

Gifts of Hope Unlimited

Business Plan

Business name: Gifts Of Hope Unlimited Inc.
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Executive Summary

The Gifts of Hope Unlimited boutique will support and assist individuals affected by relationship violence gain access to resources for a safe and empowered future. Volunteers will staff the boutique and sell donated goods at highly discounted prices, keeping expenses low. The boutique has built up a customer base since opening in October of 2012 and will expand the customer base through monthly sales and fundraisers held at residences or in conjunctions with like-minded organizations or businesses. The \$10,000 raised through donations and sales helped fund LFAD (Lawyer for a Day) a program currently run by DVSN in conjunction with Metro West Legal Services in Framingham, MA

The boutique ran under the DVSN umbrella till the year 2014. It is now a registered 501(c) 3 Non-profit organization. The boutique applied and received a \$3000 grant from the Nashoba Valley Rotary club to cover the start-up costs of setting up a store front. At this time, renting a store front will not be a sustainable model. We have adopted a new model of having fundraisers at volunteer residences, other retail establishments and market co-operatives. We now want to concentrate our efforts in applying for grants and funds such as banks and cooperations.

Fixed Start Up Costs

Lease Deposit	\$50.00
Inventory	\$0.00
Insurance	\$0.00
Store Fixtures, Signs and Equipment	\$0.00
Office supplies and Store use items	\$25
Professional fees (Legal and Accounting)	\$1500
Licenses, Permits and Registration Costs	\$50
Utilities Deposits/Connection	\$0.00
Other Fixed Start-up costs (website, P.O Box)	\$1000
Grand Opening	\$15.00

Monthly Operating Expenses

Rent if any	\$500.00
Inventory	\$0.00
Wages	\$0.00
Advertising/Marketing/Website hosting	\$100.00
Insurance	\$0.00
Telephone and Internet	\$0.00
Mileage/gas	\$30.00

To reach the goal of raising \$50,000 in 2 years, we will need to average sales of \$700 per week. This goal is reachable given that we have raised an average of \$1,500 per month open only 2 days a week in a residential location. We generated \$6000 through 2 day sales in a period of 5 months.

- Grand Opening of "A Bridge to Hope" boutique - October 5 - 7, 2012
- Subsequent boutique sales in the years 2012 through 2013 at a volunteer home:
- December 1 - 2
- March 2 - 3
- May 4 - 5
- July 5 - 6

This does not reflect the additional approximately \$7000 we received in donations from Individuals and foundations. We have successfully exceeded that figure to approximately \$9500 and are able to award \$1000 during the calendar year of 2017

Company Description **Gifts of Hope Unlimited**

Mission statement: To support and assist individuals affected by relationship violence gain access to resources for a safe and empowered future.

Business model: Acquire donated merchandise for resale. Net proceeds to benefit individuals affected by relationship violence.

The expected **social impact** of Gifts Of Hope would be:

1. Funding of vital financial assistance for victims of domestic abuse.
2. Greater public awareness of the prevalence of domestic violence in suburban communities.
3. Increased visibility for local small business owners who donate merchandise.

To greatly minimize costs, maximize revenues, and help maintain its **feasibility and sustainability**, a dedicated team of volunteers created a business model based on the following principles:

- Volunteer labor- organized and operated.
- 100% donated merchandise.
- Minimal rental costs in free or highly subsidized space.
- Utilize free marketing vehicles in community print media, town bulletin boards, flyer distribution at town establishments, electronic and social media.

Form of ownership: “Gifts of Hope Unlimited” will operate as a 501(c) 3 Non-Profit.

Company history: Gifts Of Hope Unlimited, a re-gift boutique originally “A Bridge to Hope” was established in October of 2012, sponsored by the Domestic Violence Services Network (DVSNN). The concept is innovative and one-of-a-kind. The idea is to sell donated, new, or slightly used merchandise, mostly household and decorative gift items, at steeply discounted prices for public purchase. Revenues from sales helped subsidize the cost of the Lawyer For A Day program, run by Domestic Violence Services Network offering crucial legal assistance to victims of domestic violence till date.

Most important strengths and core competencies: Our strength is our volunteers, a committed core group of experienced people who are either trained Domestic Violence Services Network advocates or individuals who care deeply about the cause.

Significant challenges the company faces now and in the near future: Maintaining our low cost of doing business to maximize funds raised. Developing a strong network of contributors to maintain a sustainable model. Developing the criteria for providing funds for aid, and creating a meaningful partnership with the community, public service providers and other organizations.

Long term: Our goal is to raise up to \$30,000 in 2 years or less, making our business self-sustaining and establishing a reliable funding source for assistance grants.

Products

Our products are mainly gifts and home goods. To maintain the quality of merchandise we sell, we refrain from accepting clothing, shoes, books, CDs and DVDs. Our fastest moving items are jewelry and personal accessories. We plan on fine-tuning the list of items we will accept, setting us apart from a typical consignment store. Our business model is Crafts Bits and Pieces located in Rochester NY. Much like this organization, which caters to crafters, we will eventually narrow our focus to the items, which appeal to our customer base. We currently accept donations of:

- Jewelry
- Arts and crafts
- Home décor
- Dinner ware
- New silverware
- Women's and men's accessories such as scarves, ties, purses, wallets etc.
- Handmade soaps
- Children's toys
- Children's books in good condition
- How to books
- Ethnic items
- Cards and stationary
- Vintage and antiques

We also accept items from local artists on consignment. This builds good will and attracts customers on the mailing lists of the artists

Marketing Plan

Gifts of Hope can compete with discount retail and consignment shops because our inventory is donated and our labor is all volunteers, allowing us to price our inventory aggressively. There is tremendous growth potential and opportunity for our business. Moving to a subsidized business location will expand our customer base, allow us to advertise and use social media freely to promote our cause.

There are barriers to for profit competitors entering the market, including the need to pay for inventory, labor, employee benefits, and insurance. Other non-profits would need to recruit a committed group of volunteers to start a business.

Because we are selling at discounted prices, the business is not as susceptible to economic swings as retail stores.

Pricing

We price our products very competitively. Our approach needs to remain aggressive to attract and maintain a loyal customer base. 80% of our inventory is priced from \$1 to \$15, including jewelry. The rest of it is priced from \$20 to \$350. This price point is for things such as original art, decorative crystal, vintage items and some furniture and jewelry. We compare well in our pricing structure with consignment stores such as Classic Consignments in Sudbury and Tables to Teapots in Acton. As we go out in the market place we will need to maintain the low-price edge due to the proximity of our competitors.

Customers

Currently our customers are based on a limited demographic. We have marketed to our personal friends, the membership lists of the League of Women Voters and the Sudbury Garden Club, flyers posted in local grocery retail locations, public institutions such as the Goodnow library and Domestic Violence agencies. Our hope is that our customer profile will change dramatically as we gain visibility and as we raise awareness of the pervasive nature of domestic violence, the effects of which are felt through economic and class boundaries. Our typical customer is an upper middle class, highly educated, mostly middle-aged woman. We hope to grow our appeal to a more diverse group of people. Our dedication to the cause of aiding individuals affected by relationship violence creates a niche; our customers see their purchases as a way of contributing to a cause in addition to getting a bargain.

Competition

Our major competitors are:

Area consignment stores such as Tables to Teapots, discount chains and established antique dealers and crafters.

Promotion:

We promote our business through print materials we insert in every bag that the customer takes home. See Appendix. Our promotional budget is currently limited to printing of brochures, pamphlets and forms. Our best ambassadors are our friends, who advertise for us by word of mouth. We plan to launch a website designed and hosted by a volunteer at no cost to the organization as well as a Face book page and use other electronic channels such as Craig's list. We would also maintain an online presence on Etsy and Ebay for valuables such as jewelry, art, silver and one of a kind items.

Advertising:

We hope to advertise in the Action Unlimited, Wicked Local, the Patch, an electronic newsletter, sister organization newsletters, our website and on social media.

Other methods, which we will employ, are:

- Word of mouth, network of friends and professionals
- Direct email blasts to repeat customers
- A website with our mission.
- Partnering with other non-profit groups in contiguous towns.

Sales and Cost Forecast

Between October of 2012 and July 2013 we opened 14 days, averaging approximately \$700 in sales per day. Based on revenues raised from sales, approximately \$7500 in a period of 5 months and donations of approximately \$8000 to date, our new model will look very different. Most of our sales will be through privately sponsored fundraisers, we hope to hold at different locations, currently within the Greater Boston area monthly. By hosting sales in different geographic locations, we will raise awareness of the prevalence of domestic violence in our affluent suburban communities. We look to raise funds through grants and donations from foundations and corporations such as banks.

Planned Fundraisers

Distribution of donated merchandise in area consignment stores.

A fundraiser in April at Paisley Boutique in Hudson.

Co-hosting a luncheon with a domestic violence service provider agency in May

A planned house party at a Board member home

Operational Plan

Location

Gifts Of Hope will be operating out of Board member residences

Legal Environment

Gifts of Hope Unlimited Inc. is a registered 501(c)3 Non-profit organization

Recruitment of new volunteers.

Volunteers will be recruited by word of mouth as well as our website.

Monthly Board Meetings are held at volunteer residences:

See attached minutes

Suppliers

Supply of merchandise is from private donations. There is no shortage of inventory originating from personal connections.

Payment Policies

Current method of accepted payments are checks and cash.

Gifts of Hope Unlimited, Inc. Board members

President: Marilyn Ellsworth

Co-president: Karen Cohen

Treasurer: Vinita Asija

Co-treasurer: Bonnie Glass

Secretary: Cynthia Beckham

Retail chair: Diane Seligman

Members: Nalini Goyal, Karin Gaffney, Siddhartha Goyal

**BY-LAWS
OF
GIFTS OF HOPE UNLIMITED, INC.**

Adopted by Vote of Directors dated August 18, 2016.

ARTICLE 1--OFFICE

Section 1. Office

The office of the Corporation shall be located in Hudson, Massachusetts.

ARTICLE II--MEMBERS

Section 1. Members

The Corporation shall have no members.

ARTICLE III--BOARD OF DIRECTORS

Section 1. Management of the Corporation

The general management of the affairs of this Corporation shall be vested in the Board of Directors. The Board of Directors shall fix its policies, have power to employ and discharge necessary staff and other help, authorize expenditures and take all necessary and proper steps to carry out the purposes of this corporation and promote its best interests.

Section 2. Qualifications of Directors

Each Director shall be at least eighteen (18) years of age.

Section 3. Number of Directors

The Directors of this Corporation shall number at least three.

Section 4. Initial Board of Directors

Those persons named in the Articles of Organization of this Corporation shall act as the initial Board of Directors of this Corporation.

Section 5. Term of Directors

Each Director shall hold office until his or her successor is appointed by vote of a majority of the Directors.

Section 6. Newly-Created Directorships and Vacancies

Except as otherwise provided in Section 5 of this Article, newly-created Directorships resulting from an increase in the number of Directors and vacancies occurring in the Board of Directors may be filled by vote of a majority of the Directors then in office.

Section 7. Removal of Directors

Any of the Directors may be removed for cause by a vote of a majority of the Directors.

Section 8. Resignation of Directors

Any Director may resign at any time by giving written notice to the President or Clerk of the Corporation. The acceptance of a resignation shall not be necessary to make it effective, but no resignation shall discharge any accrued obligation or duty of a Director.

Section 9. Quorum of Directors

A majority of the number of Directors fixed by these By-Laws shall constitute a quorum for the transaction of business at any meeting of the Board of Directors, but if less than such a majority is present at the meeting, a majority of the Directors present may adjourn the meeting from time to time without further notice.

Section 10. Meetings of the Board of Directors

There shall be at least one regular meeting of the Board of Directors yearly.

Section 11. Compensation of Directors

Directors shall not receive any salary for their services as Directors.

Section 12. Limits of Liability for Directors

No Director shall be personally liable for any debt, liability or obligation of the Corporation.

ARTICLE IV--OFFICERS

Section 1. Number

The Officers of the Corporation shall be a President, a Treasurer, and a Clerk. Any two or more offices may be held by the same person.

Section 2. Election of Officers

All officers shall be appointed by a majority of the Board of Directors then in office. Each officer shall hold office until that officer's successor shall have been duly appointed by the Board of Directors.

Section 3. President

The President shall be the principal executive officer of the Corporation and shall, in general, supervise and control all of the business and affairs of the Corporation. The President shall preside at all meetings of the Board of Directors. The President, together with such other officers as may be appointed by resolution of the Board of Directors for that purpose, shall have authority to sign checks. The President, in general, shall perform all duties incident to the office of President and such other duties as may be prescribed by the Board of Directors from time to time.

Section 4. Treasurer

The Treasurer shall have the care and custody of all funds and securities of the Corporation and deposit all such monies in the name of the Corporation in such depositories as may be designated by the Board of Directors. The Treasurer, in absence of the President, shall sign all documents in the name of the Corporation when authorized to do so by the Board of Directors. Together with such other officials as may be appointed by resolution of the Board of Directors for that purpose, the Treasurer shall have authority to sign checks. The Treasurer, in general, shall perform all of the duties incident to the office of Treasurer

and such other duties from time to time may be assigned to the Treasurer by the President or by the Board of Directors. If required, the Treasurer shall provide such security for the faithful discharge of such duties as the Board of Directors may determine.

Section 5. Clerk

The Clerk shall keep a record of all meetings of the Board of Directors and shall attend to the mailing, posting and publication of notices of such meetings. The Clerk shall have charge of the seal of the Corporation, if any, and of such books, records and other papers as the Board of Directors may direct.

Section 6. Removal or Vacancies of Officers

Any officer appointed by the Board of Directors may be removed by the Board of Directors with or without cause. If the office of any Officer becomes vacant, the Directors may appoint any qualified member of the Board of Directors to fill such a vacancy, who shall hold the office until his or her successor is appointed and qualified.

ARTICLE V--MISCELLANEOUS PROVISIONS

Section 1. Fiscal Year

The fiscal year of the Corporation shall commence on the first day of January and terminate on the thirty-first day of December in each calendar year.

Section 2. Amendment and Repeal

By-Laws may be amended, repealed or adopted by a majority of the entire Board of Directors provided that written notice of the amendment, repeal or adoption has been given to each of the Board of Directors at least seven (7) days prior to the meeting at which the proposed action is taken.

A true copy.

Attest:

Cynthia Beckham

**ARTICLES OF ORGANIZATION
GIFTS OF HOPE UNLIMITED, INC.**

ARTICLE IV, CONTINUATION SHEET

(a) No officer or Director shall be personally liable to the Corporation or its members for monetary damages for any breach of fiduciary duty as an officer or Director notwithstanding any provision of law imposing such liability, except (to the extent provided by applicable law) for liability (i) for breach of the officer's or Director's duty of loyalty to the Corporation, (ii) for acts or omissions not in good faith or which involve intentional misconduct or a knowing violation of law or (iii) for any transaction from which the officer or Director derived an improper personal benefit.

(b) The Corporation shall make no contribution for other than religious, charitable, scientific, literary or educational purposes.

(c) The Corporation may be a partner to the maximum extent permitted by law in any enterprise which it would have power to conduct by itself.

(d) The Directors may make, amend or repeal the By-Laws in whole or in part.

(e) The Corporation may solicit and receive contributions from any and all sources and may receive and hold, in trust or otherwise, funds received by gift or bequest.

(f) The Corporation may make guarantees in furtherance of its corporate purposes.

(g) No part of the net earnings or the assets of the Corporation shall inure to the benefit of any officer or Director of the Corporation or any private individual, except that the Corporation may pay reasonable compensation for services rendered and make payments and distributions in furtherance of its exempt purposes.

(h) No substantial part of the activities of the Corporation shall be the carrying on of propaganda, or otherwise attempting to influence legislation, except to the extent permitted by Section 501(h) of the Internal Revenue Code, and the Corporation shall not participate in or intervene in (including the publishing or distribution of statements) any political campaign on behalf of (or in opposition to) any candidate for public office.

(i) In the event of the dissolution of the Corporation, the Board of Directors, after paying or making provision for the payment of all liabilities of the Corporation, shall distribute, in any proportion considered prudent, all the assets of the Corporation to such organization or organizations organized and operated exclusively for charitable, educational or scientific purposes and at the time qualifying as an exempt organization or organizations under Section 501(c)(3) of the Internal Revenue Code, as the Board of Directors shall determine. Any such assets not so disposed of shall be disposed of by a court of competent jurisdiction of the county in which the principal office of the Corporation is then located, exclusively for such purposes or to such organization or organizations, as said court shall determine, which

are organized and operated exclusively for such purposes. In all events, the Corporation shall comply with the provisions of Chapter 180 of the Massachusetts General Laws.

(j) Notwithstanding any other provisions of these Articles of Organization, the Corporation must act, or refrain from acting, in any manner as is specified in Chapter 68A of the Massachusetts General Laws.

(k) No contract or transaction between the Corporation and one or more of its Directors or officers, or between the Corporation and any other corporation, partnership, association, or other organization in which one or more of its Directors or officers are directors or officers, or have a financial or other interest, shall be void or voidable solely for this reason, or solely because the Director or officer is present at or participates in the meeting of the Board of Directors or committee thereof which authorizes the contract or transaction, or solely because his or their votes are counted for such purposes, nor shall any Director or officer be under any liability to the Corporation on account of any such contract or transaction if:

(1) the material facts as to his or her relationship or interest and as to the contract or transaction are disclosed or are known to the Board of Directors or the committee, and the board or committee authorized the contract or transaction by the affirmative votes of a majority of the disinterested Directors, even though the disinterested Directors be less than a quorum; or

(2) the contract or transaction is fair as to the Corporation as of the time it is authorized, approved or ratified, by the Board of Directors or a committee thereof.

Common or interested directors may be counted in determining the presence of a quorum at a meeting of the Board of Directors or of a committee which authorizes the contract or transaction, and if they are members, their votes may be counted for the purpose of a vote by the members approving such contract or transaction.

(l) The Corporation shall, to the extent legally permissible and only to the extent that the status of the Corporation as an organization exempt under Section 501(c)(3) of the Internal Revenue Code is not adversely affected thereby, indemnify any person serving or who has served as a Director, officer, employee or other agent of the Corporation, or at his or her request as a Director, officer, employee or other agent of any organization, or at his or her request in any capacity with respect to any employee benefit plan, against all liabilities and expenses, including amounts paid in satisfaction of judgments, in compromise or as fines and penalties, and counsel fees, reasonably incurred by him or her in connection with the defense or disposition of any action, suit or other proceeding, whether civil or criminal, in which he or she may be involved or with which he may be threatened, while in office or thereafter, by reason of his or her being or having been such a Director or officer (or in any capacity with respect to any employee benefit plan), except with respect to any matter as to which he or she shall have been adjudicated in any proceeding not to have acted in good faith in the reasonable belief that his or her action was in the best interests of the Corporation (or, to the extent that such matter relates to service with respect to an employee benefit plan, in the best interest of the participants or beneficiaries of such employee benefit plan); provided, however, that as to any matter disposed of by a compromise payment by such person, pursuant to a consent decree or otherwise, no indemnification either for said payment or for

any other expenses shall be provided unless such components and indemnification therefor shall be approved:

(1) by a majority vote of a quorum consisting of disinterested Directors;

(2) if such a quorum cannot be obtained, then by a majority vote of a committee of the Board of Directors consisting of all disinterested Directors;

(3) if there are not two or more disinterested Directors in office, then by a majority of the Directors then in office, provided they have obtained a written finding by special independent legal counsel appointed by a majority of the Directors to the effect that, based upon a reasonable investigation of the relevant facts as described in such opinion, the person to be indemnified appears to have acted in good faith in the reasonable belief that his or her action was in the best interests of the Corporation (or, to the extent that such matter relates to service with respect to an employee benefit plan, in the best interests of the participants or beneficiaries of such employee benefit plan); or

(4) by a court of competent jurisdiction.

If authorized in the manner specified above for compromise payments, expenses including counsel fees, reasonably incurred by any such person in connection with the defense or disposition of any such action, suit or other proceeding may be paid from time to time by the Corporation in advance of the final disposition thereof upon receipt of (a) an affidavit of such individual of his or her good faith belief that he or she has met the standard of conduct necessary for indemnification under this Article, and (b) an undertaking by such individual to repay the amounts so paid to the Corporation if it is ultimately determined that indemnification for such expenses is not authorized by law or under this Article, which undertaking may be accepted without reference to the financial ability of such person to make repayment.

The right of indemnification hereby provided shall not be exclusive of nor affect any other rights to which any such indemnified person may be entitled. Nothing contained herein shall affect any rights to indemnification to which corporate personnel other than the persons designated in this Article may be entitled by contract, by vote of the Board of Directors, or otherwise under law.

As used herein the terms "person," "Director," "officer," "employee," and "agent" include their respective heirs, executors and administrators, and an "interested" Director or officer is one against whom in such capacity the proceedings in question or other proceedings on the same or similar grounds is then pending.

If any term or provision hereof, or the application thereof to any person or circumstances, shall to any extent be held invalid or unenforceable, the remainder hereof, or the application of such term or provision to persons or circumstances other than those as to which it is held invalid or enforceable, shall not be affected thereby, and each term and provision hereof shall be held valid and enforced to the fullest extent permitted by law.

(m) All references herein to (i) the Internal Revenue Code shall be deemed to refer to the Internal Revenue Code of 1986, as now in force or hereafter amended, (ii) any chapter of the

Massachusetts General Laws shall be deemed to refer to said chapter as now in force or hereafter amended, and (iii) particular sections of the Internal Revenue Code or Massachusetts General Laws shall be deemed to refer to similar or successor provisions hereafter adopted.

Gifts of Hope Unlimited, Inc.
Board Meeting Minutes
11/18/2016

The meeting was called to order at 7:40 pm. In attendance were Marilyn Ellsworth, Bonnie Glass, Karen Cohen, Diane Seligman, Nalini Goyal, Vinita Asija, Siddhartha Goyal, and Cynthia Beckham. Bonnie Glass moved that the minutes from the October 4, 2016, meeting be approved and Marilyn Ellsworth seconded the motion. The minutes were approved.

Regarding corporate/ legal updates, Cynthia Beckham agreed to contact lawyer Rosario Rizzo to obtain a copy of the first GOHU annual report filed on November 1, 2016. Karen Cohen agreed to contact a CPA colleague concerning pro bono help in filing GOHU's first tax returns.

Vinita Asija gave the treasurers' report, noting that a new GOHU account has been opened at Middlesex Savings Bank in Acton and that the Rockland Trust account will be closed. A full report will be presented at the next board meeting.

Diane Seligman gave a detailed report on boutique operations, including an explanation of the item tagging process and the status of sales. Diane also raised the issue of adding consignment sales and a discussion followed on whether a consignment model contradicted GOHU's current donation/ sales model. Marilyn Ellsworth agreed to develop and then send out receipt forms to acknowledge and thank donors for items donated.

Regarding old business, Nalini Goyal presented a series of drawings featuring hands and hearts as possible GOHU logos.

New business items focused on how to initially work with the Town of Sudbury's social worker to identify and then help local domestic violence victims in need of financial assistance, with the intent to support victims in other towns in the future. A discussion followed on the need to develop a budget along with donation policies and guidelines. Ideas for future fundraisers and appeals also were discussed.

The next board meeting was tentatively scheduled for January 6, 2017, at 7:00 pm. The meeting was adjourned at 9:20 pm.

Respectfully submitted,
Cynthia C. Beckham
Secretary

Appendix

Advertising materials

Typical holiday sales flyer from past events

Funding Challenges for Domestic Violence Programs

We proudly announce the re-opening of
GIFTS OF 'HOPE UNLIMITED'
A UNIQUE RE-GIFT BOUTIQUE

SATURDAY AUGUST 13TH, 2016

located inside Artee Fabrics and Home
Ground Floor - 68 Tower St, Hudson, MA 01749
Open: Monday through Saturday 10-5 pm
Sunday: 12-5 pm



A group of dedicated individuals has established a boutique, the Gifts of Hope Unlimited, whose profits are to support and assist individuals affected by relationship violence gain access to resources for a safe and empowered future.

Launched in October 2013, the boutique has conducted some very successful "destination events" which were held in volunteer homes. The volunteers have finally identified a space more conducive to its operations and future growth.

We are a unique one of a kind Re-Gift Boutique comprised of 100% donated merchandise.

To donate, volunteer or more information please call
978-579-0974
Email: giftsofhopeunlimited@gmail.com

Gifts of Hope Unlimited

*Cordially invites you to a
"One-day-only" holiday sale*

On Sunday, 12.1.13

From 10 to 3 pm

At

46 Anselm Way

Sudbury

Ph: 978-579-9732

*Come enjoy light refreshments while you shop. We have a unique collection of
gifts for everyone on your list.*

*Proceeds from the sale to benefit the free Lawyer for the Day (LFAD)
program of Domestic Violence Services Network Inc.*

*Friends of DVSN donate 100% of the merchandise**

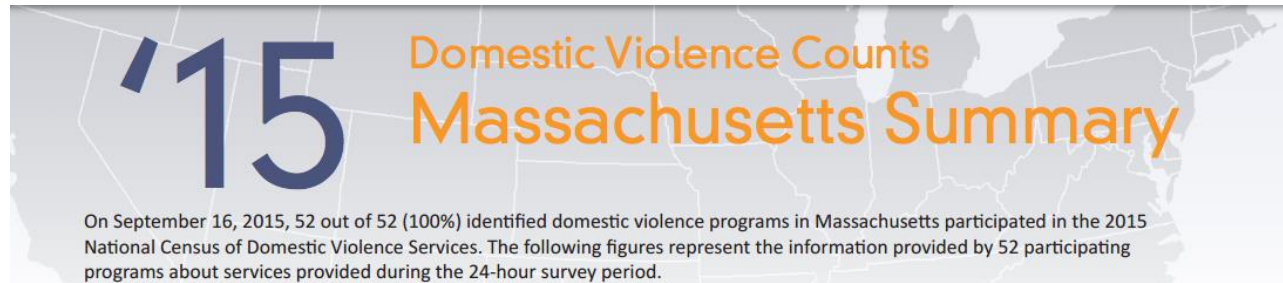
** All donations in cash or kind are tax deductible. Your purchases are not.
DVSN is a 501 c 3 e Non profit organization*

Thank You

for helping us help those in need.

Through your generosity and guidance, we hope to thrive and grow in our efforts
to assist individuals and families living with abuse.
Your support, in whatever capacity you have chosen to give it, has been invaluable.
Wishing each of you peace, joy, and well being this Holiday season.

Funding Challenges for Domestic Violence Programs: The Impact on Victims



On September 16, 2015, 52 out of 52 (100%) identified domestic violence programs in Massachusetts participated in the 2015 National Census of Domestic Violence Services. The following figures represent the information provided by 52 participating programs about services provided during the 24-hour survey period.

1,970 Victims Served in One Day

742 domestic violence victims (372 children and 370 adults) found refuge in emergency shelters or transitional housing provided by local domestic violence programs.

1,228 adults and children received non-residential assistance and services, including individual counseling, legal advocacy, and children's support groups

This chart shows the percentage of programs that provided the following services on the Census Day.

Services Provided by Local Programs:	Sept. 16
Individual Support or Advocacy	100%
Children's Support or Advocacy	74%
Emergency Shelter	54%
Bilingual Advocacy (services provided by someone who is bilingual)	52%
Support/Advocacy Related to Housing/Landlord	46%
Court or Legal Accompaniment/Advocacy	40%
Support/Advocacy Related to Public Benefits/TANF/Welfare	38%
Prevention Services and/or Educational Programs	38%

474 Hotline Calls Answered

Domestic violence hotlines are a lifeline for victims in danger, providing support, information, safety planning, and resources. In the 24-hour survey period, domestic violence programs answered more than 19 hotline calls every hour.

509 Educated in Prevention and Education Trainings

On the survey day, 509 individuals in communities across Massachusetts attended 25 training sessions provided by local domestic violence programs, gaining much needed information on domestic violence prevention and early intervention.

322 Unmet Requests for Services in One Day, of Which 63% Were for Housing

Many programs reported a critical shortage of funds and staff to assist victims in need of services. In addition to housing and emergency shelter, programs reported that of the service requests they could not meet, Attorney/Legal Representation and Cash Assistance/Financial Assistance services were most in demand.

Cause of Unmet Requests for Help

Across Massachusetts, 30 individual services at local programs were reduced or eliminated in the past year.

- 🏠 23% of programs reported government funding cuts.
- 🏠 21% of programs reported reductions in private funding.
- 🏠 10% of programs reported staffing cuts or reductions.
- 🏠 8% of programs reported fewer individual donors.

Across Massachusetts, 32 staff positions were eliminated in the past year and most (73%) of these positions were direct services such as shelter or legal advocates, so there were fewer advocates to answer calls for help.

"Affordable housing is our clients' biggest need. Without housing, they have fewer options to leave an unsafe relationship, fewer options when trying to start their life over after leaving, and survivors stay longer in our shelter because they have nowhere else to go."

— Advocate



2015 Domestic Violence Counts: A 24-Hour Census of Domestic Violence Shelters and Services