



There is a light snow as I approach the school for the first of what I am positive will be many pot-luck get-to-know-you meetings between the Everybody Wins! reading mentors, our school's second graders, their parents and the supporting staff from the Upper Valley Business and Education Partnership. I am struck with the power and absolute benefit this organization has brought to the Hartland School District and to communities throughout the Upper Valley. The UVBEP strives to build relationships between area businesses, agencies and non-profits and the school communities. This effort supports schools while helping them meet the needs of the public and private sectors of our business community. We are making that happen!

The UVBEP fosters programs such as the one mentioned above that bring business volunteers into the school, providing an opportunity to help children learn, but also engaging in a dialogue with teachers, parents, and students about the successes, needs, and frustrations of today's educational environment. The need for this type of communication in an age of high stakes accountability, shortages of public funding and increasing expectations is critical to the survival of effective public schools. The UVBEP's diverse programming facilitates the delivery of critical services as well as providing the arena for the needed discussions and connections that must be made.

Partnerships have developed on all levels from the sharing of a photo printer to a business partner helping with a school safety employee ID project to business instructors working with teachers on presenting complex academic content in the classroom. Each year, the number of students and teachers impacted has increased. Each year the number of business partners and the depth of their commitment have increased. Just a few short years ago our efforts were confined to the Lebanon/Hanover area. Currently we have services not only in those districts, but also in every contiguous school district.

As you read through this publication, notice the variety and the level of activity that is ongoing and also be vigilant for a new opportunity to offer an idea, a service or financial support to our effort. On behalf of the Board of Directors for the Upper Valley Business and Education Partnership, I want to thank you for your dedication, continued service and support to our children and the businesses of Upper Valley communities.

Frank S. Perotti, Jr., Ed.D.  
Education Co-Chair



Kathi Terami

**Executive Director**

Kathi Terami is a graduate of the University of Wisconsin with a bachelor's degree in Business Administration. Her experience with school-community connecting activities started as a high school student through her participation in school-based mentoring and work-based learning programs. Kathi has worked in both the business and nonprofit sectors. In 1997, she began connecting schools with community resources as a Program Coordinator with a federally-funded School-to-Work partnership of three New Hampshire communities. In 1999, she helped found the UVBEP as an independent nonprofit organization to sustain the Federal initiative regionally in both New Hampshire and Vermont. Kathi is involved with every aspect of operations and program facilitation.



Amy Tietjen Smith

**Assistant Program Director**

Amy Tietjen Smith earned her undergraduate degree at Cornell University and holds a master's degree in education from Elmira College and certification as a Career Development Facilitator. Her past experience includes seven years managing federal, state, and foundation grant projects and budgets for the Cornell Youth and Work Program, and three years in volunteer management and program delivery for the Seven Lakes Girl Scout Council. Amy has worked with the UVBEP since September 2000, coordinating programs, developing and managing the UVBEP website, writing grants and devising systems for information management.



Erin Katherine Sykes

**Program Assistant**

Erin Katherine Sykes is a graduate of Franklin Pierce College with a bachelor's degree in Finance. Joining our team in June 2002, Erin plays a key role in facilitating pilots for new programs including Everybody Wins!, Junior Achievement and the Regional Career Carnival. Erin also serves as an Everybody Wins! mentor by reading to a child once a week during lunch at the Hartland Elementary School.



Lauren Hoehlein

**Undergraduate Student Intern**

Lauren Hoehlein is a sophomore at Dartmouth College, and started working for UVBEP in October 2001. She writes articles for UVBEP's website, organizes a monthly CLiC newsletter, and has been involved with several of UVBEP's major projects, such as the Summer Externship Program, Educator in the Workplace and the Regional Career Carnival.

**Officers**

**Business Co-chair**  
Raymond P. Kulig,  
Manager of Distance Learning  
DHMC Videoconference Services

**Education Co-chair**  
Frank S. Perotti, Jr., Superintendent  
Hartland School District

**Secretary/Treasurer**  
Rosemary Fifield, Education Director  
Co-op Food Stores

**Directors**

Victor Ambros, Parent  
Dresden School District

Donald Cooke, Founder  
Geographic Data Technology

Barbara J. Couch, VP, Human Resources  
Hypertherm, Inc.

Robert C. Dean, Jr., President  
Synergy Innovations, Inc.

M. Christopher Deming, Owner  
Cantella Financial Advisory Company  
Host, "Let's Talk Money", WTSL

Priscilla Geoghegan, Teacher  
Lyme School

Jacqueline Guillette, Superintendent  
Claremont School District

Raymond P. Kulig, Manager  
DHMC Media Services

Frank S. Perotti, Jr., Superintendent  
Hartland School District

Noelle Vitt, Superintendent  
Rivendell Interstate School District

Robert P. Walsh, Principal  
Lebanon High School

**Full Partner Schools**

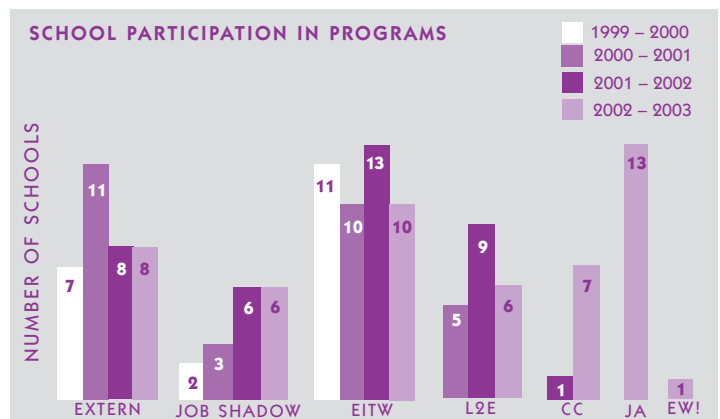
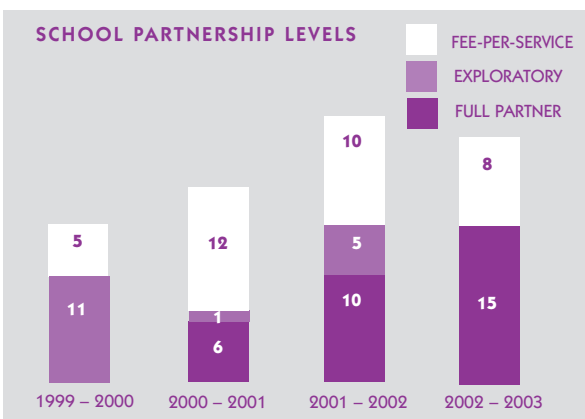
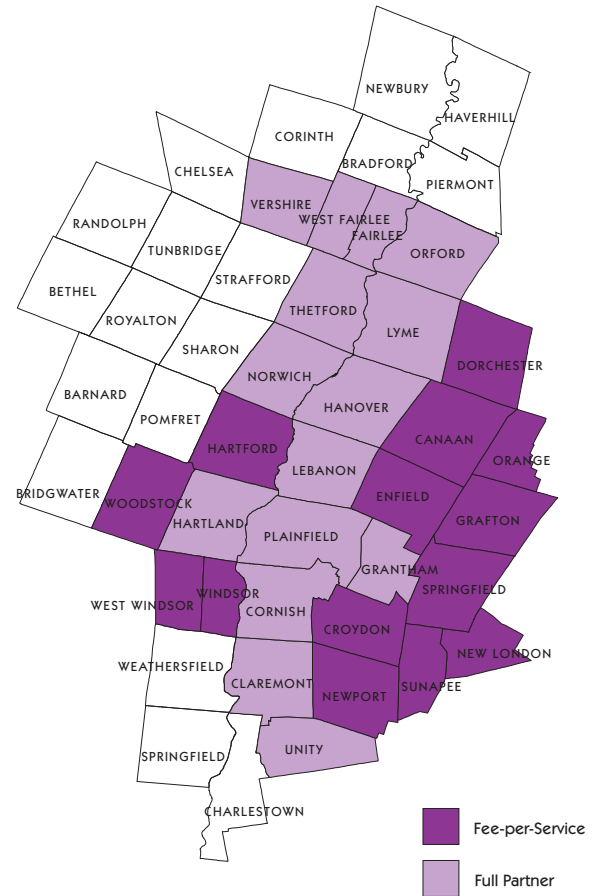
- Bernice A. Ray School – Hanover, NH
- Bluff Elementary School – Claremont, NH
- Claremont Middle School – Claremont, NH
- Disnard Elementary School – Claremont, NH
- Frances C. Richmond School – Norwich, VT/Hanover, NH
- Hanover High School – Norwich, VT/Hanover, NH
- Hanover Street School – Lebanon, NH
- Hartland Elementary School – Hartland, VT
- Lebanon High School – Lebanon, NH
- Lebanon Junior High School – Lebanon, NH
- Lyme School – Lyme, NH
- Maple Avenue Elementary School – Claremont, NH
- Marion Cross School – Norwich, VT
- Rivendell Academy – Fairlee, VT/Orford, NH
- Stevens High School – Claremont, NH

**Fee-per-Service Partner Schools**

- Canaan Elementary School – Canaan, NH\*
- Indian River School – West Canaan, NH
- Mascoma Valley Regional High School – West Canaan, NH
- Newport Middle High School – Newport, NH
- Sunapee Middle High School – Sunapee, NH
- White River Elementary School – White River Junction, VT\*
- Windsor Junior Senior High School – Windsor, VT
- Woodstock Union High School – Woodstock, VT\*

\*Grant funded

Through partnership with schools listed to the left, UVBEP serves students from towns as shown on this map.



**EDUCATOR  
EXTERNSHIP  
PROGRAM**  
SUMMER, 2002

Each year, just as the early spring rain begins to abate, and the sun begins to warm our faces, the UVBEP staff begin to see the first true sign of summer trickling in through Post Office Box 350—envelopes stuffed with summer Externship applications. With 2002 marking its seventh year, the Educator Externship Program is one of UVBEP’s trademarks, through which anywhere from eight to fifteen lucky pairs of educators and employers are given the unique opportunity of collaborating on a specific project to the mutual benefit of all involved. The educators are able to learn new skills and perspectives that will, in turn, enhance their classroom techniques and ideas; and the employer, in addition to these already worthwhile incentives, is able to see that looming, yet never imperative, project that has been sitting in the back of his mind finally reach the “finished” pile!

At the closing celebration on September 26, at the Vermont Institute of Natural Science (VINS) in Woodstock, Vermont, several of the pairs spoke of their experiences—what they gained, what they learned, and what was accomplished. They also talked about what had initially inspired them to seek out this opportunity, and how the actual experience compared with their expectations. Many of the educators were looking for a little more experience in the business world, particularly in the realm of new technology, in order to bring their schools and their own individual curriculums more up to date. As Tafi Brown, an elementary art instructor for the Claremont School District, said, “Experiences in that type of business would help me to learn as much as I can about media services in order to fully utilize modern technology in furthering the education of my students and in facilitating communication (becoming a liaison) between students, teachers, parents, and the community.”

As Lisa Purcell, the director of VINS’ Environmental Learning for the Future (ELF) program, explained, VINS tries to have an education-based approach to their tours and information sessions, but VINS had never worked with an actual teacher in designing their curriculums. The goal of having a summer Extern was to see one of VINS’ curriculums re-approached and reviewed in order to “outline student learning goals for the year and draft assessment strategies for use by classroom teachers.” As for the Extern, Richmond Middle School English teacher, Judy Pond, her only request was that her position be fun! Both were accomplished with ease. Judy was able to design a curriculum along the guidelines that VINS was looking for, all with her laptop and material perched on her knees while sitting in the sun by the river.

In this, the seventh year that UVBEP has organized the Summer Externship Program, it was interesting to see how annual Externships can yet again take on a new flavor, with new opportunities providing exciting new advantages and questions. As always, each participant profited immeasurably in terms of lessons learned and overall life experience, and we are all looking forward to the inklings of summer, 2003.



Judy Pond and Lisa Purcell

**2002 Summer Externship Participants**

Extern	School	Workplace Host
Kathryn Brown	Disnard	DHMC Media Services
Al Curri	Lebanon	NH Vocational Rehabilitation
Melanie Devoid	Marion Cross	ChaD
J. Andrew Gamble	Lebanon High	Co-op Foodstores
Carol MacDonald	Stevens High	UVBEP
Bonnie Miller	Richmond	VT Institute of Natural Science
Jim Mitchell	White River Elementary	Geographic Data Technology
Regina Ostrander	Hartland Elementary	United Developmental Services
Judy Pond	Richmond	VT Institute of Natural Science
Barbara Richards	Sugar River Valley Technical Center	UVBEP
Stephanie Smith	Woodstock Union High	DHMC Videoconferencing Services
Toni Williams	Hartland Elementary	UVBEP

**EDUCATOR  
IN THE  
WORKPLACE  
(EITW)**  
OCTOBER 9, 2002

The main purpose of this program has always been to give educators the opportunity to explore Upper Valley resources for teaching. This year, UVBEP sent twelve teachers from nine different schools in the Upper Valley to destinations ranging from Pike Industries, Inc. to the Hanover Co-op. As David Stockwell, a high school physics teacher from Claremont, said, "Sometimes teachers need to get out of the classroom to see how the community and business world function." All of the participants agreed that it was highly useful and interesting to see how their individual areas of specialty were applied outside of an educational setting, whether in developing software or creating diet guidelines. After the various tours and programs, a collaborative conference was held so that the participants could share their experiences, discuss their thoughts on the usefulness of such programs, and work on developing sound and realistic goals for the integration of their experiences in the classroom. As one high school teacher, who toured the Dartmouth-Hitchcock Videoconferencing department, explained, "It was useful to discuss and listen to the various experiences, to compare and utilize what the 'real world' is doing." Overall, it seemed that the general consensus is that it is of utmost importance for educators to remain connected with the greater community in order to impart to their students the skills and values necessary beyond the classroom.

"I often write about the programs and opportunities that the Upper Valley Business and Education Partnership organizes, but as a member of the staff of UVBEP I don't generally get an inside view of how these programs work on a participatory level. This fall, however, I experienced one of our activities as a participant. On October 9th, I was able to take part in UVBEP's fourth annual Educator in the Workplace program, as I visited the Northern Stage theater production company in White River Junction, VT. When I arrived, I was greeted by the production manager at Northern Stage, and was introduced to Kristen Suprenant, a social studies teacher from Rivendell Academy, and a participant in the program. We were given some background on the company, a brief update on the shows currently in the works, and started the tour. The production manager led us throughout the different departments and facets of the company, from the administrative offices to the set building and construction areas to a rehearsal in the theater itself. We also got an overview of the various programs they run for the community, as well as the challenges and benefits to running an independent theater company in a rural area such as the Upper Valley. The experience reminded me how important it is to incorporate the community in our schools and, perhaps more importantly, to keep educators in touch with their students' communities beyond the classroom doors."

—Lauren Hoehlein, UVBEP Intern



**EVERYBODY WINS! (EW!) PILOT**

Everybody Wins! is a not-for-profit children's literacy and mentoring organization dedicated to encouraging positive attitudes about reading in elementary school children. The program began in New York City in 1991 and was brought to Washington, D.C. by the US Senate, headed by Vermont Senator James Jeffords in 1995. Launched in Vermont in 2000, EW! VT serves over 300 children in seven Vermont communities.



Toni Williams

The EW! Power Lunch is a program that pairs elementary school children with reading mentors from the community. The UVBEP has partnered with EW! VT to pilot the Power Lunch at the Hartland Elementary School. Toni Williams, second grade teacher, worked with UVBEP staff over the summer to design the pilot. Every Tuesday, members of the community are given the opportunity to truly make a difference in the lives of students in Mrs. Williams' second grade class.

The reading mentors come from 11:30am until 12:30pm, and spend the hour bonding with a child over the comforts of lunch and a good book. This program provides children with positive role models and fosters a love of reading. The UVBEP plans to expand the program to other classrooms at Hartland Elementary School, and make it available to additional Partner Schools.

**Hartland Elementary School Everybody Wins! Pilot Calendar:**

June, 2002	Toni Williams works with UVBEP to design pilot
September, 2002	Mentor Orientation
October, 2002	First Day of Reading
November, 2002	Parent/Mentor Potluck with Judy Winters, scholar, VT Humanities Council Connections Program
March, 2003	Parent/Mentor Potluck with Geoff Hewitt, poet, VT Humanities Council Connections Program
April, 2003	Last Day of Reading Celebration



## REGIONAL CAREER CARNIVAL PILOT

OCTOBER 30, 2002



Thanks to Barbara Richards (l) and Carol McDonald (r), teachers in the Claremont School District, for laying the groundwork of this successful pilot. As UVBEP Externs, they were instrumental in helping the UVBEP sort out the myriad of details involved in an event of this scale—from contacting potential exhibitors to brainstorming logistical plans to shopping for door prizes.

Young people in America today are often brought up with the mindset and conviction that they can follow any path they might choose. They are told they can be whatever they want when they “grow up,” and with ever-increasing opportunities in education and general mobility, this freedom of choice is the realistic expectation of the majority of teenagers today. With this freedom of choice, however, also comes the burden of responsible planning and decision-making. For while the prospect of a limitless future is wonderful, it can also be overwhelming. There are hundreds of different career paths out there, and it can be difficult to know which way to turn, or what advances to make, at the age of sixteen or seventeen.

The Upper Valley Business and Education Partnership addressed this daunting task head on by piloting the Regional Career Carnival at the Fireside Inn and Suites in West Lebanon, NH on October 30, 2002. Nearly 800 juniors from seven area high schools—Hanover, Lebanon, Newport, Rivendell, Stevens, Sunapee and Windsor—were invited to spend the day exploring various career options and activities in over thirty dynamic career fields. In the Midway, representatives from various employers across the Upper Valley set up booths and colorful displays chock full of information and tidbits of advice.



The students were able to explore the diverse exhibits at their leisure, asking questions and gathering relevant facts and figures in the career fields of their respective interests. Additionally, students from UVBEP Partner Schools attended a Carousel Workshop of their choice presented by a local professional that dealt with issues ranging from properly organizing a résumé to business leadership skills. They were able to ask these professionals in-depth questions about specific topics in an enclosed environment, and, more importantly, they were able to get answers.

*“The most valuable thing I learned in the Carousel workshop is that everyone has the potential to be a leader, responsibility is important, and I should always try and inspire someone.”*

*“The best part of the Career Carnival was to meet different people and learn about different jobs. The people listened to what I had to say!”*

CAROUSEL WORKSHOP	PRESENTER
Cash, Credit, Cars, College and Condos: What Everyone Needs to Know About Money	Chris Deming is the host of the WTSL talk show “Let’s Talk Money.”
Writing for Life	Tom Monteleone has published more than 100 short stories and 300 books since 1972.
What to Put on Your Résumé When You’re in High School	Caleb Wolfe is an employment counselor for the state of NH with 25 years of experience working with high school students.
From Application to Interview: Communicating Your Skills and Abilities	Anne Bridges, a VABIR Employment Representative, offers job search classes every year.
Everybody’s A Leader!	Alex Jaccaci is President and Founder of Growth Curve Associates, a leadership and team development firm.
How to Act at Work So You Don’t Get Played: Your Employment Rights and Responsibilities	Michael Landon, MS, has worked as a therapist and manager in rehabilitation hospitals and as a counselor in private practice.
Keeping Your Cool Through Change and Challenge	Maureen Burford does consulting and training in the field of human development and serves on the faculty of The Creative Problem Solving Institute in Buffalo, NY.

**LEARN TO EARN  
(L2E)  
SPRING 2003**



We live in incredible times. As I sit here at my desk writing this, I am also monitoring the transmissions of three videoconferences, uploading changes to a web site, digitizing video for a distance learning project and listening to a broadcast from Radio Poland over the Internet. It was not that long ago that I could only do these things one at a time. Technology has made many people far more efficient in the workplace allowing them to “multitask”—that is, to do many things either simultaneously or in quick succession of one another.

Yet the use of technology is woefully lacking in many schools. Even when technology exists, it often sits unused in a closet or covered on a shelf. There are many reasons for this, including a lack of funding and teacher training. Fortunately, industry can help by spending time working with schools to adapt technology tools in the classroom and excite students about the challenges of the workplace. Using such tools of course, does not automatically equate to improved learning. Teaching is still a personal process. That is why businesses must spend time inside the classroom working with students and teachers.

The Upper Valley Business and Education Partnership is helping make these connections. Through programs such as Learn to Earn, UVBEP merges business and its emphasis on technology, with the classroom and its emphasis on personal learning. By doing so, we create a win-win situation: schools can mirror industry’s efficiencies, and businesses can receive a new generation of “high caliber” employees.

The value of the Learn to Earn program is immeasurable. At this point in a child's life, the connection between education, career and money is often broken. This should not be too surprising since many have spent their whole lives sequestered from having to earn money. The link between education and career is vague at best.

Introducing successful community members into the classroom to interact with the class can often open up a whole new way of thinking. Even if money is not their ultimate goal, the idea of using various bits of knowledge to improve one's happiness is an intriguing thought for many.

Raymond P. Kulig, UVBEP Business Co-chair,  
L2E Presenter and Manager of Distance Learning  
DHMC Videoconference Services

**Student Evaluation  
Results:**

78% rated the Learn to Earn presentation good or very good.

52% agree or strongly agree that they plan to work harder in their math and science courses.

55% agree or strongly agree that the Learn to Earn presentation made them realize that a high-tech career could be interesting.

63% agree or strongly agree that the Learn to Earn presentation made them realize that math and science courses are important.

**Six trained Learn to Earn teams presented to over 650 ninth grade students:**

Lebanon High School	Erik Williams, Geographic Data Technology Colleen Stevens, Geographic Data Technology
Mascoma Valley Regional High School	Ray Kulig, DHMC Videoconference Services Linda Kobokovich, RN, Dartmouth-Hitchcock Medical Center
Rivendell Academy	Jack Elliot, Dartmouth Printing Company
Stevens High School	Dave Agan, Hypertherm, Inc. Craig Corliss, Hypertherm, Inc.
Windsor High School	Brenda Woodman, Competitive Computers, Inc. Ryan Palmer, Competitive Computers, Inc.
Woodstock Union High School	John Lens, GeoDesign, Inc. Deb Pelton, Dartmouth Women in Science Program



Hypertherm technicians use a hands-on activity to show Stevens High School students how math, science and technology are put to use in the plasma cutting industry.



## JOB SHADOW APRIL 3, 2003

### Steps for a Successful Job Shadow Day:

Students fill out a Job Shadow Application with support from guidance counselors.

UVBEP Staff locate job sites based on student interests.

Parents sign permission slips after reviewing placement details.

Students complete expectations worksheet and prepare interview questions.

Employers welcome students at their workplaces on Job Shadow Day.

Students complete a reflection activity and send thank you notes to hosts.

This spring marked the UVBEP's fourth annual Job Shadow Day. Six area schools sent over 680 eighth grade students to more than 140 job sites. Covering a spectrum of career fields, from dairy farming to physical therapy, the day gave students the chance to observe a workplace host as he or she went through a normal day on the job. This experience provided an opportunity to see how skills taught in the classroom are applied beyond school walls, as well as enabling students to learn what it takes to be successful in the workplace. Once again, employers throughout the Upper Valley gave generously of their time and energy to help students make the connection between school and their futures.

### Participating Schools:

Claremont Middle School  
Francis C. Richmond School  
Indian River School

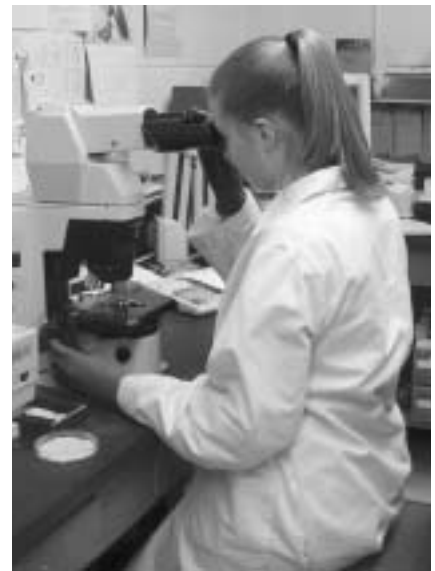
Lebanon Junior High School  
Lyme School  
Rivendell Academy

"I would really enjoy some type of job that involves graphic design when I am older. So it was interesting to learn what people in that profession do for the majority of the workday and what kind of education you need to get a job in the graphic design field." —Student, Richmond Middle School

### What students are learning...

Answers to the question "What surprised you most about what you learned, heard or observed?"

- a lot of young kids go to occupational therapy
- they could talk to someone in Japan from the room we were sitting in
- people actually live at the fire station
- there are plasma cutting tools that can cut through steel
- cows can show aggression
- interior design and interior decorating are totally different fields
- newspapers are published every day, except Christmas



"Each year the students come to us with a greater knowledge base. Every time we extend the goals, the students exceed the tasks we give them and amaze us with the insight far beyond their years." — Deb McCaffrey, Marketing Coordinator, Geographic Data Technology

**JUNIOR ACHIEVEMENT (JA)**  
PILOT, SPRING, 2003

Since 1919, Junior Achievement has been making a difference for kids, teaching children to value themselves, others, their education and the American free enterprise system. JA programs provide kids with skills, knowledge and options they will use for life. They help kids get one step closer to their dreams. Kids believe they can be whatever they want to be when they grow up—and they can—but getting there isn't easy. Preparing them for the economic reality of tomorrow is a responsibility everyone in the community must share.



Previously, JA was only provided in two Upper Valley schools, but thanks to a grant from the e-cares Seed Fund of the NH Charitable Foundation, the UVBEP was able to offer this exciting opportunity to 23 classrooms this Spring. In coordination with JA of NH, Hypertherm, Inc. and the Tuck School of Business, the UVBEP recruited and trained more than 40 volunteer instructors to deliver the 5-week JA curriculum at 11 schools in April and May, 2003.

**This pilot is reaching over 420 students at:**

Bernice A. Ray School	Hanover, NH
Bluff Elementary School	Claremont, NH
Canaan Elementary School	Canaan, NH
Claremont Middle School	Claremont, NH
Disnard Elementary School	Claremont, NH
Hanover Street School	Lebanon, NH
Hartland Elementary School	Hartland, VT
Indian River School	West Canaan, NH
Lyme School	Lyme, NH
Maple Avenue Elementary School	Claremont, NH
Marion Cross School	Norwich, VT

**Volunteers use games, stories and their own personal experiences centering on these topics:**

- Kindergarten: Ourselves
- First Grade: Our Families
- Second Grade: Our Community
- Third Grade: Our City
- Fourth Grade: Our Region
- Fifth Grade: Our Nation
- Sixth Grade: Our World



**CLiC**  
(CONNECTING  
LEARNING IN  
THE COMMUNITY)

CLiC is an on-line directory of community resources available to UVBEP Partner Schools. Employers and individual community members can register at [www.uvbep.org](http://www.uvbep.org) to indicate their willingness to work with schools, teachers and students. The UVBEP provides a stipend to one Liaison in each Partner School who disseminates information about UVBEP opportunities and fields requests from educators seeking to make community connections.

**CLiC REPRESENTS**

AS OF APRIL 2003

- 100 employers
- 25 individual community members
- 15 partner schools
- 1000 educators
- 6300 students

**Examples of CLiC resources available for classrooms at all grade levels...**

**Elementary:**

- Bring a Geologist from a local road construction company into your classroom for an interactive presentation on rocks and minerals.
- Invite a certified dietician to your classroom to help kids learn about the food pyramid and how to eat right.
- Have your Social Studies class see first-hand how the business side of a community works by visiting a local Chamber of Commerce.
- Use a local expert from the community to come in and talk to your class about Chinese culture.

**Middle School:**

- Take your classroom to tour a local Internet Service Provider. Find out how they connect thousands of people a day, and discover some of the latest innovations in the industry.
- Go on a field trip to see how the classic study of Geography is using modern technology to keep up in today's advanced world.
- Bring in a local businessperson to explain the importance of clear communication within the business world. He or she can help the students practice writing formal business letters as well as look into the new dimension of business etiquette over email.

**High School:**

- Algebra, calculus, geometry, statistics, trigonometry are used every day by a local software development firm. Take a field trip to learn how they are used in flow and heat transfer modeling software suited to a wide range of applications.
- Take your French class to a new level by having a speaker present the culture, as well as the language, of France.
- Work with a local photographer to help yearbook staff, school newspaper staff, or photography students take better pictures and receive tips from a professional.

**BEST EMPLOYERS**

(Businesses Enhancing and Supporting Teaching)



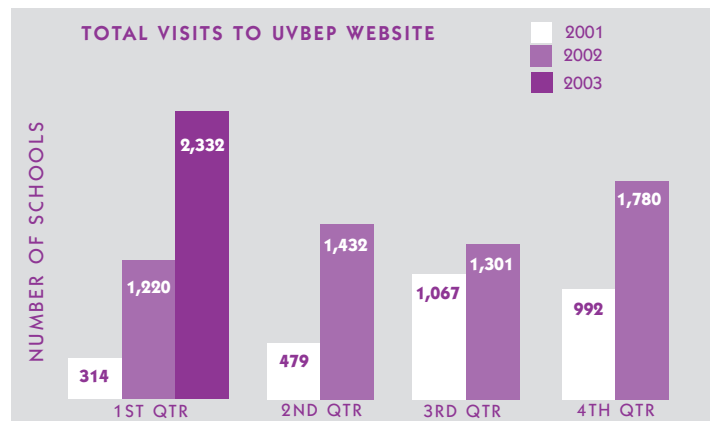
**TEACHERS' PET**

(People Enhancing Teaching)



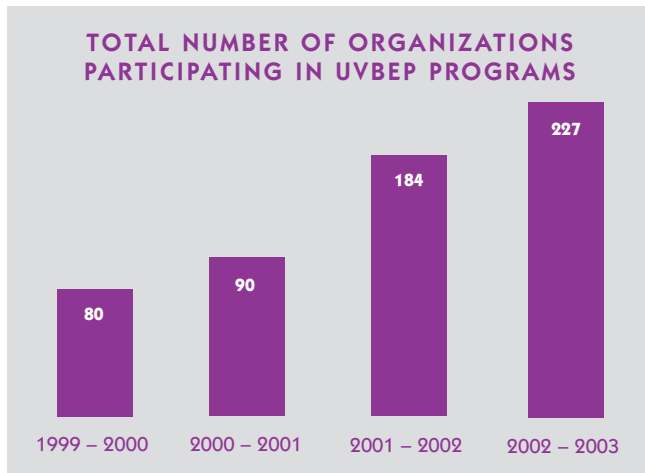
**CLiC**

(Connecting Learning in the Community)



PARTICIPANTS IN UVBEP PROGRAMS 2002-2003 (TO APRIL)

CC = Career Carnival CL = CLiC	EX = Externship EW = Everybody Wins	JS = Job Shadow Day JA = Junior Achievement	L2E = Learn to Earn W = Educator in the Workplace
Advest (CL)	Computac, Inc. (CL)	Global Timber Products (CL)	Lebanon Police Department (JS)
Alice Peck Day Memorial Hospital (CL, JS)	Concepts NREC (CL, JS)	Granite State Electric (CL)	Lebanon Public Library (JS)
Ambros, Victor (CL)	Connecticut Valley Childcare (CL, JS)	H-O Photographers (CL)	Lebanon Senior Citizens Center (JS)
Anne-Marie's Beauty Salon (JS)	Connecticut Valley Electric Corp. (CC, CL)	Hackett, Charlie (CL)	Lebanon School District (JS)
APC Paper Co. (JS)	Co-op Food Stores (CC, CL, EX, EW, JS)	Hartland Hair Express (EW)	Lebanon, City of (CL, JS, W)
Architectural Studio (JS)	Creare (CL)	Hannah House (CL)	Ledyard National Bank (CC, CL, JS)
AVA Gallery and Art Center (CL, JS)	Crown Point Cabinetry (JS)	Hanover Fire Department (CL)	LISTEN Center (CL)
Back Bay Interiors (JS)	Dartmouth College Athletics (JS)	Hanover Inn (CL, JS)	Lovejoy Tool Co. (CL)
Banwell Architects (CC, CL, JS)	Biology Department (JS)	Hanover Police Department (CC, CL, JS)	Loomis, Warren (CL)
Bee Hive Family Hair Salon (JS)	Childcare Center (JS)	Hanover Veterinary Clinic (JS)	Lucy Makenzie Humane Society (JS)
Berry, Dunn, McNeil and Parker (CL)	Costume Shop (CL)	Hanson, Geoff (CL)	Lyme Veterinary Hospital (CL, JS)
Blank, David (CL)	Dining (JS)	Hartford Area Chamber of Commerce (CL, JS)	Lynne Walker Design Studio (CL)
Blum, Jake (CL)	Media Production Group (JS)	Hilde's Salon Vienna (JS)	Marro Home Center (JS)
BOAST (CL)	Morton Farm (JS)	Hopkins Center (CL, JS)	Marsh-Billings-Rockefeller National Historical Park (CC)
Bob Country/Oldies 104 (JS)	Real Estate (JS)	Hubert's of Claremont (JS)	Mascoma Dental Associates (CL)
Bourne, Brett (CL)	Scene Shop (JS)	Hurd, Carl (CL)	Mascoma Savings Bank (CL, EW, JS)
Bridgmans Furniture (CL)	Sports Medicine (CC, CL, JS)	Hypertherm, Inc. (CC, CL, L2E, JA, JS)	Mascoma School District (JS)
Brownie's Auto Parts (JS)	Thayer School of Eng. (CC, CL, JS)	JoAnn's Fabric (JS)	Masland, Jim (CL)
Canaan Police Department (CC, JS)	Tuck School of Business (CC, JA)	Johnson & Dix (CL)	Mayberry, Matthew (CL)
Cantella and Co. (CL, JS)	WISP (CC, CL, L2E)	Journal Opinion (JS)	McCaffrey, Deb (CL)
CCBA (CC, CL)	Dartmouth-Hitchcock Medical Center (CC, CL, L2E, JS)	Kendal at Hanover (CC, CL, JS)	Metz, Don (CL, JS)
Cedar Mountain Farm/Cobb Hill Cheese (CL)	Dartmouth Printing Company (CL, L2E, JS, W)	Kiess, Michael (CL)	Merchants Bank (EW)
Centricut, Inc. (CC)	de Cardenas, Alberto (CL)	Drs. Klampert and Schramm (JS)	Miller Nissen-Jeep & Volvo (JS)
CHaD (E)	DHMC Media Services (CL, EX, JS, W)	Kulig, Ray (CL)	Molly's Restaurant (JS)
Chapin Photography (CC, CL, JS)	DHMC Videoconferencing (L2E, EX, JS, W)	La Petite Creche (JS)	Monadnock Forest Products (JS)
Children's Center of the Upper Valley (CC, CL, JS)	Downtown Dave's (CL)	Lambert Auto Sales (CC, JS)	Monteleone, Tom (CC)
Choate, Mary (CL)	Dream and Do Farm (JS)	Lebanon District Court (JS)	Montessori Discovery School (JS)
Cioffredi & Associates (JS)	Dresden School District (JS)	Lebanon Fire Department (CC, JS)	
Citizens Bank New Hampshire (CL)	Energex, Inc. (CL)	Lebanon Housing Authority (CL)	
Claremont Animal Hospital (CL, JS)	Enfield Fire Department (JS)	Lebanon Pet and Aquarium (JS)	
Claremont Fire Department (JS)	Enfield Police Department (JS)		
Claremont Pet and Aquarium (JS)	Enfield Shaker Museum (CL)		
Claremont Police Department (JS)	Enfield Veterinary Clinic (JS)		
Claremont Savings Bank (JS)	Everybody Wins! VT (CL)		
Claremont School District (JS)	Fat Hat Clothing Co. (JS)		
Claremont Industrial Development Authority (CL)	Fleet Bank (CL)		
Clear Channel Communications (CC, CL, JS)	Fluent, Inc. (CL, JS, W)		
Coldwell Banker Redpath & Co. (CL)	ForwardFace!, LLC (CC, CL)		
Community Access TV/6 (JS)	Framework Technologies (CL, JS)		
Competitive Computers (CL, L2E)	GeoDesign (L2E)		
	GeoKon (JS)		
	Geographic Data Technology (CC, CL, EX, JS, L2E, W)		



Montshire Museum of Science (CC, CL)	Pike Industries (CC, CL, JS, W)	Systems plus Computers (CC, CL, JS)	VINS (CL, EX, JS)
Mosenthal, Brigitte (CL)	Pleasant Pre-School (JS)	Tally Systems, Inc. (CL, JS)	Vision Business Systems (CL)
Mt. Ascutney Hospital and Health Center (CL, EW, JS)	Precision Products (CL)	Taylor Farm (JS)	Vital Communities (CL)
Mt. Ascutney Nursing Home (JS)	Ranald C. Hill Opticians (JS)	Technical Needs North (JS)	VOX Radio Group (CL, JS)
New England School of Hair Design (CC, JS)	Residence Inn by Marriott (JS)	Tektonic Sauce (CL)	VT Vocational Rehabilitation (CL)
NH Army National Guard (JS)	River Road Veterinary Clinic (JS)	Terami, Scott (CL)	Wagner Forest Management (CL)
NH Dept. Health and Human Services (CL)	River Valley Club (JS)	Timken Aerospace (CL)	Wal-mart, Claremont (JS)
NH Dept. of Education (CC)	River Valley Veterinary Hospital (JS)	Trumbull-Nelson (CL, JS)	Wave Reviews (JS)
NH Employment Security – Claremont (CL)	Rockwell Automation (CL, JS)	United Developmental Services (CC, CL, EX)	Whitman, Michael (CL)
NH Employment Security – Lebanon (CL)	Shaker Valley Auto (JS)	UVBEP (CL, EX, EW)	Windsor Animal Hospital (JS)
NH House of Representatives (CC)	Sheepskin by Susan (CL)	Upper Valley Community Foundation (CC, CL)	Windsor Fire Department (CL)
NH Vocational Rehabilitation (EX)	Shepard Interior Selections (JS)	Upper Valley Haven (CL, JS)	Office of Robert A. White (CL)
North Country Smokehouse (CL)	Signal Aviation (CC, JS)	Upper Valley Humane Society (JS)	Wolfe, Caleb (CL, CC)
Northern Stage (CL, JS, W)	SIMBEX (CL, JS, W)	Upper Valley Land Trust (CL)	Yacavone, Mike (CL)
Omer and Bob's (JS)	Spectra, Inc. (CL, JS)	Upper Valley Veterinary Services (CC)	Yunus, Amir (CL)
Oxbow Veterinary Clinic (JS)	Split Ends Salon, DHMC (CL)	US Army CRREL (JS, W)	Zarate, Juan (CL)
Pathways Consulting (CL, JS)	Stebbins Bradley Harvey and Miller (CC, CL)	US Air Force (CC)	Zhang, Maple (CL)
Pierson & Associates, PLLC (CL)	Stryker Biotech (CL)	US Navy (CC)	
	Sugar River Valley Regional Technical Center (JS)	Valley News (JS)	
	Sullivan County Correctional Facility (JS)	ValleyNet, Inc. (CL)	
	Sweet Tomatoes Trattoria (JS)	Valley Regional Hospital (CL, JS)	
	Synergy Innovations, Inc. (CL, JS)	VT Vocational Rehabilitation (CL)	

## STUDENTS IMPACTED BY UVBEP PROGRAMS



## 2002-2003 FINANCIAL SUPPORT

## CORPORATE SUPPORT

## Sustainers (\$5,000+)

Hypertherm, Inc. – Hanover, NH

## Contributors (\$1,000-\$4,999)

Anonymous – Hanover, NH  
 Dartmouth-Hitchcock Medical Center – Lebanon, NH  
 Geographic Data Technology, Inc. – Lebanon, NH  
 Synergy Innovations, Inc. – Lebanon, NH  
 ValleyNet, Inc. – Norwich, VT

## Friends (\$200-\$999)

Concepts NREC – White River Junction, VT  
 Cook, Little, Rosenblatt & Manson, p.l.l.c. – Manchester, NH  
 Gobin Disposal Systems – Claremont, NH  
 Hanover Area Chamber of Commerce – Hanover, NH  
 Hubert's of Claremont, Inc. – Claremont, NH  
 LaValley's Claremont Building Supply – Claremont, NH  
 Lyme Timber Company – Lyme, NH  
 North Country Smokehouse – Claremont, NH  
 Pierson & Associates – Hanover, NH  
 Pike Industries, Inc. – West Lebanon, NH  
 Timken Aerospace – Lebanon, NH  
 Valley Regional Healthcare – Claremont, NH

## COMMUNITY SUPPORT

## Community Contributors

Anonymous  
 Victor Ambros – Hanover, NH  
 Donald and Jennifer Cooke – Lyme, NH  
 Barbara and Richard Couch – Hanover, NH  
 Robert C. Dean, Jr. and Nancy H. Dean –  
 Norwich, VT  
 M. Christopher Deming – Lebanon, NH  
 Fat Hat Clothing Co. Inc. – Quechee, VT  
 Green Mountain Studios – Lyme, NH  
 H-O Photographers – Hartford, VT  
 The Kulig Family – Enfield, NH  
 Lebanon Chamber of Commerce –  
 Lebanon, NH  
 Warren Loomis – Sharon, VT  
 Marro Home Center – Claremont, NH  
 Nichols Hardware – Lyme, NH  
 Frank S. Perotti, Jr. and Maura Hart –  
 Plainfield, NH  
 Recreate Incorporated – Lyme, NH  
 Systems plus Computers, Inc. –  
 Lebanon, NH  
 Geoffrey and Noelle Vitt – Norwich, VT  
 Pat Vlamynk – Hartland, VT

## Grantors

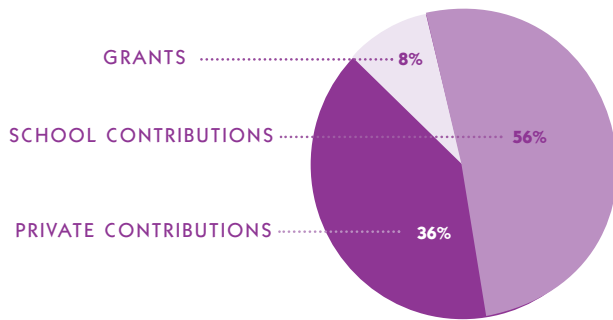
Claremont Industrial Development  
 Authority  
 e-cares Seed Fund of the New Hampshire  
 Charitable Foundation  
 Upper Valley Community Foundation  
 Upper Valley Workforce Investment Board

## Program Sponsors

Anonymous – Hartland, VT  
 Bagel Basement – Hanover/Lebanon, NH  
 Bouyea-Fassetts – Lebanon, NH  
 Centricut, LLC – West Lebanon, NH  
 Chapin Photography – West Lebanon, NH  
 Childrens Hospital at Dartmouth (CHaD) –  
 Lebanon, NH  
 Coca-Cola, Inc. – Claremont, NH  
 Co-op Food Stores – Hanover /Lebanon,  
 NH  
 Dartmouth College Sports Medicine –  
 Hanover, NH  
 Dartmouth College Women in Science  
 Project – Hanover, NH  
 Dartmouth-Hitchcock Medical Center –  
 Lebanon, NH  
 Dartmouth-Hitchcock Medical Center –  
 Media Services, Lebanon, NH  
 Dartmouth-Hitchcock Medical Center –  
 Videoconferencing Services,  
 Lebanon, NH  
 Dunkin Donuts – West Lebanon, NH  
 Fireside Inn and Suites – West Lebanon,  
 NH  
 ForwardFace – Hanover, NH  
 Geographic Data Technology –  
 Lebanon, NH  
 Hartford Area Chamber of Commerce –  
 Hartford, VT  
 JJ Nissen Baking Company – Lebanon, NH  
 Ledyard Bank, Lebanon – NH  
 Kendal at Hanover – Hanover, NH  
 Lambert Auto Sales – Claremont, NH  
 Lebanon Floral and Plants – Lebanon, NH  
 Lindt Chocolate – West Lebanon, NH  
 McDonalds – Claremont, NH  
 Montshire Museum of Science –  
 Norwich, VT  
 New England School of Hair Design –  
 West Lebanon, NH  
 NH DOE Vocational Rehabilitation –  
 Lebanon, NH  
 NH Travel and Tourism  
 Nugget Theater – Hanover, NH  
 P & C – West Lebanon, NH  
 Pepsi Bottling Group – Claremont, NH  
 Pizza Hut – West Lebanon, NH  
 Price Chopper – West Lebanon, NH  
 Ramunto's Brick and Brew – Hanover, NH  
 Ramunto's Sicilian Pizzeria – West  
 Lebanon, NH  
 Robert's Flowers – Hanover, NH  
 Shaw's Supermarkets – West Lebanon, NH  
 Shop 'N Save – Claremont, NH  
 Signal Aviation – West Lebanon, NH  
 Subway – West Lebanon, NH  
 Sugarbush Florist – Windsor, VT  
 Twin State Welding – Lebanon, NH  
 United Developmental Services –  
 Lebanon, NH  
 Upper Valley Veterinary Services –  
 Lebanon, NH  
 VT Department of Travel and Tourism  
 Vermont Institute of Natural Science –  
 Woodstock, VT  
 Wal-Mart – Claremont, NH

**SOURCES AND USES OF FUNDS**  
July 1, 2001 – June 30, 2002

**SOURCES OF FUNDS**



**SCHOOL CONTRIBUTIONS**

Full Service Partners	50,987
Fee Per Service Partners	6,522
Exploratory Partners	6,000
<b>Total School Contributions</b>	<b>63,508</b>

**PRIVATE CONTRIBUTIONS**

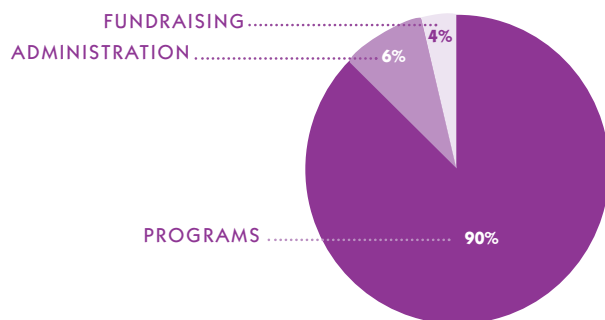
Corporate Sustainers (\$5,000+)	12,500
Corporate Sponsors (\$1,000 to \$4,999)	11,506
Market Value of In-Kind Contributions	9,915
Corporate Friends/Contributors/Community	7,721
<b>Total Private Contributions</b>	<b>41,642</b>

**GRANTS**

Grants	9,106
<b>Total Grants</b>	<b>9,106</b>

**TOTAL** **\$114,256**

**USES OF FUNDS**



**PROGRAMS**

Learning Opportunities for Students	38,561
Connecting Learning in the Community (CLiC)	20,445
Summer Externship Program	19,640
School/Community Collaboration Projects	11,304
K-12 Career Education Planning	8,282
Professional Development for Educators	4,250
<b>Total Programs</b>	<b>102,482</b>

**ADMINISTRATION**

Organization Management	7,135
-------------------------	-------

**FUNDRAISING**

Fundraising Expenses	4,002
----------------------	-------

**TOTAL** **\$113,619**

\* Funds include cash donations, program fees, and in-kind contributions.

UPPER VALLEY BUSINESS AND EDUCATION PARTNERSHIP  
 STATEMENTS OF FINANCIAL POSITION  
 JUNE 30, 2002 AND 2001

<b>ASSETS</b>	<b>2002</b>	<b>2001</b>
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 40,276	\$ 34,226
Contributions receivable	1,595	1,000
Total Current Assets	41,871	35,226
<b>COMPUTER EQUIPMENT (OVER 1500):</b>		
Less: Accumulate depreciation	2,352	-
Less: Accumulate depreciation	(59)	-
Less: Accumulate depreciation	2,293	-
Total Assets	\$ 44,164	\$ 35,226
 <b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 4,642	\$ 904
Accrued payroll and payroll taxes	2,108	41
Total Current Liabilities	6,750	945
 <b>NET ASSETS</b>		
Unrestricted	37,414	34,281
Total Net Assets	37,414	34,281
Total Liabilities and Net Assets	\$ 44,164	\$ 35,226