PURPOSE













FALL/WINTER 2016

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Cover: Liliana, almost age 3, practices putting on shoes during a visit with a home visitor from TLC Family Resource Center.

THE NEW HAMPSHIRE CHARITABLE FOUNDATION is New Hampshire's statewide community foundation, founded in 1962 by and for the people of New Hampshire. We manage a growing collection of 1,700 funds created by generous individuals, families and businesses, and award more than \$30 million in grants and scholarships every year. We work with generous and visionary citizens to maximize the power of their giving, support great work happening in our communities and lead and collaborate on highimpact initiatives. Learn more at www.nhcf.org or call 800-464-6641.

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CELEBRATING ACTS OF GENEROSITY, DIGNITY AND GRACE

By Richard Ober, president and CEO



In this year of national political upheaval, some local milestones of quiet dignity and generosity may have been easy to miss.

It was 10 years ago that Louise
Tillotson created the Neil and Louise
Tillotson Fund to help revitalize the
North Country. The fund is helping
small businesses, supporting young
children and their families, sustaining
leadership development programs that
are strengthening communities — and
so much more. In 10 years, \$34 million
has been invested in the region.

This year, Dick and Lorraine
Lavalliere, Manchester natives who
worked hard all their lives, made
a challenge grant of \$500,000 to
help grow the Medallion family of
scholarship funds, which they started
20 years ago. These scholarships
are building brighter futures for
students and a stronger workforce
for New Hampshire.

And this year, scores of organizations and businesses and individuals came together with the Foundation as we launched "New Hampshire Tomorrow," a 10-year, \$100 million commitment to help all of New Hampshire's kids reach their full potential. This work is guided by a group of business and faith and nonprofit and education and civic leaders who understand that we all

must join together to build a better tomorrow for New Hampshire.

Throughout the pages of this magazine, you will find other examples of quiet decency and dignity: in the home visitor who is helping families raise strong kids despite daunting circumstances; in the nonprofit leader who, as a former "Little" brother, has devoted himself to finding mentors for New Hampshire kids in need; in the young professional who gets up and goes to work every day to do battle against the state's opioid epidemic; in the families who choose to share of their own resources to help their neighbors, and to help build stronger communities across the Granite State.

Right now, it is more important than ever to celebrate such acts of generosity, dignity and grace. And to come together in that way that New Hampshire does so well: to push up our sleeves and set aside our differences and make this place better for all of us. It's what needs to be done next.

Dich



\$500K MATCH FOR MEDALLION SCHOLARSHIPS

Dick and Lorraine Lavalliere started the first Medallion Fund two decades ago. Since then, 23 more Medallion Funds have been established, geared to training in the trades, certifications and two-year degrees in emerging technical sectors and other high-growth occupations. More than \$1.2 million has been awarded to some 800 students.

The Lavallieres have put up an additional \$500,000 in matching funds to encourage others to pitch in. They will make a 50 percent match to gifts that create new Medallion Funds or contribute to existing ones. If their match is met, \$1.5 million in new scholarship funds will be available to New Hampshire students.

Through its New Hampshire Tomorrow plan, the Foundation is working to increase opportunities for young

people from cradle to career. The new Medallion Fund for New Hampshire Tomorrow will provide scholarships and support coordinated efforts between high schools, technical programs, community colleges and New Hampshire employers to create pathways to high-demand sectors like computer programming, IT and advanced manufacturing.

"We must have skilled, trained workers throughout all sectors of our economy," said Foundation President and CEO Richard Ober. "Dick and Lorraine's incredible generosity is helping even more people find their way into great jobs right here in New Hampshire."

To learn more about the Medallion Funds or how to make a matching gift, call Judy Burrows at 800-464-6641, ext. 224.

GET OUTSIDE WITH THE (NEW) OUTSIDE STORY



"The Outside Story, Volume 2" is now available, courtesy of Northern Woodlands magazine and the Foundation's Wellborn Ecology Fund. The volume provides a weekly exploration of the natural world — from the snowshoe hares of January to the blackberries of August — crafted by some of the region's finest nature writers. The new volume includes a chapter of activities sure to be beloved by teachers and students, grandparents and grandkids, and anyone else curious about the wonders just beyond our dooryards. The book is the second compilation of the weekly series made possible by the Wellborn Ecology Fund.

"The Outside Story, Volume 2" is available for purchase at local booksellers or online at www.northernwoodlands.org.



EARLY CHILDHOOD EXPERT HIRED THANKS TO GIFT

A major gift from the Couch Family Foundation means a big step forward in efforts to increase opportunity for New Hampshire's kids.

The gift allowed the Charitable Foundation to hire Christina Lachance as Director of Early Childhood and Family Initiatives. She will lead the Charitable Foundation's work on early childhood development and family and youth supports — tackling policy, advocacy, convening and grantmaking. Improving early childhood care and education is a major component of the New Hampshire Tomorrow plan to increase youth opportunity.

Lachance is former vice president of children's services and oral health at Easter Seals New Hampshire.

"I am thrilled that the Couch Family Foundation would make this kind of gift, and that the Charitable Foundation would create this kind of role and really think about very young children and their families in such a profound and global way," Lachance said.

LITTLETON FOOD CO-OP BOOSTED BY IMPACT INVESTMENT

A community grocery in the North Country is set to expand with help from a \$200,000 loan from the Foundation's Impact Investment Fund in partnership with the New Hampshire Community Loan Fund. The Littleton Food Co-op, which opened in 2009, will create 23 new full-time jobs and make healthy foods more available to low-income families. The co-op purchases \$1.9 million a year in goods from local vendors, a figure that is projected to grow with the planned expansion. Expansion is set to be completed by summer of 2017.

For more information on the Impact Investment Fund, contact Kevin Peterson at 800-464-6641 ext. 270 or kp@nhcf.org.

KUDOS



Carly Glovinski wins Artist Advancement Grant

Dover artist Carly Glovinski was awarded the 2016 Piscataqua Region Artist Advancement Grant. The \$25,000 grant to an individual artist is one of the largest unrestricted grants to an artist anywhere in the United States.



Farnum Center honored for Excellence in Management

The Farnum Center has been named the 2016 recipient of the Excellence in Nonprofit Management Award. The center provides affordable treatment for recovery from drug and alcohol addiction.



Manchester wins Culture of Health Prize

Manchester was one of seven communities in the United States chosen for the 2016 Robert Wood Johnson Foundation Culture of Health Prize. The award recognizes community efforts that enable all residents the opportunity to live healthy lives.

FOCUS ON **Neil and Louise** Tillotson at the Balsams Resort in Dixville Notch. VISION ABOI The Neil and Louise Tillotson Fund — one of the largest rural philanthropies in the country — is giving the North Country hope for the future. 6 PURPOSE FALL/WINTER 2016

eil and Louise Tillotson made the North Country their home. Their legacy is helping make it a better home for others.

In 10 years, the Neil and Louise Tillotson Fund has awarded \$34 million in grants in northern New Hampshire, Vermont and southern Québec to help revitalize the region.

The impact has been felt from Pittsburg to Whitefield to St. Johnsbury to Coaticook, Québec.

"The Neil and Louise Tillotson Fund is very much part of the fabric of our community and our county," said Berlin Mayor Paul Grenier. "We are very fortunate that we have them."

The Tillotsons' legacy is everywhere: small businesses are getting support and creating new jobs, access to health care is secured and improved, young children are getting high-quality early childhood education and a new system is in place coordinating comprehensive services for children and families, leadership development programs are strengthening communities, arts venues are thriving, ballfields and community gardens and public radio transmitters have been built, natural resources protected — and so much more.

The fund is one of the largest permanent rural philanthropies in the country, distributing about \$3 million each year.

"Having such a fund has given a lot of hope to a lot of people who were worried about their communities," said veteran North Country journalist Edith Tucker. "There is a hope in having these initiatives that range from running tracks to a big effort on preschool. They are future-oriented. And this is the hardest thing when you

live in a place that is on the decline: to think that there is a reason to worry about the future."

Neil Tillotson lived by a simple philosophy: "Be humble, be creative and be kind." He was an entrepreneur who, from extremely humble beginnings, built multiple companies that employed thousands of people in the region and far beyond. Known as the "Mayor of Dixville Notch," he famously cast the first vote in every New Hampshire presidential primary between 1964 and 2000. His wife, Louise, was an entrepreneur in her own right: she had worked for the BBC, built her own company and once, even, her own home.

When "Mr. T" died in 2001, he left the bulk of his assets for charitable purposes. In 2006, Louise Tillotson created the donor-advised Neil and Louise Tillotson Fund at the New Hampshire Charitable Foundation.

She chose a group of trusted friends, attorneys and business partners to guide

opportunity. We are honored to steward their legacy."

The fund was created at a time when mills had been closing, young people were leaving and unemployment was dauntingly high. The new fund broadcast a belief in North Country communities and optimism for the future.

Investing in the future

Tillotson Fund investments have led to significant change over the last decade:

Early childhood development:

A \$6.3 million investment in comprehensive early childhood education initiatives is focused on improving outcomes for every child in Coös County. Teachers have been trained, centers improved, developmental screens have been standardized and implemented.

"We have, as a county, moved forward with increasing quality of early education at a steady pace and in a very comprehensive manner — including

"Having such a fund has given a lot of hope to a lot of people who were worried about their communities."

-Edith Tucker, veteran North Country journalist

its work. Foundation staff, based in the North Country, administer the fund.

"The Neil and Louise Tillotson
Fund represents the promise that the
Tillotsons made to the North Country,"
said Richard Ober, president and
CEO of the Charitable Foundation. "A
promise of stronger communities and
a revitalized economy and greater

not only high-quality materials and more inviting centers, but also our knowledge of how young children learn and grow," said Sue Cloutier, director of the White Mountains Community College Early Childhood Development Center in Berlin. The Tillotson investment, she said, means that

(Continued, p. 8)

"we really are a united county when it comes to early childhood education and healthy families."

Leadership development: Tillotsonfunded leadership development programs — including the Coös Symposium, Youth Leadership Through Adventure and the Community Practitioners Network — are enhancing community and economic development.

"CPN brings people together in a network so they can work together to change the community," said Brendan Prusik, a forester with the UNH Cooperative Extension in Lancaster who took part in the program. "And it's a long-term investment, not a quick fix, which is good. Quick fixes don't work."

Business development: The Tillotson Fund also invested \$5 million in business development that has helped create new businesses and jobs and increased the flow of tourist dollars

into the region.

"The result is that we are seeing a strengthening of the existing businesses of the region and even some significant expansions," said Jon Freeman, executive director of the Northern Community Investment Corporation. "There is a building diversity of employment opportunities for the people of the region, and these are the direct result of the investments that the Neil and Louise Tillotson Fund has made."

Looking forward

"I don't look at it as charity," said Jim Tibbetts, a member of the fund's advisory committee. Rather, as "those things we need to be investing in to make sure that we can create the environment that will allow us to keep the people here and bring in the young people and families and start to rebuild what used to be here as a strong community."

The Neil and Louise Tillotson Fund is positioned to support the region in perpetuity.

"Mr. and Mrs. Tillotson's incredible generosity has really had the effect of bringing people together and fostering an even stronger connection to place," said Kirsten Scobie of Lancaster, who directs the Tillotson Funds. "It's an amazing legacy, and one that has been multiplied by the hard work and deep commitment of so many people who are doing great things in our communities."

"The Tillotson Fund is very much involved with the people who are here," Tucker said, "identifying people who care about the communities and working with them to move forward."

LEARN MORE @ WWW.NHCF.ORG/TILLOTSON

Free community events — from a pancake breakfast at the Whitefield Lions Club to an Outside Track concert at the Tillotson Center in Colebrook and ice-skating at the Notre Dame Arena in Berlin — were held in October to celebrate the 10-year anniversary of the fund and the work that the Tillotsons' legacy makes possible.





he whole trajectory of my life changed when I was 7 years old.

I was living in the housing projects of Roxbury, Massachusetts — one of the roughest areas around Boston. My brother and I had no idea how poor we were. We thought every kid was on public assistance, food stamps and Medicaid. Our mother was a single mom who worked really hard to care for us and keep us safe, but the one thing she could not provide was a much-needed male figure in our lives. A co-worker told her about a new program, then called "Big Brothers," that provided caring, well-screened mentors to children. What happened next would change my life — and perhaps save it altogether. I got a Big Brother. I was matched with Ken, a 20-something, married medical professional. He shared a world of

experiences that I could not have imagined. We visited museums, sailed on the Charles River, had picnics on Boston Common and (the best) went to Red Sox games! He showed me that there was more to life than my difficult environs. He instilled in me the values of hard work and of goal-setting as a means to break the cycle of poverty and reach my potential. He taught me about taking responsibility for chores, about shaking hands and looking people in the eye, about reaching out to those less fortunate.

When I was orphaned at 14, Ken made sure I continued on the right path. I graduated from high school and went to college and became a healthcare and hospital administrator.

Now I am CEO of Big Brothers Big Sisters of New Hampshire. It is the most profound and fulfilling work I have ever done. We serve almost 1,300 kids, and our goal is to change the lives of every one of them for the better, forever. Just like Ken did for me.

But we need more Kens. We have more than 300 children on our waiting list for mentors, most of them boys. We know that, without mentors, they are far more likely to drop out of school, use drugs or alcohol, get arrested or worse. Those were the same odds I faced as a youngster. "Littles" with mentors do better in school, have improved relationships and trust, and are less likely to engage in risky behavior.

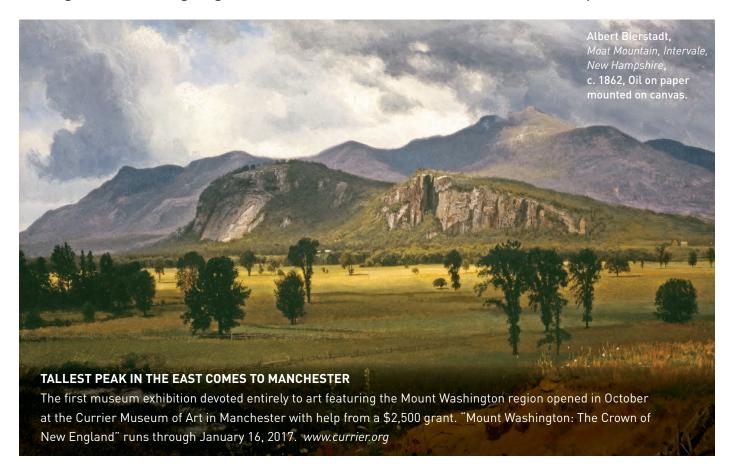
I was told, as a boy, that I would never have a chance of making anything of myself. Ken showed me differently. Ken and I beat the odds. Want to help a New Hampshire kid beat the odds? Please join us. ■

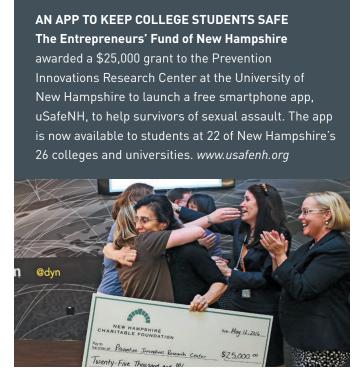
LEARN MORE @ WWW.BBBSNH.ORG

OR CALL 603-669-5365

THE POWER OF MANY

Giving and working together to make a difference for New Hampshire.







SOLAR-POWERED SHELTER

Cross Roads House, a Seacoast homeless shelter, received a \$5,000 grant from the donor-advised **Thomas W. Haas Fund** to support the installation of solar panels. The conversion is expected to save the organization \$3,700 in electricity costs per year over the next 30 years, and an additional \$700 each year from the sale of renewable energy credits.





New Hampshire Public Radio will use a \$25,000 grant to create a website that complements its on-air reporting of the state's opioid crisis, including telling more stories of those affected by the disease of addiction. www.nhpr.org



SUPPORTING NEW NEIGHBORS

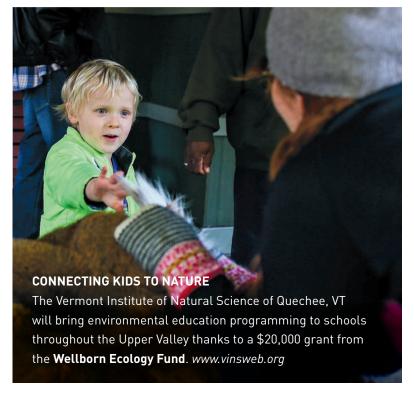
A \$25,000 grant from the donor-advised "You Have Our Trust" Fund to the Bhutanese Community of New Hampshire will help implement a new database management system and support staff professional development.

www.bhutanesecommunitynh.org



SCHOLARHIPS MAKE THE DIFFERENCE

For three years, Heather Fougere of Center Conway has started her fall semester at Keene State College with the help of a \$3,500 scholarship from the **Doris L. Benz Fund**. Fougere, a dual major in criminal justice and sociology, hopes to help youth in New Hampshire's juvenile justice system. Heather writes: "Thank you so much because without this scholarship, I wouldn't be going to college."





elony Williams pulls her decade-old Chevy Cobalt into a parking space near downtown Claremont. The building next door is charred from fire; the husk of a mill stands in the distance. Williams shoulders her toolbag and smiles. Her tools include brightly colored blocks for sorting and stringing, developmental questionnaires, an app that delivers daily childhood "brain building" activities, board books — plus kindness, patience and a master's degree.

Williams is the clinical supervisor with the TLC Family Resource Center. She oversees the center's home visiting programs. She and her colleagues help some of the youngest and poorest of

New Hampshire's kids get early care and learning that help them thrive.

Emily and her daughter Liliana are waiting on the sidewalk. Almost 3-year-old Liliana is grinning an impish and irrepressible grin, her blonde curls tamed by an elastic hair tie. Williams has been with this family since before Lily was born. She went with Emily to her prenatal appointments and has met with the family regularly through multiple moves — including a period of homelessness — teaching parenting skills, doing developmental screenings, connecting Emily with resources and services to help Lily be ready for school and help her as she grows. She helped them get into their current, stable apartment.

This program follows the Healthy Families America model, a proven home visiting program as designated by the U.S. Department of Health and Human Services. HFA's results are impressive: improved birth weight, reductions in child abuse and neglect, healthier children, increased school readiness and academic success, improved parent-child interactions, more self-sufficient families. The program gives parents tools and skills to help their kids develop during the critical time from birth to age 3.

"She helps me know what Lily is supposed to be doing [developmentally], and ideas on how I can get her to where she should be," Emily said. "I hope that when she



grows up, and she's a parent herself, that she will learn from me and become a good parent."

As part of its New Hampshire
Tomorrow plan to increase youth
opportunity, the Foundation has made
grants to six family resource centers
to support home visiting programs,
developmental screening, parenting
classes and parenting support. The
Foundation is also supporting the
organizations to come together
quarterly to share strategies
and results.

"We are excited to be learning from these organizations about what works best and how we can help strengthen local systems that support young families," said Foundation Vice "I hope that the kids feel good about themselves and know that they are loved. It changes your whole life when you know somebody loves you."

Melony Williams, clinical supervisor, TLC Family Resource Center

President Katie Merrow, who is coordinating the New Hampshire Tomorrow efforts.

The grants are part of a strategy to improve early childhood education and care. Other grants are helping to improve early learning centers and support advocacy to improve outcomes for kids. But some of the most at-risk kids come from families who cannot afford to send them to formal, licensed daycare — or to preschool. These grants aim to boost parents' skill as "first teachers."

The early years are critical: learning in those years lays the foundation for all learning that comes later. And a dollar invested in early childhood development nets an average \$7 return in productivity and saved societal costs.

The way Williams sees it, giving these kids a chance to thrive means her community improves. "I hope they can grow up and this community can be better because people are invested in it and want to make it a nice place to live."

And, she says, "I hope that the kids feel good about themselves and know that they are loved. It changes your whole life when you know somebody loves you."

Another family chooses to come to the Claremont center to meet with Williams.

Krystle works full-time at Cumberland Farms. She and her son

Jaxon, who is almost 2, live with her parents.

As Williams and Krystle discuss problem solving and developmental stages, Jaxon makes forays to explore the room, coming back regularly to touch base with Krystle.

"That teaches him that he can do things on his own, but that you will be here to help him," Williams points out to Krystle, who smiles shyly.

When Jaxon says a word — door, dog, block — Krystle repeats it.

This may seem intuitive — but such interactions help a child's brain grow, and build his trust in the people around him.

"That's really good how you say what he says right after, so he knows you're understanding him," Williams says. A parenting skill learned and praised gets repeated. A young mom's skill grows, her baby gets a stronger start.

Next, Williams produces a copy of "The Very Hungry Caterpillar" from her tool bag.

"Want to look at the book?" she asks Jaxon.

The tot sets off toward her at a run, eyes alight.

"Book!" ■

LEARN MORE @ WWW.TLCFAMILYRC.ORG



he majority of giving in the United States is done in the form of cash — a check written. an online gift, a charitable fund created with cash assets. But some generousminded people might actually be able to do more for the causes they care about, and in a more tax-efficient way, by giving different kinds of assets. Closely held stock can turn into mentoring that helps kids in need reach their potential. A home and a collection of antique cars can become a scholarship fund. Marketable securities could turn into arts programs that enrich our communities. You get the idea.

Bryan Clontz is the founder of Charitable Solutions LLC. He has seen people give real estate, works of art, stock — even a baseball team.

"Most people still think they have got to write a check," Clontz said. "But think about other assets that may be much more tax-effective to give and don't hurt your lifestyle or your liquidity. And, possibly, it's a way to give 50 percent more to charity than they otherwise would have thought possible."

Here are two examples of generous New Hampshire folks who gave something unexpected ... and how those gifts are making a difference.

A gift of real estate

John and Lee Lamson took an apartment house and transformed it into medical care for low-income families and ecology education on the Piscataqua River and services for homeless people on the Seacoast and education for children in Africa — and more.

It wasn't magic. They gave the building — which they had bought and repaired — to the Foundation. The money from the sale went into their donor-advised fund at the Foundation, from which grants are being made regularly.

The couple started their fund originally with a gift of appreciated stock, another tax-wise way to give. The gift of the apartment building was a way for them to grow the fund and increase their giving. The federal charitable giving incentive meant that the full value of the building went into the Lamsons' philanthropic fund to be given to charitable organizations. "It's

all in there doing good work now,"

John Lamson said — in the Lamsons'
backyard and around the world.

A gift of life insurance

Terence and Nancy Conklin wanted to build a philanthropic legacy for their kids — money that TJ and Kristen could, when the time came, direct to the causes and organizations that they knew their family cared about most. So the Conklins bought life insurance. And then they gave it away.

They fully funded the policy and gave it to the Foundation. When they die, the insurance benefit — an amount significantly larger than the cost of funding the policy — will go into the family's donor-advised fund. TJ and Kristen will eventually work together as advisors to the fund, recommending grants to be made from it.

"We talk about being able to 'turn any asset into good,' and this is a great example," said Jenifer Cannon, Foundation director of development. "There really is such a range of ways to give. We want to help people give back and help their communities in the way that works best for them."

Gifts of insurance can multiply giving power. A survivorship insurance policy funded with a premium of \$50,000, for instance, could become a gift of \$500,000 later.

The Conklins hope their gift will "pave the way a little bit" for more people to be able to leave legacies that engage their kids in giving — and that help take care of their neighbors in New Hampshire.

To learn how we can help you turn your assets into good, contact Laura Rauscher, director of philanthropy, at 800-464-6641 ext. 274 or ljr@nhcf.org.



oward the end of each
year, mailboxes fill up with
requests for donations. They
are all worthy. You want to respond
to every one, but clearly need to
prioritize. But how?

Here are five ideas to help sort through the possibilities for where to give, and how to give for maximum effect — if you have \$200 to give or \$200,000.

- 1. If you plan to give a substantial amount, talk to your financial and philanthropic advisor. Discuss what assets to give and the different giving vehicles that are available.
- 2. Think about what matters most to you. Try asking yourself this question: If I could spend two weeks volunteering for any cause or nonprofit, what would it be? Go around the supper table, and have the whole family answer the question. It will make for great conversation, and the answers will provide some pretty good guidance for your giving. Save the solicitations that come in and then organize

them according to your (and your family's) answers to this question.

- 3. **Do some research.** What organizations in your community are working on the issues that matter most to you? Do you have a clear sense of what your donations to the organization will support?
- 4. Consider, if you have multiple issue areas that you want to support, choosing one or two each year and focusing your research and giving there, and then moving on to different areas of focus next year.
- 5. **Get the family involved.**

Giving together is a great way for families to share interests and values. When children are involved in giving (and volunteering) — even at very modest levels — they learn the joy and importance of becoming contributing and involved members of their communities. And when children learn by doing, they are far more likely to carry on their family's philanthropic traditions.

Jen Cannon, Foundation director of development, works with individuals, families and businesses to help them reach their philanthropic goals. For more information on crafting a personal giving plan for yourself or your family, contact Jen at 800-464-6641 ext. 261 or ihc@nhcf.org.



37 Pleasant St. Concord, NH 03301-4005

ADDRESS SERVICE REQUESTED

Showing people that recovery is possible. It's what Dean LeMire is up to.

UP TO THE PROMISE

Dean LeMire gets up every day, kisses his wife and daughter, and goes to work to save other people from a disease that nearly killed him.

LeMire oversees operations of the SOS Recovery

Community, a new collaborative that provides peer-based recovery support for people battling addiction. (The Foundation supported the planning process for SOS.)

Before that, LeMire worked for one of the state's regional prevention networks and helped to open a sober living program in Dover.

It started with alcohol, then prescription meds and heroin. LeMire got 28 days of treatment in a publicly funded center

LeMire got 28 days of treatment in a publicly funded cer followed by three months in a halfway house.

"It was exactly what I needed," he said. "I needed this small investment to get my life back. I have managed to do a lot with that investment."

He is on a professional track that he never knew existed. He got married; had a daughter. He is 30.

"I have a story to tell," he said. "It helps people to understand that recovery is possible." ■

