

**MINUTES OF MEETING  
MUNICIPAL BUDGET COMMITTEE  
February 4, 2006**

A meeting of the Municipal Budget Committee was called to order at 9:00 AM in the Meeting Room at the Conway Town Hall with the following members present: Chairperson Melissa Stacey, Bill Jones, Randy Davison, Russ Seybold, Robert Drinkhall, Betty Boucher, Rick Paquette, Maureen Seavey, Karen Umberger, and Deb Deschenes. Also present were the Selectmen for the Town of Conway: Mark Hounsell, Larry Martin, Dave Weathers and Gary Webster; and Town Manager Earl Sires.

Chairman Stacey stated that Conway Legal Services would not be present today. Russ Seybold asked if he had rescheduled and Chairman Stacey advised that it is not coming forward this year.

Chairman Stacey stated that the MWV Vocational and Career Technical Center had invited members of the Committee for a tour of the Center on February 14<sup>th</sup> at 8 AM; an RSVP was requested.

Chairman Stacey reminded the Committee that all sidebar conversations should be kept to a minimal in order for the Recording Secretary to catch everyone's comments.

TRI-COUNTY COMMUNITY ACTION

Marge Webster, Director of Development, made the presentation to the Committee. She advised that they kept level funding and are requesting for the same amount as last year, \$12,000.00. She briefly gave the following facts to the Committee: Tri-County Community Action has spent \$602,750 on Conway citizens; funds are combined with a number of other grants/programs; had contact with 3,486 Conway citizens; processed 489 Fuel Applications.

Randy Davison stated this is an important needed assistance for the Town of Conway. One question on your budget, on line 415 of the spreadsheet "Town Funding", could you clarify? Mrs. Webster responded that they received \$12,000.00 from the Conway and \$12,000.00 from Wakefield. Randy requested a description of the new position listed on "Salary Detail" entitled "FAP/EAP Certifier". Mrs. Webster replied they now had someone in the Tamworth Office for the first time; always done in Berlin; not able to keep up with 30-day turn around; 22% increase and now are only 9 behind. Randy stated that this is a useful non-profit for the Town of Conway.

Bill Jones stated that the benefits for the "Certified" totals \$45,740.00; are benefits included. Mrs. Webster stated that health insurance, dental, 403(b) - up to 5% of salary. Bill asked what type of health plan and Mrs. Webster replied with Blue Anthem; they have 260 employees and they are grouped together to help lower costs.

Larry Martin stated that of the 489 fuel assistance applications, how many were approved? Mrs. Webster stated that all applications were approved.

Mark Hounsell asked what percentage of the overall applications were denied. Mrs. Webster replied that she didn't have that figure. Mr. Hounsell asked if there was any federal assistance anticipated. Mrs. Webster stated that \$10,000,000.00 was passed with \$7,000,000.00 fuel assistance and \$3,000,000.00 for electrical assistance. Mr. Hounsell further stated that as of this date neither state or federal funding has been received and Mrs. Webster replied "no"; fuel assistance ends April 30<sup>th</sup>.

Bob Drinkhall asked about the requirements for winterization. Mrs. Webster stated that winterization stays at 150%. In Conway, Tri-County did \$77,924.00 and the waiting list is extensive. People have been on the list for up to 10 years. If you find someone with no windows, they go first.

Bill Jones asked if winterization/repairing of a building being rented was included. Mrs. Webster stated that whether they own or rent, if winterization is needed they will get it, although they will try the Landlord first.

Betty Boucher stated that on line 560 "Equipment", budgeted for \$1,200.00 for 2005; nothing requested for this year. Mrs. Webster replied that was if something broke down; presently they have new equipment. Larry Martin asked if the equipment was under warranty and Mrs. Webster replied "yes".

There being no further questions, Chairman Stacey thanked Mrs. Webster for coming in.

#### STARTING POINT

Suzette Chaine, Executive Director, made the presentation to the Committee. Ms. Chaine began by stating that she had compiled information for the Committee and passed same out to the members. Ms. Chaine began with some facts: 132 victims with 32% of services provided to Conway residents; sheltered 12 families. They are requesting \$2,886.00 this year, which is an 11% increase. The increase represents an attempt to make up for 11% of State funding lost.

Randy Davison asked how many employees they had. Ms. Chaine stated that there were 5 full-time employees. Randy further asked about the 11% increase. Ms. Chaine replied that they requested 11% from all of the towns that they serve. Randy stated that Starting Point is getting a tax exemption of \$5,800.00, are you going to be writing less grants? There seemed to be a decline in grants; you had \$10,000.00 proposed for 2005, actually received \$7,971.00 and are proposing \$2,500.00 for 2006. Ms. Chaine stated that the Board of Directors only allow her to use funds received. As of January 1<sup>st</sup> she only had a private grant

funding of \$2,500.00 and for another \$10,000.00 they haven't heard from.

Mark Hounsell stated that the explanation was excellent; fundraising still optimistic. Ms. Chaine stated that they were very close to meeting their fundraising goals.

Russ Seybold stated that some of the money actually arrived in 2004 and 2005 and some got allocated to 2004 from 2005; grants of \$2,500.00 only money received in the end? Ms. Chaine stated that they did have a commitment.

Betty Boucher stated that next year she would like to see a breakdown on what other town's are being asked. Betty further asked for a clarification of the Board of Director's Expense of \$1,500.00. Ms. Chaine stated that is for insurance, training for the Board, retreat every two years.

Rick Paquette stated that there is a line of "In Kind Donations" and requested an explanation of same. Ms. Chaine stated that they have 35 active volunteers that provide services. Volunteers must do 30 hours of training. They assign each volunteer \$12.00 per hour in kind.

Chairman Stacey asked about other donations and Ms. Chaine stated from other people. Chairman Stacey further asked if they were still going to have Riverstone Pastries do some of the fundraising and Ms. Chaine replied that they were.

Bill Jones stated that in "Travel", budgeted \$13,000.00 and over spent by \$1,923.00; but for 2006 budgeting for \$11,000.00, why. Ms. Chaine stated that when they lost 11% of their funding the office in Ossipee is only staffed 4 days a week. Office in North Conway staffed 5 days and the office. Bill further asked where are your people now? Ms. Chaine replied in the North Conway Office.

David Weathers stated to Ms. Chaine that your agency is the first contact for victims. Do the police call, hospitals? Ms. Chaine replied that he is correct and at District Court when restraining orders are involved, police officer that responds to a domestic violence call, has to make referral to Starting Point. Others just call themselves after family or friend are involved. Quite a bit of walk-ins. Mr. Weathers further asked if that is so important, why cut 11%?

Randy Davison stated that he would like to see a breakdown of other towns; Conway doing more than their fair share. Ms. Chaine stated that she actually had the numbers with her. Randy further asked whether all towns were asked by Starting Point. Ms. Chaine replied that everybody but Chatham.

Mark Hounsell stated that he was satisfied with the numbers in the budget. This agency is great in its services, in its ability to provide that service and you should be commended for that. You have my support; keep up the good work.

Betty Boucher requested an explanation of "Office/Program Supplies", \$4,600.00 was budgeted, but actual was \$6,642.00, then you go back down to \$2,650.00. Ms. Chaine stated that they had to make a decision what and how to allocate.

Bill Jones stated that he would like an explanation of the Special Grant for \$22,500.00. Ms. Chaine replied that grant is money for mental health services for victims and can only be spent on that. Bill asked if this was a one-time grant and Ms. Chaine replied yes. Bill further stated that the funds would not be there next year and Ms. Chaine replied that he was correct.

Ms. Chaine asked about the requested breakdowns and Chairman Stacey advised that same could be forwarded to Karen Hallowell. There being no further questions, Chairman Stacey thanked Ms. Chaine for coming in.

GIBSON CENTER FOR SENIOR SERVICES, INC.

George Cleveland, Executive Director, made the presentation to the Committee. Mr. Cleveland began by stating that 2006 is the year of the baby boomers and he is expecting things to get busier; they are very close to serving their 1,000,000 meal; a lot of agencies are using the Center for meetings, keep rental fees as reasonable as possible.

Russ Seybold stated that on the Fundraising Coordinator just looked at cost and looked at what fundraising brings in. Can that be leveraged more? Mr. Cleveland responded that the Fundraising Coordinator is actually 25% in that position. Also includes Thrift Shop, responsible for volunteer coordination, have other aspects such as putting out the newsletter. More than just fundraising. Russ further stated that he appreciated the way Mr. Cleveland noted things.

Karen Umberger asked if this money is just for the meals. Mr. Cleveland stated meals and transportation, can keep accurate details on meals and transportation.

Bill Jones stated that the health insurance is \$8,020.00; is this new this year? Mr. Cleveland stated "yes", insurance went up 33%, probably the most difficult budgetary moments we have had. We were 90/10 for employee; employee pays 100% for any family member, decreased to 80/20; dental is 50/50. Bill asked about the deductible and Mr. Cleveland advised that it had gone up.

Randy Davison asked in "Travel and Lodging" overspent by \$500.00; budgeting for \$1,200.00. Mr. Cleveland answered that every year he attends an annual conference and the expenses went up this year considerably, but are going back down. More people have been putting in for mileage, currently at \$.32 per mile. Randy further asked about the SLL Management Fee, how does that work? Mr. Cleveland responded that SLL doesn't figure in the budget for Conway at all and is being a

completely separate corporation. Any appropriation from the Town of Conway is going directly to meals and transportation.

There being no further questions, Chairman Stacey thanked Mr. Cleveland for coming in.

VAUGHAN COMMUNITY SERVICES, INC.

Karen Umberger, Board member, gave the presentation. Mrs. Umberger began by advising that they had a new director, Christine Diaz. Mrs. Umberger gave a brief explanation of what they do: 3 years ago they took over the Food Bank for the Town and through September of this year 533 people have been served, average between 20 and 40 households per month; have run WMWV Food Drive; at Thanksgiving time distributed 49 baskets; had 66 people attend a meal at the Church during Thanksgiving; at Thanksgiving took over for Gibson Center and delivered Meals on Wheels; at Christmas time they were able to provide 12 food baskets. The Food Bank is staffed by volunteers.

Mrs. Umberger introduced the new director, Christine Diaz and advised that Ms. Diaz is in a interim position working 24 hours a week. Mrs. Umberger brought the "Personnel" line of \$25,134.00 to the attention of the Committee and explained that the past Director left and they were able to reduce that particular line. At this particular time, they are not paying any health insurance. When Ms. Diaz was hired, health insurance was not offered.

Larry Martin asked about the drop of about \$8,500.00. Mrs. Umberger stated that when the previous Director turned 60 her previous employer took over her health insurance. Bill Jones asked if that was the reason for the drop in employee benefits and Mrs. Umberger replied "yes". Bill Jones questioned why they were still budgeting \$25,134.00 for an administrator. Mrs. Umberger stated that their budget runs from September 30<sup>th</sup> and the previous Director was still an employee. The salary detail needs to be adjusted.

Betty Boucher stated that under "Expense" budgeted \$695.00 and were over budget. Mrs. Umberger explained that "Other" an attempt to comply with the form. This year we made some adjustments considered "Other" like depreciation expenses which were not there in the past. Betty further asked about other towns. Mrs. Umberger stated that basically everything they do and the financial monies stay in Conway.

Larry Martin stated that there was basically under fundraising expenses of \$4,000.00 this year. Mrs. Umberger stated that fundraising was primarily Jen's Friends Golf Tournament. This was another one of the accounting problems they were working on to reflect which costs associated with various fundraising activities. Budgeted a small amount in the past.

Randy Davison stated that he had no concern with the program at all, supported by the Town. Although he was confused with expenses and

income. Mrs. Umberger stated when you budget, you have to show an expense as well as income. We are saying no expenses last year. The \$7,945.00 was what we received and it should be up at the top.

Betty Boucher stated that \$900.00 budgeted for the Food Pantry; is the \$3,000.00 being requested going for the Food Pantry. Mrs. Umberger replied that some of it is, some for other services provided. Basically what really occurs is a majority of the food for the Pantry is donated. During summer participate in Green Farmer Program, we participate with USDA to obtain meat, rice and things they provide. Sometimes we need to provide milk and between the Town contribution plus donations, we are able to meet those needs.

Russ Seybold asked why show grant as income and expense. If there was fundraising for grant writing cost then I would understand. Mrs. Umberger stated no expenses with grant writing. Last year we received an upgrade for one of our rooms in the Reverence For Life Building, \$7,495.00, new flooring, painting and that sort of thing. Russ further asked if it went for capital expense and Mrs. Umberger responded "yes".

Maureen Seavey stated that if it was capital improvement, it should be under expenditures where you expend it. Mrs. Umberger replied that depreciation under "Other". Maureen further asked whether they owned the building. You can name an expense anything. If you don't own the building, have an accountant create that account.

There being no further questions, Chairman Stacey thanked Mrs. Umberger for the presentation.

VAUGHAN COMMUNITY SERVICE, INC. d/b/a  
NORTH CONWAY DAY CARE CENTER

Jackie Howe, gave the presentation. Ms. Howe advised that the program has been in existence since 1972; now licensed for 13 months through 13 years of age; have 82 enrolled with 68 being from Conway; seeking funds for scholarship to use for families at risk; served over 2,000 lunches and over 3,000 snacks.

Randy Davison stated historically the Town has supported this. Does the Town of Conway owe you funds? Ms. Howe responded that the funds are pro-rated for the year from October 1<sup>st</sup>. Randy proceeded to state that it looked like they should be receiving additional funds. Earl Sires stated that the Town gave the total amount during their budget year.

Betty Boucher stated that in grants, budgeted \$4,000.00, received \$843.00. Ms. Howe responded that was potential for the possibility of a grant. Money received for a stove and freezer. Betty asked if that was expenses and Ms. Howe replied that was correct.

Russ Seybold asked if you buy the stove and freezer, who owns it. Ms. Howe stated that the Church does. Russ further asked if it was given to the Church and Ms. Howe replied that Vaughan is an arm of the Church. Karen Umberger stated that the Church owns the building and has agreed through Vaughan to have a Day Care. The mortgage line is not really money, because we don't charge them rent and everything. Ms. Howe stated that if that figure was real, she probably wouldn't be here today but that they do assist in costs of the building.

Betty Boucher stated that several years ago some clients were not paying; has anything been collected from clients who do not pay. Ms. Howe replied that you always have a small percentage not collected; in the process of a new policy with the new coordinator.

Rick Paquette stated that he did not know enough about the program, but he did understand supply and demand; who is the #1 competitor for your services here in the Valley. Ms. Howe stated that there isn't enough day cares; there is Children Unlimited, Cornerstone Kids, a couple of licensed homes and some unlicensed care givers. There is still not enough. After school programs, not enough child care for young. Both Recreation Centers have improved their programs for the summer; there is sports.

Larry Martin asked Ms. Howe how long she had been doing this and she replied since 1972. Larry further stated that it looked to him like they were level funding and Ms. Howe replied that they are trying to be very affordable for the families.

Betty Boucher asked how many other towns do they go to and Ms. Howe replied that they did not go to other towns.

There being no further questions, Chairman Stacey thanked Ms. Howe for coming in.

MT. WASHINGTON VALLEY CHAPTER - AMERICAN RED CROSS

Greg Garrick, Executive Director, and Dan Jones, Board Secretary, gave the presentation. Mr. Garrick began by stating the Red Cross has been here for over 70 years; that over previous years the Town has been very generous by providing them with a building for many years. They are in a transitional year, former management staff left in March, hired an Office Manager in March and he was hired on January 2<sup>nd</sup>. Dan Jones proceeded by stating that the Board is very enthused and anxious to get stronger and get Chapter involved in the community. They have a new classroom for training more people. Everyone should know First Aid and CPR. Very successful relationship with Greater Manchester - had 9 Blood Drives, provided emergency services to families locally. Every year request funding; same area as SAU 9; request based to some extent on population. 15% of budget comes from the Town.

There was a long discussion on the National Assessment paid to the National Red Cross and what they are or are not doing and how that affects the local Chapter.

Dan Jones stated we are a necessary entity in this Valley. We feel we still have a lot to do. Chapter has started offering more programs for. Need to go to the schools to teach First Aid. Our budget is primarily for the local offering.

Greg Garrick stated there are web sites you can go to. We had 11 families up here from New Orleans area in September and provided housing, food and clothing for \$9,000.00. Reimbursed by the National Red Cross. Of those 11 families, two or three are still in the area.

Bill Jones stated that on the salary detail, set salary with benefits full time? Mr. Garrick said "yes". Bill Jones further asked that in the job description for Office Manager at \$24,000.00, no benefits? Mr. Garrick stated yes with benefits it is \$24,000.00.

Bill Jones congratulated Mr. Garrick on his position. Bill further stated he would appreciate receiving a job description.

Larry Martin stated that three years ago they stopped supporting swim lessons; have a problem handing over \$8,000.00 considering abundance in reserve with National; 50% increase in salary because no director before or increase in pay. Mr. Garrick stated they had 15 staff members and yes, greater things are expected of him. The Office Manger is now full time. After the fire and after the Chapter Manager left in March, nobody there at all. Right now still not caught up; trying to get the Chapter back together. Based on a fiscal year, July 1<sup>st</sup> to June 30<sup>th</sup>, his challenge is to find more money.

Dan Jones stated that they didn't originally handle the swim lessons; stepped in one year when the Town couldn't and asked to do it for one year. Mr. Garrick stated that the Red Cross does train the Life Guards.

Randy Davison stated that last year's vote was confusing, was not supported by Selectmen; he had a concern with the national organization. What keeps a Chapter open and where do services come from. Mr. Garrick responded that a Chapter stays alive because of local Board and town. Funding from other towns is \$6,600.00, the lion's share is from Conway. Bartlett and Tamworth over \$1,000.00, Chatham \$290.00. Used to be a Chapter in Coos, Great White Mountain Chapter, providing Colebrook, Errol and other surrounding towns. That could happen here. If this Chapter closed, it would be handled out of Concord with not the same level of service. Can be done, but wouldn't advise for it. This is a really good period for the MWV Chapter to see if they can raise money and get functioning again. Randy stated to Mr. Garrick that he mentions a lot of money through all 9 towns. Who sent that to national or were is that in your budget. Mr. Garrick responded that the money was ear marked; doesn't appear in the budget. We have

to account for it, but it is not in our budget; it is accounted for differently.

Mr. Garrick stated that March is National Red Cross Month. There is a newsletter coming out that will state how generous the Valley has been. Not ready for this budget season per se, but it is what it is.

Betty Boucher requested that next year a breakdown be given on what each town gives. Larry Martin stated it is listed. Betty asked whether they have a sliding fee scale for CPR and First Aid classes. Mr. Garrick responded I don't believe so; cost is \$30.00 per class; recertification is only \$20.00; for both CPR and First Aid it is \$45.00.

Karen stated the tax money should stay locally, but when it is no longer staying in the Valley, I have a problem. Dan Jones responded that there really is no change; that portion is a requirement for being a Chapter of the Red Cross. 100% of the dollars has never stayed here. That is the only thing that goes out, all else stays here. Must pay staff. Had 16 families that needed.

Dave Weathers stated that most important is to work with the local community to prepare for a disaster in this area. Dave stated my point is work locally; we have to take care of ourselves. Mr. Garrick responded with "Prepare, Prevent and Respond".

Deb Deschenes stated if you didn't receive money from the Town, what would the impact be on the program. Mr. Garrick stated it would mean more money he would have to raise. 15% is a sizeable chunk. I don't know. We have to respond to families that need our help, need to respond to armed forces. I don't know where we would suffer.

Bob Drinkhall asked if insured. Mr. Garrick responded insured through the National Assessments. Bob asked about health insurance, is it through employment. Mr. Garrick stated they underwrite and fund a portion of it. No program from the Red Cross.

There being no further questions, Chairman Stacey thanked Mr. Garrick and Mr. Jones for coming in.

#### NORTH CONWAY COMMUNITY CENTER

Deryl Flemming, president, and Ryan Sommer gave the presentation. Ms. Flemming began by thanking the Committee for letting them be heard. Mr. Sommer advised that things happening. Major changes with summer program. Looking at starting a program for middle adults ages 40 - 65. Looking to add programs and be financially responsible; in the red each year for the last 4 or 5 years; not going to run in the red any more.

Betty Boucher stated she was trying to make sense of the cost of goods sold. Mr. Sommer responded that was for fundraiser, food, paper goods,

utilities, etc. They used to take it off the fundraising, but should be in the budget. He stated there are going to be a lot of adjustments. Betty further asked about the \$1,400.00 Volunteer Program Expenses. Mr. Sommer stated that is used for plaques, gift certificates.

Randy Davison stated he was confused about the Employee Benefits; budgeted \$4,500, actual \$2,574, but asking for \$8,000. Mr. Sommer replied that they don't provide insurance; he gets it through his wife. The \$4,500 original under agency insurance, Carol had insurance. Randy questioned Travel and Lodging and car insurance. Fundraising line actual \$2,000.00, expense \$14,131, budgeting \$12,000 for this year. Mr. Sommer replied that the \$12,000 is cost of goods sold: Snack Bar at the playground and prizes for the holiday programs. Randy further stated that fundraising income is projected less. Mr. Sommer stated they moved fundraising around. In the revenue expense line fundraising includes the Bunny Express and other events. Randy proceeded with questions on Salaries: Assistant Director, how many hours worked. Mr. Sommer responded that the Assistant Director works 8 AM to 4 PM; he is usually there 8 AM to 5 PM. He is a hard worker.

Mark Hounsell stated last year asked for \$70,000, now asking for \$75,000. You have revenue of \$172,000.00, expenses of \$166,000.00, why not level. Asking for \$75,000.00, why should we support an increase. Mr. Sommer replied many of the outdoor programs are weather permitted. If I lose an event, I am back in the red; gives me a cushion. Mr. Hounsell stated last year's budget presentation of \$70,000 proposed bottom line of \$159,000.00. Mr. Sommer replied I have a couple of new fundraisers and we are changing the summer day camp hours to 8 AM to 4 PM, 9 week program, with Friday being field trips. Day camps will be better, stronger. Mr. Hounsell stated I think you would have been wiser to have asked for \$70,000.

Chairman Stacey stated they are asking the Town for \$89,204.00.

Discussion followed on the building, who the owner is, what is owned by who.

Betty asked about the building contract. Mr. Sommer stated that was for the building of the building that was written on a grant. Betty further asked who keeps track of the children. Mr. Sommer stated that during the summer a parent always signs in and they do a roll call at 10:30 AM, Noon and 2:30 PM; then a parent signs the child out. Betty asked what programs are you and the Town working together with. Earl Sires stated there continues to be dual programs; there are some joint programs. I don't believe the situation has changed; nothing done recently to consolidate. Mr. Sommer responded that he and John Eastman have met several times to work on programs that will benefit Conway and North Conway, doing inter-leagues.

Larry Martin stated that he would have liked to see growth instead of stagnation. Mr. Sommer stated John and I are trying to work together. He is going to help me with events and I am helping him with events.

Mark Hounsell inquired about the Charlie Sprague fund; how much is in it. Mr. Sommer stated the Charlie Sprague Fund was set up to replace deficits. Ms. Flemming stated program enhancements is the purpose of it. If they take from it, they have to give it back. The fund is set for a particular function, available to do particular things.

Maureen Seavey asked about the use of the Charlie Sprague Fund. Ms. Flemming stated they did make a donation to the Community Center for a program.

Mark Hounsell stated he supported the Community Center because he supports neighborhoods. What the North Conway Community Center has not done is demonstrate a need. Mr. Sommer stated in justifying the need, we were \$12,000 in the hole and didn't lose an event. I will be \$5,000 in the hole and will have to take from the Charlie Sprague Fund. He came to a budget that was over spent to begin with.

Bill Jones stated by looking at the figures, he would support \$70,000, but not \$75,000, I intend to make a Motion for \$70,000.00.

Dave Weathers stated he had a problem with the increase. Even though he sees progress, there is room for improvement. There is a convenience factor for folks to use that Center, but he did have a problem with the increase.

Russ Seybold stated that he sees the need for two locations.

Karen Umberger stated that she didn't agree with having an adult program, would rather see focus on some other program. She further stated that from what she was hearing, they had between now and February 15<sup>th</sup> to reduce their request for \$70,000.00 and if that did that, they would probably have a better recommendation.

Chairman Stacey stated that she would have a hard time supporting. Only solution comes with everybody reporting to one person with no overlapping of services. She asked that they give her something to support. Ms. Flemming responded for the \$84,000.00 you get more than one program. I think that you will see duplication even if under one person. We do a lot of fundraising. Chairman Stacy stated she understood, but eventually there needs to be one separate entity that this Town is supporting. We are going to have to cut somewhere.

There being no further questions, Chairman Stacey thanked Ms. Flemming and Mr. Sommer for coming in.

#### EASTERN SLOPE AIRPORT AUTHORITY

Earl Sires and Martina Darveau gave the presentation. Mr. Sires gave a background on the Airport. Until early 1990's, the airport was included in the budget of the Town. Early in 1990's, Town put as a separate article.

Ms. Darveau stated with no funding from the Town, airport does not directly impact you. Operations in 2005 over \$2,000,000 contributed. She observed Conway was below average for unemployment, and 80% of the economic growth is tourism. Want to increase manufacturing, runway is not long enough for small jet. Contribution is 95% comes from federal, 2.5 from State and 2.5 would be locally. Their goals are to create a larger terminal and promote airport to improve the airport to attract more business.

Randy Davison stated this was defeated last year; recommended it but the people of Conway voted no. People don't support this. The Airport Authority needs to sell it to the voters. Ms. Darveau stated we are trying to do that. Earl Sires stated the amount requested is a Board decision.

Mark Hounsell stated not in full support of this. I don't think it should be non-profit. Should be in Conway's Operating Budget. This is an important but of the growth of this community. Rick Paquette asked the reason this was not in the Town Operating Budget. Mr. Sires responded that the previous manager decided to put on as a Warrant Article to reduce the Operating Budget.

Discussion followed on the eligibility of the Airport Authority to have non-profit status versus being in the Town's Operating Budget.

Randy Davison stated the Budget Committee voted 7-5-0 and it still went down.

Randy Davison asked if this doesn't go through are you still going after the \$480,000. Ms. Darveau stated the airport will still be there, but not able to improve; not able to use the increase of business in this area.

There being no further questions, Chairman Stacey thanked Mr. Sires and Ms. Darveau for coming in.

CHILDREN UNLIMITED, INC.

Jackie Sparks gave the presentation. Ms. Sparks began by stating that they are asking for \$300.00 more than last year. They lost state funding over the last 3 years in upwards of \$89,000.00. They served 55% of the Conway citizens; all towns have increase.

Betty Boucher stated she supported doing the same as all other towns. Ms. Sparks replied the Town abatement is slightly above that; some towns had more increase based on formula. Betty further asked whether they receive Speech and Language money from the schools. Ms. Sparks replied not with this program; at 3 the school takes over. Betty requested a breakdown of what each town pays.

Russ Seybold stated State mandate, early intervention program, but cut funding. Ms. Sparks stated they did it for every program. Actually had

a couple of years to prepare for these cuts. Russ asked how do you fight that. Ms. Sparks replied decrease hours, let some people go; we see a lot of children for such a small program.

Karen Umberger asked how do you manage with the loss of \$37,000.00? How are you making that up? Where is that coming from if you are not doing fundraising? Ms. Sparks replied if you look at actual budget for 2005 handed to you, the state actually calculated what our expenses were. What we have done is actually cut hours of staff; didn't take travel reimbursement for awhile, reduced part-time Speech Pathologist, 1 person working early Intervention.

Betty Boucher stated on "Educational Training" nothing budgeted for 2005, spent \$4,047.00; telephone budgeted \$100.00, spent \$2,695.00. Can you explain. Ms. Sparks explained that the 2005 actual budget was sent by the State. The \$4,047.00 for the educational and training are all educational supplies. Have done some fundraising, written small grants.

Chairman Stacey asked whether they contracted with Region I for age 0 to 3 services. Ms. Sparks replied that as of January 1, 2006 they were under Region I; not going to lose anything under that.

Karen Umberger asked if this budget was only for 0-3 program and Ms. Sparks replied yes.

There being no further questions, Chairman Stacey thanked Ms. Sparks for coming in.

#### WHITE MOUNTAIN COMMUNITY HEALTH CENTER

Patricia McMurray, Executive Director, and Judith Towne, Business Manager gave the presentation. Mrs. McMurray stated that they have a sliding fee scale for under and uninsured patients. They ask 14 towns for funding and 4 towns in Maine. Conway residents visits increased 14% this year. The amount requested less than 20%; \$113,000 in free services; \$1,000 free emergency medications; saved medication bridge program; purchased and updated computer. The Memorial Hospital provides building rent free.

Randy Davison stated there was a real confusion and did the Memorial Hospital pay taxes on the building. Chairman Stacey advised they did not. Randy further stated there is a line stating it is an exemption. Selectmen did not recommend, but the Budget Committee did 7-2-3; vote was 680/622.

Randy Davison stated Conway is 44% of the visits; we pay more than the other towns combined. Ms. McMurray stated reason dental hygienist only in Conway schools; community educators in Conway schools. Randy requested a breakdown of what other towns' pay.

Randy Davison stated that it sounds like the facility is a good exemption. Rick Paquette stated do you have a demographic of the elderly, children terms. Ms. McMurray stated they see less of the healthy; have active pre-natal program and pediatrics. A lot of family planning. Adults for physicals; Medicaid for prenatal program; Healthy Kids are mostly pediatrics; adults either sub pay or insurance; same with families; 60% are under the age of 21; 20% between the ages of 21 and 39; and 20% for over 40. Generally 40% under 21, 44% for 21 and 39; and 16% for over 40.

Betty Boucher questioned the Bad Debt Provision of \$34,935.00 going down to \$15,293.00. Mrs. Towne explained that is a bad debt purchase percentage of sub pay that are owed that you assumed you will have to write off; expectation is that they will be writing off \$15,000.00. Betty further asked about \$44,000.00 in consulting. Mrs. McMurray stated they applied for federal grants but did not get grant which cost them \$44,000.00 out coverage and did come out of funds. Betty questioned Miscellaneous and Interest. Mrs. Towne stated that Miscellaneous income is small fee for medical records, work study, funds from Huggins and Memorial, basically whatever miscellaneous income is received.

Bill Jones asked about the executive management staff of 5 full-time, would like to see a breakdown of salaries.

Karen Umberger stated she needed each individual salary and the benefits for everyone. Are all receiving health care.

Bill Jones stated 1 full-time dental hygienist showing \$49,400 for benefits of \$13,943. Why? Mrs. McMurray stated family health insurance. Bill stated health insurance ratio and Mrs. McMurray responded that it is tiered by length of employment: 100% over 10 years.

There being no further questions, Chairman Stacey thanked Mrs. McMurray and Mrs. Towne for coming in.

#### LOON PRESERVATION COMMITTEE

Harry Vogel, Executive Director, gave the presentation. Mr. Vogel advised that they were created in 1975 because of a decline in the loon population; restore or replace as an indicator of environmental quality; encourage greater understanding of their work. Loons have more than doubled in population, but still a threatened species. Conway Lake has loons, reproductive failure; increase amount of monitoring.

Karen Umberger stated one of the issues last year was the fact you did not have specific program to benefit Town of Conway. You have indicated we have 3 loons. The \$500.00 you are asking the Town for, what do you specifically plan to use it for? Mr. Vogel advised they have a Field Biologist count the loons, 12 volunteers on Conway Lake

floated signs, would like to step up efforts, more outreach, more assistance. Handing out non-lead sinkers to residents. Karen further asked if lead sinkers used a lot in the State and Mr. Vogel advised yes there are.

Betty Boucher asked that on "Other" they have \$76,744.00, what is that for? Mr. Vogel stated that is generally Gift Shop sales. Betty further asked how many other towns are they approaching. Mr. Vogel replied somewhere in the neighborhood of 8 to 10 towns. Betty requested a breakdown on what each town is being asked. Betty further asked if they get help from Fish and Game. Mr. Vogel stated that they are currently working on a contract.

Russ Seybold stated relatively small request and were they looking for \$500.00 to be the token contribution on an ongoing basis and Mr. Vogel replied yes. Russ further stated basically a token fixture but next year if here \$500.00 for exposure and an educational process. Mr. Vogel replied that in a sense it is a token, but then again money is hard to raise. It will pay for a week of having a Field Biologist on the Lake.

Randy Davison stated that at some point this Article was zeroed out. Is most of your funding through the federal government? Mr. Vogel responded that most of it is and through a membership foundation.

Chairman Stacey asked if the \$500.00 specifically would go back to Conway and Mr. Vogel replied yes. Chairman Stacey stated if a school called wanting a demonstration would you do it? Mr. Vogel replied certainly; we do charge \$100.00.

Bill Jones stated in fundraising expenses actual amount spent was \$10,500.00, but don't see anything coming in, no income. Mr. Vogel stated printing and publishing go under fundraising. Bill further stated spending money when no income, "Other" \$104,893. Mr. Vogel stated that is store sales.

There being no further questions, Chairman Stacey thanked Mr. Vogel for coming in.

CONWAY VILLAGE AREA CHAMBER OF COMMERCE

Margie MacDonald, president, and Tom Kugel, treasurer, gave the presentation. Mrs. MacDonald clarified that they were not the Mt. Washington Valley Chamber of Commerce. They are located south of North Conway. They run annual Christmas Tree Lighting, the Chili Cook Off. Mrs. MacDonald further stated that she would like to address the budget by stating that they changed the fiscal year and what we have is only a 10 month year.

Karen Umberger asked what the fiscal year was and Mrs. MacDonald advised July 1 to June 30.

Chairman Stacey asked Randy for the numbers. Randy advised that the Selectmen do support; not recommended by the Budget Committee last year with 6-6-0; 545/754 voting result.

Betty Boucher asked about the Equipment and Maintenance and fundraising expenses. Mrs. MacDonald stated that they just started; they pay Mt. Washington Valley Chamber \$5,000.00 for the use of the volunteers. They had to pay for name tags; volunteers are not free. Equipment and Maintenance was a new computer and maintaining program. They have used area businesses in the past, but have tapped everyone out advertising for events.

Karen Umberger stated that the issue has always been to support the Information Booth. What is the \$3,000.00 going to go for?

Karen further stated last year issues with organization. Mr. Kugel stated they have always been supported by you guys; are not in with the Mt. Washington Chamber which is healthy; feel why should we support these rich people. We run Booth for the community; we are a tourist destination. Have asked for \$3,000.00 to provide information.

Rick Paquette asked if he did not belong to the Chamber would he be able to advertise. Mrs. MacDonald stated for \$250.00 per year.

Karen Umberger stated that she had a hard time understanding if Town is giving you money, we shouldn't be excluded. Mrs. MacDonald stated there are two levels of membership. Karen asked about donations and contributions from the Rotary Club to help, where is that accounted for. Mrs. MacDonald stated under event; fundraising for the events. Mrs. MacDonald further stated that 70% of the budget is from membership.

Betty Boucher stated the building property was owned by the State. If state takes the land, where would you go? Mrs. MacDonald replied that she did not know. Mr. Kugel stated that State has no interest in the land at this time.

Chairman Stacey commented that Conway Area Chamber of Commerce only supported 90%. Mr. Kugel stated that Albany has some of that in there.

There being no further questions, Chairman Stacey thanked Mrs. MacDonald and Mrs. Vogel for coming in.

#### BIG BROTHERS BIG SISTERS OF NORTHERN NH

Linda Lamirande, Director, and Hanna Billington, Carroll County Mentor Coordinator, gave the presentation. Ms. Lamirande stated that they have served 20% to 22% of Conway children. A big bulk is personnel requirements; strict guideline for programs; part of national organization; liability coverage underwritten by national affiliation. They are asking one other town for contribution.

Karen Umberger stated you are part of Tri-County Cap, sponsored by Tri-County. Ms. Lamirande stated the tax identification is non-profit under Tri-County Cap.

Maureen Seavey asked how many towns are covered. Ms. Lamirande stated they cover 104 towns. She further stated that they are also applying to Berlin as a lot of money is going away. Maureen further stated that no other towns out of 104 are being asked. Why? Ms. Lamirande stated there are only so many hours in the day. Looked at where the most kids are being served.

Bill Jones stated in Equipment Maintenance, expended zero; why an increase? Ms. Lamirande stated new software, new equipment.

Betty Boucher asked about putting a child with an adult, what standard do you have. Ms. Lamirande stated they are in every town in New Hampshire. National standards are site based or supervised. Community based program is an adult with child out on their own. Betty further stated that nothing is being budgeted for Mortgage/Rent, why? Ms. Lamirande stated that rent has gone to another program as it has more money. Betty further stated Lodging and Travel budgeted \$12,000.00, spent \$7,566. Ms. Lamirande stated that the cost of gas is limiting travel. There is a lot of things that have come down. You can't spend, if you don't have it; less staff.

Bob Drinkhall asked what portion of the benefits for health insurance, what is the percentage? Ms. Lamirande stated she thought 80/20 for employees and employee pays 100% for family.

Maureen Seavey asked how many matches had been made in Conway. Ms. Billington responded that there are 5 for the school based. In the Spring there will be about 30 group mentoring.

There being no further questions, Chairman Stacey thanked Ms. Lamirande and Ms. Billington for coming in.

#### OTHER BUSINESS

Karen Umberger stated that copies of the ambulance proposals are available downstairs for anyone wishing to have a copy.

The meeting was adjourned at 3:16 PM by Chairman Stacey.

Respectfully submitted,

Iris A. Bowden, Recording Secretary