

PURPOSE



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Coming together to
fight New Hampshire's
addiction crisis

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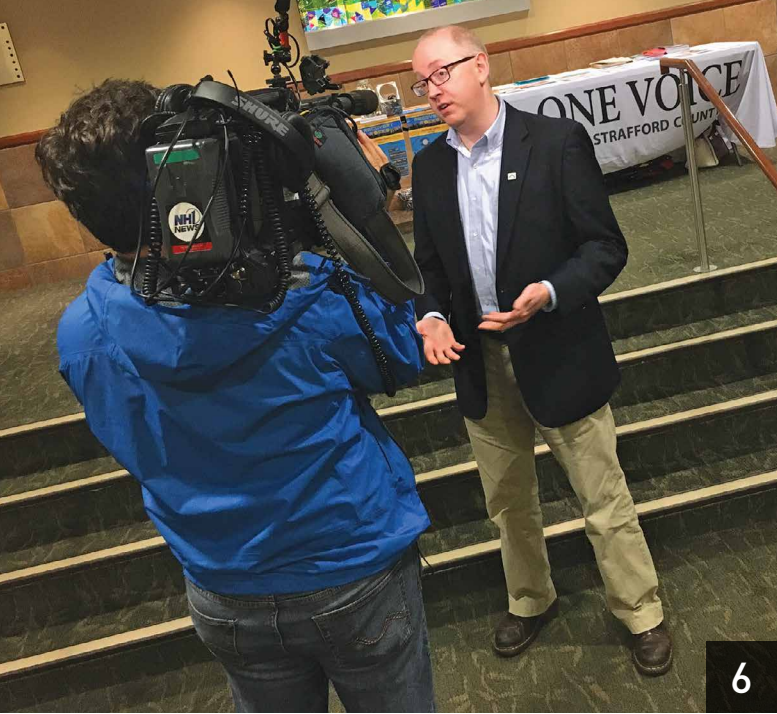
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SPRING/SUMMER 2016

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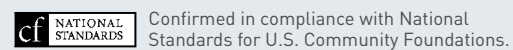
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LEANING HOPEFUL

By Richard Ober, president and CEO

Many voters are angry, and we shouldn't be surprised. But that's only part of the story.

Tune into any media, and this message is clear and loud: Many voters are angry this election year.

If you focus only on the short term, this is a bit puzzling. Unemployment is below 5 percent, the U.S. economy has grown for five straight years, gas prices and inflation are low, and most of our troops are finally home from the two longest wars in U.S. history.

But when you pan out and look at the longer term, the roots of the frustration are clear — especially for working families. Real income has barely grown since the 1970s, workers' share of overall income is lower than it has been since World War II, wealth is increasingly concentrated at the very top, trust in government is historically low, and our education system is not adapting fast enough to prepare a 21st-century workforce.

The American dream feels out of reach for most Americans — two-thirds of parents believe that their children will be worse off than they are. That smoldering frustration has been erupting into outbursts on the presidential campaign trail. Unfortunately some irresponsible voices have helped to ignite and fan the flames. Here's to cooler heads.

Regardless of how the national campaign turns out, those deeper and complex challenges will not be solved

in one political cycle. They may not even be solved in one generation. We have some hard work ahead. But here's something that gives me hope: the striking contrast between the national coverage I read in the evening and the affirming stories I see every day at the Foundation.

We hear a lot of loose talk from the national stage about the things that divide us.

But look through these pages and you will find stories of people working together in ways that are unifying, innovative and forward-thinking. People are coming together to build systems to combat the state's drug crisis, expand Medicaid, fund new treatment centers, implement effective prevention programs. The folks at the Hannah Grimes Center are helping local businesses to thrive and bolstering the local economy. The people at Franklin Savings Bank are supporting nonprofits that make communities stronger, and helping kids afford college. Good folks like Jay and Amanda McSharry are giving and volunteering and caring about their communities. The Foundation's New Hampshire Tomorrow youth opportunity agenda is connecting the tangible actions of hundreds of donors, nonprofits, educators, employers, scholars and civic leaders who want to



help all of our kids to thrive. Drop by our website at www.nhcf.org for scores more inspiring stories.

My community's Town Meeting, too, provided a refreshing contrast to the national debate. I sat with my Dublin neighbors and listened to thoughtful dialogue about crime, roads, school property, hungry families and taxes. We advocated and compromised. We accepted different viewpoints in favor of common responsibilities. We did democracy in a tenor that I believe most Americans prefer.

I tend to lean hopeful in politics and other matters, and here is what I know: Anger is not the only emotion in our communities today. I also see optimism. Compassion. Trust. Promise.

Just look around. ■

Dick



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 high-impact initiatives. Learn more at www.nhcf.org or call 800-464-6641.



Young library-goers create sea creature puppets at the Hancock Town Library.

BUILDING COMMUNITY WITH BOOKS ... AND OCTOPUSES

Librarians do the coolest stuff.

A team of bibliophiles from the Monadnock region took readers of all ages on a literary and scientific adventure. Their vehicle for the journey was Sy Montgomery's "The Soul of an Octopus: A Surprising Exploration into the Wonder of Consciousness," a New York Times bestseller and a finalist for the National Book Award.

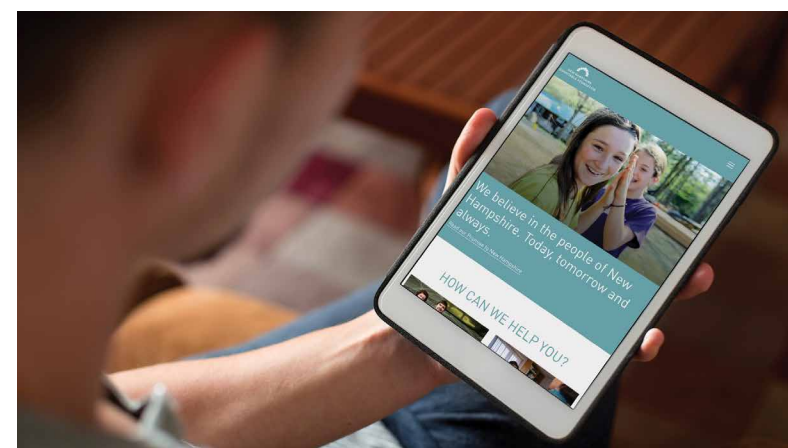
During the "Big Community Read," a lineup of events — which included visits with naturalists from the Seacoast Science Center and the New England Aquarium and making sea creature puppets — explored the themes and issues raised by Montgomery, a renowned science and nature

writer from Hancock, NH.

"We wanted to draw attention to the wealth of talent in our region and give our communities a fun literacy-based celebration," said Corinne Chronopoulos, Peterborough Town Library director.

The Foundation's Erland and Hazel N. Goyette Memorial Fund and the Ruth and James Ewing Fund of the Monadnock Region made the adventure possible with grants going to the Peterborough, Hancock and Jaffrey libraries, which collaborated on the events.

"To be able to offer that type of program in our little community is really huge," Chronopoulos said. ■



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Scholarship recipient Austin Wilder on the red carpet at the 88th Annual Academy Awards.

AN OSCAR-WORTHY THANK YOU

Foundation scholarship recipient Austin Wilder of Belmont, NH, is only a junior in college but can already list "television executive producer" on his resume.

In February, Austin spent a week in Los Angeles interviewing a star-studded lineup for WEBN Boston's 2016 Oscar Special including Wolfgang Puck, head chef for the official Oscar Ball; Blye Faust, producer of "Spotlight"; and Michael Rezendes of the Boston Globe, who was portrayed by actor Mark Ruffalo in "Spotlight."

Austin is getting his degree in media production at Emerson College with help from \$14,000 in scholarships from the Harry L. Additon Scholarship Fund.

In a thank-you note to the Foundation, Austin writes, "I cannot believe that my college years will soon be coming to an end. Thank you for all of the financial support you have provided toward my education."

Best wishes to you, Austin! ■

PARTNERS FOR IMPACT

The Charitable Foundation is working in partnership with The Mary Gale Foundation, a private grantmaking foundation that supports organizations and programs to help low-income women 65 and older in greater Manchester. Foundation staff members are assisting with research, convening nonprofit partners, strategic planning

and grantmaking.

"We wanted to be sure that we were making the greatest impact so we looked to the Foundation for expertise," said Mary Gale Foundation board member Tom Boucher. "Their knowledge of what's going on in New Hampshire is just invaluable to us."

More than \$640,000 in grants was

KUDOS



Jay McSharry honored for his philanthropy

Foundation Piscataqua Region Advisory Board Member Jay McSharry of Portsmouth was presented with the 2016 Eileen Foley Award at the annual Friends Forever dinner and roast in March.



A starry, starry night for Robert Putnam

Robert Putnam of Jaffrey, a Harvard professor and longtime friend of the Foundation, received the Lifetime of Service Award from City Year New Hampshire at the annual Starry, Starry Night celebration in March.

ALL HANDS ON DECK

Philanthropy's catalytic role in fighting New Hampshire's addiction crisis

Tym Rourke, the Foundation's director of substance use disorders grantmaking, speaks at the New Hampshire Forum on Addiction in January.

The state's substance use crisis has rocketed to the top of New Hampshire's list of public concerns. More than 430 people died last year from drug overdoses — a mortality rate that has more than doubled since 2013. New Hampshire ranks third in the nation in drug deaths per capita. And substance misuse costs New Hampshire \$2 billion annually in lost productivity and other costs.

This longstanding public health crisis is very much in the spotlight.

The public, private and nonprofit sectors are all working to address it. Many efforts have been ongoing for years.

So what role can private philanthropic organizations — like the New Hampshire Charitable Foundation — play in addressing this crisis?

Philanthropy has long played a

pivotal role in remedying crises of public health: Think the March of Dimes leading the charge to eradicate polio in the 1950s, and the Bill and Melinda Gates Foundation working to combat malaria.

Oliver Hubbard of Walpole left New Hampshire an astonishing gift in the 1990s: \$43 million to the Foundation to address substance misuse in New Hampshire.

Hubbard's generosity made the Foundation the largest private funder in the state addressing the disease of addiction. By the time the epidemic started getting headlines, the Foundation was already deeply involved in working toward solutions. Since 1996, more than \$42 million has been granted for prevention, treatment and recovery. And, since Hubbard's gift has

been invested for the long-term, grants will continue to be made in perpetuity.

"As long as there are people suffering from substance use disorders who need help, we'll be there," said Tym Rourke, who leads the Foundation's work in this area.

The Foundation is unique among the 780 community foundations in the United States in its focus and breadth of work on this issue.

But what is the role of philanthropy beyond, well, cutting checks?

Rourke does not miss a beat: "Catalytic change agent."

Philanthropy can:

Take risks.

"One of the most important things that philanthropy can do is take risks, to really think outside the box,

"If you as an individual or a corporation, if you can jump in now and help, this is the time."

-Alex Ray, owner of the Common Man Family of Restaurants

the next budget cycle or the next election," said Eggleston.

The Foundation's multi-million dollar commitment to this issue spans decades.

That long view, said Rourke, "allows us to work in the complexity of this issue to the fullest extent."

Build systems that create change.

New Futures, the state's leading advocacy and education organization in the area of substance misuse, was launched by the Foundation in 1997. The nonpartisan, nonprofit organization was instrumental in the creation of the state's Alcohol Fund, which dedicates resources for treatment, prevention and recovery; in legislation related to underage drinking; and in expansion of health insurance coverage for addiction treatment.

New Futures, said state Senator Jeanie Forrester, has been "critical in providing information and education" to lawmakers and the public.

And New Futures helps those working on the front lines.

"They're our eyes and ears in the Legislature," said Sharon Drake, who runs Serenity Place, a Manchester treatment and recovery center. "So I'm not running to Concord every day. I don't have time. We have human lives here to pay attention to."

The Foundation partnered with the state's Bureau of Drug and Alcohol Services to establish the Center for Excellence in Substance Use Services, a resource in best practices, and provides critical support to the state's

regional public health networks and addiction treatment providers.

Attract additional funding.

Foundation funding to address this disease has brought in an additional \$56 million since 2009 to New Hampshire in federal grants and private foundation grants.

Be nimble.

"Philanthropy can be flexible and morph its role to maximize its impact almost on a dime in a way that the public sector can't," Rourke said.

When the state's Medicaid program was expanded, it included coverage for addiction treatment. That was a good thing — with an unintended consequence: Treatment centers had to immediately comply with billing and licensing requirements mandated by the Affordable Care Act. Systems had to be created, billing staff trained, facilities modified. Four centers, with about 100 beds combined, were in danger of closing.

"If it wasn't for the Charitable Foundation, we probably would have closed our doors," said Drake.

The Foundation provided bridge funding during those transitions. All four centers remain open.

"There are so many ripple effects that support us that the Charitable Foundation took the lead on where no other organization would do it," Drake said.

Work effectively in public-private partnerships.

Gov. Maggie Hassan calls New Hampshire "an all-hands-on-deck state."

"One of the things that is really

[Continued, p. 8]

PHILANTHROPY WORKS.

The Foundation is fighting the disease of addiction by working with a comprehensive network of partners to implement proven prevention strategies, expand access to treatment and support recovery.

 5%

Decrease in misuse of prescription drugs among youth since 2011 as noted in the latest Youth Risk Behavior Survey, administered every two years by the Centers for Disease Control and Prevention to New Hampshire high school students.

 4,000

Youth screened to date for substance use at 25 health care facilities in New Hampshire; 10,000 projected to be screened by mid-2017. The Foundation is implementing the new youth screening protocol across the state with the help of a \$2.5 million grant from the Conrad N. Hilton Foundation.

 48,000

New Hampshire residents who gained access to health insurance that covers treatment for addiction. The Foundation made key grants to advocacy organizations working to expand insurance coverage under the Affordable Care Act.

distinctive about New Hampshire is that we have a number of really innovative public-private partnerships — including partnerships between the charitable community and state government,” Hassan said.

Rourke chairs the Governor’s Commission on Alcohol and Drug Abuse Prevention, Treatment and Recovery — which is leading the comprehensive statewide plan to tackle the disease of addiction. Sen. Forrester serves on that commission.

“Having Tym in that position has really made a difference in terms of elevating the issue,” Forrester said. “From the first day I stepped onto that commission, watching how engaged everyone was on this issue, how everyone was working toward a common goal, was very impressive.”

The position of Advisor on Addiction and Behavioral Health in the governor’s office, tasked with coordinating the state’s efforts to combat substance misuse, was launched with Foundation funding.

“One of the things I have truly appreciated about the Charitable Foundation is that it has understood that in New Hampshire the philanthropic community and state government can complement each other,” Hassan said. “We all can have the kind of interaction and conversations that enable us to identify a common purpose and set common goals and work toward them.”

Speak up.

“A private funder can use their philanthropic voice, not just their philanthropic dollars,” said Rourke, “to say things that need to be said.”

Dean LeMire is substance misuse prevention coordinator for Strafford

County’s public health network. He is also in long-term recovery from addiction.

He calls Rourke “the most fierce advocate that I know of.”

Rourke is a frequent presence at the State House, a sought-after speaker and a go-to expert for news outlets covering the issue.

“He’s a fighter for us,” said Drake.

Perhaps most importantly: care.

All of this work has happened because Oliver Hubbard cared.

“His vision spoke to an understanding of this illness that only now in this country are we talking about,” Rourke said.

Rourke never met Oliver Hubbard. But he wishes he could show Hubbard the results of his generosity and say: “See what you built?”

Alex Ray, who owns the Common Man restaurants, has also committed resources to address this crisis. Ray’s \$100,000 challenge grant to open a new treatment facility in Franklin was matched with \$10,000 from the Hubbard Fund and an additional \$18,500 from Foundation donor-advised fund holders. The challenge drew an inspired response — exceeding its goal and raising more than \$280,000 overall. Letters and calls poured in from people who wanted to share their stories and honor loved ones who had suffered from the disease of addiction.

Ray wants to see more resources devoted to this. Given the scope of the crisis, even a gift like Hubbard’s can only go so far.

“If you, as an individual or a corporation, if you can jump in now and help,” Ray said, “this is the time.” ■

LEARN MORE @ WWW.NHCF.ORG/SUD

THE ‘POWERFUL FORCE’ OF NONPROFITS

By Kathleen Reardon, CEO,
NH Center for Nonprofits

I landed my first job out of college by boldly telling my soon-to-be boss in the interview that I ultimately wanted her job — to be the director of a nonprofit organization. I believed then — as I do now — that nonprofit organizations are both integral to the vitality of our communities and a powerful force that brings people together for the common good. Here in New Hampshire we rely upon our nonprofit organizations to address an astounding array of issues and to support the quality of life we treasure.

Since I joined the NH Center for Nonprofits as CEO in January, I have met with hundreds of nonprofit leaders and stakeholders across the state. What I heard was both inspirational and concerning.

People spoke passionately about their missions and new ways that they are working together to deepen their impact. Regardless of their organization’s size or stage of

development, the majority of people I spoke with have taken steps to increase their levels of sophistication to effectively manage their organizations and advance their missions. They are using technology to improve their services and be more efficient. They are using data to measure their impact, evaluate their programs and report their results. They are developing strategic partnerships to improve or increase services offered. They are embracing change and looking for new models.

And yet we are still facing a number of unique challenges within the sector. Nonprofits are navigating a time of immense need and change, while pursuing ways to build long-term sustainability and viability. Despite increased focus on fiscal strategy, nonprofits are managing within an ever-changing and complex funding environment. Several organizations spoke about tough decisions their boards made, turning away from a major funding source because new requirements would have altered the organization’s mission. We

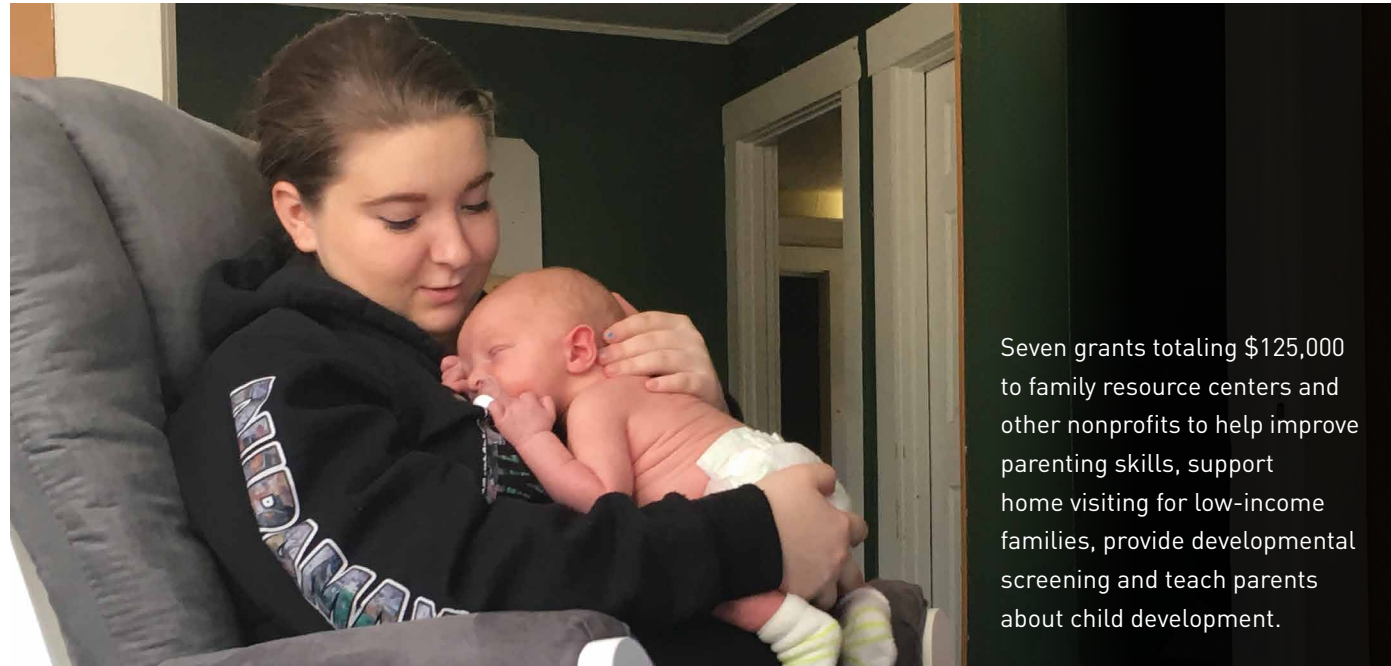
discussed the prevalence of the “overhead myth” still held by many — that the percentage of dollars spent on “overhead” should be kept to a bare minimum. This has left many nonprofits without the capacity needed to respond to change, invest in technology and sustain their efforts.

These challenges are not new. But the stakes seem so much higher now as we grapple with today’s problems. Nonprofit leaders are on the front lines and are working hard to respond. But we can’t do it alone. More than ever, we need commitment from all three sectors — nonprofit, business and government — to work together, mindful of our reliance upon each other for the state’s strength. The NH Center for Nonprofits has a long history of convening people across sectors to build relationships and gain insights from each other. I look forward to advancing this dialogue — and the collective action needed to ensure that our state thrives. ■

LEARN MORE @ WWW.NHNONPROFITS.ORG

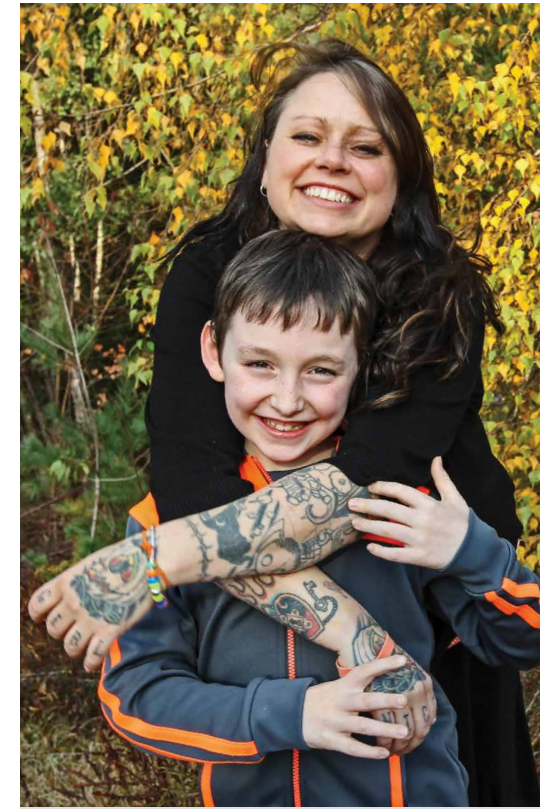
NEW HAMPSHIRE TOMORROW

The Foundation's New Hampshire Tomorrow youth opportunity agenda aims to help all of New Hampshire's kids to thrive. Here are a few examples of the more than \$11 million in grants and scholarships made last year in the areas of early childhood development, family and youth supports, substance use prevention and treatment, and education and career readiness. To learn more about New Hampshire Tomorrow — including stories and strategies — visit www.nhcf.org/nhtomorrow.



Seven grants totaling \$125,000 to family resource centers and other nonprofits to help improve parenting skills, support home visiting for low-income families, provide developmental screening and teach parents about child development.

Courtesy of TLC Family Resource Center



\$257,000 in support to Families in Transition, which provides a range of family support services, from transitional housing to parenting support, counseling, child care and budgeting training.

Courtesy photo



\$700,000 to help medical providers implement the Screening, Brief Intervention and Referral to Treatment protocol to screen young people for substance use — a critical tool for prevention and for identifying young people in need of treatment. More than 4,000 New Hampshire youth have been screened to date.



\$25,000 to Sullivan County to create the position of environmental education and outreach specialist to help Sullivan County schools provide place-based environmental education.



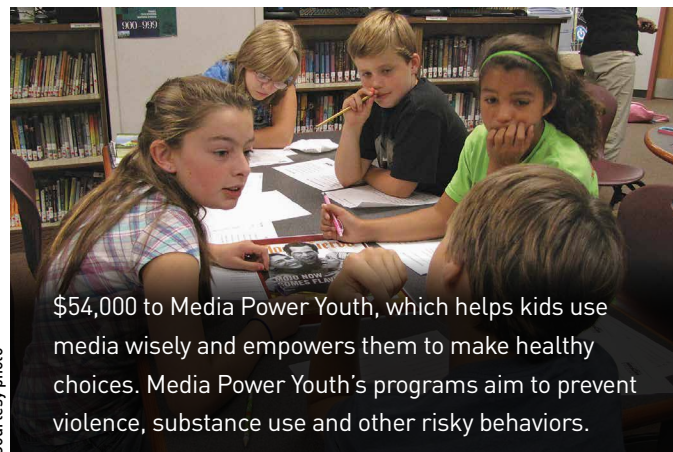
\$140,000 combined to Southern New Hampshire Services and the New Hampshire Community Loan Fund to provide technical assistance to improve the quality of child care centers.

Courtesy photo



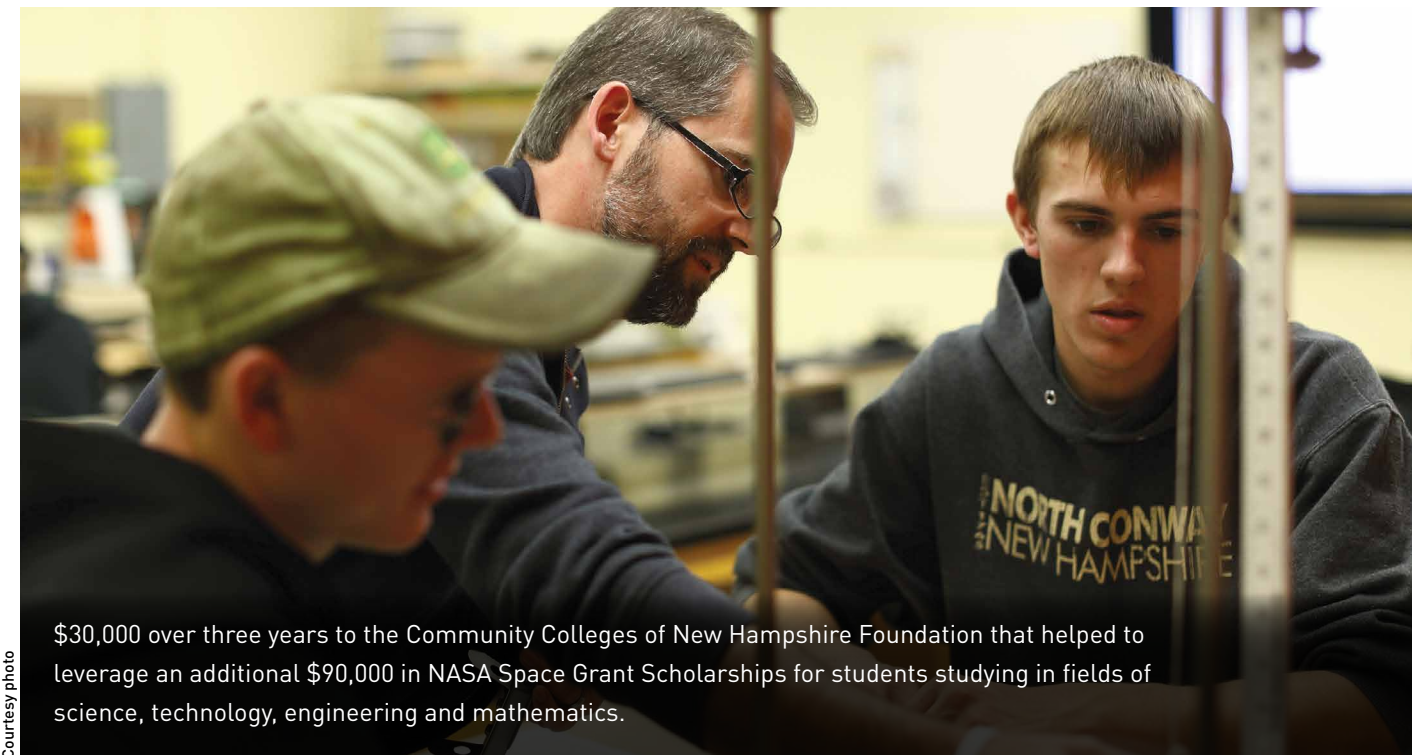
\$537,000 to Boys & Girls Clubs, Girls Inc., Big Brothers/Big Sisters of New Hampshire and Life Bridge for services including youth mentoring, summer camps and after-school programs.

Photo: Paitwei Wei



\$54,000 to Media Power Youth, which helps kids use media wisely and empowers them to make healthy choices. Media Power Youth's programs aim to prevent violence, substance use and other risky behaviors.

Courtesy photo



\$30,000 over three years to the Community Colleges of New Hampshire Foundation that helped to leverage an additional \$90,000 in NASA Space Grant Scholarships for students studying in fields of science, technology, engineering and mathematics.

Courtesy photo

Caption to go here

KEEPING IT LOCAL

The Hannah Grimes Marketplace and Center for Entrepreneurship is helping local businesses get their ideas off the ground and keep them there

Mary Ann Kristiansen and Tim Pipp at the Hannah Grimes Marketplace on Main Street in Keene.

Before there was the “Buy Local” movement, Mary Ann Kristiansen was making soap in the kitchen of her Roxbury homestead. She was selling the soap in Denmark, and in Italy and New York and San Francisco. But not in Roxbury, or in Keene.

Kristiansen’s kitchen is an old one. The first woman to toil in it was named Hannah Grimes. Grimes was born in 1776, and would have known how to do everything from bake bread in a brick oven to mold candles from tallow and fashion clothing for her children from flax and wool. What she didn’t make or grow herself she would have known how to get locally.

Kristiansen stood there with her soap in Hannah’s old house and realized that the infrastructures for buying and selling local goods had vanished.

So she set about to recreate them. This would be harder than making soap. But it worked.

In 1997, Kristiansen launched the nonprofit Hannah Grimes Marketplace on Main Street in Keene, giving local producers and artisans a market for their goods — while also helping them learn skills to build sustainable businesses.

In 2006, the venture expanded into the Hannah Grimes Center for Entrepreneurship, a thriving business incubator that helps launch and grow small businesses.

“I was interested in getting these amazing products into the marketplace and helping these amazing people with business skills,” Kristiansen said.

The marketplace now has about 300 members selling wares in the storefront, and has done nearly \$5 million in sales — \$5 million that has stayed in the local

economy. The center runs programs and workshops — from an intensive, six-week “Startup Lab” to a Leadership Circle and workshops and one-on-one coaching on everything from marketing to accounting, website development and supervising employees. It has provided office space for 83 for-profit and nonprofit ventures. (All done with a staff of four and a cadre of local professionals who volunteer their time.) The center has plans to expand again, adding a center for innovation focused on high-tech, advanced manufacturing and other sectors.

Foundation support for the center includes \$55,000 in operating support since 2010.

“The Hannah Grimes Center is doing sophisticated economic development

86 percent of the businesses that have been through the center’s incubator since 2006 remain in business today.

from the grassroots,” said Melinda Mosier, a Foundation senior program officer. “They’re helping people run sustainable businesses, providing a market for local goods, keeping millions of dollars in the local economy, and helping grow businesses that provide local jobs. And they’re always thinking about ‘what’s next?’”

Dozens of business have been incubated here — from a local architecture firm to an online retailer of high-end housing goods and a local catering company.

Tim Pipp’s business is one of them. He owns Beeze Tees, a bustling screen-printing shop on Main Street in Keene that employs 12 people, eight full-time. Pipp, who majored in graphic design at Keene State, started Beeze Tees in his basement. At the center’s Startup Lab and then in its Entrepreneurship Project, he learned about business plans, strategic planning, marketing, product development, HR compliance, taxes and managing employees. He made a five-year business plan and set long-term goals and strategies.

He established a network of business contacts through the center, does business with people he met there, and is now part of its Leadership Circle. Pipp’s goal was to hit \$1 million in sales in 10 years. He did it in fewer than six.

Every time someone asks about his success, he says, “Hannah Grimes comes into the conversation.”

The Hannah Grimes Center for Entrepreneurship won the Business of the Year award from the Keene Chamber of Commerce in January.

Hannah Grimes, whose name has become synonymous with small-business success in the Monadnock region, is buried in the Roxbury Cemetery.

Kristiansen wants to be buried beside her. ■

LEARN MORE @ WWW.HANNAHGRIMES.COM

FRANKLIN SAVINGS BANK GOES BIG FOR CHARITY

Bank’s donor-advised and scholarship funds support good work and great students in local communities

Franklin Savings Bank CEO Jeffery Savage and Director and Fund Committee Chair Meg Miller.

In 1997, the board of directors at Franklin Savings Bank decided it was time to go big. For charity.

They established the Franklin Savings Bank Fund for Community Advancement at the Foundation with \$1 million.

They wanted to support critical nonprofits serving the bank’s communities in a way that was effective, efficient — and lasting. Grants have helped feed hungry kids and build wheelchair ramps for senior centers, bolstered the local Boys & Girls Club, supported veterans and summer camps for kids, and helped the Red Cross with local disaster relief — and much more.

Franklin Savings Bank has always been a generous member of the community. With the Fund for Community Advancement, the bank’s board wanted to “set up something with substantial assets that would be perpetual,” said Franklin Savings Bank CEO Jeffery Savage.

The funds are invested by the Foundation with the dual goals of providing availability for current grantmaking — and an enduring source of philanthropic capital to

support the community in the future. So even though more than \$800,000 has been granted from the fund already, the balance today stands higher than the original \$1 million with which it was started.

“It was such a great, long-term decision,” said FSB Director and Fund Committee Chair Meg Miller.

The Foundation takes care of the administration, makes sure grants go to eligible and vetted organizations and that all regulations are followed.

Franklin Savings Bank is one of the few remaining mutual financial organizations in New Hampshire, using customers’ deposits primarily to make loans in the communities it serves.

Franklin Savings Bank also created a scholarship fund at the Foundation in 1995. That fund, created in memory of a bank employee, has paid more than \$283,000 in tuition for kids in the bank’s market area.

The bank’s philanthropy means a great deal to local communities — and to its employees.

“People feel good,” Savage said, “about working for an organization that makes a difference.” ■

To learn more about how your business can get more out of its giving, please contact Lynda Reinish at lrs@nhcf.org or 800-464-6641, ext. 241

INVESTING FOR IMPACT

Foundation launches new investment option for donors who want to keep their charitable dollars local, create jobs and expand opportunity

Jamie Hayward is in the wheelhouse of the “Isabelle Nicole” when his phone rings. He listens, and nods, and says “count me in.”

Hayward tends 800 lobster traps from this boat, and also runs the gill-netter “Heidi Elizabeth.” His industry has seen desperate times, and small-boat operators have been hit hard.

Hayward has counted himself in to a project testing a new net that he helped to design — one that he hopes will allow fishermen to better target species they are allowed to catch more of and avoid those (like Atlantic cod) that are subject to tight restrictions.

The project is part of The Nature Conservancy’s efforts, in collaboration with local fishermen and the University of New Hampshire, to improve ecological health and restore declining fisheries in the Gulf of Maine.

Through its new Impact Investment Fund, the Foundation has made a \$250,000 loan to help TNC expand that initiative.

“Impact investments put more resources to work in the community, generating social and environmental benefits while also earning a financial return,” said Foundation Chief Financial Officer Michael Wilson. “This is a great example of what impact

investing is all about. The Foundation is able to make this large-scale investment in TNC that improves the health of the Gulf of Maine and helps the local fishing industry — while also making more charitable dollars available for important work in New Hampshire.”

The Foundation’s Impact Investing Fund was launched this year, with initial capital of \$3 million.

Donors can direct all or some portion of their funds at the Foundation to be placed in this new investment pool. Funds are then invested in projects that create jobs, protect the environment and spread opportunity in New

Jamie Hayward and his crew on the “Isabelle Nicole” in Portsmouth, NH.

“Impact investments put more resources to work in the community, generating social and environmental benefits while also earning a financial return.”

-Michael Wilson, chief financial officer, New Hampshire Charitable Foundation

under their homes. It helped preserve 75 affordable apartments for elders in Antrim and Lincoln. It helped Rustic Crust, which employs 60 full-time workers in Pittsfield, expand to sell its product nationwide — and rebuild after a devastating fire. And it helped Great Bay Kids Company Inc., a nonprofit that operates early childhood centers on the Seacoast, build a new facility in Exeter to care for up to 143 kids, including infants and toddlers.

The access to capital, said Community Loan Fund President Julie Eades, “helps people do something for themselves that wouldn’t happen through the mainstream financial systems. A lot of these [projects] require capital in a timely way. We’ve got to have the money when the project needs it. So having that steady support from the Foundation really makes a difference.”

And the Foundation committed \$500,000 in 2013 to invest in the Granite Fund, a venture capital fund of Borealis Ventures, to create and maintain good jobs in New Hampshire and encourage the growth of the high-tech and biomedical sectors. That investment helped to create 344 high-paying jobs and to bring in an additional \$98 million

Hampshire and the region — while earning a return that can be used for current or future grantmaking.

The Foundation’s dedicated Impact Investment Fund is new, but the strategy is tested. The Foundation has a history of such investments — dating to loans in the 1970s that helped preserve Historic Harrisville and loans to the New Hampshire Community Loan Fund since 2002.

A five-year, \$2-million loan to the Community Loan Fund, renewed in 2014, helped the residents of a manufactured-home community in Laconia and Belmont establish a cooperative and purchase the land

in investments to New Hampshire firms.

Alison Pyott is a wealth manager with Veris Wealth Partners and a member of the Foundation’s Piscataqua Region Advisory Board.

She said that her clients — particularly women and younger generations — want to know that they can “invest for return ... *and* make an impact on the issues they’re passionate about.”

Last year, existing impact investments by the Foundation brought a financial return of 2.6 percent. The goal is for the fund to bring a near-market-rate return.

One investor, who keeps his giving anonymous through the Foundation, said he wants to provide entrepreneurs and other New Hampshire ventures with access to capital that gives them a shot at success.

“I trust the Foundation’s research and judgement,” in making the investments, he said. And he appreciates the opportunity to earn a return that then is available for more grantmaking through his donor-advised fund.

He said it comes down to three things: “Trust, a fair chance and enlightened self-interest. This is like hitting the trifecta.” ■

The Charitable Foundation, the New Hampshire Community Loan Fund and Live Free and Start are co-hosting a series of “Investing in NH” seminars around the state. For more information and to register, visit www.livefreeandstart.com.



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Making their community stronger.
It's what Jay and Amanda McSharry are up to.

UP TO THE PROMISE

Jay McSharry is in the restaurant business (Jumpin' Jay's Fish Cafe, Moxy, Franklin Oyster House) and Amanda McSharry is in the web design business (The Atom Group).

Both are in the business of making their community stronger.

Jay is a member of the Foundation's Piscataqua Region Advisory Board. Amanda is a former AmeriCorps volunteer, and both have volunteered and served on nonprofit boards. McSharry's restaurants do everything from creating a market for local oysters to hosting fundraisers for nonprofits.

When they got married, in August, they suggested that in lieu of gifts, wedding guests make a donation to the Foundation's New Hampshire Tomorrow Fund to help increase opportunity for all of New Hampshire's kids. "We wanted the day to be bigger than just us," Amanda said.

"We are very fortunate," Jay said. "It's empowering and important to move beyond yourself and give back to the community." ■

