



TOWN OF EXETER, NEW HAMPSHIRE  
 HUMAN SERVICES  
 FY 2020 *2021*

Town Manager's Office

JUL 09 2020

Received

Organization's Name: Great bay Kids' Company Year Founded: 1969  
 Address: 64 Epping Road  
 Executive Director/ Board Chair: Katelyn Dennis, Executive Director Tax ID Number: 02-0272439  
 Applicant Contact: Katelyn Dennis/Steph Canty  
 Email Address: s.canty@greatbaykids.org Phone: 603397-7704

**Organization's Mission Statement:**

To provide high quality early education and after school programming.

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

For supplemental operational supplies, teacher salaries and tuition assistance for children enrolled at Great Bay Kid's Company, living in Exeter on the New Hampshire State Scholarship program. Also for children enrolled in the after school program at Main Street and Lincoln Street School located in Exeter.

% of overall services that goes to Exeter residents: 100%  
 # of Exeter residents served: 200

List all geographic area(s) served by organization:

<u>Brentwood</u>	<u>East Kingston</u>	<u>Exeter</u>	<u>Greenland</u>	<u>Stratham</u>	<u>Newmarket</u>
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**Brief Detailed description of how the money will be specifically utilized for Exeter residents:**

As part of our License Plus through State of New Hampshire , we accept the New Hampshire State Scholarship which helps provide early education and after school programming for children in Exeter that could not otherwise afford to attend early education. The state scholarship pays a fraction of the already low tuition costs. To remain affordable, tuition rates at the lowest possible rates already. For this reason, we apply for grants and assistance from Towns, the State and other sources. The funds provided by Town of Exeter would supplement the operational costs that come from the difference between the State Scholarship and our tuition rates specifically for Exeter residents. Sometimes this money is used for supplies, materials, special tools or assesment software that is used to communicate to SAU 16. It can also be used to supplement teachers salaries in the Exeter Center

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

*2018* 2495      *2019* 2495      *2020*  
 2017 - \_\_\_\_\_ 2018 - \_\_\_\_\_ 2019 - \_\_\_\_\_

Total Municipal Contributions in *2020* 2019: \_\_\_\_\_

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

Organization's total projected budget for FY *2020* 2020: \$ 3,000,000 Amount Requested: \$ 2495

**Additional Information Required:**

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
  - Organization's overview
  - Program's impact on Exeter residents
  - Program changes and/ or highlights from the past year
  
- Complete financial statements (Please note: the organization's 990 may be requested)
  - Operating budget
  - Balance sheet
  
- Board of Directors List
  
- 2019 Funding recipients must submit an Annual Report prior to consideration of 2020 application

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 7/1/2020 (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 Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature: Kathy Durs Date: 7/6/2020

Submit no later than July 31, 2019:

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



**Federal Tax ID # 020272439**

*Tuesday, July 7, 2020*

Russ Dean, Town Manager  
Select Board, Town of Exeter  
Volunteer Budget Review Committee, Town of Exeter  
Exeter, New Hampshire 03833

**Re: Narrative, Detailed List of Grants, Funding Summary**

Dear Mr. Dean, Members of the Select board, and dedicated volunteer Budget Review Committee Members:

We ask that you kindly consider Great Bay Kids' Company for funding support for fiscal year 2021 in the amount of *Two Thousand Four Hundred and Ninety Five dollars*. These funds will be used specifically to support the classroom needs and supplement teaching salaries for children in Exeter and (SAU16) using the State of New Hampshire Scholarship Fund. Typically, the State Scholarship covers a small percentage of the already reasonable tuition rates at Great Bay Kids' Company. We currently have 23 children taking advantage of the State Scholarships at the Exeter Center and sites.

Prior to COVID-19, in 2019 we were operating at full capacity with full waiting lists, as in previous years. Our organization was recognized by the Early Learning Centers of New Hampshire Association for our dedicated leadership and foresight for Early Education and After School Programming. We participated in many State-wide meetings on the employment crises in the field and the lack of leadership opportunities in the field. We were honored to be considered a leading expert in the field. At the time of this application, we are operating at 50% capacity.

**About GBKC**

Great Bay Kids' Company, Inc. operates as a 501 (c) 3 non-profit organization "dedicated to providing quality early childhood education and school age enrichment programs for children." Our philosophy is that 'The Child Comes First'. Our goal through programming is to help each child develop a strong feeling of self-esteem and to provide for all aspects of the child's development: physical, social, intellectual, and emotional. Great Bay Kids' is designated as a "Licensed Plus" program by the New Hampshire Department of Health and Human Services, and is registered to participate in the DHHS Child Care Scholarship Program to serve children from families with low-and moderate-incomes. We are licensed by the NH Department of Health and Human Services to serve a total of 575 children through all of our programs, with sites operating in Newmarket, Portsmouth and Exeter. Great Bay Kids' Company, Inc. (Great Bay Kids') was originally incorporated in 1967 in Newmarket as the Newmarket Community Action Council for Day Care Centers, Inc. as a non-

profit organization. The agency name was changed in 1980 to the Newmarket/Exeter Child Care Center, Inc., and again in 1997 to Great Bay Kids' Company, Inc. to better reflect expanded programming in the region.

As the need for childcare grew, program services expanded to Exeter in 1975, where Great Bay Kids' previously leased the building located at 13 School Street from the Exeter School District. In addition, Great Bay Kids provides school age care in elementary school locations in Exeter (2 schools) and Newfields (1 school). In 2010 the agency entered into a lease arrangement with Two International Group to operate a new facility housed at the Pease International Trade Port in Portsmouth where we serve over 200 children ages 6 weeks to 5 years of age.

Agency wide Great Bay Kids' provides early childhood education services to approximately 600 children on a daily basis through its three center-based programs and school-age program locations. Our program in Exeter specifically, serves not only ages 6 weeks through Kindergarten, but also in Main Street and Lincoln Street Schools.

**State and Local Town Grant Funding**

Currently, we are only receiving Health & Human Service Funding from Town of Exeter. We have graciously received this grant for the past 9 years in the amount of \$2495 each year.

**Summary of Funds 2020**

Funds the 2020 were used to supplement tuition payments for families that qualify for the New Hampshire State Scholarship. These fund help bridge the gap between what the state provides and our actual costs. Funds also supported updates to our after-school library which included many reference books and quality advanced reader books for the children to choose from when working on homework or when they had free time in our after school program.

We do hope that the Town of Exeter will be able to meet our request for our facility in Exeter. Please feel free to contact me if you require any additional information.

Sincerely,



Katelyn Dennis  
*Executive Director*  
*Great Bay Kids' Company*  
*64 Epping Road*  
*Exeter, New Hampshire 03833*  
[k.dennis@greatbaykids.org](mailto:k.dennis@greatbaykids.org)  
(603) 772-9830

**\*\*\* At the time of submission, we are unable to provide our financial attachments. Our auditor is behind and hopes to have ours done within the next few months. We will submit as soon as we can provide. We can provide out 2019 990 at any time via email.**

## **Chad Weathers, Chair**

### **Alison Johnson, Vice Chair**

Ali is an in-house lawyer for Planet Fitness Headquarters in Hampton, NH, where she handles all litigation and employment matters for the company. Prior to joining Planet Fitness, Ali worked for a large Boston law firm as an employment lawyer where she represented a variety of companies in a wide array of litigation, ranging from discrimination to wage and hour cases, and provided counseling to clients on employee relations matters. Ali lives with her husband and two kids (who attend the Exeter GBKC center) in Newfields. In her free time, Ali enjoys yoga, hiking, cycling and experimenting in the kitchen with interesting plant-based recipes and ingredients.

### **Reid Butler, CPA, Treasurer**

Reid is a CPA and owns a strategic planning practice in Portsmouth, NH. Prior to the strategic planning practice, Reid worked with a major regional accounting firm for 6 years and focused primarily on auditing and consulting for hospital systems and not-for-profit organizations. He holds a Bachelor's and Master's degree in Accounting from the University of New Hampshire. Originally from North Conway, Reid now resides in Portsmouth.

### **Tim Reed, Secretary**

Tim is a product development manager for Teaching Strategies, an early childhood education firm that publishes the Creative Curriculum and GOLD by Teaching Strategies. Tim has been with Teaching Strategies since 2010, and currently oversees the product side of technology development after holding various positions with the firm, including implementation support and content development. Tim is also working towards a master's degree in Educational Technology Leadership from George Washington University, expecting to graduate in Spring 2017. Tim and his wife moved to Exeter, NH, in May of this year with their 14 month old daughter, Maddie, who attends the Exeter GBKC center, and their dog, Duffy.

### **James Grant, Board Member**

James is a Construction Project Manager at Adrenaline, LLC in Portsmouth, NH. James holds a BS in Civil Engineering from the University of Florida and is a licensed structural engineer in the state of New Hampshire. James and his wife Stephanie currently reside in Portsmouth, NH with their son, Tripp. In his free time James enjoys fishing, sailing, surfing and snowboarding.

**Thomas Cronin, Board Member**

Tom is the Public Affairs Manager for the University of New Hampshire where he focuses on the University's government relations, advocacy and engagement efforts at the local, state and national level. He joined UNH in July of 2014 after nearly ten years as a legislative and campaign staffer.

Most recently, Tom served as the Communications Director and before that the Majority Caucus Director for the New Hampshire State Senate. In those roles he was a senior advisor to the Senate President and Senate leadership on matters of communications and legislative strategy. As Communications Director, Tom was responsible for regularly interacting with the press, public and interested organizations on a nonpartisan basis concerning the Senate's business, agenda and accomplishments.

Prior to the State Senate, Tom was a legislative aide in the Washington, DC office of U.S. Senator John E. Sununu. He is a veteran of multiple New Hampshire political campaigns.

Tom is a graduate of Saint Anselm College and earned his Master's in Public Administration from the University of New Hampshire. He lives in Exeter with his wife Áine and their daughter Clementine.

**Noah Maynard, Board Member**

Noah is a director for an automation and robotics company in Wilmington, MA, where he focuses on the intersection of technology, people, and business. He holds a Bachelor's degree from Cornell University's college of engineering. He is a GBKC parent, and lives in Exeter, with his wife, son, and dog.

**2019 Budget GREAT BAY KIDS' COMPANY, INC.**

**January**

**Tuition**

Exeter tuition	\$	170,000
Newmarket tuition	\$	60,000
School age LS tuition	\$	42,000
Newfields tuition	\$	7,000
Pease Tuition	\$	245,000

**Total Tuition** \$ **524,000**

**Fees**

Registration Fees	\$	1,600
Activity Fees	\$	27,600
Waitlist Fee	\$	1,300
Late Fee	\$	-
Bad Check Fees	\$	-
Fees-other	\$	-

**Total Fees** \$ **30,500**

**USDA** \$ **6,400**

**Grants**

Grants \$ -

**Total Grants** \$ -

**Fundraising** \$ **250**

**Misc. Income**

Bank Interest	\$	-
Donations/sponsors	\$	-
License Plus	\$	800

**Total Misc Income** \$ **800**

**Gross Revenue** \$ **561,950**

**Employee Expenses**

**January**

Salaries	\$	229,000
Overtime	\$	1,600
Employer FICA	\$	16,500
Unemployment	\$	500

Health Insurance	\$	27,000		
Medical Exams	\$	100		
Worker's Comp.	\$	9,500		
Mileage	\$	200		
STD	\$	1,700		
Medical Life				
Employee life				
Professional Development	\$	900		
License and State Fees	\$	100		
mileage	\$	250		
Employee Recognition	\$	-		
HRA Account	\$	4,000		
Staff Appreciation	\$	4,000		
Dependent Care				
403b	\$	1,400		
Wage Garnishment	\$	-		
ESR	\$	75		
<b>Total Employee Exp</b>	<b>\$</b>	<b>296,825</b>		
<b><u>Business Offices</u></b>				
Admin Exp	\$	-		
Postage	\$	100		
Equipment Rental/Svc.	\$	1,200		
Office Supplies	\$	1,400		
Printing	\$	200		
Computer	\$	3,000		
Advertising	\$	500		
Office Furniture	\$	300		
PR/Marketing	\$	1,600		
Fundraising	\$	100		
Cell Phone	\$	300		
Auto Expense	\$	250		
Legal Expenses	\$	-		
Auditing Costs	\$	500		
Credit Card Fees	\$	2,200		
Payroll Processing	\$	2,000		
Bank Fees	\$	30		
Misc	\$	-		
Fundraising Exp	\$	600		
Hardship Fund	\$	100		
Fund Exp Dress	\$	800		
Membership	\$	225		
<b>Total Business</b>	<b>\$</b>	<b>15,405</b>		

<b><u>Program Costs</u></b>				
membership	\$	40		
Staff Resources	\$	234		
Educational Resources	\$	-		
Classroom Supplies	\$	1,500		
Field Trips	\$	500		
Bus/van Rental	\$	-		
<b>Total Program Costs</b>	<b>\$</b>	<b>2,000</b>		
<b><u>Food Operations</u></b>				
Kitchen Equipment	\$	800		
Food Purchases	\$	17,000		
Food Paper products	\$	150		
Food Other	\$	-		
<b>Total Food</b>	<b>\$</b>	<b>17,150</b>		
<b><u>Bldg/Maintenance</u></b>				
		<b>January</b>		
General Repair	\$	1,800		
Outdoor Care	\$	300		
Major Repairs	\$	2,000		
Janitorial Services	\$	8,900		
Cleaning Supplies	\$	75		
Operating Expenses	\$	5,500		
Snow Removal	\$	2,800		
Rubbish Removal	\$	650		
Pease Playground	\$	-		
Exeter Playground	\$	-		
Newmarket	\$	1,000		
<b>Build/Maint. Total</b>	<b>\$</b>	<b>23,025</b>		
<b><u>Lease &amp; Mortgage</u></b>				
Pease Center	\$	41,000		
Pease Taxes	\$	3,950		
Newmarket Taxes	\$	-		
Georgetown Loan	\$	13,259		
Communit Loan Fund loan	\$	3,866		
Equity Line credit	\$	-		
HEFA Loan	\$	1,710		
<b>al Lease &amp; Mortgage</b>	<b>\$</b>	<b>63,785</b>		
<b>Board of Directors</b>				



<b>2019 Budget</b>	
	<b>February</b>
<b><u>Tuition</u></b>	
Exeter tuition	\$ 128,000
Newmarket tuition	\$ 44,000
School age LS tuition	\$ 26,000
Newfields tuition	\$ 4,000
Pease Tuition	\$ 200,000
<b>Total Tuition</b>	<b>\$ 402,000</b>
<b><u>Fees</u></b>	
Registration Fees	\$ 1,600
Activity Fees	\$ 800
Waitlist Fee	\$ 1,300
Late Fee	\$ -
Bad Check Fees	\$ -
Fees-other	\$ -
<b>Total Fees</b>	<b>\$ 3,700</b>
<b><u>USDA</u></b>	<b>\$ 6,500</b>
<b><u>Grants</u></b>	
Grants	\$ -
<b>Total Grants</b>	<b>\$ -</b>
<b>Fundraising</b>	<b>\$ -</b>
<b><u>Misc. Income</u></b>	
Bank Interest	\$ -
Donations/sponsors	\$ -
liscense Plus	\$ 800
<b>Total Misc Income</b>	<b>\$ 800</b>
<b>Gross Revenue</b>	<b>\$ 413,000</b>
<b><u>Employee Expenses</u></b>	
	<b>February</b>
Salaries	\$ 227,000
Overtime	\$ 1,600
Employer FICA	\$ 16,000
Unemployment	\$ 500

Health Insurance	\$	27,000
Medical Exams	\$	100
Worker's Comp.	\$	4,000
Mileage	\$	200
STD	\$	1,600
Medical Life		
Employee life		
Professional Development	\$	800
License and State Fees	\$	100
mileage		
Employee Recognition	\$	-
HRA Account	\$	-
Staff Appreciation	\$	800
Dependent Care		
403b	\$	2,000
Wage Garnishment	\$	-
ESR	\$	75
<b>Total Employee Exp</b>	<b>\$</b>	<b>281,775</b>

### **Business Offices**

Admin Exp	\$	80
Postage	\$	100
Equipment Rental/Svc.	\$	1,200
Office Supplies	\$	900
Printing	\$	100
Computer	\$	5,000
Advertising	\$	600
Office Furniture	\$	300
PR/Marketing	\$	1,500
Fundraising	\$	200
Cell Phone	\$	300
Auto Expense	\$	180
Legal Expenses	\$	-
Auditing Costs	\$	-
Credit Card Fees	\$	2,300
Payroll Processing	\$	1,800
Bank Fees	\$	30
Misc	\$	-
Fundraising Exp	\$	-
Hardship Fund	\$	100
Fund Exp Dress	\$	-
Membership	\$	100
<b>Total Business</b>	<b>\$</b>	<b>14,790</b>

<b><u>Program Costs</u></b>	
membership	\$ -
Staff Resources	\$ 234
Educational Resources	\$ 100
Classroom Supplies	\$ 1,500
Field Trips	\$ 300
Bus/van Rental	\$ -
<b>Total Program Costs</b>	<b>\$ 2,134</b>
<b><u>Food Operations</u></b>	
Kitchen Equipment	\$ 300
Food Purchases	\$ 15,000
Food Paper products	\$ 300
Food Other	
<b>Total Food</b>	<b>\$ 15,300</b>
<b><u>Bldg/Maintenance</u></b>	
	<b>February</b>
General Repair	\$ 1,800
Outdoor Care	\$ -
Major Repairs	\$ 1,000
Janitorial Services	\$ 7,800
Cleaning Supplies	\$ 75
Operating Expenses	\$ 6,000
Snow Removal	\$ 2,800
Rubbish Removal	\$ 650
Pease Playground	\$ -
Exeter Playground	\$ -
Newmarket	\$ 1,000
<b>Build/Maint. Total</b>	<b>\$ 21,125</b>
<b><u>Lease &amp; Mortgage</u></b>	
Pease Center	\$ 42,429
Pease Taxes	\$ 3,800
Newmarket Taxes	\$ -
Georgetown Loan	\$ 13,259
Communit Loan Fund loan	\$ 3,866
Equity Line credit	\$ -
HEFA Loan	\$ 1,710
<b>al Lease &amp; Mortgage</b>	<b>\$ 65,064</b>
<b>Board of Directors</b>	

otal Rewards & Meetings	\$	75
Director/Officer Insurance	\$	260

<b>Total Board:</b>	<b>\$</b>	<b>335</b>
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**Insurances**

Umbrella	\$	1,132
liability	\$	3,876

Accident and Health	\$	-
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<b><u>Total Ins. Costs</u></b>	<b>\$</b>	<b>3,876</b>
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**Utilities**

Electric	\$	5,500
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Propane/Heating	\$	2,000
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Water/Sewer	\$	1,600
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Telephones	\$	300
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Internet	\$	350
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<b><u>Total Utilities</u></b>	<b>\$</b>	<b>9,750</b>
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<b><u>Total Expenses</u></b>	<b>\$</b>	<b>414,149</b>
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**FINANCIAL STATEMENTS**

**OF**

**GREAT BAY KIDS' COMPANY**  
**(A NON-PROFIT ORGANIZATION)**

**For the Years Ended December 31, 2019 and 2018**

**GREAT BAY KIDS' COMPANY**

**Financial Statements**

**For the Years Ended December 31, 2019 and 2018**

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**Dumais & Ferland**  
**Certified Public Accountants, LLC**  
472 High Street • Somersworth, New Hampshire 03878

**Thomas G. Dumais, CPA**  
TDumais@dfcpas.com  
**Kevin J. Ferland, CPA**  
KFerland@dfcpas.com

INDEPENDENT AUDITOR'S REPORT

To The Board of Directors  
Great Bay Kids' Company  
Portsmouth, New Hampshire

We have audited the accompanying financial statements of Great Bay Kids' Company (a non-profit organization), which comprise the statements of financial position as of December 31, 2019 and 2018, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Great Bay Kids' Company as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on pages 15 and 16 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Very truly yours,

*Dumais & Ferland CPAs, LLC*

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DUMAIS & FERLAND

Certified Public Accountants, LLC

Dated: June 11, 2020

GREAT BAY KIDS' COMPANY

Statement of Financial Position

As of December 31,

ASSETS

	<u>2019</u>	<u>2018</u>
<u>Current Assets</u>		
Cash and cash equivalents	\$ 1,083,061	\$ 691,737
Accounts receivable - Net	114,125	182,868
Inventories	8,707	8,319
Prepaid expenses	<u>16,554</u>	<u>8,142</u>
Total Current Assets	<u>1,222,447</u>	<u>891,066</u>
Property and equipment - net	<u>3,531,757</u>	<u>3,613,311</u>
Total Assets	<u>\$ 4,754,204</u>	<u>\$ 4,504,377</u>

LIABILITIES AND NET ASSETS

<u>Current Liabilities</u>		
Accounts payable	\$ 45,895	\$ 41,176
Accrued wages and payroll taxes	158,558	155,342
Accrued interest payable	2,230	2,302
Refundable advances	8,872	8,731
Current maturities of note payable	<u>112,748</u>	<u>109,862</u>
Total Current Liabilities	<u>328,303</u>	<u>317,413</u>
<u>Long Term Liabilities</u>		
Note payable	<u>2,731,792</u>	<u>2,843,288</u>
Total Liabilities	<u>3,060,095</u>	<u>3,160,701</u>
<u>Net Assets</u>		
Net assets without donor restrictions	<u>1,694,109</u>	<u>1,343,676</u>
Total Net Assets	<u>1,694,109</u>	<u>1,343,676</u>
Total Liabilities and Net Assets	<u>\$ 4,754,204</u>	<u>\$ 4,504,377</u>

**GREAT BAY KIDS' COMPANY**

**Statement of Activities and Changes in Net Assets**

**For the Year Ended December 31,**

	2019			2018		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b><u>Revenue &amp; Other Support</u></b>						
Tuition	\$5,847,971	\$	\$5,847,971	\$5,604,272	\$	\$5,604,272
United Way				3,724		3,724
Grants and government contracts	84,242		84,242	74,798		74,798
Contributions	4,846		4,846	8,402		8,402
Interest	2,064		2,064	860		860
Special events	46,077		46,077	52,310		52,310
Other income	23,530		23,530	117,343		117,343
Net assets released from restriction				3,000	<3,000>	
<b>Total Revenue &amp; Other Support</b>	<b><u>6,008,730</u></b>		<b><u>6,008,730</u></b>	<b><u>5,864,709</u></b>	<b><u>&lt;3,000&gt;</u></b>	<b><u>5,861,709</u></b>
<b><u>Expenses</u></b>						
<b>Program services</b>						
Child care and education services	5,235,799		5,235,799	5,047,699		5,047,699
<b>Supporting services</b>						
Management and general	397,633		397,633	435,352		435,352
Fund-raising	24,865		24,865	26,227		26,227
<b>Total Expenses</b>	<b><u>5,658,297</u></b>		<b><u>5,658,297</u></b>	<b><u>5,509,278</u></b>		<b><u>5,509,278</u></b>
<b><u>Changes in Net Assets</u></b>	<b>350,433</b>		<b>350,433</b>	<b>355,431</b>	<b>&lt;3,000&gt;</b>	<b>352,431</b>
<b>Net Assets - January 1,</b>	<b><u>1,343,676</u></b>		<b><u>1,343,676</u></b>	<b><u>988,245</u></b>	<b><u>3,000</u></b>	<b><u>991,245</u></b>
<b>Net Assets - December 31,</b>	<b><u>\$1,694,109</u></b>	<b><u>\$ 0</u></b>	<b><u>\$1,694,109</u></b>	<b><u>\$1,343,676</u></b>	<b><u>\$ 0</u></b>	<b><u>\$1,343,676</u></b>

GREAT BAY KIDS' COMPANY

Statement of Cash Flows

For the Year Ended December 31,

	<u>2019</u>	<u>2018</u>
<b>INCREASE IN CASH AND CASH EQUIVALENTS:</b>		
<u>Cash Flow from Operating Activities</u>		
Change in net assets	\$ 350,433	\$ 352,431
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	102,216	101,287
Changes in operating assets and liabilities		
Accounts receivable	68,743	<86,311>
Inventory	<388>	1,961
Prepaid expenses	<8,412>	8,964
Accounts payable	4,719	2,627
Accrued wages and payroll taxes	3,216	3,962
Accrued interest payable	<72>	<69>
Refundable advances	<u>141</u>	<u>&lt;6,576&gt;</u>
Net Cash Provided by <Used in> Operating Activities	<u>520,596</u>	<u>378,276</u>
<u>Cash Flow from Investing Activities</u>		
Payment for property and equipment	<u>&lt;20,662&gt;</u>	<u>&lt;54,779&gt;</u>
Net Cash Provided by <Used in> Investing Activities	<u>&lt;20,662&gt;</u>	<u>&lt;54,779&gt;</u>
<u>Cash Flow from Financing Activities</u>		
Principal payment on mortgage	<u>&lt;108,610&gt;</u>	<u>&lt;104,535&gt;</u>
Net Cash Provided by <Used in> Financing Activities	<u>&lt;108,610&gt;</u>	<u>&lt;104,535&gt;</u>
Net Increase <Decrease> in Cash and Cash Equivalents	391,324	218,962
Cash and Cash Equivalents - January 1,	<u>691,737</u>	<u>472,775</u>
Cash and Cash Equivalents - December 31,	<u>\$ 1,083,061</u>	<u>\$ 691,737</u>

# GREAT BAY KIDS' COMPANY

## Notes to Financial Statements

December 31, 2019

### A. ORGANIZATION

Great Bay Kids' Company is a non-profit organization that qualifies for tax-exempt status organized under Internal Revenue Code (IRC) Section 501(c)(3) and, therefore, has no provision for federal income taxes. Contributions made to a child care center qualify for the charitable contribution deduction under IRC section 170(b)(1)(A). The organization is licensed through the State of New Hampshire Health and Human Services as a day care provider. Great Bay Kids' Company was founded in 1967 and provides day care for children in the towns of Newmarket, Exeter, and Pease International Tradeport at Newington, New Hampshire.

### B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Accounting

The Organization's policy is to prepare its financial statements on the accrual basis of accounting. Consequently, revenues are recognized when earned rather than received, and expenses are recognized when the obligation is incurred rather than when cash is disbursed.

#### Financial Statement Presentation

To ensure the observance of limitations and restrictions placed on the use of resources, the accounts of the Organization are maintained in accordance with the principles of fund accounting. The Organization has presented its financial statements in accordance with generally accepted accounting principles for not-for-profit organizations. Under this guidance, the Organization is required to report information regarding its financial position and activities according to two classes of net assets; net assets without donor restrictions and net assets with donor restrictions. The Organization has no net assets with donor restrictions at December 31, 2018.

#### Net Asset Accounting

In accordance with the limitations, designations and restrictions placed on the use of resources available to the Organization, the following classifications are utilized according to the nature and purpose of the resources:

Net Assets without Donor Restrictions: The portion of the net assets of the Organization that can be used subject only to the broad limits resulting from the nature of the Organization, the environment it operates in, the purposes specified in its articles of incorporation or bylaws. In some cases, the use of these resources is also subject to limits resulting from contractual agreements with suppliers, creditors, and others entered into by the Organization in the course of its business. The Organization has the greatest ability to choose when using these resources.

Net assets without donor restrictions generally result from tuition revenues, contributions that are not subject to donor-imposed restrictions, and income from investing excess operating cash, reduced by expenses incurred in providing services, raising contributions, and performing administrative functions.

# GREAT BAY KIDS' COMPANY

## Notes to Financial Statements

December 31, 2019

### B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd.)

Net Assets with Donor Restrictions: The portion of the net assets of the Organization that is subject to either donor-imposed time restrictions or donor-imposed purpose restrictions. These restrictions limit the Organization's choices when using these resources because the Organization has a fiduciary responsibility to its donors to follow the donor's instructions.

#### Retirement Plan

The Organization sponsors a 403(b) Retirement Plan for all employees. Employees are eligible to participate after one (1) year of service. The Organization may make discretionary matching contributions equal to 50% of elective deferral up to \$40.00 per pay period.

Vesting schedule: Employees have a 100% vested interest in their elective deferrals including rollover contributions. Matching contributions made by the Organization are vested at twenty-five per cent (25%) per year over four (4) years. Employer contributions for 2019 and 2018 were \$16,655 and \$17,471, respectively.

#### Fair Value Measurements

FASB guidance on fair value measurements defines fair value, establishes a framework for measuring fair value and expands disclosure of fair value measurements. The guidance applies to all assets and liabilities that are measured and reported on a fair value basis. The carrying amounts of financial instruments, including cash, cash equivalents, accounts receivable, accounts payable and accrued liabilities, approximate fair value due to the short maturity of these instruments.

#### Use of Estimates

Management uses estimates and assumptions in preparing these financial statements in accordance with generally accepted accounting principles. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were used.

#### Revenue Recognition

Contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes. When a temporary restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are met in the same year in which the contributions are received are classified as unrestricted contributions. Great Bay Kids had no permanently restricted net assets in 2019 or 2018.

#### Cash and Cash Equivalents

For purposes of the statement of cash flows, the organization considers all highly liquid investments with an initial maturity of three months or less to be cash and cash equivalents.

Form **990**  
(Rev. January 2020)  
Department of the Treasury  
Internal Revenue Service

**Return of Organization Exempt From Income Tax**  
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)  
▶ Do not enter social security numbers on this form as it may be made public.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047  
**2019**  
Open to Public Inspection

**A** For the 2019 calendar year, or tax year beginning \_\_\_\_\_, and ending \_\_\_\_\_

**B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

**C** Name of organization  
**GREAT BAY KIDS' COMPANY**

Doing business as \_\_\_\_\_

Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
**81 NEW HAMPSHIRE AVENUE**

City or town, state or province, country, and ZIP or foreign postal code  
**PORTSMOUTH NH 03801**

**D** Employer identification number  
**\*\*-\*\*\*2439**

**E** Telephone number  
**603-772-9830**

**F** Name and address of principal officer:  
**CHAD WEATHERS**

**G** Gross receipts\$ **6,008,730**

**H(a)** Is this a group return for subordinates?  Yes  No  
**H(b)** Are all subordinates included?  Yes  No  
 If "No," attach a list. (see instructions)

**I** Tax-exempt status:  501(c)(3)  501(c) ( ) ◀ (insert no.)  4947(a)(1) or  527

**J** Website: ▶ **www.greatbaykids.org**

**K** Form of organization:  Corporation  Trust  Association  Other ▶

**L** Year of formation: **1968** **M** State of legal domicile: **NH**

**H(c)** Group exemption number ▶

**Part I Summary**

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <b>CHILD CARE CENTER</b>			
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	3	Number of voting members of the governing body (Part VI, line 1a)	3	7
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	7
	5	Total number of individuals employed in calendar year 2019 (Part V, line 2a)	5	204
	6	Total number of volunteers (estimate if necessary)	6	0
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
	b Net unrelated business taxable income from Form 990-T, line 39	7b	0	
Revenue	8 Contributions and grants (Part VIII, line 1h)		Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)		86,924	89,088
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		5,604,272	5,847,971
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		860	2,064
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		146,370	47,246
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		5,838,426	5,986,369
	14 Benefits paid to or for members (Part IX, column (A), line 4)			0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)			0
	16a Professional fundraising fees (Part IX, column (A), line 11e)		3,828,597	3,953,868
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>2,505</b>			0
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		1,657,398	1,682,069
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		5,485,995	5,635,937
Net Assets or Fund Balances	19 Revenue less expenses. Subtract line 18 from line 12		352,431	350,432
	20 Total assets (Part X, line 16)		Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)		4,504,377	4,754,203
	22 Net assets or fund balances. Subtract line 21 from line 20		3,160,701	3,060,095
		1,343,676	1,694,108	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

**Sign Here**

Signature of officer: **KATELYN DENNIS** Date: \_\_\_\_\_  
 Type or print name and title: **EXE DIRECTOR**

**Paid Preparer Use Only**

Print/Type preparer's name: **THOMAS G. DUMAIS, CPA** Preparer's signature: *Thomas G. Dumais* Date: **06/11/20** Check  if PTIN \*\*\*\*\*  
 Firm's name: **DUMAIS & FERLAND, CPA'S, LLC** Firm's EIN: **\*\* - \*\*\*8379**  
 Firm's address: **472 High St Somersworth, NH 03878-1012** Phone no.: **603-692-5358**

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

**Part III Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

**CHILD CARE CENTER**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ **5,235,799** including grants of \$ ) (Revenue \$ )

**CHILD CARE CENTER - PRIMARY EXEMPT PURPOSE PROVIDES CHILD CARE SERVICES FOR RESIDENTS OF THE GREATER EXETER AND NEWMARKET AREAS INCLUDING EDUCATIONAL ACTIVITIES AND MEALS**

4b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

**N/A**

4c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

**N/A**

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$ ) (Revenue \$ )

4e Total program service expenses **5,235,799**

**Part IV Checklist of Required Schedules**

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	<b>X</b>	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?		<b>X</b>
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I		<b>X</b>
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II		<b>X</b>
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III		<b>X</b>
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I		<b>X</b>
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II		<b>X</b>
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III		<b>X</b>
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV		<b>X</b>
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? If "Yes," complete Schedule D, Part V		<b>X</b>
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	<b>X</b>	
b Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII		<b>X</b>
c Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII		<b>X</b>
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX		<b>X</b>
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X		<b>X</b>
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X		<b>X</b>
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	<b>X</b>	
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional		<b>X</b>
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		<b>X</b>
14a Did the organization maintain an office, employees, or agents outside of the United States?		<b>X</b>
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV		<b>X</b>
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV		<b>X</b>
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV		<b>X</b>
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)		<b>X</b>
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	<b>X</b>	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		<b>X</b>
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H		<b>X</b>
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		<b>X</b>

**Part IV Checklist of Required Schedules (continued)**

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a	<b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part II		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III		X
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV		X
b	A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV		X
c	A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? If "Yes," complete Schedule L, Part IV		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		X
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2		
36	<b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note:</b> All Form 990 filers are required to complete Schedule O.	X	

**Part V Statements Regarding Other IRS Filings and Tax Compliance**

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

1a	20
1b	0

**Part V** Statements Regarding Other IRS Filings and Tax Compliance (continued)

		Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return		
	2a	204	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <i>Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)</i>	X	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
b	If "Yes," has it filed a Form 990-T for this year? <i>If "No" to line 3b, provide an explanation on Schedule O</i>		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
d	If "Yes," indicate the number of Forms 8282 filed during the year		
	7d		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	<b>Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		
9	<b>Sponsoring organizations maintaining donor advised funds.</b>		
a	Did the sponsoring organization make any taxable distributions under section 4966?		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		
10	<b>Section 501(c)(7) organizations.</b> Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11	<b>Section 501(c)(12) organizations.</b> Enter:		
a	Gross income from members or shareholders	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b	
12a	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	
13	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
a	Is the organization licensed to issue qualified health plans in more than one state? <i>Note: See the instructions for additional information the organization must report on Schedule O.</i>	13a	
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b	
c	Enter the amount of reserves on hand	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?		X
b	If "Yes," has it filed a Form 720 to report these payments? <i>If "No," provide an explanation on Schedule O</i>	14b	
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? <i>If "Yes," see instructions and file Form 4720, Schedule N.</i>		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? <i>If "Yes," complete Form 4720, Schedule O.</i>		X

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI

**Section A. Governing Body and Management**

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
1b	Enter the number of voting members included on line 1a, above, who are independent		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		<b>X</b>
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		<b>X</b>
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		<b>X</b>
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		<b>X</b>
6	Did the organization have members or stockholders?		<b>X</b>
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		<b>X</b>
7b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		<b>X</b>
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
8a	The governing body?	<b>X</b>	
8b	Each committee with authority to act on behalf of the governing body?	<b>X</b>	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O		<b>X</b>

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		<b>X</b>
10b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	<b>X</b>	
11b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	<b>X</b>	
12b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	<b>X</b>	
12c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	<b>X</b>	
13	Did the organization have a written whistleblower policy?	<b>X</b>	
14	Did the organization have a written document retention and destruction policy?		<b>X</b>
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15a	The organization's CEO, Executive Director, or top management official	<b>X</b>	
15b	Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		<b>X</b>
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		<b>X</b>
16b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

**Section C. Disclosure**

- 17 List the states with which a copy of this Form 990 is required to be filed **NH**
- 18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website  Another's website  Upon request  Other (explain on Schedule O)
- 19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20 State the name, address, and telephone number of the person who possesses the organization's books and records **▶**  
**KATHLEEN GOODWIN**  
**PORTSMOUTH** **81 NEW HAMPSHIRE AVENUE** **NH 03801** **603-772-9830**

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) REID BUTLER TREASURER	0.00 0.00	X		X				0	0	0
(2) THOMAS CRONIN BOARD MEMBER	0.00 0.00	X						0	0	0
(3) JAMES HAYES BOARD MEMBER	0.00 0.00	X		X				0	0	0
(4) ALISON JOHNSON VICE CHAIRPERSON	0.00 0.00	X		X				0	0	0
(5) NOAH MAYNARD BOARD MEMBER	0.00 0.00	X						0	0	0
(6) TIM REED SECRETARY	0.00 0.00	X						0	0	0
(7) CHAD WEATHERS CHAIRPERSON	0.00 0.00	X		X				0	0	0
(8)										
(9)										
(10)										
(11)										



**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	84,242			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	4,846			
	g Noncash contributions included in lines 1a-1f	1g \$				
	<b>h Total. Add lines 1a-1f</b>		<b>89,088</b>			
			<b>Business Code</b>			
<b>Program Service Revenue</b>	2a TUITION & FEES		5,847,971	5,847,971		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	<b>g Total. Add lines 2a-2f</b>		<b>5,847,971</b>			
<b>Other Revenue</b>	3 Investment income (including dividends, interest, and other similar amounts)		2,064	2,064		
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6a Gross rents	(i) Real				
		(ii) Personal				
		6a				
	b Less: rental expenses	6b				
	c Rental inc. or (loss)	6c				
	d Net rental income or (loss)					
	7a Gross amount from sales of assets other than inventory	(i) Securities				
		(ii) Other				
		7a				
		b Less: cost or other basis and sales exps.	7b			
	c Gain or (loss)	7c				
	d Net gain or (loss)					
8a Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	8a	46,077				
	b Less: direct expenses	8b	22,361			
	<b>c Net income or (loss) from fundraising events</b>		<b>23,716</b>		<b>23,716</b>	
9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b				
	<b>c Net income or (loss) from gaming activities</b>					
10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b				
	<b>c Net income or (loss) from sales of inventory</b>					
<b>Miscellaneous Revenue</b>	11a MISCELLANEOUS		23,530	23,530		
	b					
	c					
	d All other revenue					
	<b>e Total. Add lines 11a-11d</b>		<b>23,530</b>			
<b>12 Total revenue. See instructions</b>			<b>5,986,369</b>	<b>5,873,565</b>	<b>0</b>	
					<b>23,716</b>	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	3,225,023	3,031,522	191,566	1,935
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	21,215	19,942	1,273	
9 Other employee benefits	464,106	436,762	27,076	268
10 Payroll taxes	243,524	228,913	14,465	146
11 Fees for services (nonemployees):				
a Management				
b Legal	2,819		2,819	
c Accounting	31,309	20,659	10,650	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	26,761	19,115	7,646	
12 Advertising and promotion	13,632		13,632	
13 Office expenses	66,787	22,527	44,260	
14 Information technology				
15 Royalties				
16 Occupancy	952,036	894,914	57,122	
17 Travel	3,717	1,859	1,858	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	8,839	8,839		
20 Interest	117,560	110,506	7,054	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	102,215	86,663	15,552	
23 Insurance	29,539	27,983	1,400	156
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <b>FOOD PROGRAM</b>	217,901	217,901		
b <b>BAD DEBT EXPENSE</b>	42,767	42,767		
c <b>SUPPLIES/FOOD PROGRAM</b>	40,170	40,170		
d <b>FIELD TRIPS</b>	12,526	12,526		
e All other expenses	13,491	12,231	1,260	
25 Total functional expenses. Add lines 1 through 24e	5,635,937	5,235,799	397,633	2,505
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
<b>Assets</b>	<b>1</b> Cash—non-interest-bearing	<b>340,957</b>	<b>1</b>	<b>460,223</b>
	<b>2</b> Savings and temporary cash investments	<b>350,780</b>	<b>2</b>	<b>622,838</b>
	<b>3</b> Pledges and grants receivable, net		<b>3</b>	
	<b>4</b> Accounts receivable, net	<b>182,868</b>	<b>4</b>	<b>114,125</b>
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		<b>6</b>	
	<b>7</b> Notes and loans receivable, net		<b>7</b>	
	<b>8</b> Inventories for sale or use	<b>8,319</b>	<b>8</b>	<b>8,707</b>
	<b>9</b> Prepaid expenses and deferred charges	<b>8,142</b>	<b>9</b>	<b>16,554</b>
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	<b>10a 4,316,728</b>		
	<b>b</b> Less: accumulated depreciation	<b>10b 784,972</b>	<b>3,613,311</b>	<b>10c 3,531,756</b>
	<b>11</b> Investments—publicly traded securities		<b>11</b>	
	<b>12</b> Investments—other securities. See Part IV, line 11		<b>12</b>	
	<b>13</b> Investments—program-related. See Part IV, line 11		<b>13</b>	
	<b>14</b> Intangible assets		<b>14</b>	
	<b>15</b> Other assets. See Part IV, line 11		<b>15</b>	
<b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 33)		<b>4,504,377</b>	<b>16</b>	<b>4,754,203</b>
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses	<b>198,820</b>	<b>17</b>	<b>206,683</b>
	<b>18</b> Grants payable		<b>18</b>	
	<b>19</b> Deferred revenue	<b>8,731</b>	<b>19</b>	<b>8,872</b>
	<b>20</b> Tax-exempt bond liabilities		<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D		<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties	<b>2,953,150</b>	<b>24</b>	<b>2,844,540</b>
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		<b>25</b>	
	<b>26</b> <b>Total liabilities.</b> Add lines 17 through 25		<b>3,160,701</b>	<b>26</b>
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions	<b>1,343,676</b>	<b>27</b>	<b>1,694,108</b>
	<b>28</b> Net assets with donor restrictions		<b>28</b>	
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds		<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund		<b>30</b>	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds		<b>31</b>	
<b>32</b> <b>Total net assets or fund balances</b>	<b>1,343,676</b>	<b>32</b>	<b>1,694,108</b>	
<b>33</b> <b>Total liabilities and net assets/fund balances</b>	<b>4,504,377</b>	<b>33</b>	<b>4,754,203</b>	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	<b>5,986,369</b>
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	<b>5,635,937</b>
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	<b>350,432</b>
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	<b>1,343,676</b>
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	<b>1,694,108</b>

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
<b>1</b>	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
<b>2a</b>	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		<b>X</b>
<b>b</b>	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	<b>X</b>	
<b>c</b>	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	<b>X</b>	
<b>3a</b>	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		<b>X</b>
<b>b</b>	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits		

**SCHEDULE A**  
**(Form 990 or 990-EZ)**

**Public Charity Status and Public Support**

OMB No. 1545-0047

**2019**

**Open to Public Inspection**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Department of the Treasury  
Internal Revenue Service

Name of the organization

**GREAT BAY KIDS' COMPANY**

Employer identification number

**\*\*-\*\*\*2439**

**Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.**

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i).
- 2  A school described in section 170(b)(1)(A)(ii). (Attach Schedule E (Form 990 or 990-EZ).)
- 3  A hospital or a cooperative hospital service organization described in section 170(b)(1)(A)(iii).
- 4  A medical research organization operated in conjunction with a hospital described in section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state: .....
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in section 170(b)(1)(A)(iv). (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in section 170(b)(1)(A)(v).
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in section 170(b)(1)(A)(vi). (Complete Part II.)
- 8  A community trust described in section 170(b)(1)(A)(vi). (Complete Part II.)
- 9  An agricultural research organization described in section 170(b)(1)(A)(ix) operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: .....
- 10  An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2). (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See section 509(a)(4).
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See section 509(a)(3). Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. You must complete Part IV, Sections A and B.
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). You must complete Part IV, Sections A and C.
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). You must complete Part IV, Sections A, D, and E.
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). You must complete Part IV, Sections A and D, and Part V.
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
  - f Enter the number of supported organizations
  - g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
<b>Total</b>						

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	89,140	153,471	106,406	86,924	89,088	525,029
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>4</b> Total. Add lines 1 through 3	89,140	153,471	106,406	86,924	89,088	525,029
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
<b>6</b> Public support. Subtract line 5 from line 4						525,029

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>7</b> Amounts from line 4	89,140	153,471	106,406	86,924	89,088	525,029
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on		20,506	32,922	28,027	22,716	104,171
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
<b>11</b> Total support. Add lines 7 through 10						629,200
<b>12</b> Gross receipts from related activities, etc. (see instructions)					12	11,596,040
<b>13</b> First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ▶ <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f))	14	83.44%
<b>15</b> Public support percentage from 2018 Schedule A, Part II, line 14	15	86.93%
<b>16a</b> 33 1/3% support test—2019. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶ <input checked="" type="checkbox"/>		
<b>b</b> 33 1/3% support test—2018. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
<b>17a</b> 10%-facts-and-circumstances test—2019. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
<b>b</b> 10%-facts-and-circumstances test—2018. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
<b>18</b> Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ <input type="checkbox"/>		

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support. (Subtract line 7c from line 6.)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						
14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

15 Public support percentage for 2019 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2018 Schedule A, Part III, line 15	16	%

**Section D. Computation of Investment Income Percentage**

17 Investment income percentage for 2019 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2018 Schedule A, Part III, line 17	18	%

- 19a **33 1/3% support tests—2019.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization
- b **33 1/3% support tests—2018.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization
- 20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

		Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in Part VI when and how the organization made the determination.		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use.		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).		
b	Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c	Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in Part VI.		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in Part VI.		
b	Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in Part VI.		
c	Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in Part VI.		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below.		
b	Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)		

**Part IV: Supporting Organizations (continued)**

		Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?		
a	A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?		
b	A family member of a person described in (a) above?		
c	A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI.		

**Section B. Type I Supporting Organizations**

		Yes	No
1	Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.		

**Section C. Type II Supporting Organizations**

		Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).		

**Section D. All Type III Supporting Organizations**

		Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
3	By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		

**Section E. Type III Functionally-Integrated Supporting Organizations**

- 1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).
- a  The organization satisfied the Activities Test. Complete line 2 below.
  - b  The organization is the parent of each of its supported organizations. Complete line 3 below.
  - c  The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).

2 Activities Test. Answer (a) and (b) below.

		Yes	No
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.		
b	Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.		
3	Parent of Supported Organizations. Answer (a) and (b) below.		
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? Provide details in Part VI.		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.		

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year)		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions)		

**Part V: Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)**

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2019 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2019	(iii) Distributable Amount for 2019
1 Distributable amount for 2019 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2019 (reasonable cause required-explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2019			
a From 2014			
b From 2015			
c From 2016			
d From 2017			
e From 2018			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2019 distributable amount			
i Carryover from 2014 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2019 from Section D, line 7:			
a Applied to underdistributions of prior years			
b Applied to 2019 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2019, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.			
6 Remaining underdistributions for 2019. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.			
7 Excess distributions carryover to 2020. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2015			
b Excess from 2016			
c Excess from 2017			
d Excess from 2018			
e Excess from 2019			

**Part VI Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

Name of the organization

Employer identification number

GREAT BAY KIDS' COMPANY

\*\*-\*\*\*2439

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate value of contributions to (during year), 3 Aggregate value of grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?, 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Table with 2 columns: Held at the End of the Tax Year. Rows include: 1 Purpose(s) of conservation easements held by the organization (check all that apply), 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year, 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year, 4 Number of states where property subject to conservation easement is located, 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?, 6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, 7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, 8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?, 9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Table with 2 columns: Revenue, Assets. Rows include: 1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items. 1b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1, (ii) Assets included in Form 990, Part X. 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items: a Revenue included on Form 990, Part VIII, line 1, b Assets included in Form 990, Part X.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)**

- 3** Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange program
  - e  Other
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- |  | Amount    |
|--|-----------|
| <b>c</b> Beginning balance             | <b>1c</b> |
| <b>d</b> Additions during the year     | <b>1d</b> |
| <b>e</b> Distributions during the year | <b>1e</b> |
| <b>f</b> Ending balance                | <b>1f</b> |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
<b>1a</b> Beginning of year balance					
<b>b</b> Contributions					
<b>c</b> Net investment earnings, gains, and losses					
<b>d</b> Grants or scholarships					
<b>e</b> Other expenditures for facilities and programs					
<b>f</b> Administrative expenses					
<b>g</b> End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment ▶ %
  - b** Permanent endowment ▶ %
  - c** Term endowment ▶ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- (i) Unrelated organizations
  - (ii) Related organizations
- b** If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?
- |               | Yes | No |
|---------------|-----|----|
| <b>3a(i)</b>  |     |    |
| <b>3a(ii)</b> |     |    |
| <b>3b</b>     |     |    |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land		631,502		631,502
<b>b</b> Buildings		6,338	5,583	755
<b>c</b> Leasehold improvements		21,877	14,523	7,354
<b>d</b> Equipment		33,369	33,361	8
<b>e</b> Other		3,623,642	731,505	2,892,137
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				3,531,756

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII



**Part XIII** Supplemental Information *(continued)*

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**SCHEDULE G  
(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information Regarding Fundraising or Gaming Activities**

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2019**

Open to Public Inspection

Name of the organization

**GREAT BAY KIDS' COMPANY**

Employer identification number

**\*\*-\*\*\*2439**

**Part I Fundraising Activities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a  Mail solicitations
- b  Internet and email solicitations
- c  Phone solicitations
- d  In-person solicitations
- e  Solicitation of non-government grants
- f  Solicitation of government grants
- g  Special fundraising events

2a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?  Yes  No

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
<b>Total</b>						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

**Part II Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events
		<b>FUNDRAISING</b> (event type)	(event type)	<b>None</b> (total number)	(add col. (a) through col. (c))
Revenue	1	Gross receipts	46,077		46,077
	2	Less: Contributions			
	3	Gross income (line 1 minus line 2)	46,077		46,077
Direct Expenses	4	Cash prizes			
	5	Noncash prizes			
	6	Rent/facility costs			
	7	Food and beverages			
	8	Entertainment			
	9	Other direct expenses	22,361		22,361
	10	Direct expense summary. Add lines 4 through 9 in column (d)			
11	Net income summary. Subtract line 10 from line 3, column (d)				23,716

**Part III Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1	Gross revenue		
Direct Expenses	2	Cash prizes			
	3	Noncash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor	<input type="checkbox"/> Yes <input type="checkbox"/> No %	<input type="checkbox"/> Yes <input type="checkbox"/> No %	<input type="checkbox"/> Yes <input type="checkbox"/> No %
7	Direct expense summary. Add lines 2 through 5 in column (d)				
8	Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities:

a Is the organization licensed to conduct gaming activities in each of these states?

Yes  No

b If "No," explain:

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year?

Yes  No

b If "Yes," explain:

- 11 Does the organization conduct gaming activities with nonmembers?  Yes  No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No
- 13 Indicate the percentage of gaming activity conducted in:
 

<b>13a</b>		%
<b>13b</b>		%
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶

Address ▶

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?  Yes  No
- b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ and the amount of gaming revenue retained by the third party ▶ \$
- c If "Yes," enter name and address of the third party:

Name ▶

Address ▶

16 Gaming manager information:

Name ▶

Gaming manager compensation ▶ \$

Description of services provided ▶

- Director/officer
- Employee
- Independent contractor

17 Mandatory distributions:

- a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?  Yes  No
- b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$

**Part IV Supplemental Information.** Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

**SCHEDULE O**  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2019**

**Open to Public  
Inspection**

Name of the organization

**GREAT BAY KIDS' COMPANY**

Employer identification number

**\*\*-\*\*\*2439**

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990  
TAX RETURN IS REVIEWED BY EXECUTIVE DIRECTOR AND FINANCIAL ADMINISTRATOR.  
THE CHAIR OF THE BOARD DOES A FINAL REVIEW BEFORE THE TAX RETURN IS FILED  
WITH INTERNAL REVENUE SERVICE.

Form 990, Part VI, Line 12c - Enforcement of Conflicts Policy  
THE CHAIR AND THE EXECUTIVE DIRECTOR REVIEWS ALL CONFLICT OF INTEREST  
STATEMENTS FROM EMPLOYEES OR BOARD MEMBERS. THESE ARE REVIEWED AT LEAST  
ANNUALLY.

Form 990, Part VI, Line 15a - Compensation Process for Top Official  
THE BOARD OF TRUSTEES REVIEWS THE SALARY OF THE EXECUTIVE DIRECTOR AND  
FINANCIAL ADMINISTRATOR. RAISES ARE APPROVED BY THE BOARD.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation  
ANNUAL FINANCIAL STATEMENTS AND NON-PROFIT TAX RETURN ARE AVAILABLE ON  
GUIDE STAR WEBSITE FOR NON-PROFIT ORGANIZATIONS. IN ADDITION, THE GENERAL  
PUBLIC IS WELCOME TO REVIEW FINANCIAL DATA AT THE BUSINESS OFFICE.

Form **4562**

Department of the Treasury  
Internal Revenue Service (99)

**Depreciation and Amortization**  
(Including Information on Listed Property)

▶ Attach to your tax return.

▶ Go to [www.irs.gov/Form4562](http://www.irs.gov/Form4562) for instructions and the latest information.

OMB No. 1545-0172

**2019**

Attachment Sequence No **179**

Name(s) shown on return

**GREAT BAY KIDS' COMPANY**

Identifying number

**\*\* - \*\*\*2439**

Business or activity to which this form relates

**Indirect Depreciation**

**Part I Election To Expense Certain Property Under Section 179**

Note: If you have any listed property, complete Part V before you complete Part I.

1	Maximum amount (see instructions)	1	1,020,000
2	Total cost of section 179 property placed in service (see instructions)	2	
3	Threshold cost of section 179 property before reduction in limitation (see instructions)	3	2,550,000
4	Reduction in limitation. Subtract line 3 from line 2. If zero or less, enter -0-	4	
5	Dollar limitation for tax year. Subtract line 4 from line 1. If zero or less, enter -0-. If married filing separately, see instructions	5	
6	(a) Description of property	(b) Cost (business use only)	(c) Elected cost
7	Listed property. Enter the amount from line 29	7	
8	Total elected cost of section 179 property. Add amounts in column (c), lines 6 and 7	8	
9	Tentative deduction. Enter the smaller of line 5 or line 8	9	
10	Carryover of disallowed deduction from line 13 of your 2018 Form 4562	10	
11	Business income limitation. Enter the smaller of business income (not less than zero) or line 5. See instructions	11	
12	Section 179 expense deduction. Add lines 9 and 10, but don't enter more than line 11	12	
13	Carryover of disallowed deduction to 2020. Add lines 9 and 10, less line 12	13	

Note: Don't use Part II or Part III below for listed property. Instead, use Part V.

**Part II Special Depreciation Allowance and Other Depreciation (Don't include listed property. See instructions.)**

14	Special depreciation allowance for qualified property (other than listed property) placed in service during the tax year. See instructions	14	
15	Property subject to section 168(f)(1) election	15	
16	Other depreciation (including ACRS)	16	102,215

**Part III MACRS Depreciation (Don't include listed property. See instructions.)**

**Section A**

17	MACRS deductions for assets placed in service in tax years beginning before 2019	17	0
18	If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here		

**Section B—Assets Placed in Service During 2019 Tax Year Using the General Depreciation System**

(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only—see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19a 3-year property						
b 5-year property						
c 7-year property						
d 10-year property						
e 15-year property						
f 20-year property						
g 25-year property			25 yrs.		S/L	
h Residential rental property			27.5 yrs.	MM	S/L	
			27.5 yrs.	MM	S/L	
i Nonresidential real property			39 yrs.	MM	S/L	
				MM	S/L	

**Section C—Assets Placed in Service During 2019 Tax Year Using the Alternative Depreciation System**

20a Class life					S/L	
b 12-year			12 yrs.		S/L	
c 30-year			30 yrs.	MM	S/L	
d 40-year			40 yrs.	MM	S/L	

**Part IV Summary (See instructions.)**

21	Listed property. Enter amount from line 28	21	
22	Total. Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21. Enter here and on the appropriate lines of your return. Partnerships and S corporations—see instructions	22	102,215
23	For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

For Paperwork Reduction Act Notice, see separate instructions.

DAA

## Federal Statements

**Form 990, Part IX, Line 11g - Other Fees for Service (Non-employee)**

Description	Total Expenses	Program Service	Management & General	Fund Raising
EQUIPMENT RENTAL	\$ 26,761	\$ 19,115	\$ 7,646	\$
Total	\$ 26,761	\$ 19,115	\$ 7,646	\$ 0

**Form 990, Part IX, Line 24e - All Other Expenses**

Description	Total Expenses	Program Service	Management & General	Fund Raising
LICENSE & PERMITS	\$ 5,092	\$ 5,092	\$	\$
MISCELLANEOUS	4,445	3,778	667	
DUES & SUBSCRIPTIONS	3,954	3,361	593	
Total	\$ 13,491	\$ 12,231	\$ 1,260	\$ 0

## Federal Statements

Schedule A, Part II, Line 1(e)

Description	Amount
Government Grants or Contributions	\$ 84,242
Other	4,846
Total	\$ <u>89,088</u>

Schedule A, Part II, Line 9(e)

Description	Amount
FUNDRAISING	\$ 23,716
Less: Deductions	-1,000
Total	\$ <u>22,716</u>

Schedule A, Part II, Line 12 - Current year

Description	Amount
TUITION & FEES	\$ 5,847,971
Taxable Interest on Savings and Temporary Cash Investments	2,064
MISCELLANEOUS	23,530
Total	\$ <u>5,873,565</u>

2020 Draft Budget GREAT BAY KIDS' COMPANY, INC.

	January	February	March	April	12/31/2019 May	June	July	August	September	October	November	December	Total	Total
<b><u>Tuition</u></b>														
Exeter tuition	\$ 136,000	\$ 136,000	\$ 168,000	\$ 139,000	\$ 138,000	\$ 170,000	\$ 129,000	\$ 157,000	\$ 139,000	\$ 139,000	\$ 166,000	\$ 138,000	\$ 1,755,000	
Newmarket tuition	\$ 51,000	\$ 55,000	\$ 68,000	\$ 59,000	\$ 58,000	\$ 60,000	\$ 33,000	\$ 42,000	\$ 58,000	\$ 55,000	\$ 65,000	\$ 55,000	\$ 659,000	
School age LS tuition	\$ 47,000	\$ 47,000	\$ 63,000	\$ 52,000	\$ 51,000	\$ 45,000	\$ 19,000	\$ 22,000	\$ 55,000	\$ 44,000	\$ 55,000	\$ 38,000	\$ 538,000	
Newfields tuition	\$ 6,500	\$ 6,200	\$ 8,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 300	\$ 2,000	\$ 7,000	\$ 7,000	\$ 9,000	\$ 6,800	\$ 72,800	
Pease Tuition	\$ 196,000	\$ 200,000	\$ 250,000	\$ 208,000	\$ 206,000	\$ 265,000	\$ 203,000	\$ 250,000	\$ 205,000	\$ 193,000	\$ 242,000	\$ 187,000	\$ 2,605,000	
<b>Total Tuition</b>	<b>\$ 436,500</b>	<b>\$ 444,200</b>	<b>\$ 557,500</b>	<b>\$ 464,500</b>	<b>\$ 459,500</b>	<b>\$ 546,500</b>	<b>\$ 384,300</b>	<b>\$ 473,000</b>	<b>\$ 464,000</b>	<b>\$ 438,000</b>	<b>\$ 537,000</b>	<b>\$ 424,800</b>	<b>\$ 5,629,800</b>	<b>\$ 5,629,800</b>
<b><u>Fees</u></b>														
Registration Fees	\$ 1,100	\$ 1,100	\$ 500	\$ 600	\$ 300	\$ 4,000	\$ 600	\$ 10,000	\$ 2,800	\$ 600	\$ 500	\$ 400	\$ 22,500	
Activity Fees	\$ 27,000	\$ 400	\$ 200	\$ 200	\$ 200	\$ 22,000	\$ 200	\$ 8,400	\$ 2,100	\$ 400	\$ 300	\$ 100	\$ 61,500	
Waitlist Fee	\$ 1,400	\$ 1,800	\$ 1,500	\$ 1,700	\$ 1,600	\$ 1,100	\$ 1,000	\$ 1,200	\$ 1,500	\$ 700	\$ 400	\$ 150	\$ 14,050	
Late Fee	\$ -	\$ -	\$ -	\$ 50	\$ 50	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 275	
Bad Check Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Fees-other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Fees</b>	<b>\$ 29,500</b>	<b>\$ 3,300</b>	<b>\$ 2,200</b>	<b>\$ 2,550</b>	<b>\$ 2,150</b>	<b>\$ 27,125</b>	<b>\$ 1,825</b>	<b>\$ 19,625</b>	<b>\$ 6,425</b>	<b>\$ 1,725</b>	<b>\$ 1,225</b>	<b>\$ 675</b>	<b>\$ 98,325</b>	<b>\$ 98,325</b>
<b>USDA</b>	<b>\$ 4,800</b>	<b>\$ 6,500</b>	<b>\$ 6,900</b>	<b>\$ 6,500</b>	<b>\$ 6,500</b>	<b>\$ 7,000</b>	<b>\$ 6,900</b>	<b>\$ 6,700</b>	<b>\$ 6,700</b>	<b>\$ 6,300</b>	<b>\$ 7,300</b>	<b>\$ 6,200</b>	<b>\$ 78,300</b>	<b>\$ 78,300</b>
<b><u>Grants</u></b>														
Grants	\$ -	\$ -	\$ -	\$ 2,000	\$ -	\$ 2,000	\$ 1,500	\$ -	\$ -	\$ 2,000	\$ -	\$ -	\$ 7,500	
<b>Total Grants</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 1,500</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 7,500</b>	<b>\$ 7,500</b>
<b>Fundraising</b>	<b>\$ 250</b>	<b>\$ -</b>	<b>\$ 750</b>	<b>\$ 2,800</b>	<b>\$ 1,000</b>	<b>\$ 3,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 400</b>	<b>\$ 14,000</b>	<b>\$ 7,000</b>	<b>\$ 800</b>	<b>\$ 30,000</b>	<b>\$ 30,000</b>
<b><u>Misc. Income</u></b>														
Bank Interest	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200	
Donations/sponsors	\$ -	\$ -	\$ 900	\$ 1,500	\$ 500	\$ 800	\$ 800	\$ -	\$ 900	\$ 14,000	\$ -	\$ -	\$ 19,400	
license Plus	\$ 800	\$ 1,000	\$ 900	\$ 900	\$ 800	\$ 800	\$ 900	\$ 800	\$ 900	\$ 900	\$ 900	\$ 900	\$ 10,500	
<b>Total Misc Income</b>	<b>\$ 900</b>	<b>\$ 1,100</b>	<b>\$ 1,900</b>	<b>\$ 2,500</b>	<b>\$ 1,400</b>	<b>\$ 1,700</b>	<b>\$ 1,800</b>	<b>\$ 900</b>	<b>\$ 1,900</b>	<b>\$ 15,000</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>	<b>\$ 31,100</b>	<b>\$ 31,100</b>
<b>Gross Revenue</b>	<b>\$ 471,950</b>	<b>\$ 455,100</b>	<b>\$ 569,250</b>	<b>\$ 480,850</b>	<b>\$ 470,550</b>	<b>\$ 587,325</b>	<b>\$ 396,325</b>	<b>\$ 500,225</b>	<b>\$ 479,425</b>	<b>\$ 477,025</b>	<b>\$ 553,525</b>	<b>\$ 433,475</b>	<b>\$ 5,875,025</b>	<b>\$ 5,875,025</b>
<b><u>Employee Expenses</u></b>														
Salaries	\$ 245,000	\$ 243,000	\$ 243,000	\$ 243,000	\$ 370,000	\$ 250,000	\$ 252,000	\$ 252,000	\$ 249,000	\$ 390,000	\$ 249,000	\$ 250,000	\$ 3,236,000	
Overtime	\$ 3,000	\$ 3,200	\$ 4,500	\$ 6,000	\$ 6,000	\$ 4,000	\$ 4,000	\$ 5,500	\$ 4,100	\$ 4,100	\$ 6,300	\$ 3,000	\$ 53,700	
Employer FICA	\$ 18,300	\$ 18,500	\$ 18,100	\$ 18,000	\$ 28,000	\$ 19,000	\$ 19,000	\$ 19,000	\$ 18,000	\$ 31,000	\$ 18,200	\$ 18,000	\$ 243,100	
Unemployment	\$ 1,800	\$ 1,700	\$ 1,000	\$ 600	\$ 800	\$ 400	\$ 300	\$ 200	\$ 200	\$ 300	\$ 300	\$ 200	\$ 7,800	
Health Insurance	\$ 30,000	\$ 33,000	\$ 34,000	\$ 31,000	\$ 30,000	\$ 31,000	\$ 31,000	\$ 33,000	\$ 35,000	\$ 35,000	\$ 34,000	\$ 36,000	\$ 393,000	
Medical Exams	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 95	\$ 95	\$ 95	\$ 95	\$ 95	\$ 95	\$ 100	\$ 1,167	
Worker's Comp.	\$ 6,100	\$ 5,200	\$ 4,000	\$ 4,000	\$ 4,000	\$ 1,700	\$ 1,800	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 41,800	
STD	\$ 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	
Medical Life	\$ 160	\$ 150	\$ 160	\$ 160	\$ 150	\$ 150	\$ 160	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 1,840	
Employee life	\$ 20	\$ 20	\$ 25	\$ 25	\$ 25	\$ 25	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 320	
Professional Development	\$ 600	\$ 2,400	\$ 3,000	\$ 1,200	\$ 1,400	\$ 1,200	\$ 1,000	\$ 1,200	\$ 1,200	\$ 800	\$ 800	\$ 400	\$ 15,200	



Food Other	\$	-																
<b>Total Food</b>	\$	24,500	\$ 17,300	\$ 22,300	\$ 20,300	\$ 20,300	\$ 20,000	\$ 22,000	\$ 22,000	\$ 21,000	\$ 21,000	\$ 21,000	\$ 18,000	\$ 249,700	\$ 249,700			
<b>Bldg/Maintenance</b>		<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>					
General Repair	\$	3,000	\$ 1,800	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 19,800				
Outdoor Care	\$	300	\$ -	\$ 500	\$ 1,200	\$ 1,400	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ -	\$ -	\$ 9,400				
Major Repairs	\$	1,500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,200	\$ 1,200	\$ 500	\$ 500	\$ 500	\$ 1,000	\$ 600	\$ 11,000				
Janitorial Services	\$	12,000	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 7,800	\$ 97,800				
Cleaning Supplies	\$	500	\$ 500	\$ 500	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ -	\$ 2,100				
Operating Expenses	\$	9,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 5,000	\$ 74,000				
Snow Removal	\$	3,200	\$ 3,200	\$ 3,200	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,200	\$ 19,000				
Rubbish Removal	\$	750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 9,000				
Pease Playground	\$	-	\$ -	\$ -	\$ 500	\$ 500	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500				
Exeter Playground	\$	-	\$ -	\$ -	\$ 800	\$ 800	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,600				
Newmarket	\$	-	\$ 300	\$ 500	\$ 500	\$ 400	\$ 500	\$ 200	\$ 200	\$ -	\$ -	\$ -	\$ -	\$ 2,600				
<b>Build/Maint. Total</b>	\$	30,250	\$ 21,350	\$ 21,750	\$ 23,125	\$ 20,225	\$ 19,525	\$ 18,725	\$ 18,025	\$ 17,825	\$ 17,825	\$ 20,325	\$ 18,850	\$ 247,800	\$ 247,800			
<b>Lease &amp; Mortgage</b>																		
Pease Center	\$	45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 45,849	\$ 550,188				
Pease Taxes	\$	3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 3,674	\$ 44,088				
Newmarket Taxes	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ 3,000	\$ 6,000				
Georgetown Loan	\$	13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 13,259	\$ 159,108				
Communit Loan Fund loan	\$	3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 3,866	\$ 46,392				
Equity Line credit	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
HEFA Loan	\$	1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 1,710	\$ 20,520				
<b>Total Lease &amp; Mortgage</b>	\$	68,358	\$ 68,358	\$ 68,358	\$ 68,358	\$ 68,358	\$ 68,358	\$ 71,358	\$ 68,358	\$ 68,358	\$ 68,358	\$ 68,358	\$ 71,358	\$ 826,296	\$ 826,296			
<b>Board of Directors</b>																		
otal Rewards & Meetings	\$	70	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 770				
Director/Officer Insurance	\$	400	\$ 260	\$ 260	\$ 260	\$ 260	\$ 260	\$ 260	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 2,960				
<b>Total Board:</b>	\$	470	\$ 335	\$ 335	\$ 335	\$ 335	\$ 335	\$ 335	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 3,730	\$ 3,730			
<b>Insurances</b>																		
Umbrella	\$	600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,800				
liability	\$	1,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 22,300				
Accident and Health	\$	3,400	\$ -	\$ -	\$ -	\$ 200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,600				
<b>Total Ins. Costs</b>	\$	5,900	\$ 1,900	\$ 1,900	\$ 1,900	\$ 2,100	\$ 1,900	\$ 1,900	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 25,900	\$ 26,500			
<b>Utilities</b>																		
Electric	\$	7,400	\$ 7,500	\$ 7,400	\$ 7,000	\$ 7,000	\$ 7,000	\$ 5,000	\$ 4,000	\$ 5,400	\$ 5,400	\$ 5,400	\$ 5,500	\$ 74,000				
Propane/Heating	\$	4,000	\$ 3,200	\$ 2,600	\$ 1,600	\$ 800	\$ 500	\$ 650	\$ 500	\$ 400	\$ 700	\$ 1,000	\$ 1,200	\$ 17,150				
Water/Sewer	\$	2,500	\$ 1,600	\$ 2,600	\$ 1,500	\$ 1,400	\$ 2,600	\$ 1,600	\$ 2,600	\$ 1,800	\$ 1,800	\$ 2,200	\$ 1,600	\$ 23,800				
Telephones	\$	600	\$ 600	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 550	\$ 600	\$ 600	\$ 600	\$ 6,850				
Internet	\$	400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 4,800				
<b>Total Utilities</b>	\$	14,900	\$ 13,300	\$ 13,550	\$ 11,050	\$ 10,150	\$ 11,050	\$ 8,200	\$ 8,050	\$ 8,550	\$ 8,900	\$ 9,600	\$ 9,300	\$ 126,600	\$ 126,600			

Total Expenses \$ 483,761 \$ 459,297 \$ 466,722 \$ 461,567 \$ 601,187 \$ 460,742 \$ 469,287 \$ 468,062 \$ 459,500 \$ 613,310 \$ 465,350 \$ 461,940 \$ 5,870,722 \$ 5,870,722

\$ 5,870,722

Revenue \$ 5,875,025  
Expenses \$ 5,870,722

\$ 4,303