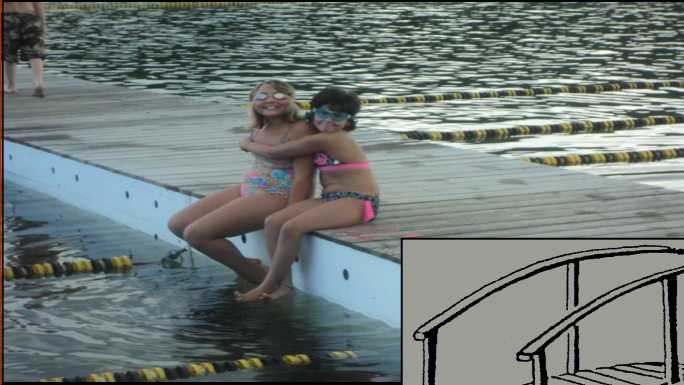


*Camp Exclamation Point, Inc.  
2011 Annual Report*



*Where Great Things Happen!*

## Managing Director's Message

Now in our 21st year, Camp Exclamation Point has been making a positive difference in the lives of thousands of children over the course of our history. In partnership with the State of Vermont's Department of Education – Migrant Education program, we have been able to provide underserved youth with an exciting week-long residential camping experience. From swimming to arts and crafts to nature, our campers make new friends right from the start and are immersed in a variety of fun and exciting activities throughout the week.

Before I came on as Managing Director, I was offered the opportunity this past summer to see first hand the magic of what makes Camp Exclamation Point so special. With a background in camping youth programs and fundraising management, what I observed was nothing short of amazing.

From the moment I arrived, I was welcomed with a kind and warm reception by a staff who was excited to be there. I have never before met such an excited group of volunteers ready to get to work. The dynamic was inspiring to watch. Seeing the program in action throughout the week and the smiles on campers faces confirmed to me that this was more than just a camp, it was a family. A camping family that provides stability and support to children and helps to build their self confidence and self esteem in the process.

Throughout our lives, we are presented with unique, and sometimes few opportunities to make such a positive difference in the lives of children. Camp Exclamation Point is one of them. Whether it's volunteering your time or making a financial contribution in support of our program, you are making a profound difference in the lives of our campers.

My sincere thanks to all of our volunteers and generous donors for their continuing support in making this program possible. Your efforts and commitment are greatly appreciated and I welcome your continued involvement in the years ahead. On behalf of our campers, staff and Board of Directors, thank you for everything you do.

I look forward to a fun and exciting 2012 summer camping program.

Sincerely,

John O'Farrell  
Managing Director



## Mission Statement

Camp Exclamation Point provides continuity and community to underserved, rural Vermont kids through a week-long residential summer camp.

## Camp ! History

Camp Exclamation Point, Inc. (Camp!) is a Vermont-based non-profit organization that gives over 100 children from rural Vermont communities a week-long residential summer camp experience. Many of our campers' families are involved with the agriculture, dairy or logging industries within the state and often move to follow seasonal work.

Camp ! Was founded in 1991, when the Vermont Migrant Education Program discontinued the original camp. Several staff members were committed, however, in providing continuity for the children with whom they had been working and created Camp ! as a way to meet that need. Staff recognized that the summer experience made an important difference in these children's lives and provided them with opportunities otherwise inaccessible to them and their families. Camp! continues to be directed and supported by the people who form its core staff.

In addition to the traditional summer camp program, we also offer older campers a Teen Leadership Training Program (TLP). This program provides an opportunity for campers to develop leadership skills and build their self-esteem and self-confidence. Upon successful completion of the program, campers become eligible to apply for staff-in-training positions the following year.

## Camp ! Guiding Principles

**Community:** To provide a safe and welcoming environment for kids to be kids, where good citizenship is modeled and encouraged.

**Continuity:** To create a stable and rewarding experience that our campers enjoy returning for each summer, and to make this experience available to their brothers and sisters.

**Choices:** To empower children to make meaningful personal decisions, learn responsibility and build their self esteem.

**Core:** To offer a program of experiences and activities with art and music, natural Science, physical activity, water safety, nutrition, hygiene and literacy.

## *Our Volunteers Make the Difference*


This is truly the place where great things happen and it's all because of our volunteers. Some have been here since the beginning, while others are just learning about our program for the first time. Throughout the year, everyone works together with the unified purpose of giving our campers a fantastic program that they will never forget. We are truly fortunate to have such a large number of volunteers that take time out of their busy schedules each summer to help with camp. As a matter of fact, over 80 % of our staff return each year and often bring new volunteers into the fold.

What's even more exciting is that our staff is made up of mostly adults who come from a variety of professional backgrounds including lawyers, teachers, managers, legislators, accountants, scientists, technicians, students and the list goes on. Below you will find three profiles on members of our camp staff that best describes the commitment our volunteers have to the program and what Camp! is truly all about.

**Scott Moore**— Scott has been Camp Exclamation Point's Treasurer since he joined the Board in 2005. Scott originally found the CAMP! community through the volunteer network of the United Way in 2002. He has been a counselor for the fifth and sixth grade boys in Pod 4, and was the Pod 4 leader for several years. Scott's strong but gentle leadership, creative program ideas, and fun sense of humor made for a great week for Pod 4 campers and staff. Scott has been a fixture at the buddy board on the waterfront each summer, which helps him learn practically every camper and staff members' name by the end of the week. This in turn serves him well as he painstakingly puts together an end-of-the-week slide show, set to music, and strives to include a picture of each camper. It's always a highlight of our post-carnival celebration.

In the spring of 2011, after our previous Managing Director stepped down, Scott's love of CAMP! and desire to keep it moving forward on a secure financial footing led him to volunteer to serve as Acting Managing Director, without compensation, until a new one was hired. The Board and the rest of the CAMP! community are hugely grateful for his service, and for the wonderful, well-organized and well-executed week of camp this summer that he oversaw. Scott is continuing to serve on the Transition Committee as we move into John's first year as Managing Director, and will value his experience this summer.

Scott is a Senior Financial Analyst at Secure Financial Services, and lives in Essex Junction, Vermont with his wife, Robyn Myers Moore. Robyn has also been an important member of our community, not only serving as Waterfront Director since 2008, but also bringing her semi-professional cheerleading team to our Kick it for CAMP! kickball tournament for the past 6 years, raising over \$9000. Kudos to you both for all your efforts on behalf of CAMP!



**Alison Forrest**— When staff members of Camp Exclamation Point are asked what a week of camp is like, they almost invariably will say that the food is outstanding. Alison Forrest, a highly-respected member of the Vermont foodservice community, directs both the Camp! kitchen and the food service program at Brewster Pierce Elementary School.

Alison has cooked at CAMP! for 22 years, going all the way back to when we were a program of Vermont Migrant Education. She is a master of making the most of a small food budget, leading a creative kitchen crew in making meals that are both healthy and delicious, featuring fresh fruits and vegetables (sourced as locally as possible), freshly baked breads, savory soups, and whole-grain desserts. Meals are low in sugar, and rarely feature anything processed. Campers often taste certain foods for the first time at CAMP!, not only tofu, hummus, or homemade kimchi, but also seemingly more common items that just aren't available to them at home, such as fresh peaches.

When asked about the best part of her job at Brewster Pierce, Alison says it's "seeing children taste new foods and come back for seconds and thirds, understand what a whole grain is and why it's important to eat them, and for them to be able to name everything they eat and understand where it comes from. Almost everyone is tremendously interested in food, and the more they know about it, the more enthusiastic they are!"

Prior to beginning her now 25 years at Brewster Pierce, Alison worked at the Onion River Co-Op, the original Ben & Jerry's scoop shop at the old gas station in Burlington, and the Daily Bread Bakery in Richmond. She lives in Huntington, Vermont with her husband Bart, creates beautiful woven fabrics at a studio in town, and in her spare time she loves to "dance, read, and travel by train."

**Marianne Mollmann**— Marianne discovered Camp! somewhat coincidentally. "I was spending time at a friend's place in London and he'd left out a flyer calling for volunteers with two words scribbled in the margin, 'Hint hint!' and my daughter and I have been going to CAMP! ever since. For the past five years now, we organize our summers around CAMP! to make sure we can go and we feel at home at CAMP! in ways I wouldn't have thought possible." While at camp, Marianne has worked in Pod 7, on the waterfront staff, in the health center and helping out wherever she can. "Camp has had such a profound impact on my daughter that she even sings herself to sleep to the Vermont state song, which is sort of amusing because we are not from Vermont; we actually live in New York."

"I think what impresses me the most about CAMP! is the noticeable empowering impact on the many campers who return year after year. Our campers' lives are often in flux and CAMP! is one of the few places that provides continuity & community in their lives. CAMP! encourages children to hone in on and use their skills and talents to take responsibility, follow their dreams and have fun in the process, which I think is one of the most important lessons we can teach our children today."

## Budget Financials

<u>Revenues</u>	<u>FY 2011 Budget</u>	<u>FY 2011 Actual</u>	<u>FY 2012 Budget</u>
Grants	\$ 20,000	\$ 14,100	\$ 20,000
Special Events	\$ 5,000	\$ 3,463	\$ 4,100
Corporate Contributions	\$ 5,000	\$ 2,575	\$ 5,000
Private Contributions	\$ 5,000	\$ 4,960	\$ 5,000
Government Programs	\$ 6,750	\$ 5,084	\$ 6,750
Program Fees	\$ 3,750	\$ 2,585	\$ 3,750
<b>Total Revenues</b>	<b>\$ 45,500</b>	<b>\$ 32,767</b>	<b>\$ 44,600</b>
<u>Expenses</u>			
Salaries	\$ 18,060	\$ 8,770	\$ 16,400
Insurance	\$ 3,600	\$ 3,516	\$ 3,600
Payroll Taxes	\$ 4,115	\$ 2,310	\$ 4,100
Professional Fees	\$ 500	\$ 550	\$ 600
Supplies	\$ 8,250	\$ 11,800	\$ 9,250
Telephone	\$ 225	\$ 105	\$ 225
Postage	\$ 600	\$ 365	\$ 525
Occupancy	\$ 4,100	\$ 4,135	\$ 4,100
Printing	\$ 400	\$ 0	\$ 250
Travel	\$ 4,250	\$ 3,490	\$ 4,750
Assistance	\$ 700	\$ 300	\$ 700
Fees & Taxes	\$ 130	\$ 149	\$ 100
<b>Total Expenses</b>	<b>\$ 44,930</b>	<b>\$ 35,490</b>	<b>\$ 44,600</b>

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Ed Paquin, President  
Dave Rosenberg, Vice President  
Eric Thomas, Secretary  
Scott Moore, Treasurer  
Alan Graham  
Erin Shea  
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*Where Great Things Happen!*

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