



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2024 Funding Request

**Organization's Name:** Big Brothers Big Sisters of New Hampshire **Year Founded:** 1966

**Executive Director / Board Chair:** Stacy Kramer, CEO **Tax ID Number:** 02-0348477

**Applicant Contact:** Maddie Holdbrooks, Grants Manger **Email:** mholdbrooks@bbbsnh.org

**Address:** 3 Portsmouth Ave. #2, Stratham, NH 03885 **Phone:** 603-318-2923

**Organization's Mission Statement & Overview:**

Big Brothers Big Sisters of New Hampshire's mission is to create and support one-to-one mentoring relationships that ignite the power and promise of youth. Our vision is all youth have the opportunity to achieve their full potential. Big Brothers Big Sisters of New Hampshire (BBBSNH) has been serving youth, ages 6-18, in the Granite State for more than 55 years through one-to-one mentoring relationships. BBBSNH offers the following programs:

- **Community-Based:** This is our standard model. Volunteers are matched one-to-one with youth and spend quality time together, for a minimum of 4 hours a month enjoying activities of their choosing within their local community.
- **Site/School-Based:** Utilizes schools or the workplace as the venue for matches to meet. Time is spent working on homework, playing outdoors, enjoying lunch together or learning a new skill.
- **Bigs in Badges:** Promotes positive relationships between first responders and local youth. Youth are paired one-to-one with a first responder from their local community. This program follows either our Community Based or Site Based model.
- **PRISM:** Stands for Pride, Respect, Identity, Safety and Mentoring. Working alongside community partner, Seacoast Outright, BBBSNH provides LGBTQ+ youth with allies and resources through mentoring.
- **Mentor 2.0:** New this year, BBBSNH will launch a pilot of Mentor 2.0 at Manchester West High School in the fall of 2022. Mentor 2.0 is a technology enhanced one-to-one mentoring program that provides transformative support to low-income and first-generation high school students, preparing them for career and/or college success. The program utilizes a monitored digital app for matches to communicate weekly following a guided curriculum. Matches meet in-person at the school 1x per month.

Regardless of the model, time is spent together, enjoying an array of activities to promote higher aspirations, greater confidence, better relationships, avoidance of risky behaviors, and educational success in youth. BBBSNH is recognized as an evidence-based preventive program by the U.S. Substance Abuse and Mental Health Administration's National Registry of Evidence-Based Programs and Practices and, an affiliate of Big Brothers Big Sisters of America.

*Town Manager's Office*

JUL 31 2023

*Received*



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All of our efforts focus on making the best possible match, which, is achieved through thorough interviews and assessments of both mentors and youth. All volunteers are carefully screened to ensure child-safety. We provide training, facilitate an initial meeting of the match and continue to provide ongoing match support and resources to the mentor, youth and their family, throughout the duration of the match. The ongoing support our staff provides in addition to child-safety check-ins, is what sets us apart from other organizations – and is the key to success of a strong, healthy, mentoring relationship. BBBSNH also offers specialized training and resources in trauma, opioid and substance misuse prevention and promotes JEDI practices (Justice, Equity, Diversity and Inclusion). On average, our organization supports approximately 500-600 youth annually. While all youth, no matter their circumstance, are welcome to join BBBSNH, many of the youth we match are experiencing significant adversities. These circumstances range from history of trauma, mental and emotional health concerns, experiences in foster homes or instable housing, live in an environment with substance misuse or have an incarcerated parent. In 2021, our staff spent over 11,829 hours enrolling, matching and providing ongoing support and training to each match in our program. Most importantly, volunteer mentors dedicated more than 22,128 hours shaping kids' lives through one of the most difficult, isolating and unprecedented years.

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

This grant supports the improvement of health and life outcomes for youth ages 6-18 in the Exeter area through one-to-one mentoring matches. A disproportionately high number of children in our program are living in poverty. More than 60% of the children in our program come from families that qualify for free or reduced lunch (a status frequently used as a proxy for poverty). Research shows that adverse childhood experiences (ACEs) can have a lasting impact on individuals. The Centers for Disease Control and Prevention (CDC) reports that as the number of ACEs increases, so does the risk for negative outcomes and toxic stress. However, additional research by the CDC demonstrates that the presence of protective factors, including the presence of a caring adult, can guard against the increased risks of negative health and life outcomes. Our time-tested model continues to support these findings.

**% of overall services that goes to Exeter residents: 4%**

**# of Exeter residents served: (youth served in mentoring matches in from Exeter)**

Currently, we have 10 active from the Exeter area, served in 2023 to date. We anticipate that number to grow throughout the remainder of the year. As we have stated in previous applications, the pandemic took a toll on some of our site-based programs at places like, Exeter Hospital. While this did have an impact on some of our numbers, we were able to pivot and roll many of these matches over into our community-based program. Today, we continue to work alongside community partners to receive referrals of youth in need of our services and to recruit employees as volunteer mentors.



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

BBBSNH is a statewide organization, specifically serving youth from: Greater Seacoast, Greater Manchester, Greater Nashua, Monadnock Region and Lakes Region. Our long-term goal is to establish the funding and capacity to expand into the North Country.

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

Town of Exeter funds are utilized for the ongoing support of Exeter area matches with the goal of also creating 2-3 additional matches. We take a thoughtful approach to creating a match because we know mentoring involves far more than just pairing a child with any adult. On average, it cost approximately \$1,800-\$2,400 a year, depending on the needs of the match, to conduct the work required to create and support a match. On average, our matches last 2.5 years and many remain in the program even longer after that. The breakdown of creating a match includes:

- **Volunteer Recruitment/Inquiry** - Attracting effective mentors is at the forefront of providing youth with ideal, safe role models and advocates.
- **Volunteer Enrollment** - Initial assessment of volunteer mentors requires a completed application, an in-depth interview, orientation and layered reference checks. With child safety being our utmost priority, we conduct an in-depth review of the volunteer's history including online database searches, state and national criminal background checks and a motor vehicle check.
- **Youth Enrollment** - Parents who inquire about our services or are referred from a community partner receive an initial meeting, which includes an orientation about our mentoring program, program expectations and an in-depth parent and youth interview and assessment.
- **Pairing & Making a Match** - We evaluate the characteristics of each individual mentor and mentee to pair them in a successful one-to-one mentoring relationship. After carefully selecting a compatible match, our team performs an introductory meeting.
- **Training** - Volunteer mentors, parents/guardians and youth must receive child safety and youth protection training during their orientation process. Annual required refresher trainings and mentor-to-mentor networking opportunities are conducted over the course of the mentoring relationship. In the last year, we have also incorporated trauma-informed mentoring training to assist volunteer mentors with the multiple forms of trauma our youth have endured.
- **Match Support & Customer Relations** - Coaching, professional support and case management are integral to keeping a match healthy and strong. We connect with each parent/guardian, child and volunteer monthly for the first year of the relationship in order to help keep the match on track. Beyond a year, we make those contacts quarterly.



TOWN OF EXETER, NEW HAMPSHIRE  
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- **Total Municipal Contributions in 2023:** \$47,718
  
- **List each town that contributes and the amount received:**
  - Town of Amherst - \$1,900
  - Town of Exeter - \$7,200
  - Town of Candia - \$1,000
  - Town of Chesterfield - \$400
  - Town of Dublin - \$500
  - Town of Durham - \$1,800
  - Town of Hampton - \$8,000
  - Town of Londonderry - \$1,918
  - City of Manchester Planning & Community Development - \$19,000
  - Town of Merrimack - \$1,000
  - Town of Rye - \$3,000
  - City of Somersworth - \$1,500
  - Town of Walpole - \$500
  
- **Organizations total projected budget for FY 2023:** \$1,725,081.00
  
- **Amount Requested:**
  - \$7,200



**Board of Directors List:**

Amir Rosenthal, President  
Joan Brodsky, Vice President  
Roy Ballentine, Vice President  
Aaron Sharabaika, Treasurer  
Andrew Gibson, Secretary  
Rachel Therrien  
Matthew Becker  
Judith Jolton  
Eleanor Dahar  
Stephen Catalano, Ph.D.  
Victoria Auger  
Nicole Paul  
Michael O'Reilly  
Kent J. Summers  
Vanessa Reven  
William Stevens

**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. FY23 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 FY24, 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 7/21/23 (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: 7/22/23

Submit no later than July 30, 2023:

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

# Big Brothers Big Sisters of NH

## Balance Sheet

As of June 30, 2023

	<u>Jan 31, 23</u>	<u>Feb 28, 23</u>	<u>Mar 31, 23</u>	<u>Apr 30, 23</u>	<u>May 31, 23</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
PayPal Account	629.73	629.73	629.73	0.00	0.00
Service Credit Union					
SCU Checking	64,849.10	56,221.67	13,078.52	31,725.17	19,391.62
SCU Money Market	421,396.80	421,962.48	422,554.12	428,088.95	393,697.69
SCU Savings	32,928.16	32,934.47	2,936.53	636.94	637.08
Total Service Credit Union	519,174.06	511,118.62	438,569.17	460,451.06	413,726.39
Venmo Account	600.00	0.00	0.00	120.00	270.00
Total Checking/Savings	520,403.79	511,748.35	439,198.90	460,571.06	413,996.39
<b>Accounts Receivable</b>					
Grants Receivable					
Grants Receivable - BBBSA	69,059.45	73,952.52	15,612.84	45,115.34	76,891.95
Grants Receivable - Municipal	0.00	0.00	4,050.00	1,800.00	0.00
Grants Receivable - NH Contract	0.00	39.91	100,000.00	50,224.67	23,862.67
Total Grants Receivable	69,059.45	73,992.43	119,662.84	97,140.01	100,754.62
Total Accounts Receivable	69,059.45	73,992.43	119,662.84	97,140.01	100,754.62
<b>Other Current Assets</b>					
Fidelity Account #9880					
Fidelity MM Account	191.04	191.04	30,303.77	30,303.77	30,303.77
Fidelity Stock Accounts	8,487.78	8,487.78	10,140.26	10,140.26	10,140.26
Total Fidelity Account #9880	8,678.82	8,678.82	40,444.03	40,444.03	40,444.03
NHC Asset	15,134.50	15,134.50	15,134.50	15,134.50	15,134.50
Undeposited Funds	0.00	0.00	0.00	0.00	0.00
Total Other Current Assets	23,813.32	23,813.32	55,578.53	55,578.53	55,578.53
Total Current Assets	613,276.56	609,554.10	614,440.27	613,289.60	570,329.54
<b>Fixed Assets</b>					
<b>Fixed Assets</b>					
Accumulated Depreciation	(191,963.23)	(191,963.23)	(191,963.23)	(191,963.23)	(191,963.23)
Equipment	37,460.36	37,460.36	37,460.36	37,460.36	37,460.36
Furniture/Fixtures	158,759.44	158,759.44	158,759.44	158,759.44	158,759.44
Total Fixed Assets	4,256.57	4,256.57	4,256.57	4,256.57	4,256.57
Total Fixed Assets	4,256.57	4,256.57	4,256.57	4,256.57	4,256.57
<b>Other Assets</b>					
Accumulated Amortization	(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
Website	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
<b>TOTAL ASSETS</b>	<u>619,358.13</u>	<u>615,635.67</u>	<u>620,521.84</u>	<u>619,371.17</u>	<u>576,411.11</u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
Accounts Payable	1,051.13	45,000.00	7,587.06	23,363.47	1,084.25

**Big Brothers Big Sisters of NH**

**Balance Sheet**

**As of June 30, 2023**

	<u>Jan 31, 23</u>	<u>Feb 28, 23</u>	<u>Mar 31, 23</u>	<u>Apr 30, 23</u>	<u>May 31, 23</u>
<b>Total Accounts Payable</b>	1,051.13	45,000.00	7,587.06	23,363.47	1,084.25
<b>Other Current Liabilities</b>					
<b>Accrued payroll</b>	8,709.64	8,709.64	8,709.64	8,709.64	8,709.64
<b>Accrued Payroll Tax</b>	665.42	665.42	665.42	665.42	665.42
<b>Total Other Current Liabilities</b>	<u>9,375.06</u>	<u>9,375.06</u>	<u>9,375.06</u>	<u>9,375.06</u>	<u>9,375.06</u>
<b>Total Current Liabilities</b>	<u>10,426.19</u>	<u>54,375.06</u>	<u>16,962.12</u>	<u>32,738.53</u>	<u>10,459.31</u>
<b>Total Liabilities</b>	10,426.19	54,375.06	16,962.12	32,738.53	10,459.31
<b>Equity</b>					
<b>Retained Earnings</b>	410,676.71	410,676.71	410,676.71	410,676.71	410,676.71
<b>Temp Restricted Net Assets</b>	182,865.05	182,865.05	182,865.05	182,865.05	182,865.05
<b>Unrestricted net assets</b>	18,201.13	18,201.13	18,201.13	18,201.13	18,201.13
<b>Net Income</b>	<u>(2,810.95)</u>	<u>(50,482.28)</u>	<u>(8,183.17)</u>	<u>(25,110.25)</u>	<u>(45,791.09)</u>
<b>Total Equity</b>	<u>608,931.94</u>	<u>561,260.61</u>	<u>603,559.72</u>	<u>586,632.64</u>	<u>565,951.80</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>619,358.13</u></u>	<u><u>615,635.67</u></u>	<u><u>620,521.84</u></u>	<u><u>619,371.17</u></u>	<u><u>576,411.11</u></u>



Big Brothers Big Sisters of NH

Balance Sheet

As of June 30, 2023

Jun 30, 23

ASSETS

Current Assets

Checking/Savings

PayPal Account	0.00
Service Credit Union	
SCU Checking	31,952.05
SCU Money Market	364,232.49
SCU Savings	637.21
Total Service Credit Union	396,821.75
Venmo Account	120.00

Total Checking/Savings 396,941.75

Accounts Receivable

Grants Receivable

Grants Receivable - BBBSA	39,810.93
Grants Receivable - Municipal	0.00
Grants Receivable - NH Contract	47,725.34

Total Grants Receivable 87,536.27

Total Accounts Receivable 87,536.27

Other Current Assets

Fidelity Account #9880

Fidelity MM Account	30,685.27
Fidelity Stock Accounts	9,513.72

Total Fidelity Account #9880 40,198.99

NHCF Asset 15,134.50

Undeposited Funds (2,448.48)

Total Other Current Assets 52,885.01

Total Current Assets 537,363.03

Fixed Assets

Fixed Assets

Accumulated Depreciation	(191,963.23)
Equipment	37,460.36
Furniture/Fixtures	158,759.44

Total Fixed Assets 4,256.57

Total Fixed Assets 4,256.57

Other Assets

Accumulated Amortization (5,105.85)

Security Deposit - Rent 1,825.00

Website 5,105.85

Total Other Assets 1,825.00

TOTAL ASSETS 543,444.60

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 8,629.11

# Big Brothers Big Sisters of NH

## Balance Sheet

As of June 30, 2023

Jun 30, 23

Total Accounts Payable	8,629.11
Other Current Liabilities	
Accrued payroll	8,709.64
Accrued Payroll Tax	665.42
Total Other Current Liabilities	9,375.06
Total Current Liabilities	18,004.17
Total Liabilities	18,004.17
Equity	
Retained Earnings	410,676.71
Temp Restricted Net Assets	182,865.05
Unrestricted net assets	18,201.13
Net Income	(86,302.46)
Total Equity	525,440.43
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>543,444.60</b>

## Big Brothers Big Sisters of NH Profit & Loss Budget Overview January through December 2023

	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	TOTAL Jan - Dec 23
<b>Ordinary Income/Expense</b>													
<b>Income</b>													
<b>Contributions</b>													
Corporate Giving	1,500.00	3,000.00	3,000.00	2,000.00	2,500.00	15,000.00	11,000.00	4,000.00	3,000.00	11,000.00	36,000.00	28,000.00	120,000.00
General Donations	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Individual Giving	50,000.00	25,000.00	28,000.00	40,000.00	5,000.00	20,000.00	7,000.00	35,000.00	15,000.00	20,000.00	35,000.00	90,000.00	370,000.00
<b>Total Contributions</b>	52,000.00	28,500.00	31,500.00	42,500.00	8,000.00	35,500.00	18,500.00	39,500.00	18,500.00	31,500.00	71,500.00	118,500.00	496,000.00
<b>Events &amp; Fundraising Income</b>													
<b>Fall Event/Bash or Opera House</b>													
Expense	0.00	0.00	0.00	0.00	0.00	(1,000.00)	0.00	0.00	0.00	0.00	0.00	0.00	(1,000.00)
Income	0.00	0.00	0.00	0.00	0.00	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00
Sponsorship	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
<b>Total Fall Event/Bash or Opera House</b>	0.00	0.00	0.00	0.00	0.00	16,500.00	0.00	0.00	0.00	0.00	0.00	0.00	16,500.00
<b>Other/Third Party Fundraisers</b>													
Expense	0.00	(4,000.00)	(200.00)	(100.00)	(100.00)	(100.00)	0.00	(2,500.00)	0.00	0.00	0.00	0.00	(7,000.00)
Income	0.00	60,000.00	7,000.00	1,000.00	1,000.00	1,000.00	7,700.00	13,000.00	7,000.00	100.00	100.00	100.00	98,000.00
<b>Total Other/Third Party Fundraisers</b>	0.00	56,000.00	6,800.00	900.00	900.00	900.00	7,700.00	10,500.00	7,000.00	100.00	100.00	100.00	91,000.00
<b>Pickleball</b>													
Expense	0.00	0.00	(100.00)	(100.00)	(500.00)	(100.00)	(8,800.00)	(200.00)	(200.00)	0.00	0.00	0.00	(10,000.00)
Income	6,000.00	3,000.00	3,000.00	3,000.00	3,000.00	6,000.00	6,000.00	0.00	0.00	0.00	0.00	0.00	30,000.00
Sponsor	0.00	1,500.00	1,000.00	5,000.00	7,000.00	7,000.00	2,500.00	4,000.00	500.00	500.00	500.00	500.00	30,000.00
<b>Total Pickleball</b>	6,000.00	4,500.00	3,900.00	7,900.00	9,500.00	12,900.00	(300.00)	3,800.00	300.00	500.00	500.00	500.00	50,000.00
<b>Stiletto Sprint</b>													
Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(500.00)	(500.00)	0.00	0.00	0.00	(1,000.00)
Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	5,000.00	14,800.00	0.00	0.00	20,000.00
Sponsor	0.00	0.00	0.00	0.00	0.00	150.00	250.00	800.00	6,200.00	22,600.00	0.00	0.00	30,000.00
<b>Total Stiletto Sprint</b>	0.00	0.00	0.00	0.00	0.00	150.00	250.00	500.00	10,700.00	37,400.00	0.00	0.00	49,000.00
<b>Total Events &amp; Fundraising Income</b>	6,000.00	60,500.00	10,700.00	8,800.00	10,400.00	30,450.00	7,650.00	14,800.00	18,000.00	38,000.00	600.00	600.00	206,500.00
<b>Grant Revenues</b>													
BBBSA Pass-Thru Grants	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	30,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,197.00	417,197.00
Foundation Grants	2,500.00	1,000.00	15,000.00	15,000.00	10,000.00	10,000.00	1,000.00	6,000.00	1,000.00	1,000.00	50,000.00	127,500.00	240,000.00
Municipal Grants	1,000.00	500.00	6,500.00	9,500.00	500.00	6,000.00	15,000.00	6,000.00	5,000.00	5,000.00	5,000.00	5,000.00	65,000.00
NH Contract Grants	0.00	0.00	100,000.00	20,000.00	25,500.00	20,000.00	20,000.00	20,000.00	60,500.00	16,000.00	16,000.00	15,000.00	313,000.00
United Way Grants	3,500.00	0.00	0.00	3,500.00	0.00	0.00	3,500.00	0.00	0.00	6,000.00	0.00	0.00	16,500.00
<b>Total Grant Revenues</b>	22,000.00	16,500.00	136,500.00	63,000.00	51,000.00	66,000.00	91,500.00	84,000.00	118,500.00	80,000.00	123,000.00	199,697.00	1,051,697.00
<b>Interest and Investment Income</b>	210.00	210.00	210.00	210.00	210.00	210.00	210.00	210.00	210.00	210.00	200.00	200.00	2,500.00
<b>Total Income</b>	80,210.00	105,710.00	178,910.00	114,510.00	69,610.00	132,160.00	117,860.00	138,510.00	155,210.00	149,710.00	195,300.00	318,997.00	1,756,697.00
<b>Expense</b>													
Advertising & Promotion	0.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	1,210.00	890.00	700.00	8,000.00
CC & Bank/Online Pmt Fees	200.00	200.00	200.00	225.00	225.00	225.00	300.00	1,000.00	1,000.00	1,000.00	225.00	200.00	5,000.00
Dues & Subscriptions	0.00	0.00	0.00	0.00	600.00	0.00	300.00	0.00	0.00	0.00	0.00	0.00	900.00
Fundraising Expenses	2,000.00	0.00	0.00	4,000.00	200.00	0.00	2,000.00	200.00	0.00	2,000.00	1,800.00	1,800.00	14,000.00
<b>Insurance Expense</b>													
Liability Insurance	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	24,000.00
Workers Comp	0.00	0.00	500.00	0.00	0.00	500.00	0.00	0.00	500.00	0.00	0.00	500.00	2,000.00
<b>Total Insurance Expense</b>	2,000.00	2,000.00	2,500.00	2,000.00	2,000.00	2,500.00	2,000.00	2,000.00	2,500.00	2,000.00	2,000.00	2,500.00	26,000.00

**Big Brothers Big Sisters of NH  
Profit & Loss Budget Overview  
January through December 2023**

	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	TOTAL Jan - Dec 23
<b>Licenses and Permits</b>	0.00	0.00	0.00	0.00	0.00	75.00	0.00	100.00	0.00	0.00	0.00	0.00	175.00
<b>Occupancy Expense</b>													
Rent	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,968.00	23,506.00
<b>Total Occupancy Expense</b>	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,958.00	1,968.00	23,506.00
<b>Personnel Expenses</b>													
Accrued Salaries & Wages	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Employee Benefits Programs</b>													
Dental Insurance	583.33	583.33	583.33	583.33	583.33	583.33	583.33	583.33	583.33	583.33	583.33	583.37	7,000.00
Health Insurance	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.66	6,141.74	73,700.00
Life & Disability Benefits	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.33	1,133.37	13,600.00
<b>Total Employee Benefits Programs</b>	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.32	7,858.48	94,300.00
Payroll Taxes	6,700.00	6,700.00	6,700.00	6,700.00	10,000.00	6,700.00	6,700.00	6,700.00	6,700.00	10,000.00	6,700.00	6,700.00	87,000.00
Salaries and Wages	92,692.30	92,692.30	92,692.30	92,692.30	140,038.45	92,692.30	94,692.30	96,692.30	96,692.30	144,038.45	97,692.30	97,692.40	1,231,000.00
<b>Total Personnel Expenses</b>	107,250.62	107,250.62	107,250.62	107,250.62	157,896.77	107,250.62	109,250.62	111,250.62	111,250.62	161,896.77	112,250.62	112,250.88	1,412,300.00
<b>Professional Services Fees</b>													
Accounting	160.00	80.00	80.00	80.00	80.00	240.00	80.00	80.00	80.00	80.00	80.00	80.00	1,200.00
Audit Fees	0.00	0.00	0.00	0.00	4,500.00	0.00	4,500.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Computer / IT Fees	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.66	1,916.74	23,000.00
Outside Consultants	0.00	8,750.00	0.00	0.00	8,750.00	5,000.00	0.00	8,750.00	0.00	0.00	8,750.00	0.00	40,000.00
Payroll Service Fees	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	1,000.00	1,000.00	12,000.00
Website Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Professional Services Fees</b>	3,076.66	11,746.66	2,996.66	2,996.66	16,246.66	8,156.66	7,496.66	11,746.66	2,996.66	2,996.66	11,746.66	2,996.74	85,200.00
<b>Program Expenses</b>													
Affiliate Fees/MF-National	0.00	0.00	21,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	32,000.00
Background Checks	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Direct Program Expenses	1,100.00	47,000.00	1,100.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	60,000.00
<b>Total Program Expenses</b>	1,600.00	47,500.00	22,800.00	2,900.00	2,900.00	2,900.00	2,900.00	2,900.00	2,900.00	2,900.00	2,900.00	2,900.00	98,000.00
<b>Supplies &amp; Office Expense</b>													
Office Supplies & Expense	1,050.00	1,050.00	1,050.00	1,050.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	13,000.00
Postage & Shipping	295.00	295.00	295.00	565.00	300.00	300.00	300.00	300.00	300.00	950.00	300.00	300.00	4,500.00
Printing & Copying	150.00	200.00	150.00	250.00	1,500.00	800.00	250.00	250.00	250.00	700.00	250.00	250.00	5,000.00
Telephone & Internet	315.00	315.00	8,000.00	315.00	315.00	350.00	350.00	408.00	408.00	408.00	408.00	408.00	12,000.00
<b>Total Supplies &amp; Office Expense</b>	1,810.00	1,860.00	9,495.00	2,180.00	3,215.00	2,550.00	2,000.00	2,058.00	2,058.00	3,158.00	2,058.00	2,058.00	34,500.00
<b>Travel, Conferences &amp; Meetings</b>													
Meetings Expense	0.00	0.00	250.00	0.00	500.00	0.00	250.00	0.00	250.00	0.00	250.00	0.00	1,500.00
Staff Development	600.00	0.00	300.00	500.00	2,000.00	2,000.00	300.00	300.00	300.00	900.00	300.00	500.00	8,000.00
Travel	600.00	0.00	300.00	500.00	2,000.00	2,000.00	300.00	300.00	300.00	900.00	300.00	500.00	8,000.00
<b>Total Travel, Conferences &amp; Meetings</b>	1,200.00	0.00	850.00	1,000.00	4,500.00	4,000.00	850.00	600.00	850.00	1,800.00	850.00	1,000.00	17,500.00
<b>Total Expense</b>	121,095.28	173,165.28	148,700.28	125,160.28	190,391.43	130,265.28	129,705.28	134,463.28	126,163.28	180,919.43	136,678.28	128,373.62	1,725,081.00
<b>Net Ordinary Income</b>	(40,885.28)	(67,455.28)	30,209.72	(10,650.28)	(120,781.43)	1,894.72	(11,845.28)	4,046.72	29,046.72	(31,209.43)	58,621.72	190,623.38	31,616.00
<b>Net Income</b>	<u>(40,885.28)</u>	<u>(67,455.28)</u>	<u>30,209.72</u>	<u>(10,650.28)</u>	<u>(120,781.43)</u>	<u>1,894.72</u>	<u>(11,845.28)</u>	<u>4,046.72</u>	<u>29,046.72</u>	<u>(31,209.43)</u>	<u>58,621.72</u>	<u>190,623.38</u>	<u>31,616.00</u>