



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2018

Organization's Name: _____ Year Founded: _____

Address: _____

Executive Director/ Board Chair: _____ Tax ID Number: _____

Applicant Contact: _____

Email Address: _____ Phone: _____

Organization's Mission Statement:

Statement of Grant Purpose; e.g. This grant will be used...:

% of overall services that goes to Exeter residents: _____

of Exeter residents served: _____

List all geographic area(s) served by organization: _____

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

Amount received from the Town of Exeter (by year) for the last 3 (three) years:

2015 - _____ 2016 - _____ 2017 - _____

Organization's total projected budget for FY 2018: \$ _____ Amount Requested: \$ _____

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
 - Organization's overview
 - Program's impact on Exeter residents
 - Program changes and/ or highlights from the past year


- Complete financial statements (Please note: the organization's 990 may be requested)
 - Operating budget
 - Balance sheet

- Board of Directors List

- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

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 _____ (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 Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature:  Date: **9/1/2017**

Submit no later than September 8, 2017:

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

Great Bay Kids' Company
Balance Sheet
 As of June 30, 2017

	Jun 30, 17
ASSETS	
Current Assets	
Checking/Savings	
1070 · TD Bank- Operating Acct.	4,983.99
7000 · Georgetown Bank - Operating	266,289.66
7005 · Georgetown Bank - Payroll	1,863.64
7010 · Georgetown Bank - Money Market	109,634.49
Total Checking/Savings	382,771.78
Other Current Assets	
1040 · Cash - Petty Cash	900.00
1100 · Accounts Receivable	95,124.19
1250 · United Way	4,900.00
1275 · Accounts Receivable USD	5,318.27
1310 · Inventory	4,274.37
1405 · Prepaid Insurance	-3,079.50
1410 · Prepaid Expenses	2,705.75
1415 · Prepaid Property Taxes	12,086.15
Total Other Current Assets	122,229.23
Total Current Assets	505,001.01
Fixed Assets	
2010 · Fixed Assets - Equipment	128,862.00
2020 · Fixed Assets - Computer Equip	33,491.55
2030 · Furnitures & Fixtures	165,852.09
2040 · Buildings	3,260,492.49
2050 · Leasehold Improvements	40,680.98
2060 · Land	631,501.66
2110 · Acc Depn - Equipment	-68,550.38
2120 · Acc Depn - Computer Equip	-32,697.53
2130 · Acc Depn - Furniture & Fixt	-116,298.30
2140 · Acc Depn - Buildings	-329,782.86
2150 · Acc Amort - Leasehold Imp	-15,393.50
Total Fixed Assets	3,698,158.20
Other Assets	
1150 · Allowance for Bad Debts	-15,500.00
Total Other Assets	-15,500.00
TOTAL ASSETS	4,187,659.21

Great Bay Kids' Company
Balance Sheet
As of June 30, 2017

	Jun 30, 17
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	28,204.75
3010 · Accounts Payable	28,204.75
Total Accounts Payable	28,204.75
Other Current Liabilities	
3015 · Accounts Payable Other	17,187.26
3023 · Deferred Revenues - Grants	6,640.46
3110 · Accrued Salaries/Wages	108,670.12
3165 · 403 B Employee Wh	264.84
3180 · United Way Wh	180.00
3190 · Dental Insurance Wh	4,521.29
3195 · Vision Insurance Wh	143.43
3196 · CL-Colonial Life-STD	-103.23
3197 · CP-Colonial Life - Acc/Cancer	-1,426.30
3198 · CI - Colonial Life-Critical Ill	-13.75
3199 · TL - Colonial Life - Term Life	-36.72
3200 · HC - Colonial Life - Hospital	28.56
3400 · Note Payable - HEFA	78,780.69
Total Other Current Liabilities	214,836.65
Total Current Liabilities	243,041.40
Long Term Liabilities	
3500 · Construction Loan - Georgetown	2,485,706.43
3520 · Mortgage Community Loan Fund	594,739.77
Total Long Term Liabilities	3,080,446.20
Total Liabilities	3,323,487.60
Equity	
9010 · Unrestricted Net Assets	742,872.26
Net Income	121,299.35
Total Equity	864,171.61
TOTAL LIABILITIES & EQUITY	4,187,659.21

Board Members

Rob Harbeson, Chair (serving since 2013)

Rob Harbeson is a Project Architect at the office of DeStefano Architects in Portsmouth, NH. He lives in Stratham with his wife and their two sons, who attends the Pease Center. Rob worked on the design and construction of the Pease Center. Rob holds a Master of Architecture Degree from the University of Maryland and a Bachelor of Civil Engineering with a Minor in Art History from the University of Delaware. He is accredited through NCARB and IDP, and is a Registered Architect in the State of New Hampshire. Rob is a member of the AIA, and sits on the Board of Directors for Area HomeCare in Portsmouth.

Chad Weathers, Vice Chair (Serving since 2016)

Reid Butler, CPA, Treasurer (Serving since 2017)

Reid is a CPA and owns a strategic planning practice in Portsmouth, NH. Prior to the strategic planning practice, Reid worked with a major regional accounting firm for 6 years and focused primarily on auditing and consulting for hospital systems and not-for-profit organizations. He holds a Bachelor's and Master's degree in Accounting from the University of New Hampshire. Originally from North Conway, Reid now resides in Portsmouth.

James Grant, Secretary (Serving since 2016)

James is a Construction Project Manager at Adrenaline, LLC in Portsmouth, NH. James holds a BS in Civil Engineering from the University of Florida and is a licensed structural engineer in the state of New Hampshire. James and his wife Stephanie currently reside in Portsmouth, NH with their son, Tripp. In his free time James enjoys fishing, sailing, surfing and snowboarding.

Jessica Lyons, Board Member (Serving since 2014)

Jessica is a self-employed psychotherapist and business consultant. She is an Adjunct Professor at the Graduate School at UNH in the Department of Human Development and Family Studies and a current GBKC parent.

Alex Talcott, Board Member (Serving since 2016)

Alex is a family financial advisor with Ameriprise, based in the Portsmouth Office. A financial services attorney by trade, he continues to teach business law at Southern New Hampshire University. He is a graduate of Dartmouth College and Notre Dame Law School. Alex lives in Durham with his wife, toddler twins, dog and cat.

Tim Reed, Board Member (Serving since 2016)

Tim is a product development manager for Teaching Strategies, an early childhood education firm that publishes the Creative Curriculum and GOLD by Teaching Strategies. Tim has been with Teaching Strategies since 2010, and currently oversees the product side of technology development after holding various positions with the firm, including implementation support

and content development. Tim is also working towards a master's degree in Educational Technology Leadership from George Washington University, expecting to graduate in Spring 2017. Tim and his wife moved to Exeter, NH, in May of this year with their 14 month old daughter, Maddie, who attends the Exeter GBKC center, and their dog, Duffy.

Thomas Cronin, Board Member (Serving since 2016)

Tom is the Public Affairs Manager for the University of New Hampshire where he focuses on the University's government relations, advocacy and engagement efforts at the local, state and national level. He joined UNH in July of 2014 after nearly ten years as a legislative and campaign staffer.

Most recently, Tom served as the Communications Director and before that the Majority Caucus Director for the New Hampshire State Senate. In those roles he was a senior advisor to the Senate President and Senate leadership on matters of communications and legislative strategy. As Communications Director, Tom was responsible for regularly interacting with the press, public and interested organizations on a nonpartisan basis concerning the Senate's business, agenda and accomplishments.

Prior to the State Senate, Tom was a legislative aide in the Washington, DC office of U.S. Senator John E. Sununu. He is a veteran of multiple New Hampshire political campaigns. Tom is a graduate of Saint Anselm College and earned his Master's in Public Administration from the University of New Hampshire. He lives in Exeter with his wife Áine and their daughter Clementine.

Ashleigh Sullivan, Board Member (Serving since 2017)

Ashleigh is the Regional Sales Director for BuildSourced Asset Management – a high tech company in the construction industry. She holds a bachelor's degree in Mechanical Engineering from the University of Maine and a graduate degree in Management from Worcester Polytechnic Institute. Ashleigh and her husband Ford live in Stratham with their two children, both of whom attend the Pease GBKC Center.



Administrative Office
81 New Hampshire Avenue
Portsmouth, NH 03801
P: 603.772.9830
F: 603.772.4917

Exeter Center/School Age Office
64 Epping Road
Exeter, NH 03833
P: 603.772.4132
F: 603.772.5962

Newmarket Center
3 Simons Lane
Newmarket, NH 03857
P: 603.659.2324
F: 603.659.6882

Pease Center
81 New Hampshire Avenue
Portsmouth, NH 03801
P: 603.766.5437
F: 603.766.5439

Wednesday, September 13, 17

Town of Exeter Budget Recommendations Committee

Dear Budget Recommendations Review Committee,

Thank you for being committed to our community! Thank you for your volunteer service to our Town and the time you are dedicating to making Exeter a better place to live as a member of the Budget Recommendations Committee. We also deeply appreciate Exeter's dedication to non-profit service to the community and highly value this grant opportunity.

Organization Overview

As research has shown, taking care of our youngest community members strengthens the community from the ground up. And that is exactly what we do at Great Bay Kids' Company; promote family health and well being by nurturing and educating the young children of our local community.

Early childhood development is increasingly recognized by educators, families, leaders and economists as critical to the future economic and social health of our nation. 85% of a child's brain is fully developed by age five.

In its recent report "Children: The Bedrock of the Granite State" Spark NH summarizes what recent developmental science research tells us:

- Brains are built over time, and from the bottom up
- Early experiences literally shape the architecture of the developing brain
- Toxic stress can impede a child's development
- Creating conditions that promote healthy brain development and relationships during the early years are likely to be more effective and less costly than trying to intervene in later years.

Great Bay Kids' Company has been working to respond to the education and developmental needs of young children throughout its history as part of its vision.

Great Bay Kids' Company, Inc., (Great Bay Kids') operates as a 501 (c) 3 non-profit organization "dedicated to providing quality early childhood education and school age enrichment programs for children." Great Bay Kids' was originally incorporated in 1967, as a non-profit. Our philosophy is that "The Child Comes First". Our goal through programming is to help each child develop a strong feeling of self-esteem and to provide for all aspects of the child's development: physical, social, intellectual, and emotional.

Great Bay Kids' is designated as a "Licensed Plus" program by the New Hampshire Department of Health and Human Services, and is registered to participate in the DHHS Child Care Scholarship Program to serve children from low-and moderate-income families. We are licensed by the NH Department of Health and Human Services to serve a total of 502 children through all of our programs.

Great Bay Kids' opened the Exeter site in 1975 where space was leased from the school district for a number of years. and now owns and operates 64 Epping Road in Exeter. In addition, Great Bay Kids provides school age care in elementary school locations in Exeter (2 schools) and Newfields (1 school). In 2010 the agency built a new facility housed at the Pease International Tradeport in Portsmouth where they serve over 200 children ages 6 weeks to 5 years of age.

Great Bay Kids' is the largest early childhood program in the Seacoast area, employing 135 individuals, with 30 part-time and 105 full-time employees. The Executive Director and administration team are located at the Pease location. Each Center has a Site Director. Our annual operating budget is around Five Million Dollars annually. Funding comes from our affordable tuition, numerous grants and donations. We hold an annual fundraiser that is open to the community each year.

Great Bay Kids' Company has a rich 50-year history of providing child care services to families and caretakers in the Seacoast region. We have demonstrated a solid commitment to meeting the needs of the community with numerous program expansions throughout our history, and remain committed to serving those most in need.

We provide an affordable early care and education service that is a critical element in helping to bridge the opportunity gap for young working families in our communities. While New Hampshire's young family population is fading, we provide a mission critical element to help turn this statistic around. The need for childcare is growing, and our service of early education and childcare defines Great Bay Kids' Company as a unique provider, especially in the Seacoast.

Our Exeter Center and school age sites are open year round from 630 a.m. to 6pm each day. Each classroom or age group has a dedicated education plan and teaching criteria based off of the state approved Creative Curriculum teachings. In addition to Creative Curriculum we utilize a Zoo-phonics program to introduce pre-reading and writing skills as early as 2 years of age. This program continues into our Kindergarten programs and aligns with many of the surrounding NH public school district's curriculum. We use the ASQ assessments quarterly to track each child progress and development and customize their learning goals based on their strengths and weaknesses. Parent conferences are held on a quarterly time frame to ensure we are meeting the needs of the child and preparing them for primary education. In addition to formal conferences, daily updates and communication happen to ensure the highest quality of early education is met. Also, we work with the Exeter Developmental Preschool and Special Education teachers to ensure we are all meeting the diversities of each child and try to partner with the school systems as advocates for our children that may need special learning services. In most of these cases when a child is able to receive services before starting public school they are able to start public school not needing such services anymore.

Typically, 30% of children served are from low and moderate-income families. 10% of our families served qualify for childcare subsidies based on parent income up to 250% of the Federal Poverty Level (FPL). The client mix varies by location. The Newmarket site serves 50% of subsidized children. Each year we typically serve 500-600 children. The population numbers vary at different times of the year.

In the state of New Hampshire there are a variety of licensed childcare options, mostly profitable businesses and a few non-profits like Great Bay Kids' Company. An interesting facet to point out is that New Hampshire is one of the few states that do not provide state funding for any type of Pre-K programming. Thus finding quality affordable early education that is subsequently providing childcare is something unique to Great Bay Kids' Company. Also, Great Bay Kids' Company meets standards above the already strict State requirements. These requirements include; safety, environment, utilities, health requirements for personnel and children, emergency prevention and management, behavior guidance, nutrition and food safety, hygiene, yearly requirements for qualification and skill enhancement to name a few.

Statement of Grant Purpose & how the money will be specifically utilized for Exeter residents:

Annually our Board and Executive Director reestablish that we are meeting our mission. That we are continuing our mission of quality early education and that we are making an impact on our children, our families in the Exeter community. As our organization has evolved and grown, we are rising to the high standards by recruiting the highest level of employees, initiating new programming based on long term research and working with our local communities to ensure we are providing the best possibly care to support our thriving communities. Monies will be used in the following capacities:

- Creating an educational outdoor classroom to include a mud kitchen, music area, stage area and cognitive learning work areas. This would be located behind our building at 64 Epping Road.
- Upgrading our assessment tools so that we can operate and interact more smoothly with the local school districts and medical professionals
- Increasing our State Scholarship participation with local community outreach programming. (For example- working with Seacoast Family Promise, etc. to create communication materials about our programming for family service organizations like FF to distribute to families that qualify.)
- Hiring a certified Yoga Teacher and also a Mediation Expert on a regular basis to work with all ages. Research shows the highly effective impact yoga and meditation can have on stress and anxiety for children. The instruction would include teaching techniques that even young minds can apply. We are currently using volunteer teachers monthly, but we are in need of a regular teacher for a weekly session.
- Creating a Tower Garden, a state of the art vertical aeroponic growing system. This investment is not only good for the environment, but it will be a valuable learning experience that each age group can participate as a learning tool. We provide daily homemade healthy breakfast, snacks and lunches to each child and the tower will yield nutritional vegetable, fruit and herbs. The towers will also teach responsible eating and environmental impact effects on the community.
- Growing our **Hardship Fund** that would support Exeter families, teachers, and staff that fall on hard times.
- Additionally, enhancing our operating budget to raise wages for our employees. Due to rising health care costs each year, we struggle to raise wages to stay competitive
- Expanding our Administration Team so that we can operate more swiftly and also expand our grant writing efforts.

(Specific budgets for each initiative are available to your committee for review.)

Program’s Impact on Exeter residents & Program changes/highlights from past year.

Publicly investing in high-quality Early childhood education provides a wide array of significant benefits to children, families, and society. Empirical research shows children who participate in high-quality early childhood programs score higher on tests when they enter kindergarten than do children who have not, regardless of whether they are from poor, middle-income, or upper-income families. Children from low- to moderate-income families who attend high-quality early childhood education require less special education and are less likely to repeat a grade or be victims of child abuse and neglect, thereby reducing the need for child welfare services. When these children become teenagers and adults, they are less likely to engage in criminal activity, reducing criminality overall. They are more likely to graduate from high school and attend college at higher rates. Once these children enter the labor force, their incomes are higher, and so are the taxes they will pay back to society.

High-quality early childhood also benefits government budgets by saving government spending on kindergarten through 12th-grade education, child welfare, the criminal justice system, and public health care. Higher tax revenues also flow into government budgets because of increasing taxes paid by participating children and their parents. Thus, investment in high-quality early education has significant implications for future government budgets, both at the national and the state and local levels like the Town of Exeter.

The ultimate aim of public policy is to promote the well being of the town, including its individuals, families, and communities. When determining whether a particular policy is worth pursuing, it is often useful to weigh the

benefits of the policy against its costs. In a state that has one of the highest aging populations and a work force shortage, high quality education offered in town entices workers to move into our state. If there is no infrastructure set for working families, they will choose a town that supports and has this in place.

In addition to being at full capacity in our programs and long waiting lists, we were recently awarded **Business of the Year- Education** by the Exeter Area Chamber of Commerce.

This application was prepared by Stephanie Canty, Marketing and Community Relations and Katelyn Dennis, Executive Director. Please contact them with questions at:

Stephanie Canty
s.canty@greatbaykids.org
(603) 397-7704

Katelyn Dennis
k.dennis@greatbaykids.org
(603) 772-4132

Sincerely,

Katelyn Dennis
Executive Director

Great Bay Kids' Company, Inc
Non-Profit Tax ID# 02-0272439

Great Bay Kids' Company
Profit & Loss Budget vs. Actual
January through July 2017

	Jan - Jul 17	Budget	\$ Over Budget	% of Budget
Income				
5000 · Tuition	3,133,924.59	2,980,802.35	153,122.24	105.1%
5100 · Tuition Revenue	3,133,924.59	2,980,802.35	153,122.24	105.1%
Total 5000 · Tuition				
5210 · Fees	9,150.00	11,400.00	-2,250.00	80.3%
5200 · Registration Fee	51,480.00	51,800.00	-320.00	99.4%
5250 · Activity Fee	10,980.00	6,200.00	4,780.00	177.1%
5251 · Waitlist Fee	0.00	400.00	-400.00	0.0%
5253 · Late Fees	155.00			
5981 · Bad Check Fees Received	-175.00			
5210 · Fees - Other				
Total 5210 · Fees	71,590.00	69,800.00	1,790.00	102.6%
5300 · Grants Revenue	9,900.00	5,000.00	4,900.00	198.0%
5310 · Other Income				
5350 · Donations	3,908.10	3,000.00	908.10	130.3%
5353 · Fundraiser - Great Escape	6,100.00	150.00	169.51	213.0%
5810 · Bank Interest	319.51	6,150.00	-1,198.64	80.5%
5982 · License Plus	4,951.36			
5984 · Staff Appreciation	2,490.00			
Total 5310 · Other Income	17,768.97	9,300.00	8,468.97	191.1%
5400 · USDA	45,478.06	45,300.00	178.06	100.4%
5800 · Fundraising Revenues	6,344.47	9,550.00	-3,205.53	66.4%
5801 · Fundraising - Snacks	853.44			
5802 · Fundraising - Clothing	379.00			
Total Income	3,286,238.53	3,119,752.35	166,486.18	105.3%
Gross Profit	3,286,238.53	3,119,752.35	166,486.18	105.3%
Expense				
6000 · Employee Expenses	1,709,247.53	1,661,000.00	48,247.53	102.9%
6001 · Salaries	16,623.42			
6020 · Overtime	130,157.47	121,000.00	9,157.47	107.6%
6030 · Employer FICA	1,525.83	5,800.00	-4,274.17	26.3%
6035 · State Unemployment Ins	186,865.93	245,000.00	-58,134.07	76.3%
6040 · Health Insurance	238.00	689.00	-451.00	34.5%
6045 · Medical Exams	35,429.00	20,446.00	14,983.00	173.3%
6050 · Workers Comp Insurance	12,258.80	11,300.00	958.80	108.5%
6060 · Disability Insurance	1,117.93			
6065 · Medical Life Ins	463.29			
6066 · Employee Life Insurance	6,105.42	4,400.00	1,705.42	138.8%
6101 · Professional Development	459.95	1,500.00	-1,040.05	30.7%
6104 · License				

Great Bay Kids' Company
Profit & Loss Budget vs. Actual
January through July 2017

	Jan - Jul 17	Budget	\$ Over Budget	% of Budget
6105 · Mileage	994.20	1,400.00	-405.80	71.0%
6107 · Employee Service Recognition	50.00	1,600.00	-1,550.00	3.1%
6108 · HRA Account	9,041.59	3,000.00	6,041.59	301.4%
6109 · Staff Appreciation	10,676.60	4,500.00	6,176.60	237.3%
6110 · Dependent Care Reimbursement	0.00			
6111 · 403B	11,067.05	12,000.00	-932.95	92.2%
6112 · Wage Garnishment	0.00			
6113 · ESR Services	540.54			
Total 6000 · Employee Expenses	2,132,862.55	2,093,635.00	39,227.55	101.9%
6100 · Business Office Expense	72.48	700.00	-148.05	78.9%
6090 · Admin Expense	551.95	8,400.00	-257.16	96.9%
6095 · Postage	8,142.84	4,400.00	2,668.40	160.6%
6606 · Equipment Rental	7,068.40	800.00	-441.01	44.9%
6607 · Office Supplies	358.99	3,600.00	1,846.38	151.3%
6608 · Printing	5,446.38	1,700.00	-914.97	46.2%
6609 · Computer Expenses	785.03	1,500.00	-582.29	61.2%
6610 · Advertising/Recruiting	917.71	7,000.00	1,448.65	120.7%
6611 · Office Furniture	8,448.65	1,300.00	-213.33	83.6%
6615 · Public Relations	1,086.67	2,600.00	1,380.00	60.5%
6616 · Fundraising Expenses	1,573.77	13,500.00	-540.00	60.9%
6623 · Cell Phone Expense	840.00	10,900.00	-12,150.00	10.0%
6624 · Auto Expense	1,350.00	16,100.00	-6,500.00	40.4%
6651 · Legal Expense	4,400.00	13,400.00	-2,024.57	87.4%
6653 · Audit Fees	14,075.43		-2,520.75	81.2%
6701 · Credit card fees	10,879.25			
6702 · Payroll Processing Fees	240.00			
6703 · Bank Fees	123.69			
6704 · PCO Research Fee	1,345.74			
6760 · Miscellaneous Expense	713.37			
6763 · Fundraising Expense - Snacks	248.60			
6764 · Fundraising Expense - Clothing	375.30			
6765 · Harship Fund	475.00			
6770 · Membership & Dues	40,197.00			
6910 · Depreciation - Buildings	6,278.00			
6915 · Depreciation - Computers	1,240.00			
6920 · Depreciation - Furn & Fixtures	7,357.00			
6925 · Depr. Lease-Improvement	1,512.00			
6100 · Business Office Expense - Other	5.86			
Total 6100 · Business Office Expense	126,109.11	87,280.00	38,829.11	144.5%

Great Bay Kids' Company
Profit & Loss Budget vs. Actual
January through July 2017

	Jan - Jul 17	Budget	\$ Over Budget	% of Budget
6700 - Insurance				
6671 - Insurance - Umbrella	6,510.00	7,696.75	-1,186.75	84.6%
6672 - Insurance - Liability	19,022.84	16,069.82	2,953.02	118.4%
6675 - Accident/Health	3,477.00	2,700.00	777.00	128.8%
Total 6700 - Insurance	29,009.84	26,466.57	2,543.27	109.6%
6771 - Community Loan Fund				
6772 - HEFA Loan	27,060.67	27,062.00	-1.33	100.0%
8800 - Utilities	11,965.59	11,970.00	-4.41	100.0%
6410 - Electricity	36,025.73	33,500.00	2,525.73	107.5%
6420 - Heating	8,839.30	10,000.00	-1,160.70	88.4%
6430 - Water & Sewer	7,570.74	10,700.00	-3,129.26	70.8%
6621 - Telephone	2,401.33	2,100.00	301.33	114.3%
6622 - Internet Service	2,609.59	2,450.00	159.59	106.5%
Total 6800 - Utilities	57,446.69	58,750.00	-1,303.31	97.8%
6900 - Exeter Building Project				
Total Expense	3,084,091.68	3,040,605.16	43,486.52	101.4%
Net Income	202,146.85	79,147.19	122,999.66	256.4%