Part IV - Narrative Description of Your Activities

A. General Features of the Program

1. General Description

Adaptive Sports Partners of the North Country, Inc. (ASPNC) is a nonprofit corporation established in the fall of 2009 for charitable and educational purposes. Specifically, it has been designed to provide year-round opportunities in sports and recreation to persons with all types of disabilities. It uses trained volunteers to guide, instruct, coach and support participants in their sport and recreation activities.

2. Reasons for Formation

Many of the volunteers involved in ASPNC and its single paid staff person formerly participated in another adaptive sports organization. That group, however, made a policy decision to withhold service from a person with a severe disability, precipitating a series of events which ultimately led to the departure of that paid staff person and many volunteers. These individuals then convened to form a new adaptive organization – Adaptive Sports Partners of the North Country, Inc. This new organization plans to operate year-round, serve an inclusive range of disabilities, and have a much broader geographical focus than the other organization.

3. Area Served

Coos County and northern Grafton County of New Hampshire and the area known as the Northeast Kingdom of Vermont – the three Counties of Caledonia, Essex and Orleans. Collectively, this area is called “the North Country."

4. Potential Client Base

Using data from publicly available sources, ASPNC estimates there may be as many as 23,000 individuals with disabilities who live in the service area. In addition, the region attracts large numbers of visitors, many of whom have disabilities. The number of people with disabilities far exceeds the capacities of existing adaptive organizations to serve them.

5. Disabilities to Be Served

ASPNC will serve persons with physical disabilities such as traumatic brain injury, spinal cord injury, cerebral palsy, neuromuscular disorders (e.g., amyotrophic lateral sclerosis, muscular dystrophy, post polio syndrome), visual and hearing impairments, and others. It will also serve people with developmental disabilities such as autism, developmental delays, intellectual disabilities, and forms of mental illness. Some participants will have both physical and developmental disabilities. ASPNC estimates that these categories of disability will be distributed as follows:

- Physical disabilities: 48%
- Developmental disabilities: 42%
- Combination of physical and developmental disability: 10%

6. Specialized Adaptive Equipment

Some but not all of our participants who have physical disabilities require the use of specialized adaptive equipment. In winter, such equipment includes various kinds of sit-down devices: bi-skis, mono-skis, Kart-ski, Tandemski, and others. Devices to enhance stability, outriggers, are also used. In summer, our clients who wish to experience bicycling may require hand-cycles or tandem bikes. Those who want to hike into the mountains may require a sitting apparatus.

As ASPNC begins operations, we have only a few pieces of this equipment. We have made arrangements to borrow needed items from other adaptive organizations in New Hampshire. Over time, we plan to secure sponsorships from individuals and corporations to enable us to purchase our own. We also plan to identify foundations willing to support equipment acquisition.
Part IV - Narrative Description of Your Activities (cont’d.)

7. Training

Volunteers undergo extensive training in adaptive techniques and equipment and in the challenges unique to various disabilities. They must complete seasonal training requirements before participating in service sessions with clients. New volunteers participate in a supervised, supporting role before they are assigned the role of lead. Many volunteers as well as the Executive Director are certified in various adaptive disciplines, in specific sports and in first aid.

8. Locations of Services

Space for office operation and equipment storage is at a farmhouse in the town of Easton, New Hampshire.

Services to clients are and will be provided at a variety of locations throughout the North Country:

- Nature walks, day hikes
  Trails of the White Mountain National Forest
- Overnight hikes
  Huts of the Appalachian Mountain Club
- Paddling
  local waterways including Echo Lake, Moore Reservoir, the Pemigewasset River
- Waterskiing
  Ashland Marina (at Little Squam Lake), Ashland, NH
- Road cycling
  local roadways
- Tennis
  The Franconia Inn
- Golf
  Sunset Hill House
- Downhill skiing and snowboarding
  Cannon Mountain Aerial Tramway and Ski Area
  (a facility of the State of New Hampshire Department of Resources and Economic Development)
  Burke Mountain Operating Company, East Burke, VT
  (relationship under development)
- Nordic skiing and snowshoeing
  The Franconia Inn, Franconia, NH
  Horse and Hound Inn, Franconia, NH
  Sunset Hill House, Sugar Hill, NH
- Sled hockey and ice skating
  Fenton Chester Ice Arena, Lyndon Center, VT
  (relationship under development)
- Swimming
  pool at local motel (relationship under development)
- Basketball
  Lancaster Elementary School, Lancaster, NH
- Indoor fitness
  Profile School, Bethlehem, NH

9. Partnerships = Collaboration

Adaptive Sports Partners of the North Country, Inc. uses “partners” as part of its name. The term is not meant to imply a partnership as a form of corporate formation. Rather, it means that we have entered into collaborative relationships with other organizations in order to carry out our mission. These groups include profit-making firms (such as the Inns mentioned above), other nonprofit organizations (such as Common Ground in Whitefield, NH, an agency supporting adults who have developmental disabilities in their efforts toward independent living), and public agencies (such as Cannon Mountain Ski Area and regional school districts). Additionally, we consider our volunteers, members, supporters and donors as partners in bringing services to people with disabilities.

10. Fees for Services

ASPNC’s Board of Directors approves a fee schedule for the organization’s services. These fees are consistent with the fees charged by other adaptive organizations in northern New England. For the client, they are all-inclusive in that they cover volunteer services, any access fee, lift ticket or rental charged by a venue, and use of specialized adaptive equipment if needed. If any fee represents a hardship for the client, ASPNC gladly offers to reduce it or waive it entirely. No client is ever turned away for inability to pay. Fees represent a relatively small revenue stream for the organization, smaller in significance than other types of revenue.
Part IV - Narrative Description of Your Activities (cont’d.)

11. Alternate Names

We sometimes omit the “Inc.” when referring to our organization. In some communications we shorten the reference to “Adaptive Sports Partners.” In still other instances we abbreviate the reference to “ASPNC.”

12. Additional Materials

We are including a brochure describing the organization and its services. We also have a website: www.adaptivesportspartners.org, which as of December 2009 has only two pages. Paper copies of these pages are included as Attachment 3. We anticipate developing a more comprehensive website in the coming months.

B. Specific Programs

Approximately 85% of Adaptive Sports Partners’ services are conducted outdoors and are, therefore, dependent upon the weather. Consequently, we have categorized our service activities as Warm-Weather, Cold-Weather, and – for the 15% conducted indoors – All-Weather.

1. Warm-weather sports and recreation adaptive services

   a. Components of the service:

      - Water sports of paddling and waterskiing
      - Bicycling on roads, cross-country and mountain trails
      - Nature walks and hikes, including overnight trips with stays at mountain huts
      - Golf
      - Tennis

   b. Who conducts the service? Approximately 30 trained volunteers

   c. Locations – as listed in Part IV, Section A, subsection 8 above

   d. Timing and Service Volumes

      Past – ASPNC began offering this service in October 2009. We served 10 individual clients and provided a total of 20 service sessions – in golf, bicycling, a nature walk and a hike – before cold weather set in in November.

      Current – No warm-weather services are planned for the period of December 2009 – March 2010.

      Planned – We will resume this service in April or May 2010 (dependent on weather conditions). We anticipate offering the full range of services, with projections of serving 60 clients, for a total of 150 service sessions.

   e. How the service furthers exempt purposes

      For those clients whose disability requires them to use a wheelchair, the opportunity to use a specialized sit-down device called the Trailrider, accompanied by ASPNC’s trained volunteers, enables them to experience the thrills of the outdoors in ways they may have previously thought impossible. Even for ambulatory participants – those with autism or other developmental disabilities – the opportunities of learning to play golf and hiking up a mountain are activities that in most instances had not been available to them. For those who are blind, the assistance of guides from ASPNC enables them to cross mountain streams and hike to peaks of the White Mountains. These are life-affirming experiences, ones the participants never thought possible.

      We view the services provided through this program as charitable within the meaning of Section 501(c)(3) of the Internal Revenue Code.
Part IV - Narrative Description of Your Activities (cont’d.)

f. Percentage of time

Warm-weather program services occur during 7-8 months of the year, and have the support of approximately 80% of ASPNC’s volunteers. (Some volunteers are available only during warm-weather months). Overall, this service constitutes roughly 45% of ASPNC’s time.

g. Funding

At present the majority of ASPNC’s funding is from Contributions from Individuals. The organization has received one grant of $5,000 so far. It has begun taking in Membership Dues, and it anticipates a small amount of revenues from Program Service Fees paid by clients. We expect all types of funding to grow over time, but as of December 2009 the largest portion comes from Contributions.

2. Cold-weather sports and recreation adaptive services

a. Components of the service:

- Downhill – skiing and snowboarding
- Nordic – cross-country skiing and snowshoeing
- Sled hockey
- Ice skating

b. Who conducts the service? Approximately 30 trained volunteers

c. Locations – as listed in Part IV, Section A, subsection 8 above

d. Timing and Service Volumes

Past – As of early December 2009, ASPNC has not yet offered these services.

Current – As of early December 2009, there is insufficient snow cover for offering downhill skiing, snowboarding and Nordic activities.

Planned – Dependent on snow conditions, we hope to begin offering Nordic activities in mid-December 2009. For downhill activities we plan to work out a relationship with Burke Mountain in Vermont. We have just recently finalized an agreement with the ski area closest to our headquarters – Cannon Mountain in Franconia, NH. A pilot program will begin in there in January 2010. Because an adaptive program is a new experience for Cannon, its management is requiring limitations on the number of adaptive participants during the first operational season.

We have not yet developed an agreement for ice skating and sled hockey with the Ice Arena in our service area, but we plan to accelerate those discussions if we have requests for those services.

Overall, ASPNC anticipates serving 50 clients during our first cold-weather season for a total of 130 service sessions. We feel we are capable of serving larger numbers, but the requirements of the Cannon Mountain pilot program restrict us to a smaller volume. We feel that a successful first-year pilot will establish a foundation for a much more vigorous second season and beyond.

c. How the service furthers exempt purposes

As with warm-weather activities, cold-weather activities in adaptive sports and recreation provides life-affirming experiences for persons with disabilities. These are experiences they would not have had if an adaptive organization had not been available to them. In downhill skiing and snowboarding, simple gravity is partly responsible for clients’ accomplishments. For the person who is venturing onto “the hill” for the first time, the prospect of gravity can be frightening.
When the person with a disability is assisted by a skilled volunteer instructor, trained in both the sport and the disability, the resulting experience is a predictably rewarding one. Even when gravity is not a factor – as in Nordic skiing and snowshoeing – the help of well-trained volunteers makes the outdoor experience a rewarding accomplishment for the client with a disability.

We view the services provided through this program as charitable and educational within the meaning of Section 501(c)(3) of the Internal Revenue Code.

d. Percentage of time

Cold-weather services are offered in four months of the year. Roughly 85% of the organization’s volunteers participate. Downhill activities tend to require a higher ratio of volunteers to clients – sometimes 3 or even 4 to 1, depending on the particular requirements of the disability. Overall, we project the service as constituting 40% of ASPNC’s volunteer time.

e. Funding

Funding considerations are the same for this program service as for warm-weather activities – Part IV, Section B, Subsection 1g.

3. All-weather sports and recreation adaptive services

a. Components of this indoor, year-round service:

- Swimming
- Basketball
- Indoor fitness

b. Who provides the service? Seven trained volunteers

c. Locations – as listed in Part IV, Section A, subsection 8 above

d. Timing and Service Volumes

Past, Current and Future – We began school-oriented services in October 2009, and they will continue throughout the current academic year. Swimming can be offered, on request, at any time of the year.

We are currently teaching basketball skills to students in the Special Education program at Lancaster Elementary School – 5 students, for 20 service sessions. We have been asked to assist in physical education programs at Profile School in Bethlehem, NH and Lisbon High School in Lisbon, NH for their special education students. The specific activities have not yet been finalized, but the focus is likely to involve physical fitness.

Overall for the year, ASPNC anticipates serving up to 25 clients, for approximately 70 service sessions.

e. How the service furthers exempt purposes

This program furthers our exempt purposes by bringing students with special needs – mostly with developmental disabilities but in some cases with physical ones – more inclusively into the physical education programs of their respective schools. Special education coordinators had found that, without special attention, many of these students had preferred to stay on the sidelines. With the focused attention they are receiving from ASPNC’s adaptive volunteers, these students are participating more actively and are learning actual skills.
Part IV - Narrative Description of Your Activities (cont’d.)

We view the services provided through this program as charitable and educational within the meaning of Section 501(c)(3) of the Internal Revenue Code.

f. Percentage of time

This program is offered in all months of the year but requires the involvement of a smaller number of ASPNC’s volunteers. It accounts for approximately 15% of the organization’s time.

g. Funding

See Part IV, Section B, Subsection 1g above.

4. Summary of Statistics

The service volumes discussed above for the first operational year are summarized here.

<table>
<thead>
<tr>
<th>Season</th>
<th>Clients</th>
<th>Service Sessions</th>
<th>Volunteers</th>
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</thead>
<tbody>
<tr>
<td>Warm-weather</td>
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<td></td>
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<tr>
<td>Oct - Nov 2009</td>
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<td>20</td>
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<tr>
<td>May - Sept 2010</td>
<td>60</td>
<td>150</td>
<td>30</td>
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<tr>
<td>Cold-Weather</td>
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<tr>
<td>Dec 09 – Mar 10</td>
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<td>130</td>
<td>30</td>
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<tr>
<td>All-Weather</td>
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<tr>
<td>Oct 09 – Sept 10</td>
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<td>70</td>
<td>7</td>
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<tr>
<td>Total service sessions</td>
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</table>

Note: We project serving approximately 75 clients, using approximately 45 trained volunteers, during our first year. Numbers of clients and volunteers are not additive across seasons because many clients and volunteers participate in more than one season.