



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2025

Town Manager's Office

JUL 19 2024

Received

Organization's Name: Great Bay Kids

Year Founded: 1967

Address: 64 Epping Road, Exeter, NH 03833

Executive Director/ Board Chair: Katelyn Dennis/Stephanie Santos

Tax ID Number: 02-0272439

Applicant Contact: Katelyn Dennis

Email: k.dennis@greatbaykids.org

Address: 81 New Hampshire Avenue, Portsmouth, NH 03801

Phone: 603.772.9830

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

Great Bay Kids is a non-profit organization dedicated to providing quality early childhood education and school age enrichment programs for children. This grant will be used to support the daily operations of our center as well as for enrichment in the classrooms. This includes but is not limited to class supplies, manipulatives and guest speakers.

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

This grant is for the sole use of our Exeter Center, located at 64 Epping Road. Most of the students are Exeter residents. The supplies and manipulatives that are purchased will be utilized by the children that attend. We are always looking to make upgrades and to ensure the building and playgrounds offer the most for learning, play and safety. We have also been named a GSQ (Granite Steps for Quality) licensed center in the state of New Hampshire. For this to happen, we must have the classrooms do a self-assessment for the environmental rating scale. We are currently a level 1 center here in Exeter but working and thriving to become a level 3 center. The materials list for what is required in each classroom is large and this grant that we receive will help us purchase the materials we need to gain this next level.

% of overall services that goes to Exeter residents: 75%

of Exeter residents served: 130

List all geographic area(s) served by organization: EXETER, NEWMARKET, NEWFIELDS, EPPING, STRATHAM, BRENTWOOD, KENSINGTON, HAMPTON, PORTSMOUTH, and a few random towns

Total Municipal Contributions in 2024: \$0

List each town that contributes, and the amount received: NONE

Organization's total projected budget for FY 2025: \$6.4 million total budget for entire agency

Amount Requested: \$2500

Additional Information Required:

Please supply the following items for a complete application to be considered:

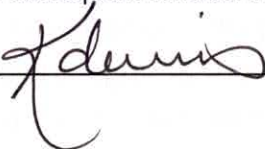
1. Provide a narrative, not to exceed two pages in size 12 font
 - a) Organization's overview
 - b) Program changes and/ or highlights from the past year

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 5/24/24 (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: 7/9/24

Submit no later than July 31, 2024:

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

Question #1: Provide a narrative, not to exceed two pages in size 12 font

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

We, at Great Bay Kids, want to thank you again for the opportunity to apply for this grant. Your yearly acceptance of our request has enhanced our work to continue our mission as a non-profit organization dedicated to providing quality early childhood education and school-age enrichment programs for children. We have been providing quality care and early education since 1967 when we opened our first center in Newmarket as The Newmarket Child Care Center. In January of 1975, we then opened our doors in Exeter to meet the growing need for childcare and early education in the Exeter area. At that point, we switched our name to The Newmarket/Exeter Child Care Center and in 1997 we became Great Bay Kids' Company and more recently changed our name to Great Bay Kids. Over the years the need for care in Exeter grew and our original location in Exeter, which was licensed for 50, was no longer big enough. In 1992, we then moved to 13 School Street so that we could accommodate more children and we provided care there until 2015 when we moved into our current location at 64 Epping Road. In addition to our preschool site, in 1990 we began offering before and after school care at both Main Street and Lincoln Street schools for children attending public school through 5th grade. We also offer full day care on some holidays, snow days and during school vacations for our school age population to accommodate working families. In 2008, to meet the needs of the Exeter residents even more, we added care for children 2-3 years of age. With the continued growth in the area and need for infant and young toddlers, we designed our current location to encompass infants through five years of age and are now licensed for 143. The need for early care in Exeter is ever growing and we currently work off a wait list and are constantly offering care to families on the waitlist as soon as we can.

As previously stated, we added a program in Exeter to meet the needs of the Exeter residents. Through the years, the Exeter center has grown with the needs of the community, and we pride ourselves on creating an environment that is fun and educational all while the children learn through play, which is key at their age. Our teachers are always continuing their education whether it is through taking classes in the educational field or completing the required professional development hours each year. This year we had teachers take advantage of the NH ECE grant and took classes at UNH. This fall the state will continue to pay for two classes at 100% and then after that they will offer child growth and development for 100% and all subsequent ECE classes at 50%. This is a great benefit for our teachers to be able to further their education at no cost to them so that they can directly affect their classrooms in a positive way. The teachers create lesson plans from their knowledge and experience in the field that are designed to meet the needs of each class but also to the individual needs of each child. The Exeter teachers work diligently to ensure the children have the early education that will support their success as they move on to kindergarten and for many Exeter residents this education begins as infants.

For many of the children in the Exeter center, they are fortunate to be able to attend Great Bay Kids in the town they are going to attend elementary school. This is beneficial in so many ways, but one key point is that they make friendships while they are with us that continue well into elementary years and beyond. These friendships are built early and with them come family bonds which make up the wonderful town we are in.

Another benefit is that we live in a community that has so much to offer that we can bring to the children through different learning experiences. Over the years, we have had visits from our local fire department, police department and the dentist. We visited our local playgrounds, and our school age program visits the Exeter Public Library and the local Farmer's Market. Offering opportunities that the children can relate to their own lives is vital in the learning process and we are thankful for our Exeter connections.

Over the past year, we have gone through the Granite Steps for Quality process which is a quality rating system that requires programs to rate their classrooms based on a quality rating scale, ITERS and ECERS. It also requires teachers to become credentialed in the State of NH and based on ratings, state visits and how many teachers we credential each center that goes through the process is placed at a level! Currently, the Exeter Center is a Level 1 rating but is thriving to be a Level 3 rating before the end of the year. This year we also continued to offer visits from Wildlife Encounters, which is a program that brings animals to the center, and teaches the children about their background and lifestyles (habitats, food preferences etc.) This year we also opened back up for the school year at both Main Street and Lincoln Street. Since Covid we had only been offering a program at Lincoln Street and in the Summer of 2023, we reopened both sites.

We begin the use of the Heggerty Phonemic Awareness program this past fall in our older classrooms to increase the children's phonemic awareness learning. We also continue to include Zoo Phonics in our classrooms, which is a phonics program that incorporates animals, music and stories.

We continue to offer care from 7:30am – 5:00pm, Monday thru Friday, and the teachers are still responsible for cleaning the centers at night. We have moved to a cleaning company on weekends for the common areas but not daily yet. It is still our goal to have these hours extended to accommodate our working families more as soon as possible.

Great Bay Kids has been providing care on the seacoast for 56 years. We are grateful that our faculty and our Exeter families have been dedicated to us for so long and that we are able to continue to provide care to so many families that reside in the town of Exeter. We are always researching and finding new ways to benefit the families and our community and look forward to continuing to do so. The grant money we receive from the town of Exeter will be used to continue our mission through enhancing our curriculum materials and supporting our building and faculty throughout the year. Thank you again for your consideration.

Question #2: FY24 funded organizations must submit a 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.

We are so thankful for the opportunity to apply again for the Town of Exeter Human Services Fiscal Year 2025 Grant. Over the past year, the funds we received in 2024 were utilized to purchase materials and toys that were needed to ensure all classrooms at our Exeter Center had the appropriate learning materials, toys and supplies that went along with the quality rating scales, ITERS and ECERS. At one time, there were three levels of licensed centers in the State of New Hampshire; Licensed, Licensed Plus and NAEYC Accredited. The Exeter Center was Licensed Plus until the new rating system was introduced. The grant money we received helped us to equip our classrooms so that we could be awarded GSQ level 1 status. We will continue to utilize this grant money to update our learning materials and supplies so that we move up the level system and be awarded our Level 3 status by the end of the year. This benefits the Exeter residents, who make up the majority of our center, as it shows that we are offering a diverse and complete curriculum with the materials and manipulatives that are needed to do so successfully.

Currently, we are not requesting an increase in our funding for fiscal year 2025.

Thank you again.

★ GREAT BAY KIDS ★

Board of Directors

July 2024-June 2025

Stephanie Santos, Chair

Chris Bianco, Vice Chair

Rebecca Pare, Secretary

Chelsey Carpenter, Treasurer

Lauren Boc, Member

Brittany Goodale, Member

Janine Richards, Member

Danielle Colanto, Member

Kaitlin Distasio, Member

Kelly Hoefle, Member

[Email – Board@GreatBayKids.org](mailto:Board@GreatBayKids.org)



Great Bay Kids
Balance Sheet
As of July 10, 2024

	<u>Jul 10, 24</u>
ASSETS	
Current Assets	
Checking/Savings	
1065 · Bank of New Hampshire-Operating	121,707.51
1066 · Bank of NH - Promontory Acct	2,440,324.22
1067 · Bank of New Hampshire - Payroll	-4,541.70
7000 · Salem Five - Operating	2,356.20
7005 · Salem Five - Payroll	-175.00
Total Checking/Savings	<u>2,559,671.23</u>
Other Current Assets	
1040 · Cash - Petty Cash	900.00
1100 · Accounts Receivable	60,556.08
1110 · Accounts Receivable Difference	-317.00
1275 · Accounts Receivable USD	13,629.86
1280 · Accounts Rec Misc	-623.75
1310 · Inventory	5,131.57
1405 · Prepaid Insurance	-5,908.71
1410 · Prepaid Expenses	-2,150.40
1425 · CD NEWBURYPORT 4092,MAT 2/22/24	525,986.29
1426 · CD NEWBURYPORT 4100,MAT 5/22/24	524,769.24
1427 · CD NEWBURYPORT MAT 05/8/24	500,000.00
Total Other Current Assets	<u>1,621,973.18</u>
Total Current Assets	<u>4,181,644.41</u>
Fixed Assets	
2010 · Fixed Assets - Equipment	162,624.80
2020 · Fixed Assets - Computer Equip	50,498.05
2030 · Furnitures & Fixtures	165,412.11
2040 · Buildings	3,324,724.85
2050 · Leasehold Improvements	48,389.98
2060 · Land	631,501.66
2110 · Acc Depn - Equipment	-135,181.78
2120 · Acc Depn - Computer Equip	-23,772.75
2130 · Acc Depn - Furniture & Fixt	-175,311.45
2140 · Acc Depn - Buildings	-810,606.84
2150 · Acc Amort - Leasehold Imp	-38,299.07
Total Fixed Assets	<u>3,199,979.56</u>
Other Assets	
1149 · Right of Use-Asset	543,085.74
1150 · Allowance for Bad Debts	-3,367.74
Total Other Assets	<u>539,718.00</u>
TOTAL ASSETS	<u><u>7,921,341.97</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
3010 · Accounts Payable	6,567.72
Total Accounts Payable	<u>6,567.72</u>

Great Bay Kids
Balance Sheet
As of July 10, 2024

07/10/24

Accrual Basis

	Jul 10, 24
Other Current Liabilities	
2397 · Employee Tuition Garnishment	15,205.00
2398 · Unearned Waitlist Fee	1,350.00
2399 · Right of Use Liability - Leases	583,085.74
3015 · Accounts Payable Other	5,277.84
3022 · Deferred Revenue - Parent Fees	10,282.15
3030 · Deferred Revenue - Pease Grant	686,474.29
3110 · Accrued Salaries/Wages	367,496.62
3115 · Payroll Clearing Account	5,977.10
3130 · FIT Payable	-2,164.43
3150 · FICA Payable	2,164.43
3165 · 403 B Employee Wh	4,869.94
3190 · Dental Insurance Wh	-19,746.39
3195 · Vision Insurance Wh	-1,373.06
3196 · CL-Colonial Life-STD	1,222.45
3197 · CP-Colonial Life - Acc/Cancer	-539.28
3198 · CI - Colonial Life-Critical Ill	-417.60
3199 · TL - Colonial Life - Term Life	-2,958.78
3201 · CW - Colonial Whole Life	3,417.57
3300 · Accrued Interest Payable	1,617.03
	1,661,240.62
Total Other Current Liabilities	1,661,240.62
Total Current Liabilities	1,667,808.34
Long Term Liabilities	
3500 · Construction Loan - Georgetown	2,073,540.74
3520 · Mortgage Community Loan Fund	529,272.88
	2,602,813.62
Total Long Term Liabilities	2,602,813.62
Total Liabilities	4,270,621.96
Equity	
3000 · Opening Balance Equity	500,000.00
9010 · Unrestricted Net Assets	2,881,608.59
Net Income	269,111.42
	3,650,720.01
Total Equity	3,650,720.01
TOTAL LIABILITIES & EQUITY	7,921,341.97

Working Budget 2025	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	Total
Income													
Exeter	\$ 195,000.00	\$ 158,000.00	\$ 213,000.00	\$ 170,000.00	\$ 180,000.00	\$ 223,000.00	\$ 213,000.00	\$ 175,000.00	\$ 175,000.00	\$ 210,000.00	\$ 162,000.00	\$ 160,000.00	\$ 2,234,000.00
Pease	\$ 287,000.00	\$ 238,000.00	\$ 340,000.00	\$ 270,000.00	\$ 278,000.00	\$ 345,000.00	\$ 331,000.00	\$ 270,000.00	\$ 270,000.00	\$ 325,000.00	\$ 270,000.00	\$ 250,000.00	\$ 3,474,000.00
School Age	\$ 24,000.00	\$ 21,386.79	\$ 38,000.00	\$ 32,000.00	\$ 32,000.00	\$ 28,000.00	\$ 38,000.00	\$ 28,000.00	\$ 29,000.00	\$ 37,000.00	\$ 29,000.00	\$ 18,000.00	\$ 354,386.79
Total	\$ 506,000.00	\$ 417,386.79	\$ 591,000.00	\$ 472,000.00	\$ 490,000.00	\$ 596,000.00	\$ 582,000.00	\$ 473,000.00	\$ 474,000.00	\$ 572,000.00	\$ 461,000.00	\$ 428,000.00	\$ 6,062,386.79
Fees													
Registration Fee	\$ 1,200.00	\$ 4,500.00	\$ 25,000.00	\$ 1,200.00	\$ 500.00	\$ 300.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 51,900.00
Activity Fee	\$ 20,000.00	\$ 3,000.00	\$ 3,000.00	\$ 200.00	\$ 300.00	\$ 200.00	\$ 28,000.00	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00	\$ 60,200.00
Waitlist Fee	\$ 1,050.00	\$ 1,500.00	\$ 825.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 500.00	\$ 1,200.00	\$ 2,000.00	\$ 1,200.00	\$ 1,125.00	\$ 1,600.00	\$ 14,000.00
Total Fees	\$ 22,250.00	\$ 9,000.00	\$ 28,825.00	\$ 2,400.00	\$ 1,800.00	\$ 1,500.00	\$ 31,700.00	\$ 4,900.00	\$ 6,200.00	\$ 5,400.00	\$ 5,325.00	\$ 6,800.00	\$ 126,100.00
Other Income													
Grants Revenue	\$ 500.00		\$ 400.00				\$ 900.00	\$ 2,000.00	\$ 10,000.00	\$ 625.00		\$ 625.00	\$ 15,050.00
Donations/Sponsors		\$ 100.00	\$ 100.00	\$ 700.00	\$ 700.00	\$ 700.00	\$ 6,000.00	\$ 140.00	\$ 1,700.00	\$ 225.00	\$ 6,520.51	\$ 800.00	\$ 17,685.51
Bank Interest	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 108,000.00
General Fundraising	\$ -	\$ 800.00	\$ -	\$ -	\$ 1,500.00	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 55,000.00	\$ 59,300.00
Liscense Plus/Grant Steps		\$ 16,000.00			\$ 16,000.00				\$ 1,010.67	\$ 16,000.00	\$ 15,000.00		\$ 64,010.67
Prior Year Funding Covid funds		\$ 20,000.00			\$ 15,000.00	\$ 20,000.00		\$ -		\$ 5,000.00	\$ 10,000.00		\$ 70,000.00
Total Other Income	\$ 9,500.00	\$ 45,900.00	\$ 9,500.00	\$ 9,700.00	\$ 42,200.00	\$ 29,700.00	\$ 15,900.00	\$ 11,140.00	\$ 21,710.67	\$ 31,850.00	\$ 41,520.51	\$ 65,425.00	\$ 334,046.18
Other Income													
USDA	\$ 6,700.00	\$ 6,200.00	\$ 6,000.00	\$ 5,800.00	\$ 6,700.00	\$ 6,700.00	\$ 6,700.00	\$ 6,700.00	\$ 6,400.00	\$ 6,700.00	\$ 6,400.00	\$ 6,400.00	\$ 77,400.00
Fundrasing Revenue	\$ 500.00	\$ 2,750.00	\$ 7,000.00		\$ 2,000.00			\$ 1,853.82	\$ 200.00		\$ 2,000.00	\$ 1,600.00	\$ 17,903.82
Total Other Income	\$ 7,200.00	\$ 8,950.00	\$ 13,000.00	\$ 5,800.00	\$ 8,700.00	\$ 6,700.00	\$ 6,700.00	\$ 8,553.82	\$ 6,600.00	\$ 6,700.00	\$ 8,400.00	\$ 8,000.00	\$ 95,303.82
Total Income	\$ 544,950.00	\$ 481,236.79	\$ 642,325.00	\$ 489,900.00	\$ 542,700.00	\$ 633,900.00	\$ 636,300.00	\$ 497,593.82	\$ 508,510.67	\$ 615,950.00	\$ 516,245.51	\$ 508,225.00	\$ 6,617,836.79
Expenses													
Employee Expenses													
Salaries	\$ 315,000.00	\$ 435,000.00	\$ 312,000.00	\$ 315,000.00	\$ 345,000.00	\$ 345,000.00	\$ 306,600.00	\$ 290,000.00	\$ 306,600.00	\$ 309,750.00	\$ 440,800.00	\$ 308,120.00	\$ 4,028,870.00
Overtime	\$ 5,692.51	\$ 14,552.00	\$ 9,648.10	\$ 12,000.00	\$ 12,000.00	\$ 8,000.00	\$ 4,200.00	\$ 13,650.00	\$ 8,400.00	\$ 8,400.00	\$ 9,450.00	\$ 5,400.00	\$ 111,392.61
Employer Fica	\$ 22,535.99	\$ 32,725.00	\$ 21,590.22	\$ 20,600.00	\$ 27,500.00	\$ 24,000.00	\$ 22,600.00	\$ 22,200.00	\$ 33,300.00	\$ 21,700.00	\$ 22,900.00	\$ 23,200.00	\$ 294,851.21
State Unemployemnt Insur	\$ 286.00	\$ 286.72	\$ 174.27	\$ 127.00	\$ 128.00	\$ 128.00	\$ 2,000.00	\$ 2,000.00	\$ 2,130.00	\$ 681.72	\$ 472.14	\$ 286.00	\$ 8,699.85
Health Insurance/ medical	\$ 31,000.00	\$ 28,000.00	\$ 29,000.00	\$ 29,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,800.00	\$ 30,800.00	\$ 30,800.00	\$ 30,800.00	\$ 30,800.00	\$ 30,800.00	\$ 361,800.00
Workers Comp Insurance	\$ 7,000.00	\$ 7,000.00		\$ -	\$ -	\$ -	\$ 5,000.00	\$ 8,000.00	\$ 8,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 56,000.00
Disability Insurance	\$ 2,123.15	\$ 4,191.34		\$ 2,222.00	\$ 2,222.00	\$ 2,222.00	\$ 2,281.14	\$ 2,089.90	\$ 2,107.07	\$ 2,120.99	\$ 2,259.82	\$ 2,171.23	\$ 26,010.64
Medical Life Ins	\$ 153.36	\$ 296.34	\$ 2,000.00	\$ 444.00	\$ 444.00	\$ 444.00	\$ 146.44	\$ 87.62	\$ 148.17	\$ 206.11	\$ 155.09	\$ 153.36	\$ 4,678.49
Employee Life Insur	\$ -	\$ 366.66	\$ -				\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ -	\$ 866.66
Professional Development	\$ 1,000.00	\$ 800.00	\$ 1,000.00	\$ -	\$ 1,000.00	\$ -	\$ 600.00	\$ 500.00	\$ 400.00	\$ 600.00	\$ 1,200.00	\$ 1,200.00	\$ 8,300.00
License	\$ 103.25	\$ 134.75	\$ 153.25	\$ 100.00	\$ 100.00		\$ 53.25	\$ 124.75	\$ 121.50	\$ 150.00	\$ 251.00	\$ 166.25	\$ 1,458.00
Employee Service Recognition									\$ 2,000.00	\$ 500.00	\$ 4,000.00	\$ 2,000.00	\$ 8,500.00

Mileage	\$ 402.27	\$ 439.50	\$ 366.15	\$ 333.00	\$ 333.00	\$ 333.00	\$ 283.61	\$ 13.95	\$ 499.76	\$ 132.96	\$ 529.25	\$ 256.76	\$ 3,923.21
Staff Appreciation	\$ 1,000.00	\$ 500.00	\$ 800.00	\$ 500.00	\$ 5,000.00	\$ 8,000.00	\$ 6,000.00	\$ 3,318.65	\$ 1,588.56	\$ 2,125.07	\$ 33,500.00	\$ 8,000.00	\$ 70,332.28
403B	\$ 1,800.00	\$ 1,800.00	\$ 1,862.23	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,882.33	\$ 1,401.93	\$ 1,089.80	\$ 1,862.21	\$ 1,444.18	\$ 1,883.62	\$ 20,426.30
Total Employee Expenses	\$ 388,096.53	\$ 526,092.31	\$ 378,594.22	\$ 382,126.00	\$ 425,527.00	\$ 419,927.00	\$ 382,546.77	\$ 374,286.80	\$ 397,284.86	\$ 386,129.06	\$ 554,861.48	\$ 390,637.22	\$ 5,006,109.25

Business Office Expenses

Equipment Rental	\$ 2,041.10	\$ 2,041.10	\$ 1,966.10	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00	\$ 1,500.00	\$ 3,318.89	\$ 2,231.38	\$ 1,746.14	\$ 1,746.14	\$ 2,041.10	\$ 24,931.95
Office Supplies	\$ 100.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 200.00	\$ 1,300.00	\$ 1,175.00	\$ 600.00	\$ 900.00	\$ 700.00	\$ 1,150.00	\$ 8,125.00
Computer Expenses	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,000.00	\$ 1,500.00	\$ 2,500.00	\$ 2,089.36	\$ 2,000.00	\$ 1,800.00	\$ 2,000.00	\$ 21,889.36
Advertisiting/Recruiting	\$ 300.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 300.00	\$ 4,400.00
Fundraising Expense	\$ 50.00	\$ 300.00	\$ 2,200.00	\$ 250.00	\$ 250.00	\$ 250.00		\$ 150.00		\$ 54.00	\$ 50.00		\$ 3,554.00
Cell/auto Expense	\$ 620.00	\$ 620.00	\$ 420.00	\$ 420.00	\$ 650.00	\$ 650.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 620.00	\$ 620.00	\$ 620.00	\$ 6,500.00
Audit Fees						\$ 11,500.00		\$ 5,000.00				\$ 4,000.00	\$ 20,500.00
Legal Expense													\$ -
Procure Fees	\$ 3,153.46	\$ 3,272.77	\$ 3,210.49	\$ 3,300.00	\$ 3,300.00	\$ 3,300.00	\$ 2,700.25	\$ 3,495.95	\$ 3,005.11	\$ 3,123.24	\$ 3,323.53	\$ 5,261.90	\$ 40,446.70
Payroll Processing Fees	\$ 1,408.40	\$ 1,388.00	\$ 1,362.50	\$ 1,400.00	\$ 1,400.00	\$ 1,400.00	\$ 1,357.40	\$ 1,949.60	\$ 2,046.30	\$ 1,367.60	\$ 1,398.20	\$ 1,408.40	\$ 17,886.40
Harship Fund	\$ 1,000.00	\$ 1,000.00		\$ 1,000.00	\$ 1,000.00	\$ 1,000.00		\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 10,000.00
Miscellaneous Expense	\$ 200.00		\$ 700.00	\$ -	\$ -	\$ 200.00		\$ 200.00			\$ 200.00		\$ 1,500.00
Depreciation Buildings													
Depreciation Equipment													
Depreciation Computersr													
Depreciation Furn & Fixtures													
Depr. Lease Improvement													
Membership & Dues	\$ 600.00			\$ 1,200.00	\$ -	\$ -			\$ 1,320.00				\$ 1,800.00
Total Business Office Expenses	\$ 11,272.96	\$ 11,221.87	\$ 12,559.09	\$ 12,370.00	\$ 11,400.00	\$ 22,000.00	\$ 9,077.65	\$ 19,609.44	\$ 13,112.15	\$ 11,210.98	\$ 11,237.87	\$ 17,781.40	\$ 161,533.41

Program Costs

Staff Resources/Curriculum	\$ 85.84	\$ 255.03	\$ 158.42	\$ 800.00	\$ 200.00	\$ 800.00	\$ 50.00	\$ 299.30	\$ 3,000.00	\$ 327.59	\$ 1,500.00	\$ -	\$ 7,476.18
Classroom Supplies	\$ 2,939.70	\$ 4,887.23	\$ 2,271.80	\$ 2,900.00	\$ 1,500.00	\$ 1,200.00	\$ 1,500.00	\$ 5,000.00	\$ 4,844.21	\$ 2,980.90	\$ 1,002.89	\$ 1,211.26	\$ 32,237.99
Field Trips	\$ 2,200.00	\$ 2,800.00	\$ 474.00			\$ 400.00			\$ 277.80	\$ 400.00		\$ 250.00	\$ 6,801.80
Total Program Costs	\$ 5,225.54	\$ 7,942.26	\$ 2,904.22	\$ 3,700.00	\$ 1,700.00	\$ 2,400.00	\$ 1,550.00	\$ 5,299.30	\$ 8,122.01	\$ 3,708.49	\$ 2,502.89	\$ 1,461.26	\$ 46,515.97

Food Operations

Kitchen Equipment + other	\$ 236.13	\$ 797.38	\$ 189.73	\$ 344.00	\$ 344.00	\$ 344.00	\$ 281.33	\$ 220.57	\$ 230.00	\$ 415.43	\$ 368.09	\$ 476.29	\$ 4,246.95
Food Cost	\$ 17,000.00	\$ 20,000.00	\$ 16,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 26,400.00	\$ 22,850.00	\$ 24,200.00	\$ 17,600.00	\$ 20,900.00	\$ 20,900.00	\$ 239,850.00
Food Operations Paper	\$ 700.00	\$ 700.00	\$ 700.00	\$ 700.00	\$ 700.00	\$ 700.00	\$ 110.00	\$ 880.00	\$ 770.00	\$ 880.00	\$ 770.00	\$ 660.00	\$ 8,270.00
Total Food Operations	\$ 17,936.13	\$ 21,497.38	\$ 16,889.73	\$ 19,044.00	\$ 19,044.00	\$ 19,044.00	\$ 26,791.33	\$ 23,950.57	\$ 25,200.00	\$ 18,895.43	\$ 22,038.09	\$ 22,036.29	\$ 252,366.95

Building & Maintenance

General Repair/Maintenance	\$ 3,100.00	\$ 5,000.00	\$ 5,500.00	\$ 5,000.00	\$ 5,000.00	\$ 4,000.00	\$ 4,000.00	\$ 6,303.47	\$ 6,015.00	\$ 4,235.00	\$ 3,310.00	\$ 3,800.00	\$ 55,263.47
Outside Facility Care	\$ 680.00	\$ 300.00	\$ 1,400.00	\$ -	\$ -	\$ -				\$ 239.30	\$ 2,000.00	\$ 755.00	\$ 5,374.30
Major Repair/ Maintenance			\$ 2,000.00	\$ -	\$ 1,555.00	\$ -	\$ 4,000.00	\$ 2,500.00	\$ 1,554.00	\$ 1,500.00	\$ 3,744.70		\$ 16,853.70

Janitorial Service	\$ 3,500.00	\$ 2,800.00	\$ 3,500.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 3,500.00	\$ 2,800.00	\$ 2,800.00	\$ 3,500.00	\$ 2,800.00	\$ 2,800.00	\$ 36,400.00
Cleaning Supplies	\$ 206.73	\$ 275.87	\$ 192.68	\$ 250.00	\$ 250.00	\$ 250.00	\$ 1,000.00	\$ 650.00	\$ 75.55	\$ 106.38	\$ 479.75	\$ 152.64	\$ 3,889.60
Operating Expenses	\$ 8,100.00	\$ 9,500.00	\$ 4,248.05	\$ 7,700.00	\$ 7,700.00	\$ 7,800.00	\$ 7,000.00	\$ 9,000.00	\$ 7,700.00	\$ 6,800.00	\$ 9,900.00	\$ 7,300.00	\$ 92,748.05
Snow Removal					\$ 3,000.00	\$ 3,000.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00				\$ 14,400.00
Rubbish Removal	\$ 1,000.00	\$ 1,200.00	\$ 2,900.00	\$ 1,000.00	\$ 1,500.00	\$ 1,200.00	\$ 800.00	\$ 1,000.00	\$ 800.00	\$ 1,000.00	\$ 1,500.00	\$ 1,000.00	\$ 14,900.00
Pease Playground	\$ 300.00	\$ 1,500.00	\$ -						\$ 300.00	\$ 2,000.00	\$ 150.00	\$ 1,400.00	\$ 5,650.00
Exeter Playground	\$ 500.00	\$ 500.00								\$ 200.00	\$ 400.00	\$ 1,005.24	\$ 2,605.24
Total Building & Maintenance Costs	\$ 17,386.73	\$ 21,075.87	\$ 19,740.73	\$ 16,750.00	\$ 21,805.00	\$ 19,050.00	\$ 23,100.00	\$ 25,053.47	\$ 22,044.55	\$ 19,580.68	\$ 24,284.45	\$ 18,212.88	\$ 248,084.36

Lease & Mortgage

Pease Rental	\$ 39,897.72	\$ 39,897.72	\$ 39,897.72	\$ 39,897.72	\$ 39,897.72	\$ 39,897.72	\$ 41,892.60	\$ 40,892.60	\$ 41,892.60	\$ 41,892.60	\$ 41,892.60	\$ 41,892.60	\$ 489,741.92
Pease Taxes						\$ 26,224.17					\$ 26,224.00		\$ 52,448.17
Exeter Center Mortgage	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 13,253.00	\$ 13,253.00	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 13,252.14	\$ 159,027.40
Total Lease & Mortgage Costs	\$ 53,149.86	\$ 53,149.86	\$ 53,149.86	\$ 53,149.86	\$ 53,150.72	\$ 79,374.89	\$ 55,144.74	\$ 54,144.74	\$ 55,144.74	\$ 55,144.74	\$ 81,368.74	\$ 55,144.74	\$ 701,217.49

Board of Directors

D&O Insurance & EPIL	\$ 295.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 1,000.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 295.00	\$ 4,245.00
Board Expenses	\$ 100.00	\$ 281.40	\$ 2,062.50	\$ 200.00	\$ 200.00	\$ 200.00	\$ 116.48	\$ 486.20	\$ 4,426.21	\$ 365.60	\$ 100.00	\$ 264.33	\$ 8,802.72
Total Board	\$ 395.00	\$ 576.40	\$ 2,357.50	\$ 495.00	\$ 495.00	\$ 495.00	\$ 1,116.48	\$ 781.20	\$ 4,721.21	\$ 660.60	\$ 395.00	\$ 559.33	\$ 13,047.72

Insurance

Insurance Umbrella	\$ 241.00	\$ 241.00	\$ 241.00	\$ 241.00	\$ 241.00	\$ 241.00	\$ 255.00	\$ 1,155.00	\$ 255.00	\$ 255.00	\$ 255.00	\$ 255.00	\$ 3,876.00
Insurance - Liability	\$ 2,642.17	\$ 2,637.16	\$ 2,637.16	\$ 2,638.00	\$ 2,638.00	\$ 301.00	\$ -	\$ 13,125.00	\$ 2,769.00	\$ 2,769.00	\$ 2,769.00	\$ 2,769.00	\$ 37,694.49
Flexi Five Plus	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 315.00	\$ 3,780.00
Total Insurance Costs	\$ 3,198.17	\$ 3,193.16	\$ 3,193.16	\$ 3,194.00	\$ 3,194.00	\$ 857.00	\$ 570.00	\$ 14,595.00	\$ 3,339.00	\$ 3,339.00	\$ 3,339.00	\$ 3,339.00	\$ 45,350.49

Utilities

Electricity	\$ 5,400.00	\$ 5,500.00	\$ 5,100.00	\$ 4,500.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 6,101.93	\$ 5,900.00	\$ 5,500.00	\$ 4,600.00	\$ 62,601.93
Heating	\$ 367.35	\$ 679.27	\$ 600.00	\$ 600.00	\$ 1,600.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,639.11	\$ 1,620.46	\$ 1,078.65	\$ 500.00	\$ 14,684.84
Water & Sewer	\$ 2,924.06	\$ 2,275.88	\$ 1,412.04	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 2,500.00	\$ 2,500.00	\$ 3,000.00	\$ 2,719.84	\$ 776.60	\$ 2,200.62	\$ 24,809.04
Telephone	\$ 1,106.40	\$ 1,889.74	\$ 1,150.00	\$ 1,150.00	\$ 1,150.00	\$ 1,150.00	\$ 1,252.07	\$ 1,083.34	\$ 334.51	\$ 1,104.64	\$ 1,100.65	\$ 1,104.74	\$ 13,576.09
Internet Service	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 710.00	\$ 710.00	\$ 710.00	\$ 710.00	\$ 710.00	\$ 710.00	\$ 7,860.00
Total Utilites	\$ 10,397.81	\$ 10,944.89	\$ 8,862.04	\$ 8,350.00	\$ 9,850.00	\$ 10,250.00	\$ 11,462.07	\$ 11,293.34	\$ 11,785.55	\$ 12,054.94	\$ 9,165.90	\$ 9,115.36	\$ 123,531.90

Total Expenses	\$ 507,058.73	\$ 655,694.00	\$ 498,250.55	\$ 499,178.86	\$ 546,165.72	\$ 573,397.89	\$ 511,359.04	\$ 529,013.86	\$ 540,754.07	\$ 510,723.92	\$ 709,193.42	\$ 518,287.48	\$ 6,599,077.54
Net Income	\$ 37,891.27	\$ (174,457.21)	\$ 144,074.45	\$ (9,278.86)	\$ (3,465.72)	\$ 60,502.11	\$ 124,940.96	\$ (31,420.04)	\$ (32,243.40)	\$ 105,226.08	\$ (192,947.91)	\$ (10,062.48)	\$ 18,759.25