



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2024

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 Ave. Phone: 603.772.9830
Portsmouth, NH 03801

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 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. A majority 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 offers the most for learning, play + safety.

% of overall services that goes to Exeter residents: 110

of Exeter residents served: 80%

List all geographic area(s) served by organization: Exeter, Newmarket, Newfields, Epping, Stratham, Brentwood, Kensington, Hampton, Portsmouth and a random other town here and there.

Total Municipal Contributions in 2023: \$0

List each town that contributes and the amount received: None

Organization's total projected budget for FY 2024: \$ 25,000

Town Manager's Office

JUL 27 2023

Received

Amount Requested: \$ 2500.00

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. 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 7/19/23 (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: Kathryn Davis Date: 7/19/23

Submit no later than July 30, 2023:

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



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

BOARD OF DIRECTORS LIST JULY 2023-JUNE 2024

Stephanie Santos, Chair

Chris Bianco, Vice Chair

To Be Determined, Treasurer

To Be Determined, Secretary

Thomas Cronin, Member

Lauren Boc, Member

Stefanie Flavin, Member

Brittany Goodale, Member

Rebecca Pare, Member

Janine Richards, Member

Kimberly Roy, Member

Gemma Waite, Member

Email – Board@greatbaykids.org

We, at Great Bay Kids, want to thank you again for this 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. 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 children to accommodate working families. In 2008, to meet the needs of the Exeter residents ever 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 at both our Exeter center and in our School Age program take advantage of college courses in ECE through SELA and local community colleges. GBCC, NHTI, and MCC all offer classes that are paid 100% by SELA and Great Bay Kids. 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. This year we have had visits from our local fire department, police department and the dentist. Our school age program also has a weekly visit every Wednesday throughout the summer to the Exeter Public Library and to the local Farmer's Market every Thursday. This past year we have also been fortunate to have an Exeter resident join our three-year-old classrooms once a month to offer Yoga. We have been loving the ability to utilize the new Park Street Park this year as well. 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 continued to navigate challenging times with the utmost importance being the health and safety of our children and families but are also thankful for the normalcy that has returned. We continue to have 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 were able to offer summer school at both Main Street and Lincoln Street for the first time at both sites since COVID. We are also excited that this fall we will re-open our Main Street before and after school program in the actual building along with continuing the programs at Lincoln Street. At the Exeter center this year, we also purchased two brand new sheds that were built by the students at SST in high school. Many of those students who assisted with the building of these are also Exeter residents and we are elated to have been able to support their program.

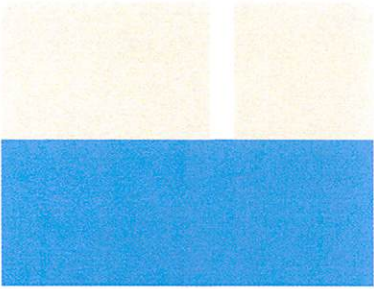
This coming fall, we will be continuing our use of Zoo Phonics, a phonics program that incorporates animals, music and stories to teach phonics. We will also be adding the Heggerty Phonemic Awareness program to add the phonemic awareness piece to our learning. The teachers will be taking zoom workshops to gain knowledge of this program so that they can best teach it in their classrooms.

We continue to offer care from 7:30am - 5:00pm, Monday thru Friday, and the teachers are still responsible for the cleaning of the center. It is our goal to have these hours extended to accommodate our working families more as soon as we can, and the hope is prior to the end of this year.

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.

cleaning	\$ 500	\$ 500	\$ 500	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200
Operating Expenses	\$ 8,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000
Snow Removal	\$ 3,000	\$ 3,000	\$ 3,500	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rubbish Removal	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Pease Playground	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500	\$ -	\$ -
Exeter Playground	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500	\$ 300	\$ -
Newmarket	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 500	\$ 200	\$ 200	\$ 200	\$ -	\$ -
Build/Maint. Total	\$ 22,300	\$ 24,800	\$ 27,800	\$ 29,000	\$ 26,700	\$ 26,000	\$ 28,700	\$ 27,200	\$ 24,800	\$ 22,500	
Lease & Mortgage											
Pease Center	\$ 35,000	\$ 35,000	\$ 30,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000
Pease Taxes	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675	\$ 3,675
Newmarket Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Exeter Mortgage	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259
Communit Loan Fund loan	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924	\$ 3,924
Equity Line credit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
tal Lease & Mortgage	\$ 55,858	\$ 55,858	\$ 50,858	\$ 55,858	\$ 55,858	\$ 55,858	\$ 55,858	\$ 55,858	\$ 55,858	\$ 55,858	\$ 55,858
Board of Directors											
Total Rewards & Meetings	\$ 1,500	\$ 200	\$ 200	\$ 200	\$ 1,200	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 50	\$ 50
Director/Officer Insurance	\$ 290	\$ 260	\$ 260	\$ 260	\$ 260	\$ 260	\$ 260	\$ 260	\$ -	\$ -	\$ -
Total Board:	\$ 1,790	\$ 460	\$ 460	\$ 460	\$ 1,460	\$ 2,260	\$ 2,260	\$ 2,260	\$ 2,000	\$ 50	\$ 50
Insurances											
Umbrella liability	\$ 1,400	\$ 632	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 632	\$ 632
Accident and Health	\$ 8,100	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,900
	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300
Total Ins. Costs	\$ 9,800	\$ 3,300	\$ 3,300	\$ 3,300	\$ 3,300	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200
Utilities											
Electric	\$ 6,500	\$ 6,500	\$ 6,200	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Propane/Heating	\$ 2,050	\$ 3,000	\$ 1,800	\$ 1,300	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 50
Water/Sewer	\$ 3,000	\$ 3,000	\$ 1,000	\$ 3,500	\$ 3,000	\$ 2,500	\$ 1,600	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
Telephones	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Internet	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,100
Total Utilities	\$ 13,050	\$ 14,000	\$ 10,500	\$ 12,300	\$ 10,900	\$ 10,400	\$ 9,500	\$ 9,700	\$ 9,700	\$ 9,700	\$ 8,950
Total Expenses	\$ 460,763	\$ 447,333	\$ 630,603	\$ 499,588	\$ 508,013	\$ 501,738	\$ 508,918	\$ 655,728	\$ 498,198	\$ 504,613	
Revenue-Expenses	\$ 86,907	\$ (18,873)	\$ (207,503)	\$ 290,412	\$ 38,387	\$ (80,038)	\$ 3,082	\$ (273,328)	\$ (46,798)	\$ 65,587	
										Revenue	\$ 5,974,180
										Expenses	\$ 6,315,716

bnl



	November	December	Total	Total
\$	158,000	\$ 158,000	\$ 1,855,000	
\$	30,000	\$ 30,000	\$ 572,000	
\$	28,000	\$ 19,000	\$ 306,500	
\$	220,000	\$ 225,000	\$ 2,557,000	
\$	436,000	\$ 432,000	\$ 5,290,500	\$ 5,290,500

\$	500	\$ 300	\$ 46,430	
\$	200	\$ 150	\$ 54,250	
\$	1,800	\$ 800	\$ 19,600	
\$	-	\$ -	\$ -	
\$	-	\$ -	\$ -	
\$	2,500	\$ 1,250	\$ 120,280	\$ 120,280

\$	6,400	\$ 5,700	\$ 78,000	\$ 78,000
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\$ - \$ 355,000

\$	-	\$ -	\$ 355,000	\$ 356,200
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\$	4,000	\$ 2,000	\$ 21,200	\$ 21,200
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\$ 5,000 \$ 5,000 \$ 52,400

\$ 1,000 \$ - \$ 27,600

\$ - \$ 28,000

\$	6,000	\$ 5,000	\$ 108,000	\$ 108,000
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\$	454,900	\$ 445,950	\$ 5,972,980	\$ 5,974,180
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	November	December	Total
\$	360,000	\$ 324,000	\$ 3,764,000
\$	8,000	\$ 7,000	\$ 99,000
\$	28,000	\$ 26,000	\$ 296,990
\$	600	\$ 200	\$ 27,000
\$	33,000	\$ 33,000	\$ 352,000
\$	95	\$ 100	\$ 585
\$	3,400	\$ 3,000	\$ 51,100
\$	2,100	\$ 2,100	\$ 24,000
\$	300	\$ 300	\$ 3,800
\$	60	\$ 60	\$ 1,540
\$	500	\$ 2,000	\$ 11,250
\$	200	\$ 200	\$ 2,255
\$	300	\$ 300	\$ 5,200

\$	-	\$	-	\$	7,500		
\$	5,000	\$	3,000	\$	28,400	\$	2,365
\$	1,800	\$	1,500	\$	18,300		
\$	(200)	\$	(150)	\$	(2,350)	\$	4,654,920
\$	443,355	\$	402,760	\$	4,692,920	\$	4,692,920

\$	160	\$		\$	920		
\$	2,000	\$	1,800	\$	26,600		
\$	500	\$	500	\$	6,800		
\$	1,800	\$	1,800	\$	23,500		
\$	400	\$	-	\$	3,400		
\$	300	\$	-	\$	3,000		
\$	-	\$	-	\$	1,500		
\$	450	\$	1,200	\$	7,000		
\$	120	\$	120	\$	1,440		
\$	-	\$	-	\$	7,300		
\$	-	\$	-	\$	8,500		
\$	3,000	\$	3,000	\$	33,600		
\$	1,400	\$	1,400	\$	16,900		
\$	75	\$	75	\$	600		
\$	2,000	\$	2,000	\$	28,000		
\$	-	\$	-	\$	1,300		
\$	1,500	\$	2,000	\$	10,200		
\$	-	\$	-	\$	-		
\$	50	\$	100	\$	1,050		
\$	13,755	\$	13,995	\$	181,610	\$	181,450

\$	40	\$	-	\$	250		
\$	300	\$	300	\$	4,900		
\$	-	\$	-	\$	500		
\$	3,000	\$	2,500	\$	32,100		
\$	-	\$	-	\$	5,000		
\$	-	\$	-	\$	2,200		
\$	3,340	\$	2,800	\$	44,950	\$	44,600

\$	500	\$	500	\$	6,900		
\$	21,000	\$	19,000	\$	240,000		
\$	200	\$	400	\$	3,600		
\$	21,700	\$	19,900	\$	250,500	\$	250,500

	November	December	
\$	2,500	\$	2,500
\$	1,500	\$	1,500
\$	4,000	\$	3,000
\$	3,300	\$	3,300
			47,000
			24,000
			46,000
			39,600

\$	200	\$	200	\$	3,300		
\$	8,000	\$	8,000	\$	105,000		
\$	3,200	\$	3,200	\$	18,900		
\$	1,000	\$	1,000	\$	12,000		
\$	-	\$	-	\$	4,500		
\$	-	\$	-	\$	4,800		
\$	-	\$	-	\$	1,100		
\$	23,700	\$	22,700	\$	306,200	\$	306,200
\$	35,000	\$	35,000	\$	415,000		
\$	3,675	\$	3,675	\$	44,100		
\$	-	\$	-	\$	-		
\$	13,259	\$	13,259	\$	159,108		
\$	3,924	\$	3,924	\$	47,088		
\$	-	\$	-	\$	-		
\$	55,858	\$	55,858	\$	665,296	\$	665,296
\$	50	\$	50	\$	9,500		
\$	-	\$	-	\$	1,850		
\$	50	\$	50	\$	11,350	\$	11,350
\$	400	\$	405	\$	8,901		
\$	-	\$	-	\$	29,600		
\$	300	\$	300	\$	3,600		
\$	300	\$	300	\$	33,200	\$	34,600
\$	6,000	\$	6,000	\$	73,200		
\$	1,000	\$	1,000	\$	12,200		
\$	1,800	\$	1,800	\$	26,600		
\$	-	\$	-	\$	-		
\$	1,100	\$	1,100	\$	16,800		
\$	9,900	\$	9,900	\$	128,800	\$	128,800
\$	571,958	\$	528,263	\$	6,315,716	\$	6,315,716
	\$		6,315,716				
\$	(117,058)	\$	(82,313)	\$	(342,736)	\$	(341,536)

\$ (341,536)

Great Bay Kids' Company
Balance Sheet
As of May 31, 2023

	May 31, 23
ASSETS	
Current Assets	
Checking/Savings	
1065 · Bank of New Hampshire-Operating	195,832.50
1066 · Bank of NH - Promontory Acct	3,196,486.01
1067 · Bank of New Hampshire - Payroll	-294,378.71
1070 · TD Bank- Operating Acct.	-349.99
7000 · Salem Five - Operating	16,372.09
7010 · Salem Five - Money Market	13,572.39
Total Checking/Savings	3,127,534.29
Other Current Assets	
1040 · Cash - Petty Cash	900.00
1100 · Accounts Receivable	14,662.65
1110 · Accounts Receivable Difference	-317.00
1275 · Accounts Receivable USD	10,214.13
1310 · Inventory	4,728.67
1405 · Prepaid Insurance	1,024.54
1410 · Prepaid Expenses	1,033.58
Total Other Current Assets	32,246.57
Total Current Assets	3,159,780.86
Fixed Assets	
2010 · Fixed Assets - Equipment	137,024.80
2020 · Fixed Assets - Computer Equip	21,824.68
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	-125,916.84
2120 · Acc Depn - Computer Equip	-21,006.19
2130 · Acc Depn - Furniture & Fixt	-174,502.89
2140 · Acc Depn - Buildings	-750,887.58
2160 · Acc Amort - Leasehold Imp	-35,594.70
Total Fixed Assets	3,220,969.90
Other Assets	
1150 · Allowance for Bad Debts	-4,514.00
Total Other Assets	-4,514.00
TOTAL ASSETS	6,376,236.76
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
3010 · Accounts Payable	20,939.60
Total Accounts Payable	20,939.60
Other Current Liabilities	
3015 · Accounts Payable Other	19,335.49
3022 · Deferred Revenue - Parent Fees	6,753.46
3110 · Accrued Salaries/Wages	229,394.51
3115 · Payroll Clearing Account	5,977.10
3130 · FIT Payable	-4,294.30
3150 · FICA Payable	4,059.33
3165 · 403 B Employee Wh	8,556.20
3180 · United Way Wh	26.50
3190 · Dental Insurance Wh	-12,988.81
3195 · Vision Insurance Wh	-3,547.95
3196 · CL-Colonial Life-STD	1,054.89
3197 · CP-Colonial Life - Acc/Cancer	-2,128.65
3198 · CI - Colonial Life-Critical Ill	-582.14

9:14 AM

07/27/23

Accrual Basis

Great Bay Kids' Company
Balance Sheet
As of May 31, 2023

	<u>May 31, 23</u>
3199 · TL - Colonial Life - Term Life	-2,888.87
3200 · HC - Colonial Life - Hospital	-16.08
3201 · CW - Colonial Whole Life	3,782.70
3300 · Accrued Interest Payable	<u>1,640.09</u>
Total Other Current Liabilities	254,033.47
Total Current Liabilities	274,973.07
Long Term Liabilities	
3500 · Construction Loan - Georgetown	2,147,671.50
3520 · Mortgage Community Loan Fund	<u>544,112.58</u>
Total Long Term Liabilities	2,691,784.06
Total Liabilities	2,966,757.13
Equity	
8010 · Unrestricted Net Assets	3,508,915.91
Net Income	<u>-99,436.28</u>
Total Equity	3,409,479.63
TOTAL LIABILITIES & EQUITY	<u>6,376,236.76</u>