



easterseals

Camp Sno-Mo

**Sponsored by the New Hampshire
Snowmobile Association**

Summer 2018



Making an impact, together.

Dear Friends of Camp Sno-Mo,

Thanks to support from the New Hampshire Snowmobile Association and others donors, Camp Sno-Mo just keeps getting better!

In the following pages you will discover what makes Camp Sno-Mo so special to the 119 campers who spent an exciting week at camp this summer. Some campers spent two or more weeks at camp, which accounts for the 170 camper weeks that we reported for 2018.

With your help, we break down barriers, dispel stereotypes, overcome obstacles and challenge perceptions about kids with disabilities and their potential.

We are proud to share with you the impact of your generosity and also report on some exciting new developments for summer 2019.

Easterseals Camping and Recreation Services, including Camp Sno-Mo, are a team effort and we can't thank you enough for everything you do that helps us to provide this unique experience for the children and youth we serve. Here's to another great year!

Best Wishes,



Robert Kelly
Regional Director Camping & Recreation



Camp Sno-Mo at a Glance

All Abilities. Limitless Possibilities.



The Footprint of Your Generosity

- This past summer we served 119 campers from 49 towns across NH, in addition to other Northern New England states.
- Staff came from the U.S. and 6 other countries. One counselor from Wales said, “Thank you for another amazing summer! The experience of being on staff has really impacted my life. Camp will always and forever be a place of happy memories.”

A Trusted Partner

- Camp Sno-Mo is sponsored by the NH Snowmobile Association. Last year alone, the Association raised \$104,145 to support Camp Sno-Mo.
- An additional \$40,452 was raised by 36 donors including corporations, foundations and individuals.
- Camp Sno-Mo works closely with the Boy Scouts of America Daniel Webster Council to create life-changing experiences for our campers.

What Parents & Campers Say

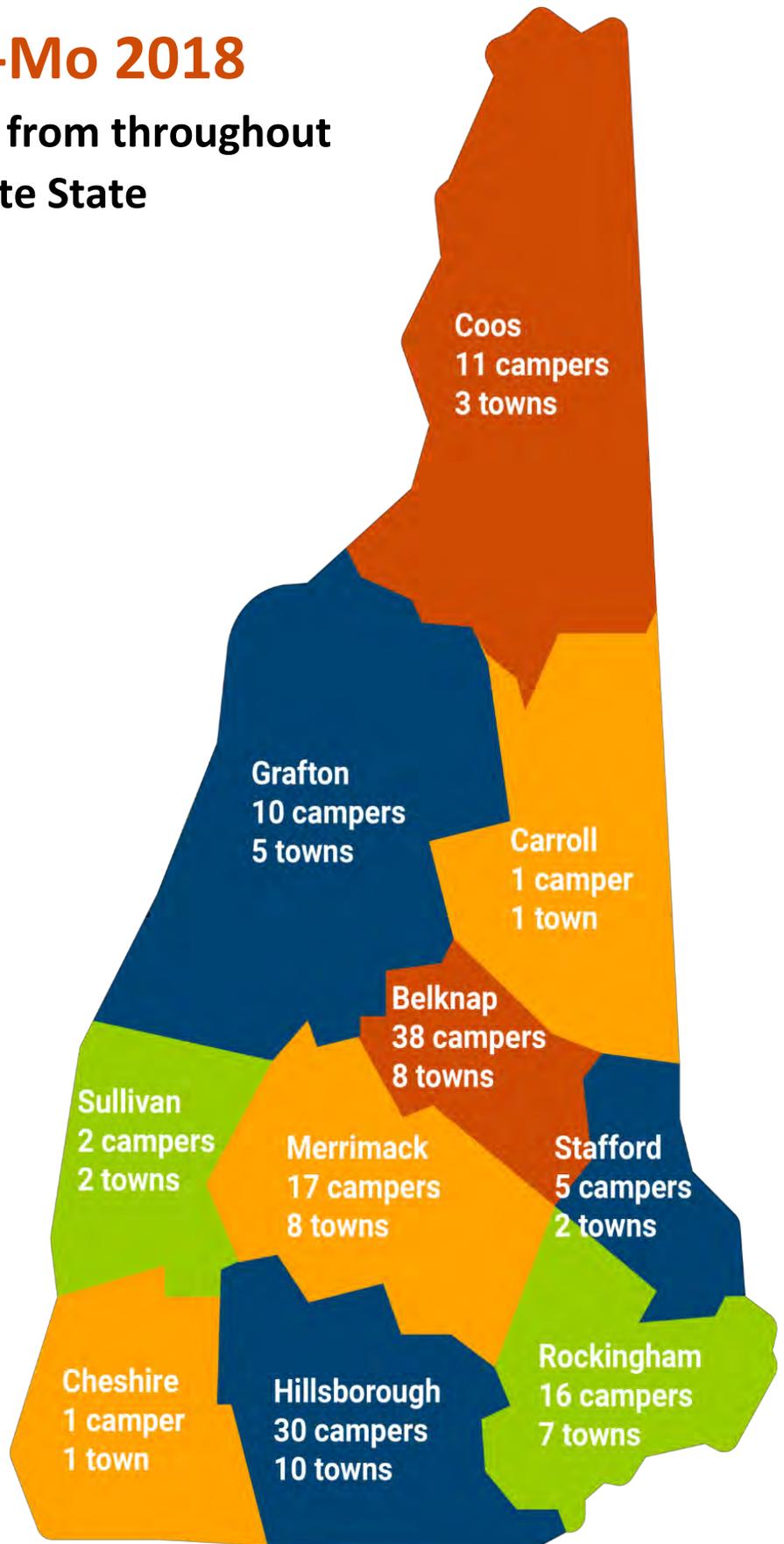
- Campers learn new skills and become more independent—when Derek returns from camp his favorite thing to say is, “I can do that myself!” As a parent that is great to hear!
- “Earning Merit Badges instills confidence in everyone! That my son could do what other boys do as Scouts made him realize that becoming an adult is also within his reach.”

Your Support Counts

- 90 cents of every dollar raised is spent on direct services.
- Your philanthropic support enables Camp Sno-Mo to structure the camp in such a way as to be fully accessible for all no matter how profound the disability. Staff work hard to meet the needs of each camper.
- “Thank you for camp. I met a lot of new friends!”

Camp Sno-Mo 2018

Our campers come from throughout
the Granite State



What's New at Camp Sno-Mo

This summer our partnership with Daniel Webster Council Boy Scouts of America grew even stronger; Easterseals Camp Sno-Mo became an official Boy Scout troop! We are listed as Venture Crew 1990 in recognition of the year that the agreement that was made to move Camp Sno-Mo from New Durham, NH, to its present location at Hidden Valley in Gilmanton Iron Works, NH. We are excited about the possibilities this enhanced collaboration offers our campers.



One benefit is that our campers are now able to earn Boy Scout Merit Badges through the various programs offered at Hidden Valley. Nearly 100% of our campers participated in Venture Crew 1990 and collectively earned more than 400 merit badges! Most campers went home earning at least one merit badge per session.

With the introduction of these badges came another amazing event. Every Friday at noon, before the campers went home, they were celebrated for all they had accomplished during the week at a Boy Scout Court of Honor. At this event, each camper's name was read aloud, and they were invited before all the campers, staff, family, and friends to receive their merit badges. Handing out awards is always a special occasion but even more so when the awards highlight just how gifted our campers are.



This camper earned the Boy Scouts "Triple Crown." This award requires the camper to complete all three-merit badge disciplines offered in the shooting sports program area: rifle, archery, and shotgun. He was one of five campers to receive the award out of the 2,500 campers who attended the Boy Scout program this summer.



Many of our campers completed the Emergency Medical Services Merit Badge, which is an Eagle Scout requirement, and a huge accomplishment. With this stronger partnership, Sno-Mo campers can return to their communities and participate as a venture crew member in their local

Scout troop. This is especially meaningful as it will open new doors for socialization and friendships. This meets a critical need for our campers who often lack such opportunities. Throughout the year, campers can continue to earn merit badges and be promoted to higher ranks.

This year we had three-day campers from the Gilford School District who attended for six weeks. The Hooksett School District also sent us one day camper who participated for three weeks. This is the third year that we have accepted day campers. We are always looking to innovate and meet emerging needs.

Meet Our Staff

Our caring, professional staff is led by **Robert Kelly** who serves as the Regional Camp Director overseeing both Camp Sno-Mo and a new camp that will open in summer 2019. The new day camp, Easterseals C.A.M.P. (Community, Achievement, Milestones, Possibilities) is hosted in collaboration with Boy Scouts of America, Daniel Webster Council and Camp Carpenter in Manchester, NH. Like Camp Sno-Mo, this new camp will serve children with disabilities or special needs in grades 2-6.



Chris Ellis who has worked at Camp Sno-Mo for five years, serves as Assistant Camp Director and will run the new Easterseals C.A.M.P.

Once again, our diverse, international staff represented countries from around the world. For returning staff, we welcomed back Yousaf, Katie, and Alex.



Our Staff:

- **Marco** (South Africa) runs a men's barber company at home. He has a family member with a disability and came to camp looking for a new challenge.
- **Cristine & Clare** (Philippines) are part of a new program managed by the Council on International Educational Exchange in Portland, ME. Both are occupational therapists in their professional careers.
- **Rebeca** (Spain) is a physical therapist.
- **Juan** (Spain) is a teacher back home.
- **Rayanne, Lauren & Lucy** (Ireland) are studying early childhood development.
- **Yousaf** (England) has worked for three years at Camp Sno-Mo and is working on his Master's Degree in engineering.
- **Katie** (England) is studying hospitality and has one year of school left.
- **Alex** (Wales) is studying outdoor education.
- **Thomas** (Wolfboro, NH) goes to school in Vermont. Tom volunteered last year at camp and did such a great job that we hired him back as a counselor.
- **Lara** (England) is pursuing a career in education.
- **Lewelyn** (Wales) is a physical education teacher.



Our Volunteers:

In addition to our full time summer staff, Camp Sno-Mo benefits from our energetic volunteers. While volunteers do not replace staff, they do make a great contribution to Camp.

- **Katiana** and **Emily** are Easterseals Community Based Services clients and NH high school students. Kat has volunteered with us for several years.
- **Hillary** volunteered two days a week for five weeks.
- **Mhairi (Varri)** from England volunteered for her 2nd year, returning for ten days. At home, Mhairi is a social worker and used vacation time to be at Camp Sno-Mo.
- **Catherine** returned to camp following a year away. Previously she had been with us for four years. It is always amazing to see how much of an impression camp makes on people's lives other than campers.
- **Eyob** was a new camper for a week and then returned as a volunteer for Session 5. He is an amazing young man with an amazing story.

Originally from Ethiopia, Eyob resides in Hampton, NH with his foster parents and family. There are six children in the household. Eyob had such a wonderful experience at Camp Snow Mo this year that he plans to return next summer to facilitate the Disability Awareness Badge, which involves educating the Boy Scouts of Daniel Webster Council about the needs and abilities of people living with disabilities or special needs. It's a great way to connect Boy Scouts to our Camp Sno-Mo Campers.

Thanks to his outstanding contribution to Camp Sno-Mo, in November 2018, Eyob was recognized with an award from the Children and Youth Living with Chronic Conditions Committee.



Camp Sno-Mo Financial Review

We take the value of your gift very seriously and apply fiscal responsibility in all that we do. We also look for opportunities to save money and explore new and more efficient ways of operating. Our goal is to ensure that Camp Sno-Mo is there for every child that wants to participate. Below is an accounting of funds for fiscal year 2018 (Sept. 1 2017 to Aug. 31, 2018).

Revenues	Total Actual
Fees & Tuitions	\$ 155,435.00
Financial Assistance	\$ (9,630.00)
Fundraising	\$ 181,948.71
Total Revenues	\$ 327,753.71
Expenses	
Salaries	\$ 99,917.21
Taxes and Benefits	\$ 20,565.43
Professional Fees	\$ 20,632.64
Occupancy Allocations	\$ 69,838.82
Depreciation	\$ 4,752.82
Supplies	\$ 71,354.87
Telecommunications	\$ 707.09
Postage & Shipping	\$ 134.86
Printing	\$ 579.36
Travel Employees	\$ 1,945.48
Travel Vehicles	\$ 3,242.10
Meetings & Conventions	\$ 1,927.81
Assistance to Individuals	\$ 4,238.25
Minor Equipment & Rental	\$ 5,605.87
Advertisements & Fees	\$ 1,544.00
Advertising Allocations	\$ 1,736.43
Allocation Supervision	\$ 1,585.36
Administrative fees	\$ 31,030.84
Total Expenses	\$ 341,339.24
Net Operating Surplus (Loss)	\$(13,585.53)

Special Thanks to Our Donors & Friends:

We offer special thanks to the New Hampshire Snowmobile Association (NHSA), their Executive Board of Directors, and all of their caring members. During the past 47 years, NHSA has donated more than \$3,200,000 to Camp Sno-Mo. They make what we do possible!

In addition to the tremendous contributions from NHSA clubs, individual donors, and corporations, we wish to thank the following foundations and charitable organizations for supporting Camp Sno-Mo in 2018:



- **The Annette P. Schmitt Foundation** for a gift of \$3,798 in 2018 to purchase two Mobi-Chairs to assist campers with limited mobility to swim
- **The Greater Lakes Regions Children's Auction** donated \$5,000 for camperships
- **The NH Electric Co-op Foundation** donated \$2,500 to support camperships
- **Manchester Rotary Club** donated \$1,500 to support camperships
- **The NH Council for Youth with Chronic Conditions** donated \$500
- **Alton Elementary School 3rd Graders** donated \$910

Thank you to all who invested their time, talent, and in-kind donations to Camp Sno-Mo, including the following:

- Newt Coryell (previously of Merrimack Sno-Buds) donated building kits/wood stain.
- Louie Perkins & friends (lighting, labor and materials, and camper supplies)
- Tom Willand (labor and materials for our kitchen)
- Scrub Oak Scramblers: Sean, Steve and club including, John Cook, for their contribution of a communication system, valued at \$7,500, which was up and running for the first day of camp. What an improvement in clarity and range! The new system provides us with far greater communication to improve safety for our campers throughout our 3,600 acre property.
- Steve Livingston (camper t-shirt sponsorship)
- Tim Lorenz (camper and staff apparel, etc.)
- The Weare Winter Wanderers: Melissa, Naomi and club for helping with the Poker Run and other events

- Tom Paul Sutton Ridge Runners Turkey/Italian Dinner(s)
- Helga Ziegler – Pittsburg Craft Fair and item donations
- Grass Drags Committee Belmont Bogie Busters: Nelly Roache (Chair of Ride-In) and club
- The amazing Ride-In Committees past and present
- Alton Rotary Club, Executive Director Rick Hogg
- NHSA/Ride-In kick-off at the Fisher Cats
- The Laconia Muskrats Baseball Team for their visit to camp



Camp Sno-Mo Wish List for Summer 2019

- **High Importance** AED defibrillator
- **High Importance:** A new four passenger ATV. Our current vehicle is six years old and in need of repair. It is used daily as it can reach almost every camp program area. The Can AM manufacturer offers a loaner program which allows you to loan one for a year, followed by an option to buy.
- **High Importance:** Laundry room revamp including shelving, cupboards, sink, and industrial washer and dryer.
- In order to accommodate more campers, we need to increase staff and their living quarters. We propose adding another building or level to our lodge. In doing so, we would relocate the director's and staff offices. Thus, increasing our capacity for campers.
- Replace lodge windows and sliding doors.
- Our tent site platforms need attention and securing.
- Log benches for the campers are rotten and need to be replaced.
- New power box to replace the one damaged by bad weather. We've purchased a small generator to get us through as the repair work will be extensive.
- Wall mounted cabinets in the nursing room and work station(s). Interior lighting especially in the main lodge room.
- Paint and repairs for interior and exterior of lodge
- Staff uniform (polo shirts or hoodies)
- New clothing for males and females ages 11-21

Congratulations to the New Hampshire Snowmobile Association: Celebrating 50 Years in 2019

On behalf of everyone at Camp Sno-Mo and Easterseals NH, we greatly appreciate all of the smiles, joys, and adventures that NHSA and its generous members have helped to provide for our campers and their families for more than 47 years. We simply could not make the impact we do without your support. Thank you!



Camp Sno-Mo Will Attend These Upcoming NHSA Events:

- NHSA Grass Drags – Oct. 11-13, 2019
- NHSA Snowmobile Club fundraisers
- Camp fairs
- NHSA/Easterseals Ride-In – Feb. 1-2, 2019

**If you would like to learn more about Camp Sno-Mo or have
our staff attend or present at a meeting, please contact:**

Rob Kelly, Regional Director of Camping at rkelly@eastersealsnh.org
Camp: 603.364.5818 | Cell: 603.986.9464

Thank You, Everyone!

