



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2026

**Organization's Name:** Great Bay Kids

**Year Founded:** 1967

**Address:** 64 Epping Road, Exeter, NH 03833

**Executive Director/ Board Chair:** Anthony Panciocco (ED)

**Tax ID Number:** 02-0272439

**Applicant Contact:** Anthony Panciocco

**Email:** a.panciocco@greatbaykids.org

**Address:** 81 New Hampshire Avenue, Portsmouth, NH 03801

**Phone:** 603.772.9830

**Board Co-Chairs –** Kaitlin Distasio & Danielle Colanto

---

**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 is 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 designated solely for our Exeter Center, located at 64 Epping Road, where the majority of our students are Exeter residents. The supplies and manipulatives purchased through this funding will directly benefit the children who attend our program.

We are continually working to improve our facilities to provide an optimal environment for learning, playing, and safety. This year, the grant will support the addition of sunshades on our playgrounds, enabling children to play outside more frequently and comfortably on hot days.

We are proud to share that our center has been recognized as a GSQ (Granite Steps for Quality) licensed center in the state of New Hampshire. We remain committed to achieving higher levels of quality each year.

**% of overall services that goes to Exeter residents:** 65%

**# of Exeter residents served:** 125

**List all geographic area(s) served by organization:** EXETER, NEWMARKET, NEWFIELDS, EPPING, STRATHAM, BRENTWOOD, KENSINGTON, HAMPTON, PORTSMOUTH, and a few random towns

**Total Municipal Contributions in 2024:** \$0

**List each town that contributes, and the amount received:** NONE

**Organization's total projected budget for FY 2025:** \$6.8 million total budget for entire agency

**Amount Requested:** \$5000

### 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 FY25, 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 7/31/25 (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: 7/31/25

Submit no later than July 31, 2025:

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



**Question #1: Provide a narrative, not to exceed two pages in size 12 font**

- a) Organization's overview**
- b) Program changes and/or highlights from past year**

We at Great Bay Kids would like to sincerely thank you for the continued opportunity to apply for the Town of Exeter Human Services Grant. Your ongoing support has been instrumental in helping us advance our mission as a nonprofit organization dedicated to providing high-quality early childhood education and school-age enrichment programs for children.

Our organization has a long and proud history of serving the local community. Since opening our first center in Newmarket in 1967 as The Newmarket Child Care Center, we have steadily grown to meet the evolving needs of families in the Seacoast area. In January 1975, in response to the growing demand for childcare in Exeter, we opened our second location and became The Newmarket/Exeter Child Care Center. By 1997, we transitioned into Great Bay Kids' Company, and today, we proudly operate as Great Bay Kids.

As demand for care in Exeter increased, our original licensed space for 50 children became too small. In 1992, we moved to 13 School Street, where we remained until 2015, when we relocated to our current, purpose-designed facility at 64 Epping Road. This new location allowed us to expand our services and better accommodate the needs of families in the Exeter community.

Over the years, we have continuously broadened our offerings. In 1990, we introduced before- and after-school programs at Main Street and Lincoln Street schools for students through grade 5, along with full-day care during school vacations, holidays, and snow days to support working families. In 2008, we further expanded to include care for 2- to 3-year-olds. Our current center now serves children from infancy through age five and is licensed for 143 children. Despite this growth, demand remains high, and we continue to maintain a waitlist as we strive to meet the needs of local families.

Our Exeter Center was established specifically to serve the unique needs of this community, and we are proud to have grown alongside it. Our philosophy centers on learning through play—an approach that supports the healthy development of young minds in a fun, engaging, and nurturing environment.

Our teaching staff is highly committed to professional development. Each year, they complete continuing education coursework and fulfill the state's annual training requirements. While past Early Childhood Education (ECE) grants in New Hampshire helped support these professional development efforts, funding has become more limited. As a result, we are seeking this grant not only to support classroom and playground enhancements, but also to help redirect internal resources toward ongoing teacher education and training.

Our educators thoughtfully design lesson plans tailored to the needs of their classrooms and the individual children within them. Their dedication ensures that each child—starting in infancy and continuing through the transition to kindergarten—receives a strong foundation for future academic and personal success.



For many children at the Exeter Center, attending Great Bay Kids in the same town where they will later enter elementary school is a unique and meaningful advantage. This continuity allows them to form friendships early on—connections that often carry through into their elementary years and beyond. These early bonds extend beyond the children, fostering relationships among families that contribute to the close-knit, supportive community that defines Exeter.

Another strength of our program is the rich array of local resources that enhance our curriculum and offer valuable real-world learning experiences. Over the years, we've welcomed visits from the local fire department, police department, and dental professionals. Our children have explored neighborhood playgrounds, and our school-age program regularly visits the Exeter Public Library and the local Farmer's Market. These experiences allow children to connect classroom learning with their everyday environment—an essential part of early childhood education—and we're grateful for the strong community partnerships that make this possible.

Over the past year, we have made significant strides in advancing through the **Granite Steps for Quality** initiative, New Hampshire's early childhood quality rating system. This process involves evaluating classrooms using nationally recognized tools such as ITERS (Infant/Toddler Environment Rating Scale) and ECERS (Early Childhood Environment Rating Scale). It also requires our teachers to earn professional credentials through the state. Based on these evaluations, classroom quality, teacher credentials, and on-site reviews, centers are assigned a rating level.

Currently, the Exeter Center holds a **Level 1 rating**, and we are actively working toward achieving **Level 2 by the end of the year**. This journey reflects our commitment to continuous improvement and excellence in early childhood education.

Additionally, our school-age program at Main Street School continues to thrive, offering care for children attending both Lincoln Street and Main Street Schools. This past year, the program provided enriching and enjoyable field trips to destinations such as the beach, movie theaters, family fun centers, and a trampoline park—offering both fun and learning opportunities outside the classroom.

We continue the use of the Heggerty Phonemic Awareness program in our older classrooms to increase the children's phonemic awareness learning. We also continue to include Zoo Phonics in our classrooms, which is a phonics program that incorporates animals, music and stories.

We continue to offer care from 7:30am – 5:00pm, Monday thru Friday, and this summer we finally added a cleaning company to alleviate some of the cleaning duties off of our staff. It is still our goal to have these hours extended to accommodate our working families more as soon as possible.

Great Bay Kids has been providing care on the seacoast for 58 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.

Question #2: FY24 funded organizations must submit a summary of how those funds were used to support Exeter residents.

- a) If your organization is requesting an increase in funding for FY25, submit justification of increased need.

We are very grateful for the opportunity to apply again for the Town of Exeter Human Services Grant for Fiscal Year 2026. The funds we received in FY 2025 were instrumental in supporting our work at the Exeter Center. They were used to purchase essential materials, toys, and classroom supplies to ensure each room was appropriately equipped in alignment with quality rating standards, including ITERS and ECERS.

These resources directly contributed to enhancing the learning environment for our children, and we deeply appreciate your continued support.

- a) *We are requesting an additional \$2,500 for FY 2026 to upgrade our security system, including cameras and monitoring equipment. Ensuring the safety of our children remains our highest priority, and these enhancements are a crucial part of maintaining a secure environment.*

*While we have been fortunate to receive federal funding in the past, available resources are more limited this year. This upgrade remains a high-priority item on our list, and the requested funds would significantly support our ability to move forward with this important initiative.*

Thank you again for your consideration.



Working Budget 2026													261
Income	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	Total
	23	21	22	23	20	23	22	20	22	22	21	22	
Exeter	\$ 205,257	\$ 187,409	\$ 213,562	\$ 223,270	\$ 194,148	\$ 223,270	\$ 213,562	\$ 194,148	\$ 213,562	\$ 213,562	\$ 203,855	\$ 213,562	\$ 2,499,169
Pease	\$ 333,981	\$ 306,450	\$ 328,385	\$ 343,312	\$ 298,532	\$ 343,312	\$ 328,385	\$ 298,532	\$ 328,385	\$ 328,385	\$ 313,458	\$ 328,385	\$ 3,879,501
School Age	\$ 25,600	\$ 18,715	\$ 36,750	\$ 31,500	\$ 26,250	\$ 29,400	\$ 31,465	\$ 30,870	\$ 31,944	\$ 38,924	\$ 31,290	\$ 18,375	\$ 351,083
Less: Employee Discount	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (12,000)	\$ (144,000)
Total	\$ 552,838	\$ 500,574	\$ 566,697	\$ 586,081	\$ 506,929	\$ 583,981	\$ 561,413	\$ 511,549	\$ 561,892	\$ 568,871	\$ 536,603	\$ 548,322	\$ 6,585,753

Fees													
Registration Fee	\$ 1,300	\$ 16,500	\$ 11,600	\$ 1,000	\$ 400	\$ 75	\$ 750	\$ 450	\$ 472	\$ 540	\$ 330	\$ 1,400	\$ 34,817
Activity Fee	\$ 24,000	\$ 3,900	\$ 2,450	\$ 400	\$ 400	\$ 400	\$ 24,780	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 58,330
Waitlist Fee	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Bad Check Fees Received	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Fees	\$ 26,300	\$ 21,400	\$ 15,050	\$ 2,400	\$ 1,800	\$ 1,475	\$ 26,530	\$ 1,850	\$ 1,872	\$ 1,940	\$ 1,730	\$ 2,800	\$ 105,147

Other Income													
Grants Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Donations/Sponsors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bank/CD Interest	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 117,600
General Fundraising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
License Plus/Grant Steps	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Staff Appreciation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Income	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 9,800	\$ 117,600

Other Income													
USDA	\$ 5,000	\$ 5,200	\$ 5,500	\$ 5,000	\$ 5,300	\$ 5,200	\$ 5,500	\$ 5,800	\$ 5,500	\$ 6,000	\$ 5,300	\$ 5,200	\$ 64,500
Fundraising Revenues	\$ 3,600	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ 63,600
Total Other Income	\$ 8,600	\$ 5,200	\$ 55,500	\$ 5,000	\$ 5,300	\$ 5,200	\$ 5,500	\$ 5,800	\$ 5,500	\$ 6,000	\$ 5,300	\$ 15,200	\$ 128,100
Total Income	\$ 597,538	\$ 536,974	\$ 647,047	\$ 603,281	\$ 523,829	\$ 600,456	\$ 603,243	\$ 528,999	\$ 579,064	\$ 586,611	\$ 553,433	\$ 576,122	\$ 6,936,600

Expenses													
Employee Expenses													
Salaries	\$ 365,251	\$ 339,084	\$ 355,084	\$ 371,084	\$ 323,084	\$ 371,084	\$ 355,084	\$ 323,084	\$ 355,084	\$ 355,084	\$ 339,084	\$ 355,084	\$ 4,207,176
Overtime	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 11,500	\$ 138,000
Employer Fica	\$ 24,500	\$ 37,500	\$ 24,674	\$ 22,193	\$ 22,938	\$ 25,380	\$ 37,011	\$ 21,910	\$ 23,026	\$ 22,679	\$ 22,693	\$ 23,781	\$ 308,285
State Unemployment Insur	\$ 400	\$ 525	\$ 220	\$ 195	\$ 220	\$ 1,550	\$ 3,000	\$ 1,100	\$ 1,400	\$ 450	\$ 265	\$ 320	\$ 9,645
Health Insurance/ medical	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 39,100	\$ 469,200
Workers Comp Insurance	\$ 6,578	\$ 6,578	\$ 6,578	\$ 6,578	\$ 6,578	\$ 6,906	\$ 6,906	\$ 6,906	\$ 6,906	\$ 6,906	\$ 6,906	\$ 6,906	\$ 81,232
Disability Insurance	\$ 2,250	\$ 2,200	\$ 2,200	\$ 2,000	\$ 2,200	\$ 2,215	\$ 2,000	\$ 2,140	\$ 2,107	\$ 2,121	\$ 2,260	\$ 2,171	\$ 25,864
Medical Life Ins	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 145	\$ 135	\$ 145	\$ 145	\$ 1,770
Employee Life Insur	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



Professional Development	\$	1,000	\$	500	\$	200	\$	1,600	\$	200	\$	100	\$	800	\$	100	\$	400	\$	600	\$	1,200	\$	1,200	\$	7,900
License	\$	120	\$	100	\$	1,000	\$	200	\$	100	\$	100	\$	350	\$	100	\$	122	\$	150	\$	251	\$	166	\$	2,759
Mileage	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	150	\$	1,800
Employee Service Recognition	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	6,625
FSA	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	383	\$	4,213
Staff Appreciation	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	21,000
403B	\$	1,800	\$	1,250	\$	1,600	\$	1,800	\$	1,250	\$	1,100	\$	1,800	\$	1,250	\$	1,090	\$	1,862	\$	1,444	\$	1,884	\$	18,130
<b>Total Employee Expenses</b>	\$	<b>453,182</b>	\$	<b>439,020</b>	\$	<b>442,839</b>	\$	<b>456,933</b>	\$	<b>415,353</b>	\$	<b>467,218</b>	\$	<b>458,234</b>	\$	<b>407,873</b>	\$	<b>441,413</b>	\$	<b>445,120</b>	\$	<b>427,381</b>	\$	<b>449,415</b>	\$	<b>5,303,982</b>

#### Business Office Expenses

HR Consulting	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	612	\$	3,672
Equipment Rental	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	1,750	\$	21,000
Office Supplies	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	1,100	\$	13,200
Computer Expenses	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	2,100	\$	25,200
Advertising/Recruiting	\$	400	\$	400	\$	400	\$	400	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	1,200
Public Relations	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Fundraising Expense	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	600
Cell Expense	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	3,000
Audit Fees	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	18,750
Procure Fees	\$	5,975	\$	6,000	\$	7,400	\$	5,600	\$	6,000	\$	5,800	\$	5,600	\$	5,400	\$	6,000	\$	6,000	\$	6,450	\$	5,000	\$	71,225
Bank Fees	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Payroll Processing Fees	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	1,800	\$	21,600
Harship Fund	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	500	\$	6,000
Depreciation Buildings	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	5,655	\$	67,860
Depreciation Equipment	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	842	\$	10,104
Depreciation Computers	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	478	\$	5,736
Depreciation Furn & Fixtures	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	229	\$	2,748
Depr. Lease Improvement	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	270	\$	3,240
Depr. Stove	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	158	\$	1,900
Membership & Dues	\$	-	\$	-	\$	-	\$	-	\$	-	\$	112	\$	-	\$	-	\$	400	\$	-	\$	-	\$	100	\$	612
<b>Total Business Office Expenses</b>	\$	<b>22,119</b>	\$	<b>22,144</b>	\$	<b>23,544</b>	\$	<b>21,344</b>	\$	<b>21,744</b>	\$	<b>21,656</b>	\$	<b>27,732</b>	\$	<b>32,282</b>	\$	<b>21,882</b>	\$	<b>21,132</b>	\$	<b>21,932</b>	\$	<b>20,132</b>	\$	<b>277,647</b>

#### Program Costs

Program Operating	\$	500	\$	500	\$	500	\$	1,000	\$	500	\$	500	\$	500	\$	1,000	\$	500	\$	500	\$	500	\$	500	\$	7,500
Community Art Supplies	\$	200	\$	500	\$	200	\$	150	\$	250	\$	200	\$	200	\$	300	\$	250	\$	150	\$	150	\$	150	\$	2,600
Subscriptions	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	650	\$	250	\$	250	\$	250	\$	250	\$	250	\$	3,400
Staff Resources/Curriculum	\$	800	\$	800	\$	1,000	\$	1,000	\$	800	\$	500	\$	600	\$	600	\$	600	\$	400	\$	500	\$	300	\$	7,900
Classroom Supplies	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	6,000	\$	72,000
Field Trips	\$	2,198	\$	2,055	\$	-	\$	500	\$	-	\$	-	\$	540	\$	575	\$	490	\$	-	\$	610	\$	-	\$	6,968
<b>Total Program Costs</b>	\$	<b>9,948</b>	\$	<b>10,105</b>	\$	<b>7,950</b>	\$	<b>8,900</b>	\$	<b>7,800</b>	\$	<b>7,350</b>	\$	<b>8,490</b>	\$	<b>8,775</b>	\$	<b>8,090</b>	\$	<b>7,300</b>	\$	<b>8,010</b>	\$	<b>7,700</b>	\$	<b>100,368</b>

7/29/2025 7:54 AM



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	Total
<b>Food Operations</b>													
Kitchen Equipment + other	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Food Cost	\$ 23,567	\$ 23,567	\$ 24,690	\$ 25,812	\$ 22,445	\$ 19,078	\$ 22,445	\$ 22,445	\$ 24,690	\$ 24,690	\$ 23,607	\$ 23,607	\$ 280,643
Food Operations Paper	\$ 1,550	\$ 1,650	\$ 1,600	\$ 1,500	\$ 1,200	\$ 800	\$ 1,400	\$ 1,000	\$ 1,300	\$ 1,200	\$ 1,000	\$ 1,400	\$ 15,600
Food Operations Other	\$ 100	\$ 200	\$ 200	\$ 200	\$ 100	\$ 100	\$ 100	\$ 200	\$ 100	\$ 200	\$ 100	\$ 200	\$ 1,800
<b>Total Food Operations</b>	<b>\$ 25,717</b>	<b>\$ 25,717</b>	<b>\$ 26,990</b>	<b>\$ 28,012</b>	<b>\$ 24,245</b>	<b>\$ 20,478</b>	<b>\$ 24,445</b>	<b>\$ 24,445</b>	<b>\$ 26,590</b>	<b>\$ 26,590</b>	<b>\$ 25,207</b>	<b>\$ 25,707</b>	<b>\$ 304,043</b>

<b>Building &amp; Maintenance</b>													
General Repair/Maintenance	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 48,000
Outside Facility Care	\$ 2,000	\$ 1,000	\$ 900	\$ 1,500	\$ 500	\$ 500	\$ 100	\$ 100	\$ 100	\$ 300	\$ 3,000	\$ 1,000	\$ 11,000
Major Repair/ Maintenance	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 48,000
Janitorial Service	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 96,000
Cleaning Supplies	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 18,000
Operating Paper Products	\$ 1,450	\$ 1,850	\$ 1,200	\$ 1,300	\$ 1,800	\$ 850	\$ 1,800	\$ 1,100	\$ 1,400	\$ 1,350	\$ 1,700	\$ 1,200	\$ 17,000
Snow Removal			\$ -		\$ -	\$ 6,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ -	\$ 21,000
Rubbish Removal	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 10,800
Pease Playground	\$ 1,000	\$ 300	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300	\$ 2,500	\$ 1,400	\$ 5,500
Exeter Playground	\$ 1,000	\$ 300	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300	\$ 2,500	\$ 1,400	\$ 5,500
<b>Total Building &amp; Maintenance Costs</b>	<b>\$ 23,850</b>	<b>\$ 21,850</b>	<b>\$ 20,500</b>	<b>\$ 21,200</b>	<b>\$ 20,700</b>	<b>\$ 25,750</b>	<b>\$ 25,300</b>	<b>\$ 24,600</b>	<b>\$ 24,900</b>	<b>\$ 20,650</b>	<b>\$ 28,100</b>	<b>\$ 23,400</b>	<b>\$ 280,800</b>

<b>Lease &amp; Mortgage</b>													
Pease & Exeter Mortgage	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 26,307	\$ 315,683
Pease Ground Rent	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 3,694	\$ 44,329
<b>Pease Taxes</b>						\$ -					\$ -		\$ -
<b>Total Lease &amp; Mortgage Costs</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 30,001</b>	<b>\$ 360,012</b>

<b>Insurance</b>													
Insurance Umbrella	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 284	\$ 3,943
Insurance - Liability	\$ 4,049	\$ 7,049	\$ 7,049	\$ 7,049	\$ 7,049	\$ 7,049	\$ 13,336	\$ 4,446	\$ 4,446	\$ 4,446	\$ 4,446	\$ 4,446	\$ 67,809
Flexi Five Plus/Accident & Health	\$ -	\$ 960	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 330	\$ 4,260
D&O Insurance & EPIL	\$ 295	\$ 295	\$ 295	\$ -	\$ 295	\$ 295	\$ 1,000	\$ 295	\$ 295	\$ 295	\$ 295	\$ 295	\$ 3,950
<b>Total Insurance Costs</b>	<b>\$ 4,628</b>	<b>\$ 8,588</b>	<b>\$ 7,958</b>	<b>\$ 7,663</b>	<b>\$ 7,958</b>	<b>\$ 625</b>	<b>\$ 15,584</b>	<b>\$ 5,392</b>	<b>\$ 5,392</b>	<b>\$ 5,392</b>	<b>\$ 5,392</b>	<b>\$ 5,392</b>	<b>\$ 79,962</b>

<b>Utilities</b>													
Electricity	\$ 6,500	\$ 6,200	\$ 5,630	\$ 4,730	\$ 5,170	\$ 6,651	\$ 7,342	\$ 7,158	\$ 8,748	\$ 6,143	\$ 4,800	\$ 4,800	\$ 73,872
Heating	\$ 365	\$ 370	\$ 350	\$ 250	\$ 625	\$ 1,190	\$ 1,660	\$ 3,200	\$ 1,515	\$ 1,065	\$ 1,079	\$ 500	\$ 12,169
Water & Sewer	\$ 3,900	\$ 1,850	\$ 2,500	\$ 3,700	\$ 1,400	\$ 2,500	\$ 3,100	\$ 1,700	\$ 3,000	\$ 2,720	\$ 2,000	\$ 2,200	\$ 30,570
Telephone	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,300	\$ 1,300	\$ 1,300	\$ 1,300	\$ 14,800
Internet Service	\$ 450	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 320	\$ 3,970
<b>Total Utilities</b>	<b>\$ 12,415</b>	<b>\$ 9,940</b>	<b>\$ 10,000</b>	<b>\$ 10,200</b>	<b>\$ 8,715</b>	<b>\$ 11,861</b>	<b>\$ 13,622</b>	<b>\$ 13,578</b>	<b>\$ 14,883</b>	<b>\$ 11,548</b>	<b>\$ 9,499</b>	<b>\$ 9,120</b>	<b>\$ 135,381</b>



[illegible]

7/29/2025 7:54 AM

# Great Bay Kids Balance Sheet As of June 30, 2025

Jun 30, 25

**ASSETS****Current Assets****Checking/Savings**

1065 · Bank of New Hampshire-Operating	227,657.85
1066 · Bank of NH - Promontory Acct	1,519,424.07
1067 · Bank of New Hampshire - Payroll	11,227.62
7000 · Salem Five - Operating	3,456.20

Total Checking/Savings 1,761,765.74

**Other Current Assets**

1040 · Cash - Petty Cash	900.00
1100 · Accounts Receivable	166,164.00
1275 · Accounts Receivable USD	12,793.40
1310 · Inventory	1,411.00
1405 · Prepaid Insurance	1,595.49
1425 · CD NEWBURYPORT 4092,MAT 2/22/24	552,674.00
1426 · CD NEWBURYPORT 4100,MAT 5/22/24	551,571.78
1728 · CD BNH #8312 (02/26/25)	507,277.58

Total Other Current Assets 1,794,387.25

Total Current Assets 3,556,152.99

**Fixed Assets**

2010 · Fixed Assets - Equipment	159,560.72
2020 · Fixed Assets - Computer Equip	50,498.05
2030 · Furnitures & Fixtures	152,001.75
2040 · Buildings	8,526,624.15
2050 · Leasehold Improvements	51,089.98
2060 · Land	620,166.66
2110 · Acc Depn - Equipment	-129,584.44
2120 · Acc Depn - Computer Equip	-38,279.26
2130 · Acc Depn - Furniture & Fixt	-151,689.89
2140 · Acc Depn - Buildings	-606,437.68
2150 · Acc Amort - Leasehold Imp	-42,319.62

Total Fixed Assets 8,591,630.42

**Other Assets**

Debt Issuance Costs	123,353.62
1149 · Right of Use-Asset	248,226.84
1150 · Allowance for Bad Debts	-10,889.25

Total Other Assets 360,691.21

**TOTAL ASSETS 12,508,474.62**

**LIABILITIES & EQUITY****Liabilities****Current Liabilities****Accounts Payable**

3010 · Accounts Payable	51,556.49
-------------------------	-----------

Total Accounts Payable 51,556.49

**Credit Cards**

2200 · Capital One	-3,768.10
2201 · BNH	10,286.85

Total Credit Cards 6,518.75

**Other Current Liabilities**

2397 · Employee Tuition Garnishment	29,202.94
2398 · Unearned Waitlist Fee	-975.00
2399 · Right of Use Liability - Leases	263,226.84
3015 · Accounts Payable Other	12,500.00
3022 · Deferred Revenue - Parent Fees	12,001.38
3110 · Accrued Salaries/Wages	373,747.91
3115 · Payroll Clearing Account	9,188.51
3130 · FIT Payable	-2,516.20
3150 · FICA Payable	20,708.96
3165 · 403 B Employee Wh	5,436.94
3190 · Dental Insurance Wh	-21,378.49
3195 · Vision Insurance Wh	-1,396.34
3196 · CL-Colonial Life-STD	785.84
3197 · CP-Colonial Life - Acc/Cancer	-359.52
3198 · CI - Colonial Life-Critical Ill	-278.40
3199 · TL - Colonial Life - Term Life	-2,165.58
3201 · CW - Colonial Whole Life	2,017.66
3300 · Accrued Interest Payable	6,395.88

Total Other Current Liabilities 706,143.33

Total Current Liabilities 764,218.57



Great Bay Kids  
Balance Sheet  
As of June 30, 2025

	Jun 30, 25
Long Term Liabilities	
3500 · Construction Loan - Georgetown	54,408.67
3505 · Bank of NH Loan	6,500,692.00
Total Long Term Liabilities	6,555,100.67
Total Liabilities	7,319,319.24
Equity	
9010 · Unrestricted Net Assets	4,499,363.56
9020 · Retained Earnings	1,179.60
Net Income	688,612.22
Total Equity	5,189,155.38
TOTAL LIABILITIES & EQUITY	12,508,474.62