services across the state, with programming tailored to regional differences.

Total Municipal Contributions in 2024: \$ 123,757

List each town that contributes and the amount received:

Alton (2500), Belmont ((1500), Brentwood (330), Candia (1400), Chester (600), Danville (600), Deerfield (3000), East Kingston (1800), Epping (8100), Exeter (10,000), Fremont (6000), Greenland (2000), Hampstead 1200), Hampton 16,000), Hampton Falls (2100), Kensington (2100), Kingston (4000), Laconia (7000), Lee (1000), Londonderry (2307), Meredith (1500), New Castle (500), Newington (600), Newmarket (8000), Newton (2000), Nottingham (3000), Portsmouth (12,000), Raymond (500), Rye (4800), Seabrook (7500), South Hampton (150), Stratham (6700)

Organization's total projected budget for FY 2025: \$ 23,986,203 Amount Requested: \$ 10,000

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 FY25, 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 7/24/25 (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: 7/25/25

Jen Gallo
grant administrator

Submit no later than July 31, 2024:

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

Organizational Overview

Waypoint has been a foundational part of New Hampshire communities for 175 years, evolving continuously to meet the state's most pressing needs. Established in 1850 as the City Missionary Society, our early focus on spiritual growth quickly shifted to addressing the basic needs of children and families in Manchester. Over time, Waypoint became a leader in providing high-quality services across the state.

Our mission is to empower people of all ages through an array of human services and advocacy. Each year, Waypoint serves an average of 8,000 individuals, nearly 90% of whom live in poverty or with extremely low incomes. By anticipating and responding to shifting community needs, Waypoint remains a vital resource, envisioning a future where resilience, self-reliance, and community connections enable everyone to reach their full potential.

Waypoint delivers comprehensive social services to support individuals and families facing significant challenges. Core areas include early childhood and family support, family preservation and strengthening, homeless youth and young adult services, and health, well-being, and independence.

Impact on Exeter Residents in FY24

At Waypoint, our mission is to strengthen children, youth, and families, ensuring they have the resources and support necessary to thrive. Through a comprehensive range of programs and services, we work tirelessly to create a positive impact in the lives of those we serve. By addressing immediate needs and offering long-term solutions, we strive to build a stronger, healthier future for all.

Waypoint provided the following services to Exeter residents in FY24:

- **Early Supports and Services:** A full range of pediatric and early childhood developmental therapies (speech, occupational, physical, oral-motor and feeding, behavioral therapy, and education) along with family support and service coordination. Last year, we reached 51 families, offering critical early intervention and family support programs.
- **Health Care Coordination:** Care coordination and support for families with children suffering from chronic health conditions. Assisted 6 families, ensuring comprehensive care management and support for those with chronic health conditions.
- **Family Preservation and Strengthening:** Intensive, home-based programs aimed at restoring positive family functioning for youth and families involved with the child protection and juvenile justice systems. This includes Community Based Voluntary Services, which enable us to work with at-risk families to prevent further or future DCYF involvement. Helped 16 families, focusing on restoring positive family dynamics and preventing further involvement with child protection services.
- **Parent Education and Playgroups:** Through the Stratham Family Resource Center, Exeter families participated in parenting workshops, caregiver support groups, and facilitated playgroups. These programs promote healthy child development, reduce caregiver stress, and strengthen community connections. Offerings include a weekly toddler playgroup that supports social development and reinforces individual goals in coordination with each child's therapist and Individualized Family Support Plan (IFSP). Playgroups also feature *Story and Craft Time*, where themed books such as *The Day It Rained Hearts* are paired with art activities and shared snacks, reinforcing comprehension through creativity and routine. Parenting groups include *OH Baby*, designed for parents of newborns to six-month-olds to

connect with others, support early parent-child interactions, and get answers to common questions about raising a young child.

The Town of Exeter's support plays a significant role in ensuring Waypoint's services remain affordable and accessible to all community members, regardless of income. This collaborative effort underscores the importance of community backing in delivering these vital services and enhancing the well-being of our residents.

Organization Highlights

Waypoint is celebrating its 175th anniversary this year—a milestone that reflects our transformation from a small child welfare agency into a statewide leader in human services. Our long history of adapting to meet the needs of New Hampshire's children, youth, and families has positioned us as a trusted, forward-thinking resource across the state.

A highlight of this year is the completion of the Outdoor Nature-Based Learning Center in Stratham. This new space is enhancing early childhood programs by offering sensory-rich learning experiences that promote development, social connection, and resilience—particularly for children facing challenges.

Our Community-Based Voluntary Services (CBVS) program, now in its fifth year, continues to demonstrate strong outcomes. With a well-developed partnership with DCYF, the program has refined its approach, built trust in communities, and seen a steady increase in families choosing to engage voluntarily—underscoring the strength and success of this preventative model.

We have also expanded creative opportunities for youth. Our Artist-in-Residency initiative and emerging professional development programs have led to youth art being showcased—and even sold—at events like the SleepOut and local pop-up galleries, creating new pathways for expression, confidence, and connection.

In recent years, our impact has grown through the strategic expansion of our Family Resource Center (FRC) model. Informed by community assessments, we've introduced new and expanded offerings, including parenting workshops, autism support groups, and community gardens. These enhancements reflect our commitment to supporting families in ways that are responsive, inclusive, and rooted in local needs.

**Waypoint
2025 Budget**

Revenues

Contributions	\$ 1,228,286
Restricted Grant (individuals, corporations, foundations)	\$ 938,306
United Way Allocations	\$ 9,000
Government Grants	\$ 9,931,758
Program Service Fees (primarily Medicaid)	\$ 10,504,378
Endowment Transfers	\$ 1,019,238
Management Fees	\$ 150,000
Rental Income	\$ 20,453
Investment Income	\$ 184,783
Total Revenue	\$ 23,986,203

Expenses

Salaries	\$ 14,942,996
Employee Benefits & Taxes	\$ 3,301,996
Consultants & Purchased Services	\$ 1,061,055
Supplies	\$ 101,381
Communications	\$ 252,943
Equipment Depreciation	\$ 82,125
Occupancy	\$ 1,172,278
Equipment Related	\$ 397,441
Printing, Advertising, Publications	\$ 103,416
Travel	\$ 542,518
Conferences & Meetings	\$ 88,216
Training	\$ 102,429
Assistance to Individuals	\$ 1,233,873
Membership Dues	\$ 84,696
Insurance Expense	\$ 165,599
Interest Expense	\$ 184,302
Other Administrative Expenses	\$ 147,748
Total Expenses	\$ 23,965,011

Waypoint

Balance Sheet

YTD All Funds compared to YTD Last Fiscal

	Operating 06/30/2025	Realty 06/30/2025	Permanent 06/30/2025	Total 06/30/2025	Total 06/30/2024	Change 2025 v. 2024
Assets						
Current Assets						
Cash & Cash Equivalents	\$4,404,858	\$431,495	\$0	\$4,836,352	\$5,997,674	(\$1,161,321)
Petty Cash - Cash and Cash Equivalents	\$850	\$0	\$0	\$850	\$850	\$0
Bond Trust Account - Cash Restricted for Payment of LT Debt	\$49,538	\$0	\$0	\$49,538	\$44,188	\$5,349
Accounts Receivable	\$2,614,429	\$31,000	\$0	\$2,645,429	\$2,343,878	\$301,551
Prepaid expenses	\$254,259	\$6,972	\$0	\$261,231	\$259,632	\$1,600
Total Current Assets	\$7,323,934	\$469,467	\$0	\$7,793,400	\$8,646,222	(\$852,821)
Non Current Assets						
NHCF Endowment Fund Receivable	\$0	\$0	\$1,314,317	\$1,314,317	\$1,245,254	\$69,063
Beneficial Interest in Trusts	\$0	\$0	\$2,411,225	\$2,411,225	\$1,669,889	\$741,337
Constructions In Progress - PP&E	\$166,583	\$60,461	\$0	\$227,044	\$65,539	\$161,505
Fixed Assets - PP&E	\$1,256,488	\$14,334,427	\$0	\$15,590,915	\$15,562,466	\$28,449
Accumulated Depreciation - PP&E	(\$1,143,179)	(\$5,217,583)	\$0	(\$6,360,762)	(\$5,974,716)	(\$386,046)
Investments	\$5,662	\$0	\$23,108,930	\$23,114,591	\$21,427,156	\$1,687,436
Lease Assets	\$747,017	\$0	\$0	\$747,017	\$293,239	\$453,778
Total Non Current Assets	\$1,032,571	\$9,177,304	\$26,834,472	\$37,044,347	\$34,288,827	\$2,755,520
Total Assets	\$8,356,505	\$9,646,771	\$26,834,472	\$44,837,748	\$42,935,049	\$1,902,699
Liabilities and Net Assets						
Liabilities						
Accounts Payable	\$257,981	\$18,658	\$0	\$276,639	\$267,395	\$9,244
Accrued Vacation	\$500,828	\$0	\$0	\$500,828	\$417,237	\$83,591
Payroll Liabilities - Accrued Payroll and Related Expenses	\$277,593	\$0	\$0	\$277,593	\$340,922	(\$63,329)
Annuities Payable	\$0	\$0	\$52,874	\$52,874	\$56,124	(\$3,250)
Due To/From Intercompany	(\$6,086,159)	\$5,964,420	\$121,739	\$0	\$600	(\$600)
Other Liabilities - MTM Interest Rate Swap Liability	\$0	\$0	\$0	\$0	\$286,799	(\$286,799)
Deferred Revenue	\$108,533	\$0	\$0	\$108,533	\$267,731	(\$159,198)
Notes Payable - Long-Term Debt	\$3,835,264	\$1,250,000	\$0	\$5,085,264	\$4,812,997	\$272,267
Total Liabilities	(\$1,105,960)	\$7,233,079	\$174,613	\$6,301,732	\$6,449,805	(\$148,073)

Waypoint Balance Sheet

YTD All Funds compared to YTD Last Fiscal

	Operating 06/30/2025	Realty 06/30/2025	Permanent 06/30/2025	Total 06/30/2025	Total 06/30/2024	Change 2025 v. 2024
Fund Balance						
Unrestricted Fund Balances	\$9,314,477	\$2,413,692	\$20,154,351	\$31,882,520	\$29,906,748	\$1,975,773
Temporarily Restricted Fund Balances	\$148,000	\$0	\$2,555,551	\$2,703,551	\$2,628,551	\$75,000
Restricted Fund Balance	\$0	\$0	\$3,949,957	\$3,949,957	\$3,949,957	\$0
Total Fund Balance	\$9,462,477	\$2,413,692	\$26,659,859	\$38,536,028	\$36,485,256	\$2,050,773
Total Liabilities & Fund Balance	\$8,356,517	\$9,646,771	\$26,834,472	\$44,837,760	\$42,935,061	\$1,902,699

multi fund BS Current Year

	Operating 06/30/2025	Realty 06/30/2025	Permanent 06/30/2025	Total 06/30/2025	Total 06/30/2024	Change 2025 v. 2024
Operating Fund Balance	\$9,314,477	\$2,413,692	\$20,154,351	\$31,882,520	\$29,906,748	\$1,975,773
Temporarily Restricted Fund Balance	\$148,000	\$0	\$2,555,551	\$2,703,551	\$2,628,551	\$75,000
Restricted Fund Balance	\$0	\$0	\$3,949,957	\$3,949,957	\$3,949,957	\$0
Total Fund Balance	\$9,462,477	\$2,413,692	\$26,659,859	\$38,536,028	\$36,485,256	\$2,050,773
Total Liabilities & Fund Balance	\$8,356,517	\$9,646,771	\$26,834,472	\$44,837,760	\$42,935,061	\$1,902,699

Waypoint
Balance Sheet
YTD All Funds compared to YTD Last Fiscal