



Resources for Youth Programming and Policy

DESCRIPTION

- Helps communities identify the needs of youth and mobilize local resources to develop and sustain out-of-school time programs
- Offers research, training and consultation statewide to ensure high-quality afterschool activities
- Works with state leaders to positively influence afterschool policies statewide
- Focuses on sustaining positive efforts for afterschool statewide

PlusTime New Hampshire

Supporting and Sustaining Afterschool Initiatives

Overview

PlusTime NH is a statewide non-profit dedicated to creating, improving and sustaining afterschool programming throughout New Hampshire. In operation for over 15 years, PlusTime NH provides technical assistance to communities and programs, directly funds afterschool programs, advocates for increased afterschool funding, and engages in public awareness efforts. In order to assist afterschool programs throughout the state in attaining financial stability, PlusTime NH created Sustainability University. Adapted from The Finance Project's Sustainability Planning Workbook, this nine-month course helped 15 programs undergo a sustainability planning process and complete the steps to creating a sustainability plan.

History and Development

PlusTime NH was established in 1990 with federal child care dollars from the New Hampshire Department of Health and Human Services. The Department acted as the fiscal agent for PlusTime NH for six years, after which time the organization became an independent nonprofit with 501(c)(3) status. PlusTime NH, which began as a coalition of representatives from established youth programs, is now an intermediary organization offering training, consultation, policy development, and funding assistance for afterschool programs across the state. PlusTime NH initially coordinated

the state's 21st Century Community Learning Centers (CCLC) program and continues to manage and administer both public and private funds. PlusTime NH also recently contributed to the first statewide evaluation of academically-based afterschool programs called *Afterschool Learning: A Study of Academically Focused Afterschool Programs in New Hampshire*.¹

Financing

✓ Building partnerships

PlusTime NH works with the Governor's office, state agencies, local government, school districts, higher education institutions and community organizations to develop new partnerships and strengthen existing ones. For instance, PlusTime NH manages Out of School Matters! NH (OSM! NH), a Nellie Mae Education Foundation multi-year, multi-million dollar grant program providing funding for afterschool programs for middle school youth in the state's most underserved communities. The focus of OSM! NH is on enhancing the state's delivery of afterschool programs. PlusTime NH provides in-depth training and consulting in combination with grants from the foundation to community/school partners serving middle school youth in the state's most underserved communities.

Another example of a key strategic relationship is PlusTime NH's work with the Governor's office. PlusTime NH has worked successfully with the

¹ Available at http://www.plustime.org/_pdf/Plus_Time_Programs.pdf.

administrations in the Governor’s office since 1990. In 2004, PlusTime NH worked with the National Governor’s Association to host the first ever Governor’s Summit on Afterschool. At that point, New Hampshire’s then-Governor appointed the 3 to 6 Afterschool Task Force to engage the state’s business community in support of afterschool. PlusTime NH transitioned the initiative to the current Governor, who hosted a breakfast in the spring of 2005 to honor the 3 to 6 corporate donors.

private donations. A Venture Team, guided by the PlusTime NH board president, has also identified a potential income generating initiative. Preliminary market research has been completed, and PlusTime NH is currently evaluating research before engaging in a business plan to implement a new strategy for raising additional revenues.

Next Steps and Future Challenges

In response to the statewide afterschool evaluation, PlusTime NH formed the Statewide Afterschool Policy Committee. This committee used the evaluation data to support the following policy recommendations:

- Encouraging the formation of a Governor’s Children’s Council (Kid’s Cabinet);
- Suggesting the state offer financial incentives to localities to encourage local governments and school districts to offer afterschool programs;

Financing Strategies

- Making Better Use of Existing Resources
- Maximizing Federal, State, and Local Revenue
- Creating More Flexibility in Existing Streams
- Building Public/Private Partnerships
- Generating New Dedicated Revenue

Generating new revenue

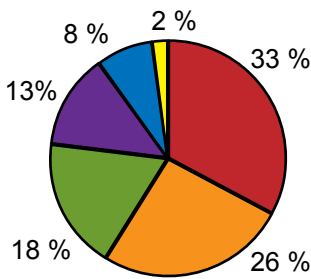
PlusTime NH experienced a rapid period of growth about four years ago. To meet their expanding needs, the board’s focus shifted more towards governance and fundraising. Its strategic planning process revealed the need for more unrestricted dollars, ideally from a combination of champions and regular donors. To this end, PlusTime NH focused efforts on starting an annual individual donation program to increase flexible funding for their operations. The program has been successful thus far, especially in terms of increasing the number of individual donors. PlusTime NH also received a challenge grant of up to \$450,000 from the Corporation for National & Community Service which provides a match of \$1 for every \$2 PlusTime NH raised through November 2006 to establish an afterschool grant program focused on the use of volunteers; this grant has helped leverage many new

**PlusTime New Hampshire
FY 2006 Budget**

Federal	
Corporation for National & Community Service (CNCS) – AmeriCorps*VISTA	\$270,000
CNCS – Challenge Grant	\$221,000
CNCS – AmeriCorps	\$197,000
Community Development Block Grant	\$174,000
State	
Grants	\$30,000
Private	
Foundations	\$551,000
Corporations	\$369,000
Program Fees	\$212,000
Fundraising	\$62,000
Miscellaneous	\$2,000
Total	\$2,088,000

Fiscal year 2006 runs from January 1, 2006 to December 31, 2006

Funding for PlusTime New Hampshire FY 2006



Total Budget: \$2,088,000

- Corporation for National & Community Service
- Foundations
- Corporations
- Program Fees, Fundraising, Other Private
- Community Development Block Grant
- State

- Having the State Board of Education provide guidance to local school boards on the establishment of quality afterschool programs; and
- Supporting a research agenda with public dollars to focus on data collection and evaluation activities for continuous improvement.

These recommendations were released at a legislative luncheon in 2006, where roughly 50 New Hampshire legislators were in attendance. PlusTime NH is currently in discussion with the Governor regarding the Children's Council.

Another focus for PlusTime NH is maintaining good relationships with key policymakers. In 2005, PlusTime leaders had to reestablish relationships it had developed with state leaders because both the state education commissioner and the top deputy left their jobs. PlusTime NH has also had to rethink its strategy for obtaining local public funding. Public school funding comes primarily from local property taxes, since New Hampshire does not have a state income or sales tax. New Hampshire residents, especially low-income residents, already feel burdened by property taxes, so the chance of increasing revenues from this source is unlikely. Instead, PlusTime NH is hoping to receive more state funding and increase its own fundraising, from corporations, foundations, and individuals.

Keys to Success

- **Build relationships with key players.**
Since its inception, PlusTime NH has worked to establish relationships with virtually every public and private entity in New Hampshire that has an interest in afterschool. Their strategic communications with these stakeholders have enabled them to pursue many opportunities for financing and program development.
- **Emphasize long-term sustainability.**
PlusTime NH focuses on its own sustainability and that of the afterschool programs it serves across the state. Fundraising efforts contribute to flexible funding for current operation and future development. PlusTime NH Sustainability University is helping afterschool programs provide quality afterschool services for years to come.
- **Use evaluation data to promote the network's mission.**
PlusTime NH has participated in research that demonstrates that youth experience academic gains by attending academically-focused afterschool programs. This research serves to promote PlusTime NH and its mission while furthering opportunities for new support and funding to improve afterschool programs in New Hampshire.



The **FINANCE PROJECT**

For more information, contact The Finance Project at 202.628.4200 or visit our web site at www.financeproject.org