



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2026

Organization's Name: Big Brothers Big Sisters of New Hampshire Year Founded: 1966  
Address: 3 Portsmouth Ave., Stratham, NH 03885  
Executive Director/ Board Chair: Stacy Kramer, CEO / Tom Harkins, Pres Tax ID Number: 02-0348477  
Applicant Contact: Kimberley Diamond, Director of Operations Email: kimberley@bbbsvt.org  
Address: 3 Portsmouth Ave., Suite 2, Stratham, NH 03885 Phone: 603-430-1140

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

Mission: To create and support one-to-one mentoring relationships that ignite the power and promise of youth.  
Vision: All youth have the opportunity to achieve their full potential.

This grant will directly benefit Exeter residents by supporting current mentoring relationships, recruiting and screening new volunteer mentors, creating additional Exeter-based matches, and providing access to group activities, trainings, and ongoing support for youth, mentors and families.

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

Grant funds will be specifically used to support Exeter residents by: Sustaining existing one-to-one mentoring relationships between Exeter youth and their mentors through professional match support, regular check-ins, and access to resources; Recruiting, screening, and training new volunteer mentors from the Exeter area to meet growing demand and ensure strong, safe matches; Creating 2-4 new matches between Exeter youth and qualified mentors, with a focus on youth facing adversity; and providing group enrichment activities and training opportunities for Exeter matches, designed to build life skills, strengthen relationships, and foster community connection.

These efforts will ensure high-quality, consistent mentoring support for Exeter youth, helping them build confidence, avoid risky behaviors, and achieve their full potential.

% of overall services that goes to Exeter residents: 3%

# of Exeter residents served: 30: 20 match participants, 1 pending match, 7 new youth enrollments and 1 new volunteer enrollment

List all geographic area(s) served by organization: \_\_\_\_\_

New Hampshire, particularly Greater Seacoast, Greater Manchester, Greater Nashua, Monadnock Region, Lakes Region.

Total Municipal Contributions in 2025: \$29,475.00

List each town that contributes and the amount received: \_\_\_\_\_

Manchester \$8,550; Portsmouth \$3,000; Somersworth \$1,500; Chesterfield \$400; Durham \$1,800; Exeter \$7,200; Hollis \$2000; Litchfield \$500; Merrimack \$1,025; Hudson \$3,000; Walpole \$500

Organization's total projected budget for FY 2026: \$ 2,400,000.00 estimate

Amount Requested: \$ 7,200.00

**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 FY26, 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 7/23/2025 (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: 7/23/2025

Submit no later than July 31, 2025:

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





## **Organizational Overview: Big Brothers Big Sisters of New Hampshire**

Big Brothers Big Sisters of New Hampshire (BBBSNH) has served youth across the Granite State since 1966. We provide evidence-based, one-to-one mentoring programs for children ages 6 to 18, helping them build confidence, strengthen relationships, avoid risky behaviors, and achieve academic and personal success. BBBSNH supports approximately 500 youth annually, many of whom face significant challenges such as poverty, mental health concerns, foster care placement, housing instability, substance misuse in the home, or parental incarceration.

### **Program Models:**

**Community-Based Mentoring:** Youth are matched with carefully screened adult volunteers who spend at least four hours per month together, engaging in activities throughout the community that build trust, resilience, and life skills.

**School/Site-Based Mentoring:** Matches meet in schools or workplaces to work on homework, play games, share meals, and explore new skills. This model includes targeted programming for youth with specific needs:

- **Bigs in Badges:** Fosters positive relationships between first responders and local youth, following either the Community-Based or Site/School-Based model.
- **PRISM (Pride, Respect, Identity, Safety, and Mentoring):** Supports LGBTQ+ youth by pairing them with affirming mentors and access to supportive resources.
- **Futures Ahead:** A technology-integrated mentoring initiative focused on college and career readiness, social-emotional learning, and 21st-century skill development.
- **Big Adventures:** Matches participate in group activities designed to deepen mentoring relationships and support various skills, conducted in collaboration with local partners.

### **Program Quality and Impact:**

BBBSNH is recognized by the **U.S. Substance Abuse and Mental Health Services Administration (SAMHSA)** as an **evidence-based preventive program**. Our match process involves thorough screening and training for volunteers, and we provide professional support to every match throughout its duration. This high level of support is key to long-term success.

Our recent economic impact study, *The Long-Term Impacts of Mentors: Evidence from Experimental and Administrative Data*, reveals that Littles are 20% more likely to enroll in college, earn 15% higher income when entering the workforce, and that mentorship closes 2/3 of the socio-economic gap compared to non-mentored peers.

### **Program Highlights FY2025:**

20 residents were served in one-to-one matches, 1 new match is currently pending, 6 new Littles and 1 new Big have been enrolled. Many fun and educational group activities were offered to Exeter matches including surfing, deep sea fishing, sailing, hiking, bowling, ice skating, indoor rock climbing, game night, and a visit to an Alpaca farm. And matches now receive a discount off purchases from Aroma Joe's Exeter location.

### **Match Highlight:**

After eight years in the program, a match closed in June, following the Little Sister's graduation from high school. At their closure meeting, all parties shared a strong sense of satisfaction with the match and confidence that the Big and Little will remain close. As a graduation gift, the Big is taking her Little to New York City to explore some of the sights on the Little's "bucket list"—a trip they are both incredibly excited about. The Little expressed deep gratitude for her Big's long-term commitment, the many exciting opportunities they shared, and the support she received through the program. Both the Big and the Little's father shared how proud they are of the Little's growth—especially her ability to step outside her comfort zone and mature socially over the years.

### **FY2026 Grant funds will be used to support Exeter residents by:**

- **Sustaining existing one-to-one mentoring relationships** between Exeter youth and their mentors through professional match support, regular check-ins, and access to resources.
- **Recruiting, screening, and training new volunteer mentors** from the Exeter area to meet growing demand and ensure strong, safe matches.
- **Creating new matches** between Exeter youth and qualified mentors, with a focus on youth facing adversity.
- **Providing group enrichment activities and training opportunities** for Exeter matches, designed to build life skills, strengthen relationships, and foster community connections.



**Grant funds were used to support Exeter residents by:**

- **Sustaining existing one-to-one mentoring relationships** between Exeter youth and their mentors through professional match support, regular check-ins, and access to resources.
- **Recruiting, screening, and training new volunteer mentors** from the Exeter area to meet growing demand and ensure strong, safe matches.
- **Creating new matches** between Exeter youth and qualified mentors, with a focus on youth facing adversity.
- **Providing group enrichment activities and training opportunities** for Exeter matches, designed to build life skills, strengthen relationships, and foster community connections.

**Additional outreach efforts included:**

- Becoming a member organization of the Exeter Area Chamber of Commerce;
- Partnering with and donating to the Exeter Parks & Rec Department, and hosting our annual Pickle Ball event at Exeter Town Recreation Park; and
- Through a new partnership with Aroma Joe's, matches now receive a discount when they visit the establishment together.

**Match Activities Provided:**

- Surfing
- Deep sea fishing
- Sailing,
- Hiking
- Bowling
- Ice skating
- Indoor rock climbing
- Game night
- Trip to Granite State Alpaca Farm





**Balance Sheet**  
As of June 30, 2025

	Jan 31, 25	Feb 28, 25	Mar 31, 25	Apr 30, 25	May 31, 25	Jun 30, 25
<b>ASSETS</b>						
<b>Current Assets</b>						
Checking/Savings						
CD - Northway Bank (9 mo)	257,391.43	257,391.43	257,391.43	257,391.43	257,391.43	257,391.43
PayPal Account	0.00	0.00	0.02	0.02	0.02	0.04
Service Credit Union						
SCU Checking	22,273.84	85,161.49	104,349.33	64,444.26	49,450.53	30,243.68
SCU Money Market	340,872.55	478,135.85	298,961.58	186,589.76	186,857.10	108,058.02
SCU Savings	5.00	5.00	5.00	5.00	5.00	5.00
Total Service Credit Union	363,151.39	563,302.34	403,315.91	251,039.02	236,312.63	138,306.70
Total Checking/Savings	620,542.82	820,693.77	660,707.36	508,430.47	493,704.08	395,698.17
Accounts Receivable						
Grants Receivable						
Grants Receivable - BBBSA	57,955.15	21,834.19	59,210.93	138,187.46	154,592.85	205,860.77
Grants Receivable - NH Contract						
Amoskeag Health	618.55	146.70	0.00	0.00	879.80	676.94
NH DOE Voc Rehab	6,570.00	13,161.00	4,333.00	0.00	0.00	0.00
Total Grants Receivable - NH Contract	7,188.55	13,307.70	4,333.00	0.00	879.80	676.94
Total Grants Receivable	65,143.70	35,141.89	63,543.93	138,187.46	155,472.65	206,537.71
Total Accounts Receivable	65,143.70	35,141.89	63,543.93	138,187.46	155,472.65	206,537.71
Other Current Assets						
Fidelity Account #9880						
Fidelity MM Account	253,212.65	253,212.65	405,948.21	407,274.99	407,274.99	407,274.99
Fidelity Stock Accounts	52,068.55	52,068.55	50,641.77	50,526.19	50,526.19	50,526.19
Total Fidelity Account #9880	305,281.20	305,281.20	456,589.98	457,801.18	457,801.18	457,801.18
NHCF Asset	16,880.81	16,296.50	16,296.50	16,296.50	16,296.50	16,296.50
Total Other Current Assets	322,162.01	321,577.70	472,886.48	474,097.68	474,097.68	474,097.68
Total Current Assets	1,007,848.53	1,177,413.36	1,197,137.77	1,120,715.61	1,123,274.41	1,076,333.56
Fixed Assets						
Fixed Assets						
Accum Amortization - RoU Assets	(38,314.78)	(38,314.78)	(38,314.78)	(38,314.78)	(38,314.78)	(38,314.78)
Accumulated Depreciation	(199,457.31)	(199,457.31)	(199,457.31)	(199,457.31)	(199,457.31)	(199,457.31)
Equipment	52,975.97	52,975.97	52,975.97	52,975.97	52,975.97	52,975.97
Furniture/Fixtures	158,759.44	158,759.44	158,759.44	158,759.44	158,759.44	158,759.44
Total Fixed Assets	(26,036.68)	(26,036.68)	(26,036.68)	(26,036.68)	(26,036.68)	(26,036.68)
Right of Use Asset-Manch Office	23,307.24	23,307.24	23,307.24	23,307.24	23,307.24	23,307.24
Right of Use Asset-Stratham Off	36,423.58	36,423.58	36,423.58	36,423.58	36,423.58	36,423.58
Total Fixed Assets	33,694.14	33,694.14	33,694.14	33,694.14	33,694.14	33,694.14
Other Assets						
Accumulated Amortization	(5,105.85)	(5,105.85)	(5,105.85)	(5,105.85)	(5,105.85)	(5,105.85)
Security Deposit - Rent	1,825.00	1,825.00	1,825.00	1,825.00	1,825.00	1,825.00
Website	5,105.85	5,105.85	5,105.85	5,105.85	5,105.85	5,105.85
Total Other Assets	1,825.00	1,825.00	1,825.00	1,825.00	1,825.00	1,825.00
<b>TOTAL ASSETS</b>	<b>1,043,367.67</b>	<b>1,212,932.50</b>	<b>1,232,656.91</b>	<b>1,156,234.75</b>	<b>1,158,793.55</b>	<b>1,111,852.70</b>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
Current Liabilities						
Accounts Payable						
Accounts Payable	20,352.71	12,185.26	15,626.56	44,581.20	55,541.49	29,534.41
Total Accounts Payable	20,352.71	12,185.26	15,626.56	44,581.20	55,541.49	29,534.41
Other Current Liabilities						
Accrued payroll	23,942.26	23,942.26	23,942.26	23,942.26	23,942.26	23,942.26
Accrued Payroll Tax	2,106.94	2,106.94	2,106.94	2,106.94	2,106.94	2,106.94
Curr Portion of Lease Liability	21,416.04	21,416.04	21,416.04	21,416.04	21,416.04	21,416.04
Total Other Current Liabilities	47,465.24	47,465.24	47,465.24	47,465.24	47,465.24	47,465.24
Total Current Liabilities	67,817.95	59,650.50	63,091.80	92,046.44	103,006.73	76,999.65
Long Term Liabilities						
Lease Liability - Manchester	8,356.65	8,356.65	8,356.65	8,356.65	8,356.65	8,356.65
Lease Liability - Stratham	13,059.39	13,059.39	13,059.39	13,059.39	13,059.39	13,059.39
Less Curr Portion of Lease Liab	(21,416.04)	(21,416.04)	(21,416.04)	(21,416.04)	(21,416.04)	(21,416.04)
Total Long Term Liabilities	0.00	0.00	0.00	0.00	0.00	0.00
Total Liabilities	67,817.95	59,650.50	63,091.80	92,046.44	103,006.73	76,999.65
Equity						
Retained Earnings	709,005.17	709,005.17	709,005.17	709,005.17	709,005.17	709,005.17
Temp Restricted Net Assets	16,168.81	16,168.81	16,168.81	16,168.81	16,168.81	16,168.81
Unrestricted net assets	184,897.37	184,897.37	184,897.37	184,897.37	184,897.37	184,897.37
Net Income	65,478.37	243,210.65	259,493.76	154,116.96	145,715.47	124,781.70
Total Equity	975,549.72	1,153,282.00	1,189,566.11	1,064,188.31	1,055,786.82	1,034,853.05
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,043,367.67</b>	<b>1,212,932.50</b>	<b>1,232,656.91</b>	<b>1,156,234.75</b>	<b>1,158,793.55</b>	<b>1,111,852.70</b>





# Big Brothers Big Sisters of NH

## Profit & Loss Budget Overview

January through December 2025

	TOTAL
	Jan - Dec 25
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Contributions</b>	
Corporate Giving	175,000.00
General Donations	17,000.00
Individual Giving	385,000.00
<b>Total Contributions</b>	577,000.00
<b>Events &amp; Fundraising Income</b>	
<b>Laconia Mile for Mentoring</b>	
Expense	(2,000.00)
Income	8,000.00
Sponsor	10,000.00
<b>Total Laconia Mile for Mentoring</b>	16,000.00
<b>Martial Arts for Mentoring</b>	
Expense	(1,000.00)
Income	20,000.00
Sponsor	10,000.00
<b>Total Martial Arts for Mentoring</b>	29,000.00
<b>Other/Third Party Fundraisers</b>	
Expense	(4,000.00)
Income	140,000.00
<b>Total Other/Third Party Fundraisers</b>	136,000.00
<b>Pickleball</b>	
Expense	(3,000.00)
Income	14,000.00
Sponsor	20,000.00
<b>Total Pickleball</b>	31,000.00
<b>Stiletto Sprint</b>	
Expense	(500.00)
Income	30,000.00
Sponsor	40,000.00
<b>Total Stiletto Sprint</b>	69,500.00
<b>Total Events &amp; Fundraising Income</b>	281,500.00
<b>Grant Revenues</b>	
BBBSA Pass-Thru Grants	500,000.00
Foundation Grants	300,000.00
Municipal Grants	55,000.00
NH Contract Grants	410,000.00
United Way Grants	15,000.00
<b>Total Grant Revenues</b>	1,280,000.00
<b>Interest and Investment Income</b>	20,000.00
<b>Total Income</b>	2,158,500.00

# Big Brothers Big Sisters of NH

## Profit & Loss Budget Overview

January through December 2025

Expense	TOTAL
	Jan - Dec 25
Advertising & Promotion	50,000.00
CC & Bank/Online Pmt Fees	10,000.00
Company Match - 401K	22,000.00
Dues & Subscriptions	2,500.00
Fundraising Expenses	13,000.00
Insurance Expense	
Liability Insurance	25,000.00
Workers Comp	3,000.00
Total Insurance Expense	28,000.00
Occupancy Expense	
Rent	25,000.00
Total Occupancy Expense	25,000.00
Personnel Expenses	
Employee Benefits Programs	
Dental Insurance	9,000.00
Health Insurance	85,000.00
Life & Disability Benefits	16,000.00
Total Employee Benefits Programs	110,000.00
Payroll Taxes	112,000.00
Salaries and Wages	1,595,904.00
Total Personnel Expenses	1,817,904.00
Professional Services Fees	
Accounting	1,600.00
Audit Fees	12,000.00
Computer / IT Fees	29,000.00
Outside Consultants	10,000.00
Payroll Service Fees	16,000.00
Website Expense	2,000.00
Total Professional Services Fees	70,600.00
Program Expenses	
Affiliate Fees/MF-National	31,000.00
Background Checks	5,000.00
Direct Program Expenses	40,000.00
Total Program Expenses	76,000.00
Supplies & Office Expense	
Office Supplies & Expense	10,000.00
Postage & Shipping	7,000.00
Telephone & Internet	16,500.00
Total Supplies & Office Expense	33,500.00
Travel, Conferences & Meetings	
Meetings Expense	1,800.00

Big Brothers Big Sisters of NH  
**Profit & Loss Budget Overview**  
January through December 2025

	TOTAL
	Jan - Dec 25
Staff Development	10,000.00
Travel	10,000.00
Total Travel, Conferences & Meetings	21,800.00
Total Expense	2,170,304.00
Net Ordinary Income	(11,804.00)
Other Income/Expense	
Other Income	
Other Income	335,000.00
Total Other Income	335,000.00
Net Other Income	335,000.00
Net Income	323,196.00

