



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2025

Organization's Name: AIDS Response Seacoast Year Founded: 1987
Address: 100 Campus Dr. Ste. 1, Portsmouth, NH 03801
Executive Director/ Board Chair: Tamara Leibowitz Tax ID Number: 22-2884488
Applicant Contact: Tamara Leibowitz Email: tamaral@arsnh.org
Address: 100 Campus Dr. Ste. 1, Portsmouth, NH 03801 Phone: 603-433-5377

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

- To support and assist persons infected with and affected by HIV/AIDS in maintaining a high quality of life through direct assistance, education and advocacy
- Purpose of grant: To support citizens of Exeter living with HIV to connect with medical case management and HIV support services. The grant would help support client service case management program.

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

The money will be used for Case management and support services for Exeter residents living with HIV.

% of overall services that goes to Exeter residents: 3.1%~

of Exeter residents served: 2-4

List all geographic area(s) served by organization: All communities Rockingham and Stafford Counties

Total Municipal Contributions in 2024: _____

List each town that contributes and the amount received: PLEASE SEE ATTACHED

Organization's total projected budget for FY 2025: \$385,000

Amount Requested: \$ 500.00

Town Manager's Office

AUG 1 2024

Received

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 July 17, 2024 (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: 7-29-2024

Submit no later than July 31, 2024:

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

Organization Overview:

AIDS Response Seacoast (ARS) is a non-profit, community-based HIV/AIDS Service Organization dedicated to providing direct assistance, education, and advocacy for persons living with and affected by HIV/AIDS. ARS provides services to clients at all stages of HIV infection that live in Rockingham and Strafford counties in New Hampshire, as well as providing educational programs throughout New Hampshire. It is the mission of ARS to support and assist those infected and affected by HIV/AIDS in maintaining a high quality of life through direct assistance and advocacy, and to prevent the spread of new infections by promoting safer practices and education for local and regional communities. ARS also works to put an end to myths and stereotypes about HIV/AIDS, and to provide a haven for folks to talk openly about HIV/AIDS, and to increase and diversify the network of HIV/AIDS related service providers in the communities we serve. Through various strategic planning groups and state committees, ARS plays an active role in trying to affect policy decisions made in local and state government regarding people living with HIV/AIDS and the funding needed to support them.

ARS is the only AIDS service organization serving Rockingham and Strafford Counties and we have been doing so since 1987.

Program Highlights:

ARS provides case management for people living with HIV/AIDS who live in Rockingham and Strafford Counties. Case managers at ARS provide direct face to face meetings, phone support, a multitude of medical & social referrals which include, but are not limited to referrals to needed services as identified by the client's assessments and individual service planning, i.e., Medicaid, Medicare, Fuel Assistance, Section 8 Housing, etc. Within this process, a client's needs and goals are assessed, and an individual service plan is developed in collaboration with the client to attain his/her goals. A case manager coordinates this process by providing information, advocacy, and referrals linking clients to primary and specialty health care, dental, mental health, and the NH DHHS CARE program HIV Drug Assistance Programs (HDAP) which provides access to life saving medications and medical care.

In addition, ARS provides support services which include emergency rent and utility assistance, medical transportation and a food pantry.

AIDS Response Seacoast
Newmarket Social Service Funding Request FY 2025

Town	FY 2022 Amount	FY 2023 Amount	FY 2024 Amount
Candia	\$0	\$0	\$0
Chester	\$500	\$500	\$500
Deerfield	\$300	\$300	\$300
Durham	\$0	\$0	\$0
East Kingston	\$500	\$500	\$500
Hampton	\$2,700	\$2,700	\$2,700
Hampton Falls	\$1,000	\$1,000	\$1,000
Lee	\$700	\$700	\$700
Milton	\$0	\$0	\$400
Newington	\$142	\$142	\$142
Newmarket	\$500	\$500	\$500
Nottingham	\$575	\$575	\$575
Rye	\$1,800	\$1,800	\$1,800
Seabrook	\$0	\$0	\$0
Somersworth	\$500	\$500	\$500
South Hampton	\$200	\$200	\$200
Stratham	\$1,000	\$1,000	\$1,000
Windham	\$525	\$525	\$1,000
	\$10,942	\$10,942	\$11,817

AIDS RESPONSE SEACOAST
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2023

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
OPERATING REVENUE			
GRANT REVENUE	\$ 325,451	\$ -	\$ 325,451
EVENT REVENUE	\$ 31,850	\$ -	\$ 31,850
MUNICIPAL REVENUE	\$ 10,867	\$ -	\$ 10,867
	<u>\$ 368,168</u>	<u>\$ -</u>	<u>\$ 368,168</u>
SUPPORT			
CASH DONATIONS	\$ 16,004	\$ -	\$ 16,004
DONATED MATERIALS & SERVICES	\$ 10,404	\$ -	\$ 10,404
	<u>\$ 26,407</u>	<u>\$ -</u>	<u>\$ 26,407</u>
TOTAL REVENUE AND SUPPORT	<u>\$ 394,575</u>	<u>\$ -</u>	<u>\$ 394,575</u>
OPERATING EXPENSES			
PROGRAM SERVICES:			
CLIENT SERVICES	\$ 362,408	\$ -	\$ 362,408
FUNDRAISING	\$ 11,117	\$ -	\$ 11,117
MANAGEMENT & GENERAL	\$ 15,163	\$ -	\$ 15,163
	<u>\$ 388,688</u>	<u>\$ -</u>	<u>\$ 388,688</u>
INCREASE (DECREASE) IN NET ASSETS FROM OPERATING ACTIVITIES	<u>\$ 5,887</u>	<u>\$ -</u>	<u>\$ 5,887</u>
NONOPERATING ACTIVITIES			
INTEREST INCOME	\$ 44	\$ -	\$ 44
INCREASE (DECREASE) IN NET ASSETS	<u>\$ 5,931</u>	<u>\$ -</u>	<u>\$ 5,931</u>
NET ASSETS - BEGINNING	\$ 149,837	\$ -	\$ 149,837
NET ASSETS - ENDING	<u>\$ 155,768</u>	<u>\$ -</u>	<u>\$ 155,768</u>

AIDS RESPONSE SEACOAST
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2024

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
OPERATING REVENUE			
GRANT REVENUE	\$ 313,455	\$ -	\$ 313,455
EVENT REVENUE	\$ 28,191	\$ -	\$ 28,191
MUNICIPAL REVENUE	\$ 12,792	\$ -	\$ 12,792
	<u>\$ 354,437</u>	<u>\$ -</u>	<u>\$ 354,437</u>
SUPPORT			
CASH DONATIONS	\$ 22,340	\$ -	\$ 22,340
DONATED MATERIALS & SERVICES	\$ 8,775	\$ -	\$ 8,775
	<u>\$ 31,115</u>	<u>\$ -</u>	<u>\$ 31,115</u>
TOTAL REVENUE AND SUPPORT	<u>\$ 385,553</u>	<u>\$ -</u>	<u>\$ 385,553</u>
OPERATING EXPENSES			
PROGRAM SERVICES:			
CLIENT SERVICES	\$ 353,850	\$ -	\$ 353,850
FUNDRAISING	\$ 8,758	\$ -	\$ 8,758
MANAGEMENT & GENERAL	\$ 16,302	\$ -	\$ 16,302
	<u>\$ 378,910</u>	<u>\$ -</u>	<u>\$ 378,910</u>
INCREASE (DECREASE) IN NET ASSETS FROM OPERATING ACTIVITIES	<u>\$ 6,643</u>	<u>\$ -</u>	<u>\$ 6,643</u>
NONOPERATING ACTIVITIES			
INTEREST INCOME	\$ 53	\$ -	\$ 53
INCREASE (DECREASE) IN NET ASSETS	<u>\$ 6,696</u>	<u>\$ -</u>	<u>\$ 6,696</u>
NET ASSETS - BEGINNING	\$ 155,768	\$ -	\$ 155,768
NET ASSETS - ENDING	<u>\$ 162,464</u>	<u>\$ -</u>	<u>\$ 162,464</u>

AIDS RESPONSE SEACOAST
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2024 AND 2023

<u>ASSETS</u>	<u>2024</u>	<u>2023</u>
CURRENT ASSETS		
CASH & EQUIVALENTS	\$ 142,335	\$ 134,024
GRANTS RECEIVABLE	\$ 26,639	\$ 28,694
PREPAID EXPENSES	\$ 1,454	\$ 1,757
INVENTORY - FOOD PANTRY	\$ 3,000	\$ 3,000
TOTAL CURRENT ASSETS	<u>\$ 173,428</u>	<u>\$ 167,476</u>
PROPERTY & EQUIPMENT		
OFFICE EQUIPMENT & COMPUTERS	\$ 11,417	\$ 11,417
FURNITURE & FIXTURES	\$ 12,215	\$ 12,215
	<u>\$ 23,632</u>	<u>\$ 23,632</u>
LESS- ACCUMULATED DEPRECIATION	\$ 23,632	\$ 23,632
PROPERTY & EQUIPMENT - NET	<u>\$ -</u>	<u>\$ -</u>
OTHER ASSETS		
RIGHT-OF-USE ASSETS - OPERATING LEASES	\$ 25,875	\$ 4,958
TOTAL ASSETS	<u>\$ 199,304</u>	<u>\$ 172,433</u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
ACCRUED EXPENSES	\$ 10,964	\$ 11,708
OPERATING LEASE LIABILITY - CURRENT	\$ 25,875	\$ 4,958
	<u>\$ 36,839</u>	<u>\$ 16,665</u>
NET ASSETS		
NET ASSETS WITHOUT RESTRICTIONS		
UNDESIGNATED	\$ 162,464	\$ 155,768
	<u>\$ 162,464</u>	<u>\$ 155,768</u>
TEMPORARILY RESTRICTED	\$ -	\$ -
TOTAL NET ASSETS	<u>\$ 162,464</u>	<u>\$ 155,768</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 199,304</u>	<u>\$ 172,433</u>

FINANCIAL SUMMARY

- Our most recent completed audited financials (FY 2023) reflect net assets of \$155,768. Available upon request. Our FY2024 audit is pending and will reflect net assets of \$162,464.
- The agency maintains a prudent financial reserve of \$100,386 as of June 30, 2024
- The agency maintains a line of credit in the amount of \$35,000 which has been unnecessary to draw on for over 16 years.
- A majority of agency grant funding comes from “cost-reimbursement” sources which means agency funds must first be spent before being compensated, with up to a 60-day turn-around time.
- The agency’s Board of Directors is a hands-on body which brings in approximately 7% of agency revenue through fundraising activities and events. These monies help supplement grant revenue. Approximately 4% of agency funds are allocated to cover management and general expenses.