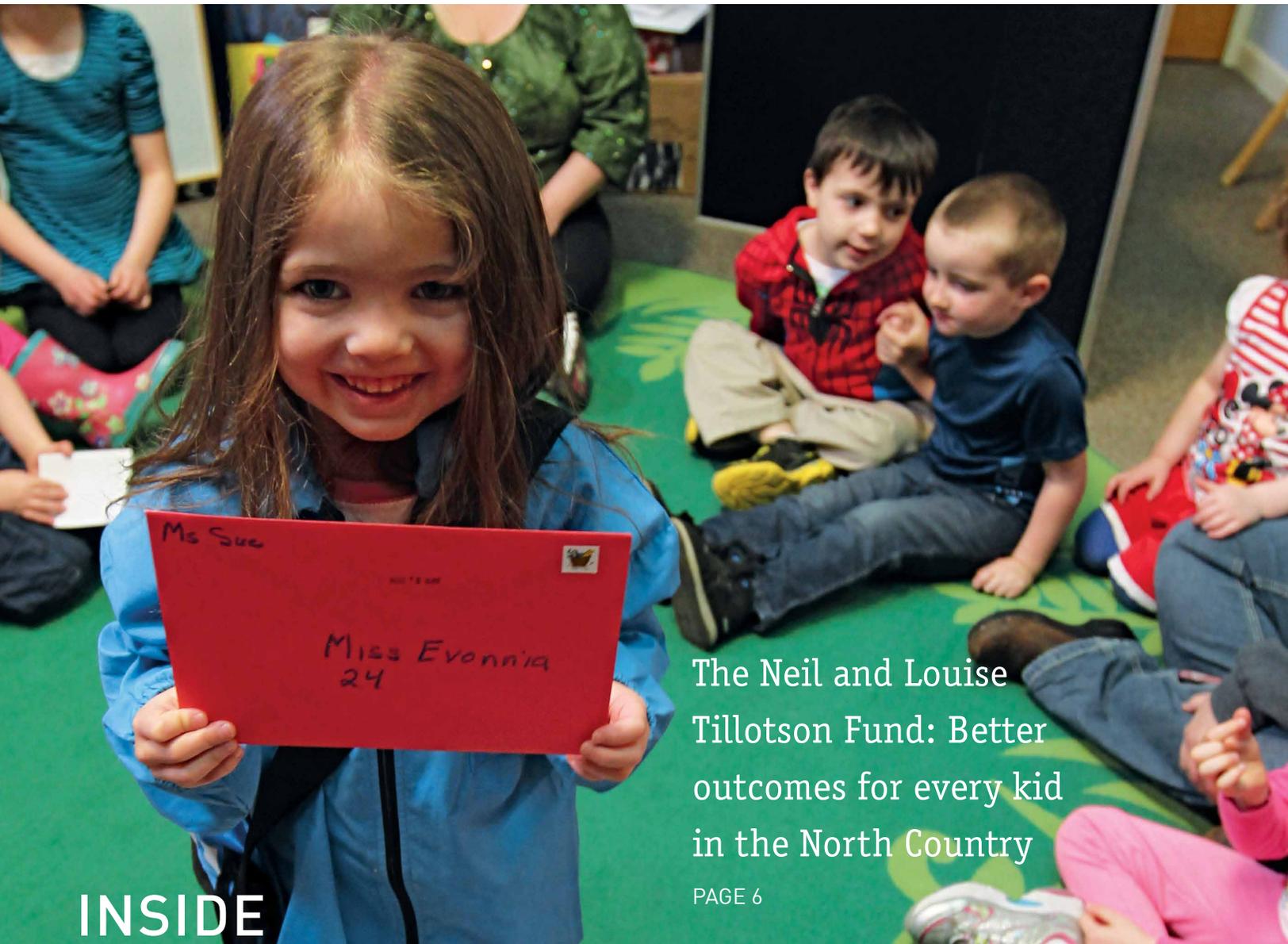




# PURPOSE

A SEMIANNUAL NEWSLETTER | SPRING/SUMMER 2014



The Neil and Louise  
Tillotson Fund: Better  
outcomes for every kid  
in the North Country

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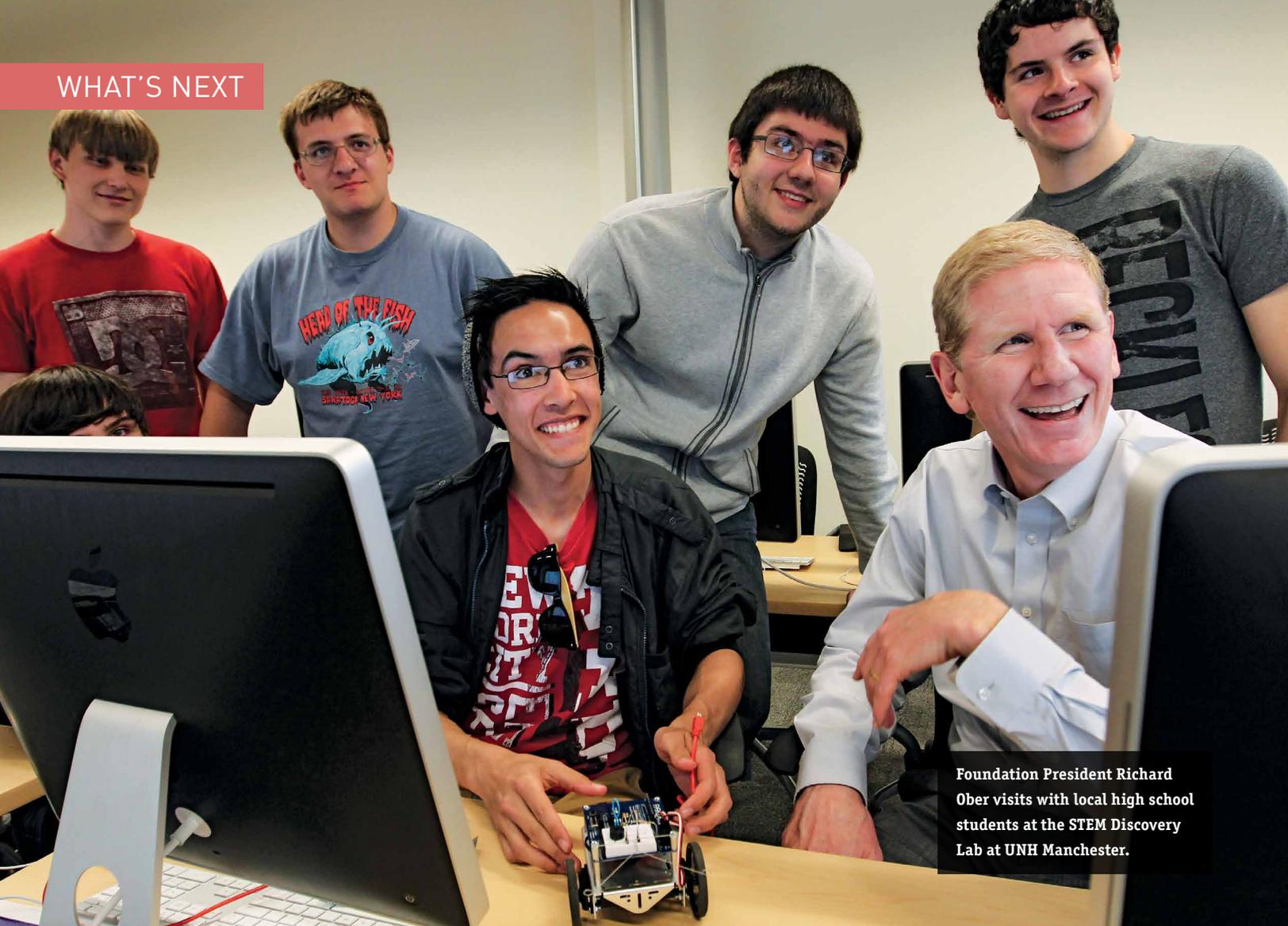
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Foundation President Richard Ober visits with local high school students at the STEM Discovery Lab at UNH Manchester.

# NEW HAMPSHIRE TOMORROW

BY RICHARD OBER, PRESIDENT AND CEO

**F**rom 1985 to 2007, I made my living in land conservation. Part of my job was reminding people that New Hampshire was growing fast. Maybe too fast.

It was not a hard case to make. During much of that period, our population expanded more quickly than any state in the Northeast. Development consumed an estimated 13,000 acres a year — roughly half the size of an average town. Responding to widespread public concern, land trusts, towns and the state invested \$218 million to save farms and forests

and natural areas. The result is a mosaic of conservation land that will define the state forever.

The rapid influx of new residents brought tremendous prosperity. We grew accustomed to top 10 rankings among the states in educational attainment, public safety, income and public health. People talked confidently about the “New Hampshire Advantage,” with little agreement about what that meant. There was a bit of hubris in all of this; we were doing well, and it seemed the growth would never slow.

Until it did.

Since 2006, the state’s average net population increase has plunged to fewer than 2,000 new residents per year. That’s down from an annual pace of 18,000 in the 1980s and 11,500 in the early 2000s. For the first time since 1970, more residents are leaving than arriving. Natural increase — births over deaths — has also slowed.

I’m not sure our collective resolve has caught up with this fundamental shift in the state’s trajectory. With similarly sluggish growth projected to continue, we can no longer look externally for our success. We must make the right

investments and policy decisions here and now. That demands confronting some challenging trends and questions — especially for children and youth. Among them:

- We are growing older. At 41, we have the third-highest median age in the country. Who will replace all these workers as they retire?
- 16,000 more children live in poverty than in 2008 — that's a 63 percent increase, the highest rise in the country. Why is that happening, and how have we let it?
- We rank second highest in underage drinking and in the top 10 for other drug use, yet 49th in providing treatment. What does that mean for the health of young people today and our economy tomorrow, given that alcohol overconsumption alone costs \$1.2 billion annually?
- We are last in funding for postsecondary education. Is it any wonder New Hampshire students carry the second-highest debt load in the country and that so many go elsewhere for college?

I have talked with hundreds of employers, educators, policymakers and other concerned Granite Staters about these trends. Most arrive at the same conclusion: Our long-term prosperity demands focused attention on increasing opportunities and lowering obstacles for children and youth. Taking care of our own is not just a social obligation; it is an economic imperative. Businesses will start, locate and expand in states that invest in healthy communities and a future work force.

That's easier said than done, but I am bullish on our chances. In New Hampshire

“Our long-term prosperity demands focused attention on increasing opportunities and lowering obstacles for children and youth.”

we understand the power of public-private partnerships. The state is small enough that we can get people together to solve problems. And our politics are less polarized than in many places. We just need to put these assets to work.

Scores of initiatives around the state are doing just that. A small sampling includes:

- The **Coös Coalition for Young Children and Families**, supporting North Country families by improving developmental screening for kids under age 5 and training early childcare providers.
- **STEAM Ahead**, bringing together Manchester businesses and educators to create affordable pathways from high school to employment.
- **Life of An Athlete and Media Power Youth**, proven peer-to-peer programs that keep kids off drugs and alcohol.
- **Stay Work Play**, a network of young professionals devoted to keeping college graduates in the state.
- **The NH Coalition for Business and Education**, dozens of employers and institutions advocating for policy reforms and public-private investments.

As a grant maker and partner, the New Hampshire Charitable Foundation supports these programs and hundreds more. And as the state's largest scholarship provider, we help some 1,700 students a year get the education and job training they deserve. In all, thanks to generous donors and effective

partners, 40 percent of our funding supports young people.

But we must do more, and that starts by asking questions. If fast growth was the defining theme of the last quarter century, what will it be for the next? How do we create a stronger safety net today while reducing the need for it tomorrow? Which investments in youth and children produce the greatest return in their quality of life? What do young people think?

We need your help with the answers. A good time to start is June 12 at the Foundation's 52nd Annual Meeting. The theme this year is “How Are the Children?” Please join us.

Sometimes I wonder what New Hampshire would look like today if we hadn't invested in land conservation in the '80s and '90s. Fortunately, we didn't take that chance — we acted. That took vision. Will. Collaboration. Leadership. And a commitment to envision a better New Hampshire tomorrow.

Our kids deserve the same.

*Sources: “New Hampshire Everlasting,” Society for the Protection of NH Forests; “New Hampshire Demographic Trends in the 21st Century,” Kenneth M. Johnson, Carsey Institute; “Tailwinds to Headwinds,” Steve Norton, et al, NH Center for Public Policy Studies; “2013, National Survey of Drug Use and Health”; Land and Community Heritage Investment Program.*



The Partnership for a Drug-Free NH unveiled its new youth prevention campaign at the State House in March.

PHOTO BY CHERYL SEWTER

## CHECK THE STATS

The Partnership for a Drug-Free NH has launched a new campaign to prevent youth substance use. The Check the Stats campaign, funded by the New Hampshire Charitable Foundation, aims to educate parents and caregivers about the growing problem of youth substance use in New Hampshire. The

advertisement and video campaign features startling images and statistics:

- New Hampshire ranks second in the nation in past month alcohol use among 12- to 20-year-olds
- One in five high school students in the state has admitted to abusing prescription drugs

- New Hampshire ranks in the top 10 states for past month marijuana use

The Foundation is funding this campaign as part of its 10-year, \$12 million investment in substance abuse prevention in the state. ■

FOR MORE INFORMATION, VISIT [WWW.CHECKTHESTATSNH.ORG](http://WWW.CHECKTHESTATSNH.ORG).

## LEARNING HOW TO LISTEN



PHOTO BY ANDREA MORALES, CONCORD MONITOR

Mike Alberici, a music teacher at Maple Street School in Hopkinton, will spend the 2014-2015 school year teaching elementary students across the

state the science of sound, active listening and music. Alberici is the recipient of the 2014 Christa McAuliffe Sabbatical which each year provides one New Hampshire teacher the chance to explore new ways to enhance classroom teaching.

Alberici is the first music teacher to win the sabbatical in its 27-year history, said Hilary DeAngelis, Foundation staff. "It's a really unique proposal ... not just about music. It really encompassed lots of different classroom and learning opportunities," she said. "Listening is something you need no matter what you're learning." ■



## 2014 ANNUAL MEETING

"Kasserian Ingera" is the traditional greeting of the Maasai of east Africa. It means "And how are the children?" A response of "All the children are well" means the tribe is meeting its first responsibility — the next generation.

How would we answer that question? Are New Hampshire's children well? Let's start the conversation on June 12, 2014, at the Foundation's 52nd Annual Meeting at the Radisson Hotel in Manchester beginning at 4:30 p.m. ■

TO REGISTER, VISIT [WWW.NHCF.ORG](http://WWW.NHCF.ORG).



Jenifer Cannon



Amy Fackelmann

PHOTOS BY CHERYL SENTER

## NEW FACES

The Foundation welcomes two new staff members to its Philanthropy Department. Jenifer Cannon, director of gift planning, comes to us from The Boston Foundation where she served as director of development. Her focus there was helping people in the areas of private equity and venture capital to engage in meaningful philanthropy.

Jenifer's move to New Hampshire is a homecoming — she grew up in Concord, and graduated from the University of New Hampshire. "I grew up running on these trails and skiing on these mountains," she said. "It's great to be back."

Amy Fackelmann, senior philanthropy advisor for Manchester and Nashua Regions, knows the community foundation field well. She was the director of donor relations for the California Community Foundation and worked at the Council on Foundations, a membership organization representing grant-making foundations.

"I've known about the New Hampshire Charitable Foundation since my days at the Council; it has always had a great reputation nationally. I am proud to be working here," she said. "It's an inspiring group to work with." ■



## 100 YEARS YOUNG

This year marks the 100th anniversary of community foundations. The nation's first, the Cleveland Foundation, was established in 1914. Today, more than 1,400 community foundations worldwide are investing in making their communities stronger.

Community foundations — like the New Hampshire Charitable Foundation, which was founded in 1962 — invest the resources of multiple donors and make grants and scholarships that are focused on meeting the needs of a region.

Eugene Struckhoff, the chief architect in the creation of the New Hampshire Charitable Foundation, became known as the "Johnny Appleseed of community foundations." Over four decades, "Struck" would play a lead role in creating 140 of the first 400 community foundations in the United States. ■

## KUDOS

### ARTHUR SULLIVAN NAMED CITIZEN OF THE YEAR



PHOTO BY GREATER MANCHESTER CHAMBER OF COMMERCE

The Greater Manchester Chamber of Commerce named Arthur Sullivan, a member of the Foundation's Manchester Region Advisory Board and Entrepreneurs Foundation of NH, its 2013 Citizen of the Year.

### CYRUS AND BARBARA SWEET HONORED FOR THEIR PHILANTHROPY

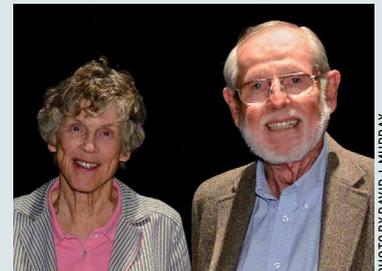


PHOTO BY DAVID J. MURRAY, CLEARVIEWPHOTO.COM

Foundation donors Cyrus and Barbara Sweet of Portsmouth were presented with the 2014 Eileen Foley Award by Friends Forever. The award, named after former Portsmouth mayor Eileen Foley, is presented each year to a New Hampshire citizen who takes a personal responsibility to make the world a better place.



# A SOUND INVESTMENT

The Neil and Louise Tillotson Fund invests \$5 million to improve early childhood outcomes in Coös County

**T**hree-year-old Moira is sitting in a circle with a group of toddlers at the White Mountains Community College Early Childhood Development Center.

Miss Heather sings, “If your name starts with *Mmmm*, wash your hands...” “*Mmm*, Moira! That’s me!” And she is off to soap and water.

What Moira may not know is that the sound “mmm” is a *phoneme*, or speech sound, and that her teacher has had extensive training in using phonemes and rhyming to develop literacy, that this school is full of new tools selected to

help Moira and her classmates learn to read and write.

These children are among the beneficiaries of a comprehensive series of initiatives designed to make Coös County a model for excellence in early childhood development programs and education.

This bold strike was made possible by the Neil and Louise Tillotson Fund, which has invested \$5 million since 2009 to improve early childhood outcomes in Coös County.

“There is now a system in place in Coös County that did not exist five years ago

to effectively coordinate comprehensive services for young children and families,” said Kirsten Scobie, director of the Tillotson Funds at the New Hampshire Charitable Foundation.

“The ultimate goal is to support Coös to be a place where children and families thrive,” she said, “and that, in turn, will lead to community revitalization.”

“Neil and Louise Tillotson cared deeply for the North County. The Neil and Louise Tillotson Fund is one way their legacy and passion for the region and its people live on, through a comprehensive



Sue Cloutier, (center) director of the White Mountains Community College Early Childhood Development Center, greets one of her youngest students.

PHOTO BY CHERYL SENTER

investment in organizations working together to support young children and families to thrive.”

Investments during the early childhood years translate to success in high school, higher levels of education, economic security, productivity and civic engagement — and savings in everything from special education costs to rehabilitation programs and prison costs.

“When you look at Coös, we’ve got this aging demographic, a hugely low-income demographic. If we’re really going to change the trajectory for Coös,

“We’ve got to invest in our kids. We’ve got to build strong, creative, intelligent, resilient citizens who return to Coös County to build the county up.” —Cathy McDowell, Coös Coalition

we’ve got to begin with our kids,” said Cathy McDowell, project manager for the Coös Coalition for Children and Young Families.

“We’ve got to invest in our kids. We’ve got to build strong, creative, intelligent, resilient citizens who return to Coös County to build the county up.”

Steve Barba, a member of the Neil and Louise Tillotson Fund Advisory Committee, was convinced by an article written by two Federal Reserve economists.

“They made the case that the soundest, most effective, most-likely-to-succeed investment that any community could make in order to achieve economic development was to invest in children under the age of 4,” Barba said.

That’s what the Foundation, through the Tillotson Funds, has done:

- The Coös Coalition brought agencies together to develop shared strategies, goals, training and measurements. Standard developmental screenings were implemented. About 270 children have already been screened. The goal is for all children from birth to age 5 in Coös to be screened every year.
- Northern Human Services created an infant mental health team which provided services to 201 children last year — previously, there had been a minimum six-month wait for such services.
- The Reach Out and Read program, coordinated by the Coös Coalition, distributed nearly 1,500 books to children in 2013.
- White Mountains Community College improved the network of child development center directors and teachers. Sixty-two of the 78 early childhood professionals in 11 participating centers are now credentialed.
- Plymouth State University (PSU) presented free professional development institutes, dramatically increasing training in evidence-based strategies and curricula.
- PSU has graduated, on full scholarship, three teachers with early childhood degrees who will work in Coös for at least two years. One more will graduate next year.
- Partnerships have been created between early childhood development centers and local school districts, improving school readiness and transitions between schools.
- New models of distributing financial aid to North Country students studying early childhood development were developed and piloted.

These investments in children now play out every day in early childhood centers throughout the county.

Demri, 4, is dressed as a mail carrier, delivering letters at the White

Mountains Community College Early Development Center. The blue mailbox stands ready, each child has her own letterbox, vocabulary words related to the post office are displayed. The buying of stamps is a coveted activity.

That might look like kids playing make-believe — and it is. But it is also kids learning to read, and write, and calculate, and imagine themselves as integral members of their community.

The “post office unit” — which came, with materials, from one of the play-based strategies trainings — has these children captivated.

“They’re writing galore,” Center Director Sue Cloutier said. “They’re writing letters to each other.”

Moira has penned a letter to a classmate that relies heavily on the use of capital G’s.

This center could not have afforded these supplies.

Meanwhile, Evan, 5, zooms by on a new wooden truck. Behind him, children play with new blocks that teach, well, physics: ramps and gravity and levers. Shelves are full of new books such as Corduroy, Bug and Bear and Z is for Moose. “You’re filling their brains

full of vocabulary,” said teacher Jennifer Gilbert.

Six infants have new cribs. There are iPads in each classroom for assessment and planning.

The children have all been screened with the Ages and Stages Questionnaire now being used by pediatricians, child development professionals and others statewide.

“This has been a long-standing dream of mine,” Cloutier said. “We’re all speaking the same language and sharing the same information.”

Should a child need additional observation or services, those are now available.

“It definitely feels like there are more people working as a team on each child’s behalf,” said Gilbert.

The teachers coordinate with the local SAU — so the kids are ready for kindergarten, and kindergarten is ready for them.

Wanda Riff, a preschool teacher at the center, got a scholarship to get her degree at White Mountains Community College.

“If it were not for the New Hampshire Charitable Foundation, I would not

be here,” Riff said. She maintained a perfect 4.0 because, she said, “I wanted to make sure the people who invested in me got a good return on their investment.”

Great strides have been made; challenges remain. In Coös County average wages for early childhood teachers remain dispiritingly low: between \$8 and \$11 per hour.

“This is an industry that’s really doing its best on very little,” said Patricia Cantor, who chairs the Early Childhood Studies Department at Plymouth State University.

Riff is deliberate about telling her students that people who cared invested in them — and bought these books, blocks and writing materials.

“It’s better invested at the beginning, when their brains are developing,” she said. “If they have that mindset that they want to achieve, they’re going to want to go to college, earn a good, decent living and invest in their community.”

Riff envisions one of these children coming out of college, starting a business and thinking: “How can I help my community? ... Oh, maybe I can build a factory back in my hometown.” ■

“If it were not for the New Hampshire Charitable Foundation, I would not be here.”

—Wanda Riff, who graduated from White Mountains Community College last May with her degree in early childhood education thanks in part to Foundation scholarships





# STARTING A HUMAN CAPITAL BUILDING MOVEMENT

PHOTO BY CHERYL SENTER

BY STEVE ROWE, PRESIDENT, ENDOWMENT FOR HEALTH

When people ask what we do at the Endowment for Health, I often say we are in the construction business. Human capital construction, that is. Health is critical to the formation of human capital — the skills, knowledge and experience that enable people to work together and be productive. And that productivity propels economic and social progress.

I also tell people that health is a state of complete physical, mental and social well-being. Without health, human potential can't be fully realized. With it, it can.

That's why the Endowment works with others — including the New Hampshire Charitable Foundation — in an effort to improve the health of New Hampshire people at every stage of life. And that's why we place special emphasis on those who are vulnerable and underserved.

The future holds unique challenges and opportunities for our state. Our

aging population will continue to grow. Our birth rate will stay very low with an increasing percentage of births in low-income families anticipated. Meanwhile, we are already seeing much more racial, ethnic and cultural diversity. These trends represent a demographic sea change and present significant challenges and opportunities. Meeting those challenges and capitalizing on those opportunities will require thoughtful planning and action.

That's why the Endowment has decided to launch two new long-term projects: Ensuring the Healthy Development of Young Children and Ensuring the Health and Dignity of Elders. Actually, these are much more than projects. They are social movements to bring about cultural change. The goals are to ensure that every child, regardless of race, family income, ethnicity or neighborhood, receives a healthy start and shows up at

the kindergarten door ready and able to learn; and that every elder has a strong support network and can remain and age in his or her home and neighborhood if he or she chooses.

At the Endowment, we know that we can do nothing alone. Success requires broad partnerships with for-profit and nonprofit businesses, governments, education organizations, philanthropies and others. Success also requires that we think, plan and invest with the long term horizon in mind. Thinking and planning from year to year or biennium to biennium simply won't work anymore.

We must be guided by the African proverb: "If you want to go fast, go alone; if you want to go far, go together." We must go together. Our collective future depends on it. ■

LEARN MORE @  
[WWW.ENDOWMENTFORHEALTH.ORG](http://WWW.ENDOWMENTFORHEALTH.ORG)



# STRONGER COMMUNITIES

A small sample from thousands  
of recent grants and happenings.

## PISCATAQUA REGION

Teachers looking for more hands-on opportunities for STEM (Science, Technology, Engineering and Mathematics) education for their students can now find them on the water — through the **Gundalow Company's** Under Sail program. A \$20,000 grant will help expand the educational programs and sails onboard the wooden gundalow, the Piscataqua. [www.gundalow.org](http://www.gundalow.org)

PHOTO BY RALPH MORANG

## UPPER VALLEY REGION



PHOTO BY SARAH PRIESTAP, VALLEY NEWS

**Opera North**, a summer opera festival that presents productions at the Lebanon Opera House, is working on improving volunteer engagement. A \$10,000 grant will fund the initiative to recruit, screen, orient and train volunteers. The initiative builds on the work of the recent Foundation-funded High Impact Volunteer Engagement project at the New Hampshire Center for Nonprofits.  
[www.operanorth.org](http://www.operanorth.org)

## LAKES REGION

An \$8,000 grant to **Local Foods Plymouth** will help with design and implementation of a Farm to Desk project, allowing people to purchase local products without leaving their desks, and to have those products delivered to the workplace. The project will help to market, sell and deliver local foods without passing costs on to farmers, while keeping local food prices more competitive.  
[www.localfoodsplymouth.org](http://www.localfoodsplymouth.org)

## MONADNOCK REGION

The **Monadnock Region Transportation Management Association** is working to encourage sustainable transportation choices — and trying to get more people to ride their bikes. A \$5,000 grant for the Rack It Up Initiative will help purchase and install more bike racks in high-bicycle-traffic areas of Keene.  
[www.monadnocktma.org](http://www.monadnocktma.org)

## NASHUA REGION

The **Community College System of New Hampshire** will use a \$15,000 grant to provide scholarships to low-income students from Milford who are enrolling in Project Running Start classes and working toward a Mechatronics certificate, or continuing to a New Hampshire community college in a related field.  
[www.ccsnh.edu](http://www.ccsnh.edu)

## CAPITAL REGION

The **Mt. Kearsarge Indian Museum** in Warner offers exhibits and programs focusing on Native American Indian experience, art and history. The museum has indoor galleries and outdoor space in which plants and trees central to Native American culture are identified and propagated. The museum recently received a \$20,000 operating grant.  
[www.indianmuseum.org](http://www.indianmuseum.org)

## NORTH COUNTRY REGION

A grant of \$2,500 will support the **Mount Washington Valley Economic Council's** boot camps, educational seminars for small businesses and nonprofits. Topics range from human resources to social media training and nonprofit management — and participants don't have to leave the North Country.  
[www.mwvec.org](http://www.mwvec.org)

## MANCHESTER REGION



COURTESY PHOTO

The **Inti Soccer Academy of Manchester** needed just \$1,345 to cover the remaining cost of launching an art program for children from low-income families, in partnership with the Currier Museum's Art Center ArtWorks! program. The first session of this free, multimedia program was a success, and the program will now continue.  
[www.intiacademy.org](http://www.intiacademy.org)



# A MEDICAL HOME FOR SEACOAST FAMILIES

Families First Health and Support Center provides primary health care services to more than 6,000 men, women and children annually, including John and Sandy Pelletier.

John Pelletier was “wicked sick.” He thought he had the flu. He and his wife, Sandy, were homeless. Asking for help was not their way.

A big blue bus rigged out as a medical office was parked alongside the boardwalk at Hampton Beach that winter day, offering free care to homeless people.

Pelletier paced outside.

A young woman stuck her head out, smiled, and said, “Are you coming in or not?”

He climbed aboard.

Pelletier had high blood pressure, diabetes and chronic obstructive pulmonary disease. And no health insurance.

“If that had gone unchecked,” Pelletier said, “I would not be here today.”

John eventually convinced Sandy to come to the bus. She was directed to free cancer screenings that Families First offers to low-income women; she was diagnosed with breast cancer. She got treatment and is now cancer-free. The Pelletiers credit Families First Health and Support Center with saving their lives.

Families First is a community health center offering integrated primary health care — health and dental, mental health, and parent and family support programs, in addition to the “Big Blue” mobile health clinic.

The organization serves more than 6,000 men, women and children each year.

“We really are a medical home,” said Families First Executive Director Helen Taft.

Fifty-five percent of Families First’s patients last year were uninsured, and an additional 30 percent on Medicaid. About 30 percent of all the patients are homeless.

“Helen Taft moves heaven and earth to keep serving an ever-growing number of patients with an ever-growing list of challenges,” said New Hampshire Charitable Foundation Vice President Katie Merrow.

“Helen Taft moves heaven and earth to keep serving an ever-growing number of patients with an ever-growing list of challenges.”

– Katie Merrow, New Hampshire Charitable Foundation

In 2013, Foundation annual meeting attendees awarded Families First with \$7,500 to help replace the mobile health clinic — the first-place prize in a nonprofit “pitch competition.” Families First also received a \$60,000 three-year operating grant from the Foundation and another \$170,000 from Foundation donor advised fund holders.

Fees at Families First are charged on a sliding scale — no one is denied care because they can’t pay. Last year, Families First provided \$1.4 million in uncompensated care.

“Financial sustainability is always the challenge,” Taft said.

It’s not just “business as usual” for community health centers, with implementation of the Affordable Care Act and fluctuations in public funding.

“Things are changing and we want to be part of that because we want to be sustainable and continue working with our families,” Taft said.

It was a gamble with health care that led the Pelletiers to become homeless. John was making nearly \$80,000 a year driving a truck. Sandy has been a full-time teacher’s aide for 15 years. When the amount they had to pay for health insurance increased fivefold, they decided

to drop the insurance. They both had been healthy.

Then John got cancer.

They depleted their savings to pay for John’s cancer treatment and lost their home. John was cancer-free, but they were homeless.

Families First helped the Pelletiers with the paperwork for John’s veteran’s benefits, Medicaid and Social Security. The Pelletiers still go to Families First for everything from nutrition services for John’s diabetes to Sandy’s dental care.

And they have been able to buy a home again.

“And,” said John, “it was all because we started at Families First.” ■

LEARN MORE @  
[WWW.FAMILIESFIRSTSEACOAST.ORG](http://WWW.FAMILIESFIRSTSEACOAST.ORG)



Ray Burton in 1998 and 1943 at home in Bath, on graduation day from Plymouth State in 1962, and in a 1988 campaign photo. Photos and campaign mementos provided by Joan Day, Burton's sister.

# IF IT HADN'T BEEN FOR RAY

## The Raymond S. Burton Scholarship Fund

**K**athy Eneguess, president of White Mountains Community College, loved seeing Ray Burton's name on her cell phone. Burton would not begin with "hello." Instead, he would begin, "Now, Kathy."

Burton would often be calling about a student in need who had come to him for help.

"We would work together and try to find whatever was necessary," Eneguess said, "A gas card, tires for a student's car ... finding a ride, finding scholarship funding. It was very much about a constituent who had a need, and Ray would ask as many people as necessary to try to meet that need." And most often, he would succeed.

Burton, the state's longest-serving executive councilor and indefatigable champion of New Hampshire's North Country and its people, died in November.

He left, as a legacy, the Raymond S. Burton Scholarship Fund at the New Hampshire Charitable Foundation to support North Country students and adult learners.

"He was all about education and empowerment through education," said Peter Benson, senior program officer at the Foundation.

He did those things as a matter of course.

Joan Day, Burton's sister, remembers visiting their mother in a nursing home.

A nurse approached her.

"If it hadn't been for Ray," the woman said, "my daughter never would have gotten into college."

Those are words — "If it hadn't been for Ray" — that Day has heard frequently since her brother's death. Burton was the first in his family to graduate from college, earning a degree in education from Plymouth State in 1962. He was a teaching principal in Andover and Warren, taught some college courses, and created the intern program that immersed students in state government and inspired them to enter public service. He was first elected to the Executive Council in 1977.

"Beyond my parents, nobody has



had more influence on me than Ray Burton,” said Jeff Woodburn, a New Hampshire State Senator and one of 142 former Burton interns.

Burton lived his entire life in his beloved family farmhouse in Bath, where he and his siblings grew up, where holiday gatherings were held, and where he died. He left the home and possessions — including his famed antique cars — to be auctioned for the creation of his scholarship fund.

The first of the Burton scholarships is projected to be awarded in 2015. And generations of North Country students will still say, “If it hadn’t been for Ray.” ■

As president of the Cambridge Trust Company in Concord, **Susan Martore-Baker** helps her clients create giving strategies that balance their personal financial goals with their philanthropic vision.



PHOTO BY DAVID J. MURRAY, CLEAREYEPHOTO.COM

## QUICK Q&A: SUSAN MARTORE-BAKER

### **With the stock market at an all-time high, are you seeing an increase in charitable giving among your clients?**

Absolutely. When clients feel they have enough to meet their own financial needs, they are more likely to consider charitable giving. And their comfort level grows when they learn about the many giving options available to them, some of which will provide income during their lifetimes.

With stock prices up, gifts of appreciated stock are a great way to support causes or organizations while receiving an immediate tax benefit. In most cases, people give because they care deeply about a cause or organization — not simply because their portfolio has increased. As advisors, it’s our job to create a charitable giving strategy that meets our clients’ financial and philanthropic goals.

### **What charitable giving strategies are you using with your clients to fund their philanthropic plans?**

Gifting appreciated stock is an easy and effective way to make charitable contributions. Gifts of real estate, such as a vacation home or commercial building, are also effective, but may take more time. By working as a team — with the attorney, accountant and charitable organization — we’ve always found ways

to fulfill the client’s wishes.

Sometimes planning ahead is the best way to make gifts. For a business owner who anticipates selling the company, a gift of company stock to a charitable remainder trust before the sale takes place can be an effective way to save on taxes while making a gift. If the owner isn’t sure which charity he or she would like to support, they can establish a donor advised fund and make the decision later.

### **How have you and your clients partnered with the New Hampshire Charitable Foundation?**

Clients are amazed at the options they have when they partner with the Foundation. From helping clients be engaged in their philanthropy today through donor advised funds, to providing a future source of charitable capital through a charitable remainder trust, Foundation staff provide excellent advice and counsel.

Several of my clients have set up charitable remainder trusts naming the Foundation as the beneficiary because they can be confident that, whether or not a designated charity is still in existence in the future, the Foundation will continue to carry out the purpose for which those funds were given. ■

## GREATER GIVING

For help with charitable gift planning, contact Shari Landry at 800-464-6641 ext. 1265 or [sl@nhcf.org](mailto:sl@nhcf.org), or Jenifer Cannon at 800-464-6641 ext. 1261 or [jhc@nhcf.org](mailto:jhc@nhcf.org).



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## KUDOS

### NEW REGIONAL ADVISORS

The following individuals joined our regional advisory boards in January and each will serve a three-year term.

**Suzanne Boulter, M.D.** (Waterville Valley)  
North Country Region

**Peter Burger** (Concord) Capital Region

**Sanders "Sandy" Burstein, M.D.** (Amherst)  
Nashua Region

**Paul Chant** (Chocorua) North Country Region

**Nancy Devine** (Silver Lake)  
North Country Region

**Lisa Ferneau** (Canaan) Upper Valley Region

**Carol Gerken** (Meredith) Lakes Region

**Steve Hahn** (Hillsborough)  
Monadnock Region

**Cynthia A. Hemeon-Plessner** (Laconia)  
Lakes Region

**Jamison "Jamie" Hoff, Ph.D.** (Hollis)  
Nashua Region

**Jeff Kantar** (Alton)  
Lakes Region

**Evan Karatzas** (Portsmouth)  
Piscataqua Region

**Ann Lally** (Manchester) Manchester Region

**Amy McLaughlin** (Exeter) Piscataqua Region

**Martha O'Neill** (Nashua) Nashua Region

**Ruth Perencevich** (Concord) Capital Region

**Catherine Richmond** (Hanover)  
Upper Valley Region

**David Schleyer** (Manchester)  
Manchester Region

**Alfred "Al" Simensen** (North Woodstock)  
North Country Region

**Jennifer Wise, M.D.** (Candia)  
Manchester Region

**Travis York** (Manchester) Manchester Region

### FOUNDATION AWARDS

**Mike Alberici**, of Hopkinton and a music teacher at Maple Street School in Hopkinton, was awarded the 2014 Christa McAuliffe Sabbatical.

### HONORS FROM OTHERS

**The New Hampshire Charitable Foundation** and **Cathy McDowell**, a Foundation Director, were named 2013 Early Learning NH Champions by Early Learning NH.

Foundation Director **Ross Gittell**, of Portsmouth, was appointed by Gov. Hassan to chair the STEM Education Task Force.

Manchester Region Board Member **Arthur Sullivan**, of Manchester, was named Citizen of the Year by the Manchester Chamber of Commerce.

Foundation donors **Cyrus and Barbara Sweet**, of Portsmouth, were presented with the Eileen Foley Award by Friends Forever.

Entrepreneurs Foundation of NH Advisory Board Chair **John Gargasz** was named one of New Hampshire Business Review's 2014 Financial Executives of the Year.

### THE NEW HAMPSHIRE CHARITABLE FOUNDATION

We seek to strengthen communities and inspire greater giving by:

- Investing charitable assets for today and tomorrow
- Connecting donors with effective organizations, ideas and students
- Leading and collaborating on important public issues

For more information, visit [www.nhcf.org](http://www.nhcf.org) or call 800-464-6641.

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