



Society of  
**Saint Vincent de Paul Exeter**

Cleo Castonguay Community Assistance Center and Food Pantry

July 22, 2024

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

Dear Mr. Dean and Human Services Committee,

Enclosed please find our application for the 2025 Town of Exeter Human Services Grant. We are grateful for long standing support of our town. The donation from the municipal budget helps serve the low income community in Exeter.

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 Manager's Office*

JUL 29 2024

*Received*



TOWN OF EXETER, NEW HAMPSHIRE  
 HUMAN SERVICES  
 FY 2025

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

Year Founded: 1989

Address: 53 Lincoln Street Exeter, NH 03833

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

Applicant Contact: Molly Zirillo Email: mollyz@svdpexeter.com

Address: 53 Lincoln Street Exeter, NH 03833 Phone: 603-772-9922

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

As a community assistance center, we help people impacted by poverty to achieve and maintain self-sufficiency. The Society of St. Vincent de Paul Exeter (SVdP) was established in 1989. This is our 35th year with the mission to provide food and emergency financial assistance to those in need when other resources have been exhausted.

**Statement of Grant Purpose:**

This grant will be used to help low-income residents living in Exeter in emergency situations. Many of our clients find themselves needing assistance with food, rent, utilities and car repairs. The funding from the Town of Exeter will be used to support families, children, seniors, veterans and the disabled get back on their feet quickly without too much disruption to their lives.

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

The funding will be used to help stock our 4 regular weekly pantry sessions, as well as our monthly senior pantry session. In addition, the funds will go towards our monthly Senior Delivery Program. It will also help fund the Summer Family Food Program and provide emergency financial assistance to clients with demonstrated needs.

% of overall services that goes to Exeter residents: 90%

# of Exeter residents served: 450 households, 1082 individuals

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

Kensington Stratham Brentwood East Kingston

Total Municipal Contributions in 2024:

\$8,500

List each town that contributes and the amount received:

Exeter, NH \$8,500.00

Organization's total projected budget for FY 2025: \$563,346.67

Amount Requested: \$ 10,000.00

## **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**

- a) Organization's overview
- b) Program changes and/ or highlights from the past year

**(a) - Overview**

### **Food Pantry**

SVdP Exeter encourages our food clients that are low-income individuals and families to visit us weekly. We are designed to be a supplemental food pantry to help support the households we serve. We provide nutritious and essential foods such as; milk, butter, eggs, fresh produce, bread, meats, non-perishable foods and personal hygiene items.

In 2023, we distributed 291,140 pounds of food to Exeter neighbors in need. Household visits to our Food Pantry increased by 25%. The money our clients save by coming to the pantry can be used towards their expenses like rent, utilities and car repairs. Thanks to SVdP Exeter, our clients can rely on receiving critical nutritional items and personal care items.

### **Senior Pantry**

We offer an exclusive Seniors only (age 60+) Food Pantry the second Tuesday of each month. We encourage our Seniors to visit during this special session. In addition to offering Senior friendly items, each month we feature a guest speaker. The rotation of guest speakers to address the seniors has included representatives from Exeter Hospital, the American Red Cross, Exeter Area YMCA and Well Sense.

### **Senior Home Delivery**

We provide monthly food delivery service for housebound low-income senior clients that are residents at both 277 Water Street, Exeter NH and Meeting Place, Exeter NH. We furnish our senior delivery clients with foods and personal care items to meet senior's unique needs. In 2023, we made 285 deliveries to our low-income seniors in Exeter. Many of our most vulnerable clients are struggling with a number of issues including strained support systems. SVdP Exeter is there to ensure they are supplied with specialty items such as incontinence products, easily accessible foods and low sodium items.

Starting in 2020, SVdP Exeter partnered with Meals on Wheels Exeter to offer delivery services to any of our senior clients that reside in Exeter or Stratham. Therefore, all our senior clients have access to our food pantry if it is delivered or picked up on their behalf.

### **Milk, Butter, Eggs, Orange Juice, and Fresh Produce Program**

We are committed to providing critical nutritional fundamentals to all of our clients by offering low-fat milk, butter (instead of margarine), fresh eggs, orange juice and fresh local produce. We are making consistent efforts to distribute healthier foods to our clients that we serve. We want to ensure we are offering fresh produce in addition to non-perishable items. We are campaigning to educate our donors and supporters to create awareness to provide nutrition not just food for our neighbors in need.

### **Summer Family Food Program**

The Summer Family Food Program is designed to provide extra food to families with school-aged children during vacations. If your family has two students that receive free breakfasts and lunches each week, that means there are 20 additional meals you need to get on the table in the summer months.

Families may have access to the Food Pantry weekly rather than monthly so that no child goes hungry when school is out. Hunger does not take a vacation.

### **Emergency Financial Assistance**

Residents of Exeter, Stratham, Newfields, Brentwood, Kensington, and East Kingston can apply for possible emergency financial assistance once exhausting all other available resources and obtaining a 'Letter of Decision' from their town Welfare Director. Examples of financial emergencies include an eviction notice, a utility shut-off notice or car repair. SVdP Exeter works closely with local town Welfare Directors. We are able to prevent evictions, keep lights on for families and keep transportation running to get to work. We are able to help when all other resources have been exhausted.

### **Healthcare**

Medical services are offered through Families First. Services are offered to adults who are homeless, without stable housing, or low income. A doctor, nurse, and social worker arrive in a Families First van and are available to see patients with no appointment needed. Transportation is a major issue for those struggling in poverty, being able to offer medical services here in Exeter to homeless or near homeless patients is critical. Exeter is the busiest of the satellite medical sites that Families First offers. For many seeking medical treatment, this is their only access to medical care.

### **Homeless Assistance**

For those who are unsheltered, SVdP Exeter can provide survival food, blankets, clothing, transportation and accommodations when needed. We are able to refer resources such as housing authorities to help secure shelter. Regardless of how people arrive at our door, they are greeted with dignity and provided with essentials.

### **Medicaid Enrollment**

A representative from Families First is at SVdP on Wednesdays to assist with Medicaid enrollment. Families First is here to help our residents learn about options for affordable health insurance through the New Hampshire Marketplace and Medicaid. The enrollment counselor works with individuals to figure out which health insurance coverage they may be eligible for.

### **FY24 funded organizations must submit a brief summary of how those funds were used to support Exeter residents**

FY24 funds were used for the services outlined in our mission statement and organizational overview.

#### **a) If your organization is requesting an increase in funding for FY25, submit justification of increased need**

We are requesting an increase from \$8,500 to \$10,000 based on the significant increase in the number of clients needing assistance. Specifically, household visits increased 25% for 2023 over the previous year 2022. So far in 2024, our year to date number is up an additional 21% in household visits. Current economic realities are that the cost of food has been increasing due to ongoing inflationary pressures.

Total Food Pantry Client (Households) Visits							
(includes new clients)							
Month	2018	2019	2020	2021	2022	2023	2024
January	219	214	220	177	190	211	301
February	230	214	186	155	186	227	302
March	242	211	220	181	223	276	321
April	215	224	176	162	201	260	333
May	234	217	138	136	192	301	323
June	256	224	113	162	220	286	316
July	255	236	156	153	228	255	
August	279	243	164	150	238	302	
September	197	210	199	168	245	305	
October	244	206	190	192	252	294	
November	212	211	206	185	222	301	
December	179	174	221	200	236	285	
<b>Total</b>	<b>2,762</b>	<b>2,584</b>	<b>2,189</b>	<b>2,021</b>	<b>2,633</b>	<b>3,303</b>	
							25% Increase from 2022 to 2023
						Year to Date	Year to Date
						2023	2024
						June	1561 1896 21%

1. 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 10, 2024.

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: 7/22/24

Submit no later than July 31, 2024:

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

## Society of St. Vincent de Paul Exeter 2025 Budget

	2025 Budget
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4 · Contributed support	
4010 · Indiv/business contribution	
4010.01 · Individual Donations	215,954.93
4010.03 · Memoriam Donations	18,979.20
4010.04 · Business & Org. Donations	79,350.70
4010.05 · Grants	77,074.75
4010.50 · In-Kind Food Donations	39,261.74
4010.51 · In-Kind Other Donations	56,700.00
<b>Total 4010 · Indiv/business contribution</b>	<b>487,321.31</b>
<b>Total 4 · Contributed support</b>	<b>487,321.31</b>
5 · Earned revenues	44,916.72
<b>Expense</b>	
7000 · Grant & contract expense	
7020 · Grants to other organizations	1,395.70
7050 · Specific assistance - ind	
7050.01 · Food	135,795.98
7050.02 · Rent	14,699.76
7050.03 · Emergency Housing	541.64
7050.04 · Auto Repairs	2,360.77
7050.05 · Auto Fuel Voucher	1,224.00
7050.07 · Dental & Medical	640.80
7050.08 · Utilities	1,805.83
7050.10 · Homeless Assistance	1,988.08
7050.14 · Other Client Aid	3,800.40
7050.51 · In-Kind Client Aid	63,000.00
<b>Total 7050 · Specific assistance - ind</b>	<b>225,857.27</b>
7060 · Benevolent Fund Expenses	10,979.85
<b>Total 7000 · Grant &amp; contract expense</b>	<b>238,232.82</b>
7200 · Salaries & related expenses	
7210 · Officers & directors salaries	67,900.04
7220 · Salaries & wages - other	92,662.27
7250 · Payroll taxes	
<b>Total 7250 · Payroll taxes</b>	19,781.00
7260 · Workmens' Comp Insurance	1,734.60
<b>Total 7200 · Salaries &amp; related expenses</b>	<b>182,077.91</b>
7500 · Other personnel expenses	
7520 · Accounting fees	1,503.36
7540 · Professional fees - other	758.16
<b>Total 7500 · Other personnel expenses</b>	<b>2,261.52</b>
8100 · Non-personnel expenses	
8110 · Supplies	7,217.49
8140 · Postage, shipping, delivery	1,328.34
8170 · Printing & copying	2,299.43

## Society of St. Vincent de Paul Exeter 2025 Budget

	<u>2025 Budget</u>
Total 8100 · Non-personnel expenses	10,845.25
8200 · Occupancy expenses	
8211 · Hskpg & Maint - Interior	22,426.43
8212 · Maintenance - Bldg. Exterior	1,042.80
8213 · Maint & Care - Grounds	3,191.05
8219 · Telephone & telecommunications	5,759.10
8220 · Utilities	17,762.16
8222 · Inspection Fee	162.00
8250 · Mortgage interest	3,114.00
Total 8200 · Occupancy expenses	<u>53,457.54</u>
8300 · Travel & meetings expenses	
Total 8300 · Travel & meetings expenses	6,358.00
8400 · Depreciation & amortization exp	
8410 · Depr Building & Improvements	
Total 8400 · Depreciation & amortization exp	24,484.00
8500 · Misc expenses	
8500.01 · Events	345.60
Total 8520 · Insurance - non-employee	9,114.00
8530 · Membership dues - organization	6,519.31
8540 · Staff development	669.60
8560 · Outside computer services	20,636.12
Total 8570 · Fund Raising & Advertising Exp	8,345.00
Total 8500 · Misc expenses	<u>45,629.63</u>
Total 8600 · Business expenses	<u>4,542.00</u>
Total Expense	<u>563,346.67</u>
Net Ordinary Income	<u>532,238.03</u>
Net Loss	<u><u>-31,108.65</u></u>

## Society of St. Vincent de Paul Exeter

## Balance Sheet

As of June 30, 2024

	<u>Jun 30, 24</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1040 · Petty Cash - O	24.57
1070 · Savings & short-term investment	
1070.02 · Provident Bank Checking Acct.-O	77,860.72
1070.03 · Service Credit U Check Acct - O	
1070.12 · Eventide Home Grant - G	13,033.51
1070.17 · Bishops Charitable Assist -G	3,339.60
1070.29 · Thomas Haas Fnd -Food & Asst- G	4,066.37
1070.45 · NHFB Farm Purchase Grant - G	-180.43
1070.51 · DOM Rice Bowl Grant for Dairy	1,426.51
1070.99 · Church World Services/Crop Walk	1,029.22
1070.03 · Service Credit U Check Acct - O - Other	-2,770.50
Total 1070.03 · Service Credit U Check Acct - O	19,944.28
1070.04 · Service Credit U Save Acct - O	5.72
1070.05 · Service Credit Union Money Mkt	101,896.14
Total 1070 · Savings & short-term investment	199,706.86
1075 · Certificates & Savings	
1075.02 · SCU Certificate #20 - O	655,816.58
1075.15 · SCU Certificate #70 - O	42,683.64
1075.18 · SCU Certificate #4000 - O	79,206.68
1075.19 · Service Credit Union #4500 - O	52,877.35
Total 1075 · Certificates & Savings	830,584.25
1080 · Reserve Funds - R	
1080.01 · Operating Reserves - SCU #30	175,388.98
1080.11 · Bldg & Facility Retention #40	16,308.36
1080.20 · Capital Equipment - SCU #50	90,185.51
Total 1080 · Reserve Funds - R	281,882.85
1085 · We Help People Endowment Funds	
1085.01 · Certificates - SCU #60	240,328.76
Total 1085 · We Help People Endowment Funds	240,328.76
1090 · Gift Cards	
1090.01 · Gift Cards Food Purchases - O	2,669.20
1090.02 · Gift Cards Non Food - O	836.01
1090.08 · Fuel Vouchers - O	260.00
Total 1090 · Gift Cards	3,765.21
1092 · Salvation Army Vouchers - G	2,844.29
Total Checking/Savings	1,559,136.79
Other Current Assets	
1299 · Undeposited Funds	620.00
Total Other Current Assets	620.00
Total Current Assets	1,559,756.79
Fixed Assets	
1610 · Land - operating	159,131.00
1620 · Buildings - operating	
1620.01 · Building Expansion	203,517.95
1620.02 · Parking Lot Repave	21,510.00
1620 · Buildings - operating - Other	263,682.30
Total 1620 · Buildings - operating	488,710.25



## Society of St. Vincent de Paul Exeter

## Balance Sheet

As of June 30, 2024

	Jun 30, 24
1640 · Furniture, fixtures, & equip	
1640.02 · Cooler - 3 Door New	3,774.00
1640.03 · Freezer - 3 Door New	10,417.53
1640.04 · Freezer - 2 Door New	5,125.00
1640.05 · Vertical Conveyor New	21,620.90
1640.06 · Other Warehouse Equipment	65,782.58
1640.07 · Freezer - Remote 3 Door Used	3,000.00
1640.08 · Cooler - Remote 3 Door - New	3,965.00
1640.09 · Norlake 2 Dr Cooler - New	4,000.00
Total 1640 · Furniture, fixtures, & equip	117,685.01
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	-123,167.39
1726 · Accum Depr - Parking Lot Repave	-3,495.18
1745 · Accum Depr - Furn, Fix, Equip	
1745.02 · Cooler - 3 Door	-3,616.75
1745.03 · Freezer - 3 Door	-6,970.32
1745.04 · Freezer - 2 Door	-5,841.88
1745.05 · Vertical Conveyor	-22,544.11
1745.06 · Other Warehouse Equipment	-52,357.94
1745.07 · Remote 3 Dr Freezer	-2,575.00
1745.08 · Cooler - Remote 3 Door - New	-2,279.76
1745.09 · Norlake 2 Dr. Cooler - New	-1,299.87
Total 1745 · Accum Depr - Furn, Fix, Equip	-97,485.63
1755 · Accum deprec - vehicles	
1755.02 · Depreciation Dental Van	-119,120.42
1755.03 · Depreciation Dodge Ram Van	-34,072.74
Total 1755 · Accum deprec - vehicles	-153,193.16
Total Fixed Assets	541,378.06
<b>TOTAL ASSETS</b>	<b>2,101,134.85</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Long Term Liabilities	
2730 · Mortgages payable	
2730.02 · Service Credit Union	84,553.28
Total 2730 · Mortgages payable	84,553.28
Total Long Term Liabilities	84,553.28
Total Liabilities	84,553.28
Equity	
3001 · Opening Bal Equity	627,422.78
3010 · Unrestrict (retained earnings)	1,378,334.11
Net Income	10,824.68
Total Equity	2,016,581.57
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,101,134.85</b>

Society of  
Saint Vincent  
dePaul Exeter

Community Assistance Center &  
Food Pantry



## Senior Pantry

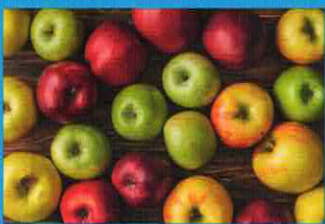
Are you a low income Senior  
Citizen (60 yrs or more)?

Do you live in Exeter, Stratham,  
Brentwood, Newfields, Kensington  
or East Kingston?

Would you like to select free fresh  
produce, meat, bread & personal  
care items?

You are invited to our Senior  
Pantry:

**2nd Tuesday each month**  
**10am-12noon**



See reverse side for more information

53 Lincoln Street  
Exeter, NH 03833  
svdpexeter.com

Society of  
Saint Vincent  
dePaul Exeter

Community Assistance Center &  
Food Pantry



together with



Rockingham Nutrition  
Meals on Wheels

Present:

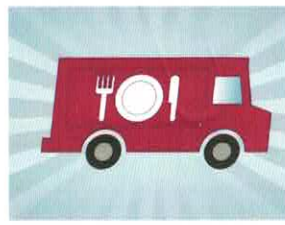
**Food Pantry**  
**Delivery**  
**Service**  
**\*For Seniors\***

Could you use fresh produce, dairy,  
meat or personal care items? You  
may be eligible to have these items  
delivered to you once a week.

See reverse side for  
details

Society of  
Saint Vincent  
dePaul Exeter

Community Assistance Center &  
Food Pantry



Low income residents  
of **Exeter** and **Stratham**  
that are **60 years old or  
above** may qualify to  
have pantry foods  
delivered to their door.

Low income residents  
of **Exeter, Newfields,  
Brentwood, Stratham,  
East Kingston and  
Kensington** that are age  
**60+**  
may qualify.

Call Society of St. Vincent  
de Paul Exeter  
at  
603 772 9922  
for information  
or visit  
[www.svdpexeter.com](http://www.svdpexeter.com)

Call SVdP Food Pantry  
at 603 772 9922 for  
information

Qualified? Call  
603-502-3629  
to schedule a delivery

24-hour advance notice required  
Deliveries take place on  
Mondays  
Wednesdays  
~~\_\_\_\_\_~~

## General Assistance

Rental Payments, to avoid eviction.  
*Up 232%*

Dental & Medical Bill payment  
assistance.  
*Up 301%*

Auto Repair payment assistance.  
*Up 31%*

Auto Fuel Vouchers, for clients' medical  
appointments & job interviews.  
*Up 29%*

## CSA Farm Shares

SVdP purchased vegetable farm shares  
for 5 Client households for 18 weeks.

## Homeless Aid

27 homeless clients were provided  
emergency food, clothing, supplies,  
emergency accommodations and  
transportation.

## Senior Delivery

285 food deliveries were made to  
low income housebound seniors in  
Exeter.



## Volunteers

123 dedicated volunteers  
help run these programs



## Other Programming at SVdP Exeter

Families First Medical Van  
(2nd Monday every month)

Medicaid Enrollment Help  
(2nd Monday every month)

Fuel Assistance  
(every Wednesday)

Meals on Wheels Partnership (Exeter  
& Stratham)

Senior Y Memberships

Special Assistance for refugee families  
from Ukraine

*Follow us on Social Media to stay up  
to date:*



Society of St Vincent de Paul  
Exeter



svdpexeter

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& Stratham)

Senior Y Memberships

Special Assistance for refugee families  
from Ukraine

*Follow us on Social Media to stay up  
to date:*



Society of St Vincent de Paul  
Exeter



svdpexeter



### Interested in making a monetary donation?

Please visit [www.svdpxeter.com](http://www.svdpxeter.com) and click on the *How Can I Help* button. Or scan the QR code below to be directed to our donation site. Thank you!



### Interested in making a healthy food donation?

We welcome food donations on Monday, Wednesday, and Fridays, 12:00pm-4:00pm. Please ring both doorbells by the double doors at the back of the building for assistance.

### Interested in Volunteering?

Please visit [www.svdpxeter.com](http://www.svdpxeter.com) and click on the *How Can I Help* button.

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Want to join our Newsletter email?

1. Please by text



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### Want to join our Newsletter email?

Send us your email address by text message: text SVDPEXETER to 22828 to get started. Or email us at [svdn@svdpexeter.com](mailto:svdn@svdpexeter.com)