



NEW HAMPSHIRE
CHARITABLE FOUNDATION

PURPOSE

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Foundation President Richard Ober visits with donors at a recent gathering at the Currier Museum of Art in Manchester.

PHOTOS ON THIS PAGE BY CHERYL SENTER

INSPIRED GIVING

BY RICHARD OBER, PRESIDENT AND CEO

One of the wonderful and strange things about my job is getting thanked for things I had nothing to do with.

It happens all the time. Nonprofit staff and board members stop me in the street to explain how a recent grant from the New Hampshire Charitable Foundation helped them serve more clients. Moms and dads and aunts and uncles tell me shyly, often with tears in their eyes, how a scholarship changed the world for a young person they love. And we get letters — scores and scores of letters — from nonprofits and the

people they help, and from students who have earned a scholarship.

Not long ago, my colleague Stacie Harriman forwarded this one from Allison* of Nashua.

"I am forever grateful for this scholarship," Allison wrote. "Coming from a low-income household means that I am forced to fund my college education all on my own, and this scholarship has taken a lot of the pressure to afford it off ... I have also been inspired to set up my own scholarship fund when I am older, in order to help out someone else in my

situation, and bring them the joy that you have brought to me. It means the world to me knowing that someone felt that I had earned such a generous award."

In this lovely little letter, Allison managed to capture the essence of our Foundation: passion and community. Generosity and need. Promise, impact and joy.

And above all — inspiration.

A long line of people deserve to be thanked for inspiring Allison.

John McLane and Dudley Orr, who first had the idea of a community

foundation for New Hampshire. Members of the board, past and present, who govern it so well. My supremely talented and passionate colleagues who do the work. And at the very front of the line are the donors who make it all possible through their own inspired giving.

In Allison's case, those donors were George and Joanne Pappas, who decided not to leave a bequest to George's out-of-state university. Instead, they decided to create a fund for New Hampshire students and let them decide where to attend college. So Allison decided to stay here and attend St. Anselm's, empowered by a scholarship that cut her tuition and debt in half. She will give back to the next generation and the cycle continues.

Probably the single most important thing to understand about our Foundation is this: We do not have one big fund we use to make grants. We have 1,600 individual funds, set up by New Hampshire families and businesses and organizations with 1,600 inspirations about how to make our communities better places.



Diane Crowley Hano and George Hano (left) and Bud and Robin Abbott (right) are making our communities stronger with their inspired giving.



Ours is a two-part mission: Strengthening communities and inspiring greater giving. We spend a lot of ink and bits and bytes on the first — thousands of grants and scholarships changing lives and building community. In this issue of *Purpose* are stories of impact in preparing STEM-ready professionals, supporting Bhutanese refugees, helping North Country preschoolers thrive, investing in children and youth and families. That's what we are here for. And it all starts with inspired giving.

Probably the single most important thing to understand about our Foundation is this: We do not have one big fund we use to make grants. We have 1,600 individual funds, set up by New Hampshire families and businesses and organizations with 1,600 inspirations about how to make our communities better places. Our

job is to connect these funds and the remarkable people who set them up with the organizations, ideas and people who are making a difference — to get more out of every charitable dollar that comes through here. Every year more and more donors realize the power of giving in this way and join our Foundation community.

Allison understood that intuitively when she addressed her letter not to me, but simply to New Hampshire Charitable Foundation. And she understood it when she added, "I am aware that this scholarship was made possible through the generosity of members of the community."

Now I know what to say next time someone thanks me.

Dick



Alex shares his story at the state's first "We Believe in Recovery" rally.

PHOTO BY CHERYL SENTER

RECOVERY WORKS

A movement is gathering momentum in New Hampshire. It is a movement to get people the treatment they need for substance use disorders, to change public policy and to erase the stigma associated with being in recovery.

The movement was clearly evident at the state's first "We Believe in Recovery" rally sponsored by Home for New Hampshire Recovery in October. People in recovery — and their families and allies — came from

Concord, Littleton, Keene, Nashua and Hudson.

The struggles and celebrations of recovery have long been undertaken in private, and in anonymity. In New Hampshire, the movement has begun to bring the voice of recovery into the public square.

"This movement is to end the stigma associated with being in recovery," said Melissa Crews, board vice chair

of Hope for New Hampshire Recovery. "Recovery works."

The Foundation supports Hope for New Hampshire Recovery through its Substance Use Disorders Portfolio, funds made possible by generous and visionary donors who wanted to make a significant difference on this important issue. ■

LEARN MORE @ WWW.HOPEFORNHRECOVERY.ORG



PHOTO BY CHERYL SENTER

HONORING PUBLIC SERVICE

New Hampshire Department of Revenue Administration Commissioner John Beardmore has been named the 2014 recipient of the Caroline L. Gross Fellowship.

The annual fellowship, now in its 20th year, honors an extraordinary elected or appointed official who demonstrates leadership ability and the highest standards of performance in public service. Fellowship recipients attend a three-week seminar for state and local officials at Harvard University.

The Fellowship was presented by Gov. Hassan, Caroline's husband, Martin Gross and Foundation President Richard Ober. ■



PHOTO BY CHERYL SENTER

PITCHING FOR A PURPOSE

Three minutes. That's how much time seven nonprofit leaders had to deliver their final pitches in an effort to secure two \$25,000 grants from the Entrepreneurs Foundation of New Hampshire.

The pitches were made at the fourth annual EFNH AMP NH Awards Competition. EFNH members voted to fund two projects demonstrating "amplified benefits" for the organizations and the communities they serve.

The Post-Landfill Action Network of Lee and the Women for Women Coalition of Manchester each walked away with a \$25,000 grant.

The Post-Landfill Action Network will accelerate the zero-waste movement at New Hampshire's universities and colleges through student-led reuse, recycling and waste-reduction initiatives.

The Women for Women Coalition will use this critical funding to provide entrepreneurial and business skills to immigrant and refugee youth. ■

A NEW WAY TO GIVE



We are pleased to offer a new online tool exclusively for donor advised fund holders at the Foundation: GreaterGiving.

With GreaterGiving, donors can find and fund projects and initiatives that matter to them. The website will feature a rotating selection of giving opportunities including application grants, staff insights and what's trending among fellow donor advised fund holders. Donors may also search for giving

opportunities by interest area, geography or organization.

Once donors find a project or initiative they'd like to support, they can use their MyNHCF account to recommend a grant from their donor advised fund. ■

LEARN MORE ABOUT GREATERGIVING @ WWW.NHCF.ORG/GREATERGIVING

KUDOS

LEW FELDSTEIN HONORED WITH PETTEE MEDAL



COURTESY OF THE UNIVERSITY OF NEW HAMPSHIRE

The University of New Hampshire presented former Foundation President Lew Feldstein with the Charles Holmes Pettee Medal, which honors New Hampshire residents for outstanding accomplishment or distinguished service in any form to the state, the nation or the world.

NONPROFITS RECOGNIZED FOR MANAGEMENT EXCELLENCE



PHOTO BY JEFFREY HASTINGS

Concord Area Trust for Community Housing and Cornerstone VNA were presented with The Corporate Fund Award for Nonprofit Management at the New Hampshire Center for Nonprofits' Leadership Summit in September.

SMARTER PATHWAYS

Preparing New Hampshire students for the workforce of tomorrow

Barbara Couch of Hypertherm, at the company's own technical training institute for its employees. Upon successful completion, those employees can earn 28 credits at River Valley Community College.

PHOTO BY CHERYL SENTER

At Hypertherm in the Upper Valley, scores of machining technicians are producing precision metal-cutting equipment. At Albany International in Rochester, hundreds of workers are manufacturing advanced composite components for the aerospace industry. At Dyn in Manchester, cadres of computer engineers are writing and running software to improve Internet performance. At Hitchiner Manufacturing in Milford, another 650 people are making metal parts for aerospace, defense, energy and automotive uses.

The products that these companies

produce are not similar, or even necessarily related. But the companies all represent sectors that help drive New Hampshire's economy. They all provide well-paying jobs for workers skilled in mathematics and science.

And they are all worried that the next generation of workers won't have the math and science chops they need to take these jobs and keep production humming.

"These are really highly-skilled positions," said Vice President of Corporate Social Responsibility Barbara Couch. As manufacturing processes become more and more sophisticated, the positions require "a higher level of thinking, knowledge and skills."

A new initiative, convened by the New Hampshire Charitable Foundation, has state leaders in business, education, government and the nonprofit sector all working together to help New Hampshire students stay engaged in math and science — and come out of school ready for solid careers right here at home.

The Smarter Pathways initiative is focused on strengthening pathways from school to jobs in science, technology, engineering and mathematics (STEM). Increasing degree attainment in those fields is one major focus of the initiative.

"It's really exciting to see this," said

Dyn CEO Jeremy Hitchcock, who served on the Smarter Pathways study advisory committee and whose company is a sponsor of the initiative. "This is a great region, and we're hopefully accelerating the supply of talent."

A new study shows that there is good reason to be concerned about that talent pipeline — and has spurred the joint action.

"The quality of our intellectual infrastructure has a direct effect on every employer's ability to recruit and retain the talent we need at every level." —Joe Morone, Albany International CEO

The Foundation-commissioned study, "Smarter Pathways: Strengthening New Hampshire's STEM Pipeline," shows that interest and proficiency in mathematics and science diminishes dramatically as students progress through school — to the point where the majority of students opt out of further study in those fields.

By fourth grade, only 51 percent of New Hampshire students are proficient or better in science. By eighth grade, that number drops to an alarming 31 percent. Math proficiency slides from 68 percent in eighth grade to 37 percent in 11th grade.

The numbers are startling.

"The well-being of our communities is dependent on opportunities for children and youth, and on a strong supply of workers for well-paying jobs — all of which support the strength of the economy," said Foundation Vice President Katie Merrow. "Helping New Hampshire kids get ready to step into careers in New Hampshire is all about keeping communities strong."

John Morison, chairman of Hitchiner Manufacturing, a major sponsor of the initiative, said his company needs more work-ready graduates with an increasingly complex set of skills.

"The people who are going to be

managing the business at all levels are going to have to have skills that are completely different from what has been true in the past," Morison said. "There is a higher-income future here."

Workforce demand for STEM workers is high and projected to remain so; businesses need a skilled workforce to succeed and grow. And jobs in such fields can be the pathway to economic success.

"New Hampshire has always enjoyed a very high quality of life, very safe communities, a very healthy environment," said Jeffrey Rose, commissioner of the state Department of Resources and Economic Development. "In order to be able to maintain those unique attributes, we need to make sure we develop a well-educated workforce."

The scope of the Smarter Pathways initiative is broad: Leaders are tackling everything from strengthening math and science teacher preparation to increasing industry partnerships with schools to exposing students to career possibilities. The report also inventoried the many already-existing STEM training and education programs in the state.

"The Charitable Foundation has been a key driver in helping us really get out of the gate on this initiative," said Rose.

The Foundation, the largest provider

BUSINESS LEADERS SUPPORT SMARTER PATHWAYS

These leading New Hampshire businesses are sponsoring the Smarter Pathways initiative

Albany International (Rochester)
Hypertherm (Hanover)
Hitchiner Manufacturing (Milford)

Graphicast (Jaffrey)
Dyn (Manchester)

New Hampshire Ball Bearings (Peterborough and Laconia)
Fidelity Investments (Merrimack)

A PROMISING FUTURE



PHOTO BY CHERYL SENTER

Paige Libbey has always been good at math and science. She remained enthusiastic about those subjects through middle and high school, and into a civil engineering major at the University of New Hampshire. She has already completed an internship at an engineering firm. Her job prospects are great.

Paige goes to school full-time and works 25 to 30 hours a week. She has received scholarships from the Foundation for the past two years.

The scholarships, she said, allow her to “focus on my schoolwork” instead of figuring out how to pay for it.

Paige wants to work in stormwater management, and plans to launch her engineering career right here in New Hampshire.

“It’s definitely a rewarding field to be in,” she said. “It’s cool how we design stuff and people use it every day.”

of publicly available scholarship funds in the state, committed to increasing STEM scholarships to \$500,000 a year for three years. It exceeded that goal in 2013, awarding \$695,000; in 2014, \$848,000 has already been awarded to 223 New Hampshire STEM students.

And the Foundation is working with the state’s public colleges and universities to increase pathways to STEM careers.

The Foundation secured a \$170,000 grant from the national Lumina Foundation to support the work in partnership with employers, the community college and university system, DRED, the Department of Education and the Governor’s Office. New Hampshire business leaders (see list on page 7) have generously matched Lumina Foundation funds, enabling the Charitable Foundation to hire a project manager to work with employers and higher education partners.

“This is not a problem that has a quick fix,” said Ross Gittell, chancellor of the Community College System of New Hampshire and chair of the Governor’s STEM K-12 Education Task Force. “It is a problem that requires a long-term strategic approach and patience. The higher education system can’t work on the STEM workforce in isolation. It’s very important to have industry-leader commitment to this.”

Albany International is the lead sponsor of the Smarter Pathways initiative — and is poised to grow.

“We view this program, and the entire New Hampshire-wide commitment to STEM education, as a much-needed investment in the state’s intellectual infrastructure,” said Albany CEO Joe Morone. “Like the state’s physical infrastructure but even more so, the quality of our intellectual infrastructure has a direct effect on every employer’s ability to recruit and retain the talent we need at every level.”

That need is made even more acute by New Hampshire’s changing demographics. For decades, the state’s economy was

bolstered by in-migration. But that trend has reversed.

“We need to educate our own,” said Hitchcock. Dyn and the Foundation also support the STEAM Ahead initiative to help high school students excel in science, tech, engineering, the arts and mathematics.

Dyn hired 100 new employees in 2013 and has already hired more than that in 2014. Hitchcock said that demand for workers with computer engineering degrees far outpaces the number of degrees awarded annually in New Hampshire.

Hypertherm, another major sponsor of Smarter Pathways, has established its own technical training institute for its employees. Upon successful completion, those employees earn 28 credits at River Valley Community College.

“As employers, we need to invest in talent early,” Couch said. “We need to support educators in the development of curricula that aligns with STEM workforce needs. By exposing students early in their school years to our workplaces, they can better align interests and passions to future career opportunities. Providing mentors and internships from the business sector helps to clarify their pathways.”

Morison agrees. He wants students to “have some hands-on experience, develop their skills and become stronger candidates for hire in the marketplace.” And to understand, he said, “that people still are making things in the United States.”

It’s a long-view approach — and an investment in the future of New Hampshire communities, and New Hampshire’s economy.

Rose said that manufacturing, advanced manufacturing and high technology represent the largest sector of the state’s economy. “In order to continue to meet the workforce needs of this critical sector,” Rose said, “we need to make sure that we have the next generation ready.” ■



MY VIEW

CHANGING OUR WORLD

BY CATHERINE MCDOWELL, PROJECT MANAGER, COÖS COALITION FOR YOUNG CHILDREN AND FAMILIES AND DIRECTOR, NEW HAMPSHIRE CHARITABLE FOUNDATION BOARD OF DIRECTORS

PHOTO BY CHERYL SENTER

I have spent most of my working life developing programs to improve the lives of families and children in the North Country. I began the first family planning clinic in Coös County, then expanded it to include prenatal and child health, thinking healthcare was the key. I then developed a preschool and after-school program, believing early education was critical. Finally, I championed the Family Resource Center because I believed that in-home visiting and family support could be the answer.

During all those years and very good programs, I knew that there must be a way to break the cycle of poverty and neglect and help children thrive, but I couldn’t quite find it.

I have come to realize that it includes all of the above — healthcare, mental health, early education and family support. Working together and focusing critical resources on children and their families early on is the key.

Five years ago, the New Hampshire Charitable Foundation’s Neil and Louise Tillotson Fund made a significant investment in early childhood development in Coös County. The Foundation believes that investing in the right health, mental health, educational and family support for developing children is critical to the success of those children, and of the North Country. That investment helped to establish the Coös Coalition for Young Children and Families.

The coalition supports the healthy development of the next generation. We know that positive early experiences and relationships shape the architecture of the developing brain, providing a sturdy foundation for all the learning and development to follow. This foundation can only be built through a coordinated effort across many disciplines. We have brought healthcare, mental health, early education and family support

organizations together to provide our youngest children with the strongest foundation possible for their physical, cognitive, social and emotional development.

We are coordinating the use of evidence-based developmental screening tools, implementing research-based curricula in early care and education, providing research-based training to early childhood providers, supporting parents with tested parenting strategies, and collecting and tracking the results of all of this work.

There are 1,558 children aged 0 to 5 in Coös County — we could reach every child in Coös if we try. We have taken the first steps by coordinating our efforts and putting the focus on early childhood. Together, we can make sure that every child in Coös has the strongest foundation possible. Together, we really can change our world. ■

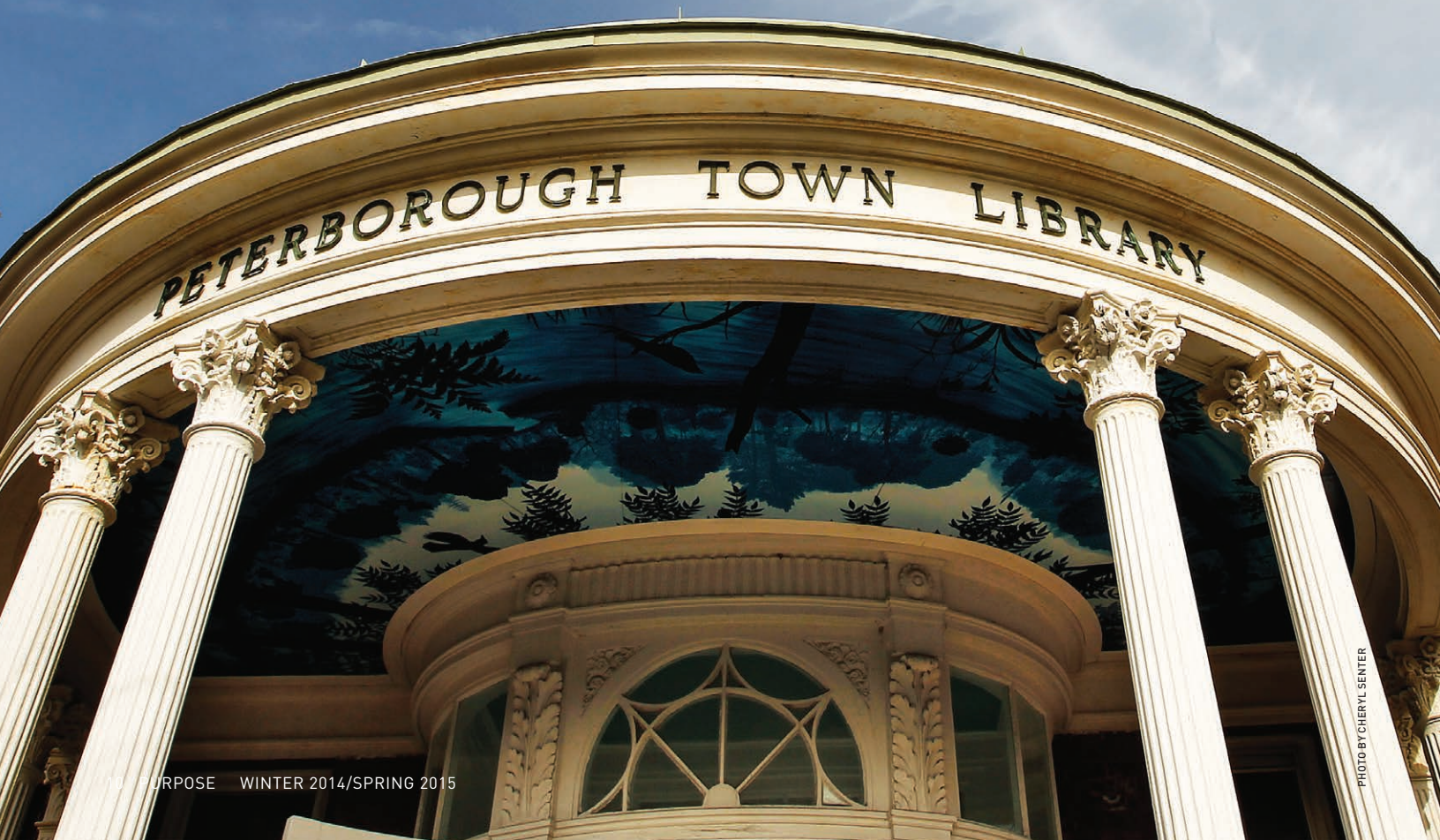
LEARN MORE @ WWW.INVESTINCOOSKIDS.COM

STRONGER COMMUNITIES

A small sample from thousands of recent grants and happenings.

MONADNOCK REGION

The Peterborough Town Library, established in 1833 and the oldest tax-supported library in the world, will soon get a makeover thanks in part to an anonymous \$35,000 donor advised fund grant to the **1833 Society**, a nonprofit working to raise funds for the library's renovations. The grant will be used to hire a consultant to run the society's \$6 million "Library of the Future" capital campaign. www.1833society.org



PISCATAQUA REGION



Lauren Gillette, of York, Maine, is the 2014 recipient of the **Piscataqua Region Artist Advancement Grant**. Awarded annually, the grant is one of the country's largest unrestricted grants to an individual artist, providing up to \$25,000 in support. Gillette will use the grant to complete a series of 52 deconstructed quilt panels, titled "The Scarlet Thread: The ABCs of Sexual Shaming" to explore the societal response to the publicly shamed among us, from Cleopatra to Woody Allen. www.laurengillette.com

CAPITAL REGION

A group of donor advised fund holders made a combined \$37,500 grant for the construction of a new playground at Drake Field in the of **Town of Pittsfield**. The 11-acre Drake Field offers athletic fields, walking trails along the Suncook River, a boat launch and an accessible fishing dock. www.pittsfield-nh.com

MANCHESTER REGION

To bolster civic engagement in the state, **St. Anselm's College** in Manchester will use a \$5,000 grant to bring in faculty from the University of New Hampshire, Plymouth State University and the New Hampshire Institute of Politics to deliver three full-day workshops on civic educators to more than 100 New Hampshire secondary school civic educations.

NASHUA REGION

Harbor Homes of Nashua provides residential, primary and behavioral healthcare and supportive services to individuals and families who are homeless, at risk of homelessness, or living with mental illness and other disabilities. A \$10,000 grant will support the organization's Ending Homelessness Fund, which aims to end chronic homelessness in Greater Nashua. www.harborhomes.org

UPPER VALLEY REGION

Students in Claremont will be spending more time learning outdoors, thanks to a recent \$11,306 grant from the Foundation's Wellborn Ecology Fund, which supports place-based ecology education. Students from Claremont's elementary, middle and high schools will be collecting scientific data, learning about stream ecology and researching mercury and nitrogen. www.nhcf.org/wellborn

NORTH COUNTRY REGION

Patrons of the **Berlin Public Library** will have better computers to work with, thanks to a recent \$4,000 grant to purchase new equipment. Many library patrons do not otherwise have access to the technology so critical to job-searching, research and communication. www.use.salvationarmy.org/berlin

LAKES REGION



Outdoor playtime for kids has been on a steady decline since the 1950s. The **Prescott Farm Environmental Education Center** in Laconia hopes to change that. The new Natural Playscape is set to open in 2015 and free for all to enjoy. A \$4,000 grant paid for a designer to create the playscape master plan. www.prescottfarm.org



FROM HOPELESSNESS TO HOPE

The Bhutanese Community of New Hampshire is a lifeline for the 2,000 Bhutanese refugees working to rebuild their lives in the Granite State.

PHOTO BY CHERYL SENTER

When the soldiers came, Aiti Magar fled with her two-year-old daughter in her arms.

She and her husband joined other refugees from southern Bhutan in an open truck, crossed into India and found their way to a refugee camp in Nepal.

"The army, they came to the village with guns and they started herding people," Magar said, through an interpreter.

Magar and her family are Nepali-speaking Lhotshampas from southern Bhutan. The group had lived in Bhutan for generations, but some 100,000 were expelled after Bhutan's king declared a "One Nation, One People" policy.

Nepal would not give them work permits or grant them citizenship, and Bhutan would not let them go home. They would live in refugee camps for 20 years.

Bhutan, a tiny Buddhist kingdom landlocked in the Himalayas, may be best known for championing the idyllic notion of "gross national happiness." Three months after her husband died in the refugee camp, Magar and her daughters were resettled in Concord. They are among the approximately 70,000 Bhutanese refugees who have settled in the United States, 2,000 of them in New Hampshire.

The story of the refugees from Bhutan is the quintessential American immigration story: the flight from hopelessness to hope. Driven from homes and farms, persecuted and stateless, they are now working to build lives in the country that granted them refuge.

Like other ethnic immigrant groups, this community banded together to help one another. But in this case, in New Hampshire, they have banded together into a nonprofit organization with staff, a mission, goals and programs.

The Bhutanese Community of New Hampshire provides a range of services from offices in Concord and Manchester.

Staff help with social services — from applying for health insurance and food stamps to finding housing, interpreting and providing transportation; the group's business development manager makes connections with employers, and helps with resumes, job-seeking and placement; the group offers English-language and American history classes, youth and cultural programs.

"When we found a village, they fed us fruit and water and we walked across the border," Acharya said.

The family was reunited in a refugee camp in Nepal. Acharya was able to complete high school, and persevere to attend college and earn an MBA in India. The family lived in the camp for 17 years. Many Bhutanese refugees in the United States, Acharya said, "are

"No matter what problem they have, we find resources to help and to resolve it."

—Tika Acharya, Bhutanese Community of New Hampshire

Aiti and her two younger daughters — both of whom were born in the refugee camp — live in a tidy apartment in Concord. Rajita and Son attend high school, speak English fluently and dream of careers. Son works at Wendy's to help support the family. Magar's eldest — who was carried in arms from Bhutan — is now married.

Without the BCNH, Magar said "We would be on the streets. Hopeless." Foundation support for BCNH includes a \$15,000 capacity-building grant — which helped the organization to secure \$150,000 in federal funds.

For Bhutanese refugees in New Hampshire, the BCNH is a lifeline. "They come to this office, and no matter what problem they have, we find resources to help and to resolve it," said BCNH Executive Director Tika Acharya.

Acharya arrived in Manchester in January of 2009 with his parents, wife and grandmother. His son was born soon after; the four generations live together.

Acharya's father had been a businessman in Bhutan. One day, he failed to return from a business trip. He had been imprisoned and tortured. Acharya was just 13 when he was forced to flee alone, walking all night into India.

really struggling." Suicide rates are alarmingly high. The trauma of their expulsion, stigma of their status, language barriers and cultural bewilderment — some had never seen a computer, or a refrigerator — can be overwhelming.

"We try to reach out to every individual house and try to figure out what is going on there," said Business Development Manager Rajesh Chauhan.

As with every group of American immigrants, the greatest hope lies with the next generation.

Acharya points with pride to the story of a student who participated in a Bhutanese Community-sponsored SAT-prep class. That young man was recently awarded a Gates Millennium Scholarship — one of 1,000 in the country.

Acharya wants his fellow Bhutanese in New Hampshire to become employers, homeowners, doctors.

"So we would give back to the United States," he said. "The United States has rescued us ... what we have to offer to the United States is to become productive citizens." ■

LEARN MORE @
WWW.BHUTANESECOMMUNITYNH.ORG

THE DOLLOFFS MAKE GIVING A FAMILY AFFAIR

The Dolloff Family Donor Advised Fund

When Chris Dolloff started Cityside Management Corporation, he committed to giving a percentage of profits to charity. Which was uncomplicated, when the company was small.

As the company grew, Chris and Theresa Dolloff gave away more each year.

But giving away more was not easier, or less complicated.

"I started to feel that it wasn't fulfilling," Chris said. "It felt like a time crunch ... checks had to be issued at year-end — and I didn't know how much I had to give back until then. So I was rushing to get checks out the door."

The Dolloffs came to the New Hampshire Charitable Foundation for help in making their giving fulfilling again.

Chris and Theresa created the Dolloff

Family Fund, a donor advised fund at the Foundation. Instead of scrambling to make decisions at year-end, they make one contribution to their fund. That way, they can take the time they need to do research and make giving decisions throughout the year.

Foundation staff has acted as a "conduit," Theresa said, arranging site visits to nonprofits, and calling the family's attention to organizations doing good work.

"Now we can get closer to where the money is going and how it is spent — and that feels good," Chris said.

The Dolloffs have long been committed to supporting nonprofits — Theresa has been deeply involved as a board member and volunteer, along with daughter Sarah, at Families in Transition. Chris has served on the

board of the United Way of Greater Nashua and is on the board of City Year New Hampshire; and Theresa is a trustee at the New Hampshire Institute of Art. Chris recently joined the Foundation's Manchester regional advisory board.

The fund was also a way for the Dolloffs to involve their daughters, Sarah Dolloff, 20, and Michelle Palazzo, 27, in philanthropy.

"First and foremost, we wanted our daughters to develop compassion for others," Theresa said. "Having them involved in our donor advised fund gives them the opportunity to learn about organizations that interest them and the opportunity to volunteer and/or contribute financially to help the cause.

"And secondly, society has become very self-centered, so trying to instill

the idea of helping other people is an important life lesson that we hope will serve them well now and in the future."

Sarah volunteered with a project that worked on combatting hunger and taught at-risk kids to grow food. Michelle interned with a nonprofit that helps homeless people transition to employment. The family made donations to both.

This year, Sarah and Michelle — who live on opposite coasts — will make their philanthropy decisions as a team, and will have the time and flexibility to collaborate.

"We enjoy the flexibility of our donor advised fund," Chris said. "You can donate that money easily and then take the time to make those decisions as you choose." ■



Photo (clockwise from top left) Henry, Jenifer, Oliver and Eliza.

PHOTO BY CHERYL SENTER

CHARITY BEGINS AT HOME

BY JENIFER CANNON, FOUNDATION DIRECTOR OF GIFT PLANNING

Philanthropy can be a wonderful way for families to work together and share interests and values. When philanthropy is learned by doing, the next generation is far more likely to carry on a family's philanthropic traditions.

Family engagement in philanthropy also offers parents a way to prepare children for future wealth or the transfer of a business. Instead of focusing on numbers, start by teaching your family the value of charitable giving. I work with many families who have done this successfully. Here are a few ideas to consider when introducing the idea of philanthropy to your children or grandchildren:

1. Start the conversation. Begin an ongoing dialogue about the meaning of philanthropy and its importance to your family. With my children, this conversation started when we drove by a homeless shelter. From the back seat, my 7-year-old asked, "Why do we have homeless shelters?" That started a conversation about families in need — and how we can help.

2. Start small. Set up a "three-way"

allowance for your children. If the allowance is \$15, the child keeps \$5, saves \$5 and gives \$5 away. A child as young as age 6 can understand this concept. Volunteer with your children to clean up a beach or collect food for the local food pantry. Show them the impact of philanthropy: Take them on a hike in a protected forest, turn on public radio, visit a local museum.

3. Include your children in charitable giving decisions. Share the requests for support that you receive from local nonprofits, and use them to encourage discussion. Each year, have your children choose a community need to learn about and make a contribution to help address. For larger families and family businesses, create a giving committee. This is a great way for siblings and cousins to work together as a team and share accountability for the family's philanthropic goals.

4. Set up a donor advised fund. Many of our donors have set up donor advised funds to involve their children in grantmaking; often naming their children as successor advisors who will carry on the family's charitable legacy.

GREATER GIVING

If you would like to learn more about engaging the next generation in giving, please contact Jenifer Cannon at jhc@nhcf.org or 800-464-6641, ext. 1261.



NEW HAMPSHIRE
CHARITABLE FOUNDATION

37 Pleasant St.
Concord, NH 03301-4005

ADDRESS SERVICE REQUESTED

KUDOS

HONORS FROM OTHERS

Entrepreneurs Foundation of New Hampshire member **ApplyKit** took home third place and \$20,000 in the 2014 Tech Out competition, the largest start-up competition in New Hampshire.

Monadnock Region Board Member **Cyndy Burgess** was included in this year's Keene Sentinel "Extraordinary Women" publication, which features inspiring women in the region.

Foundation President **Richard Ober** was named to New Hampshire Magazine's 2014 "It List," the magazine's version of "People of the Year" awards for the Granite State.

Former North Country Regional Advisory Board Member **Alex Ray**, owner and founder of the Common Man Restaurants, was named 2014 Outstanding Philanthropist by the Association of Fundraising Professionals of Northern New England.

Lakes Region Board Member **Claudia Shilo**, a senior client advisor at Ballentine Partners in Wolfeboro, was recently ranked and named as a top advisor in Barron's top 1,200 financial advisors; she ranked second in the state.

Former Foundation President **Lew Feldstein** was presented with the University of New Hampshire's Charles Holmes Pettee Medal for distinguished service in any form to the state, the nation or the world.

FOUNDATION AWARDS

New Hampshire Department of Revenue Administration Commissioner **John Beardmore** of Hopkinton has been named the 2014 recipient of the Caroline L. Gross Fellowship.

Lauren Gillette, a visual artist from York, Maine, is the recipient of the 2014 Piscataqua Region Artist Advancement Grant.

Concord Area Trust for Community Housing and **Cornerstone VNA** were presented with the 2014 Corporate Fund Award for Nonprofit Management.

STAFF AND BOARD ANNOUNCEMENTS

Sister Paula Marie Buley of Nashua, president of Rivier University, joined the Foundation's board of directors in June.

Jenifer Cannon, director of gift planning, recently completed a two-day certification program with 21/64, an organization that provides training to improve effectiveness when working with multigenerational funders, private wealth clients and multi-generational families.

Laura Rauscher, senior philanthropy advisor, has been awarded the professional designation of Chartered Advisor in Philanthropy by the Richard D. Irwin Graduate School of the American College.

Michael Wilson, chief financial officer and vice president of finance, has joined the board of directors of New Hampshire Public Radio.

THE NEW HAMPSHIRE CHARITABLE FOUNDATION

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Cover photo by Cheryl Senter.
A group of young Bhutanese girls snap a selfie at a Bhutanese Celebration in Manchester.

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