



100 CAMPUS DR. SUITE #23, PORTSMOUTH, NH 03801
603.422.8235 ✦ FAX 603.422.8238 ✦ WWW.NEWHEIGHTSONLINE.ORG

September 8, 2017

Board of Directors

Executive Committee

Ben Morse, President
Karil Reibold, Treasurer
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Executive Director

Tracey Tucker, MA

Town of Exeter
Town Manager's Office
10 Front Street
Exeter, NH 03833
Attn: Sheri Riffle

Dear Sheri,

Attached is the New Heights funding request for New Heights Exeter 2018. We are requesting \$6,000 based on program activity conducted in school year 2016-17 school year and summer of 2017.

New Heights worked with 230 Exeter area participants and provided over \$6,000 in scholarships to Exeter participants from low to moderate-income families.

While not housed in a stand-alone building in Exeter, we are more involved in the Town's school system than ever before. We are also working with local agencies, including the police department and Exeter Hospital among others, to bring diversion and teen suicide prevention programming to the Town of Exeter.

We appreciate your thoughtful consideration of our request as well as your support of our programs, which are designed to address identified needs in this growing community.

Gratefully,

Tracey Tucker
Executive Director



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2018

Application Cover Sheet

Request is: Established Not Established

Organization's Name: New Heights **Year Founded:** 1987

Address: 100 Campus Drive Suite 23 – Portsmouth, NH 03801

Executive Director/Board Chair: Tracey Tucker, MA **Tax Id Number:** 27-1918243

Applicant Contact: Tracey Tucker **Email Address:**

 ttucker@newheightsonline.org

Email Address: ttucker@newheightsonline.org **Phone:** (603) 422-8235

Organization's Mission Statement:

New Heights' mission is to unleash the individual and collective potential of today's youth by offering experiential learning opportunities through:

- Exploration of culture, community and natural environment;
- Expression of unique talents, ideas, and creativity;
- Engagement in science, technology, arts and outdoor learning.

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

This grant from the Town of Exeter will be allocated to subsidize participation by low to moderate-income families in New Heights Adventure and STEAM programs. We anticipate at least \$6,000 in requests for scholarships from families. This figure is based on data from September of 2016 through August of 2017, as during that time we provided more than \$6,000 in scholarships to 210 Exeter area participants from low to moderate-income families.

% of overall services that goes to Exeter residents: 20%

of Exeter residents served: 230

List all geographic area(s) served by organization:

NH Seacoast: SAU 16, SAU 52, SAU 50 and Southern Maine

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

Over the past decade, our emerging organizational focus has been on the development of innovative, high quality programs designed to build on the educational experience in the classroom. The conceptual thread that binds all of our programming is experiential learning, which research has shown helps youth build social, emotional, physical and academic skills.

Examples of some of the program we offer include:

- **Adventure:** Rock-Climbing, Hiking, Surfing, Canoeing, Sailing, Camping, day and week-long wilderness expeditions to local, state and National Parks
- **Science, Technology, Engineering, Art and Math (STEAM):** FLL Robotics, Geocaching, Board Game Design, Destination Imagination, 3D Printing, Coding, Inventor's Club, Wearable Electronics, videography
- **Arts and Culture:** Stilting, Cooking, Visual Arts with Recycled Materials
- **Leadership Initiatives:** Portsmouth High School Peer Leadership, Team Building Workshops, Experiential Classrooms

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

2015 - \$3,000 2016 - \$3,000 2017 - \$3,000

Organization's Total Projected Budget for FY 2018: \$659,950 Amount Requested: \$6,000

Geographic Area(s) Being Served: NH Seacoast: SAU 16, SAU 52, SAU 50 and Southern Maine

% of overall services that goes to Exeter residents: 20%

% of overall budget that goes to Exeter Services: 20%

Provide a detailed letter explaining the specific ramifications the donation the Town provides and how it effects programming, specifically the residents within Exeter that utilize the donated monies. Include program or non-profit highlights from the past year, photos and news.

I certify to the best of my knowledge that the information regarding this proposal reflects accurate data regarding need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on 9/7/17.

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which 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: 9/8/17

Submit no later than September 8, 2017:

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

NEW HEIGHTS NARRATIVE

Organizational Overview

Since 1987, New Heights has provided experiential learning programs for youth in the greater Seacoast, including the following Seacoast communities: Portsmouth, Exeter, Newington, Rye, Hampton, North Hampton, Hampton Falls, New Castle, Greenland, Stratham, Newfields, Brentwood, and East Kingston as well as the southern Maine communities of Kittery, Eliot, South Berwick, and York. Led by credentialed and professional staff with deep knowledge of—and roots in—surrounding towns, we have built a broad base of financial and community support.

Over the past decade, our emerging organizational focus has been on the development of innovative, high quality programs designed to build on the educational experience in the classroom. The conceptual thread that binds all of our programming is experiential learning, which research has shown helps youth build social, emotional, physical and academic skills.

Our programs utilize cutting-edge technology to deliver learning opportunities unavailable anywhere else on the NH Seacoast. In particular, we have worked very intentionally to provide access to all our programs to youth whose families possess very little financial means. In the past fiscal year, we provided nearly \$100,000 in scholarships to youth who otherwise would have been unable to access our programs. The goals for our programs directly align with the 21st century skills in Learning, Literacy and Life, which guide all high-quality, evidence based experiential opportunities for youth.

Program's impact on Exeter residents

Our programs directly address areas of concern identified in Exeter Hospital's Community Needs Assessment, which include: Youth Suicide; Mental Health Services/Substance Abuse Services; Healthy Nutrition and Obesity; Youth Esteem; Need for mentoring programs particularly during middle school years.

Unfortunately, NH ranks 1st in the nation for substance use and 3rd in opiate use, according to the Center for Disease Control. Substance use has become the social norm for the younger generation to alleviate anxiety.

According to the NH 2015 Youth Risk Behavior Survey of 57,326 students, teens across the state are engaging in risky behavior with the most prominent data points below:

1. 10.8% drank alcohol before age 13,
2. 29.9% currently drink alcohol,
3. 22.2% currently use marijuana,
4. 6.8% currently use prescriptions without a doctor's Rx, and
5. 15.3% considered attempting suicide.

Moreover, the need for STEAM programming is tremendous, according to findings from the NH Governor's Task Force on K-12 STEAM Education. These findings reveal that while employment opportunities in STEAM-related jobs are growing in NH, there are not enough skilled employees to fill them. Data also shows that elementary and middle school age students (especially girls) fall off the proverbial STEAM cliff in 5th and 6th grade. With STEAM currently not mandated at these schools, teachers, parents and NH industry leaders have also expressed the need to fill this educational gap.

With all these points in mind, it is critically important that youth have access to well-designed, community-based programs that provide a tangible system of wrap around support both within and outside the school. These programs engage more than youth, however, as New Heights makes a tremendous effort to encourage community and parental involvement. Research shows that such involvement is a significant predictor when it comes to long-term positive outcomes for youth.

In New Hampshire, many families—especially those from lower socioeconomic backgrounds—are struggling to meet the needs of youth. Typically, 50% of New Heights’ participants from Exeter are from low-to-moderate income families at any given time. Healthcare costs are rising and schools have been forced to cut educational programs. In response, New Heights has developed programs that can be implemented within schools during the day by their own staff at a significantly reduced cost to schools. These programs serve as a bridge to its out-of-school and summer programs, which are all designed to build 21st century skills that youth need to prepare for future education and career success.

Program changes and/ or highlights from the past year

In recent years, New Heights has begun a transition from pure STEM educational programs to STEAM, with the ‘A’ in STEAM referring to art. The incorporation of STEAM workshops into New Heights’ programming reflects a recent pedagogical shift across the nation based on evidence-based research showing that art and design need to be integrated in K-20 education. As a result of this transition to STEAM, we have developed a wide variety of new workshops that tangibly incorporate art and/or creative thinking, including “Beautiful Biology”, “Sacred Geology”, “STEAM: The Science of Color”, and “STEAM: Eco-Dye Chemistry.”

STEAM Examples

In Beautiful Biology, participants create fiber arts inspired by microscopic views of plant life. In Creative Chemistry, youth use mordents, such as alum, to set natural dyes like turmeric. In Sacred Geometry, participants use mathematical formulas to increase artistic aesthetics used by ancient architects.

In Learn to Code, participants work with many types of computer code, program video games, websites, robots, and micro controllers. Our FIRST LEGO League (FLL) Robotics teams work together to build and program LEGO EV3 robots to solve technical challenges. Our Humanoid NAO is also a big part of our program with its effectiveness as a STEM teaching tool across all academic subjects substantiated by evidence in the US, Canada and Europe. Aligned to the Core STEM standards as laid out in the Common Core Standards, NAO provides students with a STEM and STEAM integrated, project-based approach to learning robotics and computer science.

2017-18 Budgeted Expenses	
Fundraising Events	
Golf Tournament	\$16,000
Barnraiser	\$9,000
Programming	
<i>School Year</i>	
Team Building	\$1,000
Workshops	\$30,000
Adventure	\$6,000
<i>Summer</i>	
Workshops	\$5,000
Adventure	\$9,000
Personnel Expense	
Officers	\$85,000
Administration	\$105,000
Programs	\$215,000
Employee Benefits	
Group Health Insurance	\$29,000
Group Dental Insurance	\$0
Group Life Insurance	\$0
403(b) Match	\$0
HRA	\$0
Payroll Taxes	\$32,000
Contracted Service	
Legal Fees	\$1,000
Accounting Fees	\$5,000
Payroll Services	\$1,000
Other Fees	\$5,000
Other Expenses	
Advertising and Promotion	\$900
Office Expenses	
Bank Charges	\$300
Postage and Express	\$1,200
Credit Card Expense	\$5,500
Printing and Copying	\$7,000
Office Supplies	\$4,000
Information Technology	\$5,800
Occupancy	\$34,250

Travel	\$2,000
Conferences and Meetings	\$500
Insurance	\$34,000
Vehicle Expenses	
Gas and Oil	\$1,500
Maintanance	\$2,300
Registrations	\$1,000
Background Research	\$100
Dues and License	\$500
Professional Development	\$100
Telephone	\$5,000
Board Expense	\$0
Stewardship	\$0
Operating Reserve	\$0
Miscellaneous	
TOTAL	\$659,950

2017-18 Budgeted Income	
	<i>Budgeted Income</i>
Fundraising Events	
Golf Tournament	\$35,000
Barn Raiser	\$35,000
Events Subtotal:	\$70,000
Government Grants	
City Of Portsmouth	\$5,000
SAU 16 Towns	\$8,000
Gov't Grants Subtotal:	\$13,000
Other Contributions and Grants	
Private / Miscellaneous Grants	\$40,000
Tom Haas	\$50,000
FFSH	\$50,000
Individual Donors	\$50,000
Multi-Year donors	\$100,000
Corporate Sponsorships	\$100,000
Subtotal:	\$390,000
Programming	
<i>School Year</i>	
Team Building	\$25,000
Steam	\$45,000
Adventure	\$20,000
<i>Summer</i>	
Workshops	\$30,000
Adventure	\$30,000
Programming Subtotal:	\$150,000
Investment Income	\$0
Miscellaneous	\$0
Other Subtotal:	\$0
TOTAL	\$623,000

2016-17 Board of Directors



President: Ben Morse – Hawthorne Publications, Portsmouth NH
Years of service: 5 Board Term Ends: 2017

Vice President: Jane S. Allison – Rye, NH
Years of service: 4 Board Term Ends: 2017

Treasurer: Karil Reibold – Portsmouth, NH
Years of service: 1 Board Term Ends: 2018

Jamie Baker, Pierce, Atwood, LLP Portsmouth, NH
Years of service: 2 Board Term Ends: 2017

Beth Dietz-Tuttle, People's United Bank, Portsmouth, NH
Years of service: 2 Board Term Ends: 2017

Todd Diggins, Unitil – Hampton, NH
Years of service: 2 Board Term Ends: 2017

Joanne Knight – Merrill Lynch, Portsmouth, NH
Years of service: 2 Board Term Ends: 2017

Heather Nadeau – Nadeau's Subs, Exeter, NH
Years of service: 2 Board Term Ends: 2017

Jennifer Wheeler – Leadership Seacoast, Exeter, NH
Years of service: 1 Board Term Ends: 2018

Nick Aube – Avery Insurance, Exeter, NH
Years of service: 1 Board Term Ends: 2018

Tristan Shanley – Provident Bank, Portsmouth, NH
Years of service: 1 Board Term Ends: 2018

Tracey MelChior – Volunteer, Portsmouth, NH
Years of service: 0 Board Term Ends: 2019

Ryan Borden – Ford & McPartlin, P.A., Portsmouth, NH
Years of service: 0 Board Term Ends: 2019

Janet Gorman – North Hampton, NH
Years of service: 0 Board Term Ends: 2020

Jenn Webb – Portsmouth, NH
Years of service: 0 Board Term Ends: 2020



2016-17

Board Committees

Executive Committee

Ben Morse
Jane S. Allison
Karil Reibold

Finance Committee

Karil Reibold - Chair
Jane Allison
Beth Dietz-Tuttle
Todd Diggins
Bill Young

Governance/Nominating

Ben Morse
Jane Allison
Janet Gorman

Development Committee

Joanne Knight, Chair
Tristan Shanley
Nick Aube
Tracey Melchior
Jamie Baker
Julia Ghiglioti

Barn-Raiser/Event Committee

Heather Nadeau
Jane Allison
Janet Gorman
Beth Riley

Golf Tournament

Justin Perry
Ian Frederick
Andrew Guyton
Nick Aube

	Jun 30, 17
ASSETS	
Current Assets	
Checking/Savings	
Provident Bank Savings	510.48
Morgan Stanley Endowment Cash	7,422.77
10800 · Eastern Savings	41,954.59
10700 · Eastern Business Checking	26,649.64
Total Checking/Savings	76,537.48
Other Current Assets	
Pledges and Grants Receivable	119,100.00
Prepaid Expenses	
14300 · Summer Adv Camp	1,576.05
14200 · Barnraiser Event	593.00
14100 · Golf Tournament	625.00
Total Prepaid Expenses	2,794.05
Total Other Current Assets	121,894.05
Total Current Assets	198,431.53
Fixed Assets	
Equipment and Furnishings	92,731.56
Accumulated Depreciation	(61,841.74)
Total Fixed Assets	30,889.82
Other Assets	
Stocks	204,694.67
Total Other Assets	204,694.67
TOTAL ASSETS	434,016.02
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
*Accounts Payable	16,461.73
Total Accounts Payable	16,461.73
Other Current Liabilities	
Deposits Held	
21505 · Golf Tournament	10,624.00
21501 · Summer Wkshp Deposits	19,816.95
21502 · Summer Adv Deposits	10,872.52
Total Deposits Held	41,313.47
Accrued Expenses	
21430 · Accrued Vendor Expenses	9,073.21
21410 · Accrued Salary Expenses	8,922.38
Accrued Expenses - Other	24,993.25
Total Accrued Expenses	42,988.84
Notes Payable, Line of Credit	50,000.00
Total Other Current Liabilities	134,302.31
Total Current Liabilities	150,764.04

New Heights - Adventures For Teens, Inc.

Balance Sheet

As of June 30, 2017

	<u>Jun 30, 17</u>
Total Liabilities	150,764.04
Equity	
Opening Balance Equity	150.00
Net Assets with Donor Restrict	259,416.16
Net Assets without Donor Res.	48,001.96
Allocated Change in Net Asset	58,565.52
Net Income	<u>(82,881.66)</u>
Total Equity	<u>283,251.98</u>
TOTAL LIABILITIES & EQUITY	<u><u>434,016.02</u></u>