




NEW HAMPSHIRE  
CHARITABLE FOUNDATION

# PURPOSE

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The Entrepreneurs  
Foundation of  
New Hampshire:  
Building a stronger  
Granite State *p. 6*

inside

**FIRST IN THE NATION**

We must be clear about where  
we fall short

*p. 2*

**GAME CHANGER**

Partnership creates go-to resource  
for nonprofit sector

*p. 10*

**A FAMILY AFFAIR**

The Hitchcock children learn to give  
back at an early age

*p. 12*



# FIRST IN THE NATION?

By Richard Ober, president and CEO



Photo by Cheryl Senter

First in the nation is not always a good thing.

Take drinking and drugs, for example. A third of New Hampshire residents between the ages of 12 and 20 have used alcohol in the past 30 days. That makes our state #1. We're #2 in kids smoking pot and #3 in binge drinking.

And it's not just youthful mistakes. Excessive drinking among adults cost the state \$1.15 billion in 2011. Business bears the brunt of that waste through absenteeism and poor performance. Taxpayers pick up the rest, usually after it gets very expensive. Fully 85 percent of state prison inmates have drug or alcohol problems or both. Drug-related deaths have quadrupled since 1995. Some employers can't fill jobs because otherwise qualified candidates can't pass the drug test.

Addiction drives our toughest problems. Larceny.

Domestic violence. Homelessness. Underemployment. Co-occurring mental illness. Child neglect. "This is our biggest problem of the day," Attorney General Michael Delaney told reporters in February. "Alcohol flows like a river through my courtroom," said Judge Ned Gordon.

Where we lead in the problem, we trail in answers: Only 4 percent of our neighbors who suffer from addiction get help. Imagine a figure like that for cancer or diabetes. Addiction is not a lifestyle choice or a moral failing; it is a chronic disease. And only Texans are less likely to get treated for it than Granite Staters. Forty-eight states do better than we do.

I cite these stats a lot, and the reaction is often the same, even among long-time state leaders. "Really? Are you sure?"

Yes, we are sure. And we are doing something about it.

Guided by our vision for New Hampshire and fueled by a generous donor, the New Hampshire Charitable Foundation is leading a statewide strategy to reduce addiction and the havoc it creates. "Collective Action, Collective Impact" is a five-year plan created by the Governor's Commission on Alcohol and Drug Abuse Prevention, Intervention and Treatment. That commission is chaired by Tym Rourke of our staff, who oversees \$2.5 million annually in related grantmaking at the Foundation from a family of funds established by Dorothy and Oliver Hubbard.

This work demonstrates the Foundation's core strengths:

- Treatment helps address the fierce urgency of *today* and prevention will reduce the problem *tomorrow*.
- We act *statewide* and *locally* through regional prevention networks and an ecosystem of collaborators committed to the same goals.
- We *lever* our philanthropic capital through collaboration, public policy and innovation. In the past three years, your Foundation has helped bring \$21 million in federal and national foundation support to New Hampshire communities.
- We bring a wealth of *knowledge*, thanks to Tym's leadership and the Foundation's two largest grantees — New Futures and the New Hampshire Center for Excellence.
- We collaborate through a *network* of nonprofits, public agencies and everyday citizens across the state.

Our Foundation is making focused and long-term investments like this in other areas as well. We are supporting young children and entrepreneurs in the North Country; preparing talented New Hampshire students for 21st century careers by funding scholarships in science, technology, engineering and math; giving voice to low-income residents; exposing more kids to environmental education; and helping nonprofits get more from high-end volunteers.

Focused strategic initiatives like these are only one way the Foundation inspires greater giving and builds stronger communities. Every day we connect donors with effective organizations in the fields they care about. In 2012 we

## OUR VISION

WE ENVISION STRONG, JUST AND RESILIENT COMMUNITIES WHERE:

All residents have access to quality health care, food, housing and other **critical needs**.

Residents give back to their communities and participate meaningfully in **civic life**.

Students of all ages improve their lives through appropriate **education** and job training opportunities.

**Economic opportunity** is available to all.

Significant **environmental assets** are permanently protected and available for long-term public benefit.

**Arts and culture** organizations preserve heritage, celebrate self-expression and foster appreciation of diversity.

awarded more than 3,000 grants for a near-record \$28 million. We funded operations, collaborations and new ideas and innovation wherever we found them. Scholarships went to 1,700 students, making this Foundation the largest provider of unrestricted student aid in the state.

There are plenty of numbers New Hampshire should celebrate — having the first all-female congressional delegation and being the best state to raise children come to mind. But if we are to meet the real challenges ahead, we must be as clear about where we fall short as where we succeed. Being first is fine, as long as it is in solutions and not problems. That's where innovation comes in. That's where collaboration wins. And that's where our vision and commitment to community are taking us. ■

Sources: National Survey on Drug Use and Health, PoEcon Research, NH Center for Excellence, Annie E. Casey Foundation.



# A PITCH FOR INNOVATION

## 2013 Annual Meeting

Please join us on Tuesday, June 18, to celebrate great ideas in philanthropy. The Foundation's 2013 Annual Meeting will be held at the Armory at the Radisson Hotel in Manchester beginning at 5:15 p.m.

Throughout the evening, you'll hear from people who are strengthening New Hampshire communities through

innovation and have the opportunity to vote in a real-time competition by three nonprofit leaders making a pitch for your support. And, following the program, there will be plenty of time to eat, drink and network!

REGISTER ONLINE @ [WWW.NHCF.ORG/EVENTS](http://WWW.NHCF.ORG/EVENTS)



SCENES FROM the 2012 Annual Meeting.

## Investing in New Hampshire

At a recent news conference at the State House, Gov. Maggie Hassan, representatives of Borealis Ventures and the New Hampshire Business Finance Authority (BFA) announced the Borealis Granite Fund's first three institutional investors — the New Hampshire Charitable Foundation, Endowment for Health and the Elliot Hospital — and recognized the first New Hampshire companies to receive funding — Avitude, Mosaic and Dyn.

"The New Hampshire Charitable Foundation has invested in the Granite Fund as a way to leverage the state's entrepreneurial culture," said Foundation President Richard Ober. "We expect the fund to result in the creation of good jobs in New Hampshire, produce solid returns and lead to other community benefits."

The Borealis Granite Fund is the first-ever venture capital fund solely committed to investing in New Hampshire's next



GOV. MAGGIE HASSAN stands with investors and recipient companies of the Borealis Granite Fund.

generation of high-growth technology companies with a goal of creating a \$30 million fund. The BFA made the first capital investment of \$4.5 million, with the remaining capital coming from private investors and the three institutional investors.



CONSULTANT BETH STEINHORN (standing) works with the staff of Bhutanese Community of New Hampshire.

## Seeking skilled volunteers

The Foundation, in collaboration with the New Hampshire Center for Nonprofits, has launched a new pilot program aimed at better harnessing the energy of volunteers. Called the High Impact Volunteer Engagement Project, it will coach 10 nonprofits over the next year how to recruit, collaborate with and provide training for their volunteers as if they were employees of the organization. The participating organizations are Bhutanese Community of NH, Canterbury Shaker Village, Families in Transition, The Front Door Agency, Home Health & Hospice Care (Nashua), NH Citizen's Alliance, RESPONSE to Sexual & Domestic Violence, The River Center Symphony NH and WISE.

## Celebrating ideas



ERRIK ANDERSON speaks at TEDxPiscataqua River.

The Foundation was the presenting sponsor of TEDxPiscataquaRiver, bringing the TEDx experience to the Seacoast for the first time. Foundation President Richard Ober gave the opening remarks at the May 3 event held at 3S Artspace in Portsmouth. Among the many speakers were NHPR's Virginia Prescott, local historian and author J. Dennis Robinson and Upper Valley entrepreneur and Entrepreneurs Foundation member Errik Anderson.

## Kudos

### JIM VARNUM HONORED FOR STRENGTHENING COMMUNITY IN THE UPPER VALLEY



The Foundation's Upper Valley Region advisory board presented the Lilla McLane-Bradley Award for Improving Community Wellbeing to Jim Varnum of Etna, former long-time chief of Mary Hitchcock Memorial Hospital and chair of the Foundation's board of directors.

### 2013 CAROLINE L. GROSS FELLOW SELECTED

New Hampshire Superior Court Justice Tina Nadeau of Lee was named the 2013 Caroline L. Gross Fellow. Established in 1994, in memory of the late House Majority Leader to honor dedication to public service, the Gross Fellowship includes a three-week seminar for state and local officials at Harvard's Kennedy School of Government.

### MICHAEL WILSON NAMED OUTSTANDING FINANCIAL EXECUTIVE

New Hampshire Business Review recognized Foundation Vice President of Finance and CFO Michael Wilson as one of its 2013 Financial Executives of the Year. The Financial Executive Awards honor New Hampshire's top financial officers and executives for their outstanding fiscal leadership and asset management.





**PREPARING THE PITCH** Nonprofit finalists Rohit Subedi of the Bhutanese Community of New Hampshire (left) and Debby Miller of More than Wheels (right) get last minute advice from their pitch camp instructor and angel investor TK Kuegler on the evening of the Entrepreneurs Foundation grant competition.

# AMPING UP PHILANTHROPY

## The Entrepreneurs Foundation of New Hampshire challenges traditional notions of philanthropy

By Lois Shea

The New Hampshire Food Bank wanted to set up portable production lines to package nonperishable meals, cutting costs-per-meal, and to explore the feasibility of creating a larger system in a production kitchen. But the organization needed money to create this system — money it could scarce afford to take from, well, buying food for hungry people.

But a relatively small influx of cash, applied strategically, might provide a huge benefit.

This is just the kind of thing that an entrepreneur understands. And just the kind of project that the Entrepreneurs Foundation of New Hampshire (EFNH) wants to help nonprofit organizations launch.

“The New Hampshire Food Bank is a very important organization serving many people,” said Shawn McGowan,

chief operating officer of Newmarket International and a member of ENFH. “They really can’t afford to go after new and innovative projects because if they don’t deliver on their core product, people don’t get fed.”

So, ENFH made a \$5,000 grant to set up the packaging production lines.

ENFH, an initiative of the New Hampshire Charitable Foundation, was created in 2009 joining similar efforts in Silicon Valley, the San Francisco Bay Area and Boulder, Colo. The idea is to bring the expertise, energy and passion of New Hampshire’s entrepreneurs together, making philanthropy a part of “the DNA of doing business in New Hampshire” and supporting local communities.

“The entrepreneurs that we work with have chosen New

Hampshire as a place to build their businesses for a number of reasons — and quality of life is right at the top,” said Shari Landry, vice president of philanthropy at the Charitable Foundation.

“Being part of the Entrepreneurs Foundation and the Charitable Foundation gives these passionate, innovative and crazy-busy people the chance to help keep New Hampshire special,” she said.

Jesse Devitte, managing director and co-founder of Borealis Ventures, is a founding member of ENFH.

“If I had to say there’s a dream for it, it’s maybe that we are able to add to the state’s culture by weaving this thread between entrepreneurs and the nonprofit community in co-investment ... in the quality of life for New Hampshire citizens and for our future together,” Devitte said.

“Our ask is that entrepreneurs be part of crafting New Hampshire’s future.”

—Jesse Devitte

Devitte said that the Charitable Foundation’s expertise, relationships and knowledge of the state made it the right organization to partner with.

The Food Bank project (one of a half-dozen that ENFH has funded thus far) was an investment with what the ENFH calls “amplified benefit”: It was outside the organization’s traditional operating plan and would not otherwise have been possible because of budgetary constraints — but had great potential for material impact, knowledge-gathering and leveraging future support.

The Food Bank is now able to produce and package fortified macaroni and cheese meals at 25 cents per serving (compared with the previous cost of 39 cents per serving). The process saved the Food Bank \$1,146.57 in 2012 — enough to buy an additional 2,293 meals. And it can make better use of volunteers’ time and labor in doing so. The organization expects the savings to continue into other areas of food production.

“Even if you’re a nonprofit, we want you to experience having an idea and leveraging that idea and getting the most return for the investment that you make — which is not just money, but your energy and time and your volunteers’ energy and time,” said Joe Mullen, former president and CEO and current board chair of Bottomline Technologies and a member of ENFH.

### THE COMPANY THEY KEEP: ENFH MEMBERS



**Errik Anderson** is co-founder and COO of Adimab LLC in Lebanon, a next-generation antibody discovery platform, and co-founder of Arsanis Inc., an anti-infective drug development firm. In 2010, he was named the Young Professional of the Year by Business NH Magazine and the 2010 New Hampshire High Tech Council Entrepreneur of the Year along with his Adimab co-founders, Tillman Gerngross and Dane Wittrup.



**Robert & Susan Baremore** are founders of Portsmouth-based Therma-Hexx, a manufacturer of high-efficiency heat exchange products. In 2012, Therma-Hexx won New Hampshire High Tech Council’s Product of the Year and took second place in the council’s Tech-Out competition for venture capital. In 2011, they were selected for funding by the University of New Hampshire’s Green Launching Pad, an incubator for emerging alternative energy companies.



**Mark Prestipino** is president and CEO of Envista, which provides map-based software solutions delivered via the web, providing visibility and real-time insight into street projects and activities of all kinds that occur within the public right-of-way. Prior to joining Envista, Prestipino was an entrepreneur-in-residence at Borealis Ventures and was president and CEO of Scribe Software in Bedford. He is also chair of the Foundation’s Manchester Region advisory board.

ENFH has created a “high-velocity granting” model: Nonprofits provide a very short written application and selected finalists make a three-minute pitch to ENFH members, presenting their idea and asking for support. ENFH members vote in real time to select grantees.

Before the final presentation is made, ENFH offers a “pitch camp” to help applicants hone their message and approach.

Daniel Barrick, deputy director of the New Hampshire Center for Public Policy Studies, attended. He made his pitch. The ENFH representative who was there to give feedback, Barrick said, was blunt.

Continued on page 14





Photo by Cheryl Senter

## 1 A WORLD WIDE VIEW

Deborah Springhorn, a social studies and English teacher at Lebanon High School, is the recipient of the **2013 Christa McAuliffe Sabbatical**. Springhorn will use her sabbatical year to design a curriculum that will engage students in the study of the global community and better equip them to be world citizens. Since 1987, 27 teachers have had the opportunity to explore new ways to enhance classroom teaching through this sabbatical program. [www.nhcf.org/christamcauliffe](http://www.nhcf.org/christamcauliffe)



Courtesy photo

## 2 CONTINUING THE TRADITION

When Marcelline Jenny established the **Robert J. Jenny Memorial Fund** with a \$100,000 gift, her 7-year-old grandson Sage was inspired to give back too. Sage donated all of the money in his piggy bank, bringing the fund to \$100,001. Sage looks forward to becoming an advisor to the fund when he grows up, continuing his family's tradition of philanthropy.



Courtesy photo

## 3 GROWING WISE

**Women's Information Service (WISE)** provides crisis intervention and support to victims of domestic and sexual violence in the Upper Valley, serving more than 1,000 individuals in 2012. A \$15,000 grant will allow WISE to maintain its programs while growing additional sources of funding. [www.wiseoftheuppervalley.org](http://www.wiseoftheuppervalley.org)



Courtesy photo

## 4 THE MISSING LINK

The **Winnepesaukee River Trail Association** will use a \$5,000 grant to complete the Missing Link Bridge in Tilton. This bridge will make access to the river safe and easy for citizens and will complete a continuous, 8.5-mile-long trail along the Winnepesaukee River between Tilton and Northfield. [www.winnirivertrail.org](http://www.winnirivertrail.org)



Courtesy photo

## 5 HELPING FAMILIES BACK ON THEIR FEET

The **Anne-Marie House** in Hudson provides transitional housing and support programs for homeless families with nearly 90 percent of clients achieving sustainable housing, income and transportation. A \$20,000 grant will help the Anne-Marie House explore venture options for a reliable income stream to reach its goal of financial self-sufficiency and help even more families get back on their feet. [www.annemariehouse.org](http://www.annemariehouse.org)

## 6 NIGHT CARE FOR THE NIGHT SHIFT

**Winchester Learning Center** received a \$20,000 grant to expand its programming to include night care from 4:00 p.m. to midnight, giving parents the flexibility to accept second-shift jobs, take evening courses and attend evening appointments. [www.winchesterlearningcenter.org](http://www.winchesterlearningcenter.org)

## 7 SHARING SAVES

**Southern New Hampshire Planning Commission** will use a \$25,000 grant to pilot a program to help municipalities, counties and school districts develop long-term, sustainable ways to collaborate and share resources — such as sharing personnel, equipment or facilities — with the ultimate goal of reducing costs and increasing efficiency. [www.snhpc.org](http://www.snhpc.org)



Photo by David Murray

## 8 AN ARTFUL COMMUNITY

A \$20,000 grant will help the **Portsmouth Music and Arts Center** build community through the arts by providing people with high-quality music and visual arts education programs and by creating ensemble, performance and exhibition opportunities for students, professionals and audiences. [www.pmaonline.org](http://www.pmaonline.org)

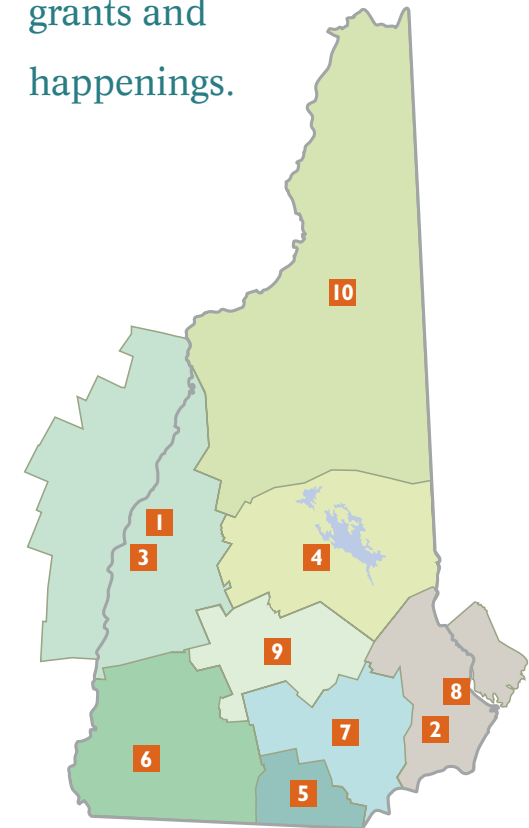


Courtesy photo

## 9 PURE PERFORMANCE

A \$214,550 grant will help the **NH Interscholastic Athletic Association** implement New Hampshire Life of an Athlete, a program that fosters partnerships between schools, administrators, coaches, Regional Prevention Networks and youth to target substance abuse prevention. [www.nhiao.org](http://www.nhiao.org)

A small sample from thousands of recent grants and happenings.



Courtesy photo

## 10 A SUMMER JOB

A \$20,000 grant to the **Appalachian Mountain Club** provided summer jobs to 28 underserved youth in Berlin and Woodsville through the Teen Trail Crew Program. This project helps students build workplace competencies and leadership skills, gain conservation stewardship training and engage in community service projects. [www.outdoors.org](http://www.outdoors.org)





Photo by Cheryl Senter

**PARTNERS** CCA Global Partners CEO Howard Brodsky, New Hampshire Center for Nonprofits Executive Director Mary Ellen Jackson and Foundation Vice President of Program Katie Merrow worked together to build a ground-breaking tool for the nonprofit sector.

## A POWERFUL PARTNERSHIP

### Collaboration creates NonprofitNext, a web-based toolkit for New Hampshire's nonprofit sector

By Lois Shea

Sometimes partnerships find success by crossing boundaries. One recent example involved the New Hampshire Charitable Foundation, the New Hampshire Center for Nonprofits and a local business leader. The basic idea was to create a web-based platform loaded with good, well-produced materials to help nonprofits operate more efficiently and effectively.

The idea of a shared resource for small organizations had already proved effective as a strategy for business, helping CCA Global Partners achieve a national profile and billions of dollars in annual sales. For CCA Global CEO Howard Brodsky, extending the idea of a shared toolkit to the nonprofit sector just made good sense.

“What I saw with nonprofits was that, in many ways, they were very similar to independent businesses,” Brodsky said.

“They had a great passion for what they do, and a great love for the community. Service to community is part of CCA Global’s mission.”

“We’re a cooperative and our whole mission is making local businesses succeed and compete,” he said.

Brodsky was interested in adapting the idea for the nonprofit sector, and came to the Foundation for help. The Foundation connected CCA Global with the Center for Nonprofits and convened funders to build support for the project.

Altogether, the partners were able to raise five years of start-up funding, more than \$665,000 from 15 funders.

The Center for Nonprofits then worked with CCA Global to develop a library of materials tailored to the needs of the nonprofit sector. The result was NonprofitNext, which

now offers scores of tools and resources free to members of the Center for Nonprofits, making it possible for local organizations to “save time, save money and build capacity,” according to Mary Ellen Jackson, executive director of the center.

Need to launch a capital campaign for a nonprofit, create a board assessment tool or update an employee handbook? NonprofitNext can help. It can enable an organization to better understand the health insurance tax credit, or provide a policy for managing volunteers. Resources include webinars offered by a national expert on fundraising and samples of best practices for strategic planning. It’s all here, in one place — vetted by the center, most created expressly for the site and, where relevant, it is New Hampshire-specific.

“These materials have been deemed to be the best of the best. It’s incredibly flexible for any organization,” said Brodsky.

When nonprofit leaders in the state talk about NonprofitNext, they tend to use words like transformative and instrumental.

“As anyone in the nonprofit sector would clearly understand, time is a valuable resource,” said Scot Henley, executive director of the Mount Washington Observatory. “And not having to recreate the wheel is a great thing.”

Many templates and documents are downloadable and can be modified to suit an organization’s specific needs. One measure of the way it meets those needs can be seen in the growth of the number of users. Up and running since June of 2011, NonprofitNext expected to have 500 users by now. In fact, fully 1,500 organizations have tapped into it.

To better understand the impact it is having, the Foundation funded an evaluation by TCC Group, a national firm. The quality of materials and the ease of use were rated highly. The evaluation found that the site can help users get to the “go” phase of a project faster and results in positive changes in practices when compared to traditional training methods.

“We are very excited about these results,” said Katie Merrow, vice president of program at the Foundation. “No other state in the country has this kind of a broad-based tool for nonprofits; this is a game-changer for how we build capacity in the sector. We expect it to benefit communities in New Hampshire and beyond.”

“Nonprofits have to take calculated risks,” Jackson said. “And part of being successful means building trusting partnerships and embracing new business strategies.”



Photo by Dawn Grant

**FUNDERS CELEBRATE** the launch of NonprofitNext in 2011.

#### NONPROFITNEXT FUNDERS

- National anonymous foundation
- Bank of America Charitable Foundation
- Citizens Bank Foundation
- Community Development Finance Authority
- Endowment for Health
- Entrepreneurs Foundation of New Hampshire
- FairPoint Communications
- Foundation for Seacoast Health
- HNH Foundation
- Hoffman Family Foundation
- New Hampshire Charitable Foundation including the Bea and Woolsey Conover Fund, The Corporate Fund, Thomas W. Haas Fund, Silent ‘E’ Fund and anonymous donors
- NGM Insurance Company
- Northeast Delta Dental
- Salem Co-operative Bank
- United Ways of New Hampshire

Brodsky hopes the partnership represents a new paradigm for the nonprofit sector.

“It’s not enough to give our time and money to nonprofits,” he said. “We really have to use our talent and our infrastructure to help nonprofits operate better and to bring more resources to them.”

And NonprofitNext does that — helping nonprofits of all kinds, including food pantries, environmental organizations and Boys and Girls Clubs serve their communities more effectively. ■

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





**THE HITCHCOCK FAMILY** Jeremy, Matthew, Liz and Catherine at the Dyn headquarters in Manchester.

# A DREAMER'S HANGOUT

## The Hitchcock Family Fund

By Lois Shea

Jeremy and Liz Hitchcock see a natural affinity between entrepreneurial endeavors and nonprofit organizations: Both tend to be powered by people who want to solve problems, who see possibilities, who believe they can change the world.

The place where nonprofits and entrepreneurs come together is, in Jeremy Hitchcock's words, "where the dreamers hang out."

The Hitchcocks are not your typical thirtysomethings.

Jeremy and Liz met at Worcester Polytechnic Institute. While at WPI, Jeremy and three classmates founded Dyn, an IT services company that has become a worldwide leader in Internet Infrastructure as a Service. (Or, as the company's website explains: "We make the Internet a better place.")

Dyn also works to make its community a better place, from creating jobs to supporting community efforts through philanthropy and volunteering.

Jeremy, Dyn's CEO, grew up in Manchester and attended West High School. The Hitchcocks' Manchester home is just a twenty-minute walk from Dyn headquarters.

The Hitchcocks are deeply involved in community. Liz serves on boards and committees of multiple arts organizations, and Jeremy serves on the boards of Southern

New Hampshire University and the Community College System of New Hampshire.

Both are members of the Entrepreneurs Foundation of New Hampshire (see page 7), an initiative of the New Hampshire Charitable Foundation.

EFNH, Jeremy said, is great way for people to become involved in philanthropy "at the beginning of their professional lives."

The Hitchcocks have also started a donor advised fund at the Charitable Foundation. The Hitchcock Family Fund was a way to involve their children — 3-year-old Matthew and 1-year-old Catherine — in philanthropy as early as possible.

The fund will be a vehicle for the family to support organizations that do work that is important to them. Liz said she hopes that someday Matthew, for instance, will make the connection between classes he enjoys at the YMCA and the Manchester Community Music School and the importance of supporting such organizations for the good of his community.

"I thought it was really important to get the entire family involved," said Liz. "So they have the perspective," added Jeremy. "So as they grow up, it is part of the fabric of what they do."

They'll be the next generation of dreamers. ■

# QUICK Q&A

An attorney at McDonald & Kanyuk in Concord and member of the Foundation's Capital Region advisory board, Amy Kanyuk sees firsthand the impact charitable giving can have in the community.

**How would you advise clients who are interested in involving their families and future generations in their philanthropy?**

Philanthropy provides clients with the opportunity to articulate a shared vision of their family values and interests, and to involve their children and future generations. We encourage clients to create a family mission statement, to help them turn abstract ideas (such as, "We want to help the community") into concrete objectives (for example, "We want to support the eradication of substance abuse in New Hampshire"). Involving children and grandchildren in philanthropy decisions gives everyone a vested interest in the process.

**Are there any recent legislative developments at the federal or state level that donors should be aware of as they consider a philanthropic strategy?**

Recent changes in the tax laws made the federal estate tax permanent, and increased the rate to 40 percent. There's a 100-percent gift and estate tax deduction for charitable contributions, so clients who face an estate tax liability can reduce that tax burden through lifetime charitable gifts and charitable gifts that take effect at death. The American Taxpayer Relief Act of 2012 also extended the IRA charitable rollover into 2013, so persons 70 ½ or older can directly transfer up to \$100,000 this year from an IRA to one or more charities. The transfer won't be included in 2013 income and will count toward the minimum required distribution.

**How do you or members of your practice partner with the New Hampshire Charitable Foundation?**

When clients express an interest in philanthropy, we give them an overview of their giving options, based on their goals, levels of giving and different types of assets. If they're interested in a donor advised fund, or even just looking for charitable giving opportunities, we often suggest that they contact the New Hampshire Charitable Foundation. The



Foundation has extensive knowledge about the needs of New Hampshire communities, and can help clients identify specifically what they'd like to focus on, and develop a strategy to fulfill their objectives. I'm always amazed at the scope and depth of the needs that exist right in our own backyard, and the innovative ways the Foundation approaches those needs. ■

**GREATER GIVING**

For help with charitable gift planning, contact:  
Shari Landry, 603-225-6641 ext. 1265 or sl@nhcf.org  
Robin Abbott, 603-225-6641 ext. 1262 or rka@nhcf.org



AMPING UP PHILANTHROPY *Continued from page 7*

“He said, ‘I fell asleep after the first 15 seconds,’” Barrick remembered, chuckling. “Which kind of hurt but it was really helpful in the long run. It made us realize that we’re not doing a good enough job describing what our goals were that made [the grant proposal] compelling.”

Barrick and his colleagues revised their pitch and got the grant: \$10,000 to develop webinar versions of the policy center’s materials on the state budget process for use by both legislators and the general public.

“The power of this new tool is that we can get our information into the hands of more policymakers — including legislators, business leaders and local officials — when they need it and in a more accessible format,” Barrick said.

Entrepreneurs, and often their spouses, join EFNH by making a contribution of shares, stock or cash or by making a pledge to make a future gift when their business sells or reaches profitability.

“You are truly taking your commitment to your community and to entrepreneurial life to another level,” said Pubali Campbell, owner and director of Bikram Yoga Manchester. “This is an organization that truly requires skin in the game.”

“Although some of our members have not yet made monetary gifts, they’ve made the commitment to be philanthropic when all of their hard work, building these incredible businesses, pays off,” Shari Landry said.

“We treat those members the same as ones who have already put in money,” she said. “So those folks are getting to really understand what the community issues are, to understand how to have an impact through grantmaking and philanthropy, and they get to network with people who are being role models to them.”

Campbell said she benefits from working in a group with other entrepreneurs.

“I was intrigued and excited about being amongst like-minded people,” Campbell said, who “were working with the same sort of environment and thought process that I was, [though] I’m selling yoga and they’re selling computer chips.”

“Our ask is that entrepreneurs be part of crafting New Hampshire’s future,” said Jesse Devitte. “And to bring your energy and creative tools to this effort, not just your cash.”

Mel Gosselin, executive director of the Food Bank, said that the relationships her organization has made with entrepreneurs have been lasting and meaningful. EFNH

THE COMPANY THEY KEEP: EFNH MEMBERS



**Tom “TK” Kuegler** is the co-founder and general partner of Wasabi Ventures, a venture capital, incubator and consulting firm that specializes in building and advising early-stage technology companies. In the last 10 years, Wasabi Ventures has built, financed and advised over 200 startups.



**Michele Pesula Kuegler** is the CEO and editor-in-chief of PeKu Publications, an online network of 23 sites, each focused on a different topic. Peku’s readership has grown to about 1.5 million monthly.



**Joe Mullen** is currently an advisory board member and group director for Raffoni CEO Consulting. Joe served as both president and CEO of Bottomline Technologies from 2000 through 2006. He was appointed chairman of the board in 2007 and currently holds that position. In 2007, Mullen was named the New Hampshire High Technology Council Entrepreneur of the Year.



**Andrew Jaccoma** is co-founder of the Sensible Spreader System, which integrates GPS mapping technology with a mechanical spreader system. This allows the driver of a truck spreading de-icer to focus on the road while the GPS-based spreader system applies the de-icer best suited to the particular location and environment. He and co-founder Olha Johnson won the 2012 University of New Hampshire Paul J. Holloway Prize.

members have stepped forward, she said, to help the Food Bank determine how to automate future production lines and how to identify customer bases and revenue sources for the new systems they create. And some members have simply come to the Food Bank with their families to volunteer.

That is just the kind of relationship the EFNH hopes to foster.

“We need this in New Hampshire,” said Devitte.

“Entrepreneurs like to build things. That’s why they’re entrepreneurs; they like to make a difference. We have put in place something that hopefully, in the coming decades, will make a major difference.” ■

➤ LEARN MORE @ WWW.NHCF.ORG/EFNH

# A SKILLED WORKFORCE FOR NEW HAMPSHIRE

By Ross Gittell, chancellor of the Community College System of New Hampshire and member of the Foundation’s board of directors

Economic development experts identify the skill level and capabilities of the work force as a key source of state economic competitive advantage.

For New Hampshire, as for the nation, an increasing percentage of jobs and industry needs are associated with workers who hold advanced education and training in the so-called STEM fields: science, technology, engineering and mathematics. Yet New Hampshire currently ranks 45th out of 50 states in the percentage of bachelor’s degrees earned in science or engineering, down from 20th a decade ago.

Technology-based jobs require workers with competencies in the STEM fields. This includes the scientist doing the basic science, the engineer applying the science and inventing a new product, the advanced manufacturing worker responsible for manufacturing new products of high quality in a timely manner, and automotive and medical technicians who use new technologies to deliver high-value services.

And these jobs pay well. On average STEM workers in the state earn 75 percent more than the average worker. Those holding associates’ degrees in STEM fields earn salaries that average above \$50,000 a year.

Community colleges are an important part of New Hampshire’s capacity to enhance economic competitiveness with an appropriately skilled workforce that can support an innovation-based economy.

The Community College System of New Hampshire (CCSNH) is focusing increasingly on STEM education and training, expanding enrollment and offerings in advanced manufacturing, engineering technology, environmental and energy services, allied health, and computer programs and related fields. And, along with the University System of New Hampshire, CCSNH is improving transfer pathways in the STEM disciplines with a commitment to double the number of STEM higher degrees awarded in New Hampshire by 2025. But we cannot advance STEM degrees and a STEM workforce without financial help.



ROSS GITTELL at the New Hampshire Technical Institute in Concord.

Three-quarters of our students rely on some form of financial aid. Many of our students and their families are still suffering from the effects and after-effects of the Great Recession.

Affordability and access to higher education through community colleges is not only important for advancing economic opportunity but also for community and statewide economic development. This is especially true if access and affordability are aligned with programs that provide career pathways to well-paying careers and a strong New Hampshire economy.


We have to support students in and help direct them to STEM fields.

That is why I am very excited about the New Hampshire Charitable Foundation’s focus of educational scholarships for students in STEM fields, with particular emphasis on two-year or certificate programs at community colleges. There is no better investment for New Hampshire. ■

➤ LEARN MORE ABOUT THE FOUNDATION’S INVESTMENT IN STEM EDUCATION @ WWW.NHCF.ORG/STEMSCHOLARS



## Kudos

There is never enough space to honor all who deserve recognition.  READ MORE ON  AND SEND NAMES TO [INFO@NHCF.ORG](mailto:INFO@NHCF.ORG)

### NEW DIRECTORS

**Roy Ballentine**, of Wolfeboro, and **Sherry Young**, of Concord, were named to the Foundation's board of directors in May and each will serve a three-year term.

### NEW REGIONAL ADVISORS

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

**Matthew Benson** (Manchester)  
Manchester Region

**Catherine Bentwood** (Plymouth)  
Lakes Region

**Cyndy Burgess** (Sharon) Monadnock Region

**Christopher Dolloff** (Manchester)  
Manchester Region

**Thaddeus Guldbrandsen** (Plymouth)  
Lakes Region

**Richard Hance** (Peterborough)  
Monadnock Region

**John Hennessey** (Littleton) North Country  
Region

**Peter Imhoff** (Dublin) Monadnock Region

**Donna Karwoski** (Hollis) Nashua Region

**F. Graham McSwiney** (New London)  
Upper Valley Region

**John Riff** (Lancaster) North Country Region

**Carla Skinder** (Meriden) Upper Valley Region

**C. Wilson Sullivan** (Amherst) Nashua Region

**Susanne Vogel** (Dublin) Monadnock Region

**John Weeks** (Bedford) Manchester Region

**Christopher Williams** (Nashua)  
Nashua Region

**Patrick Wood** (Laconia) Lakes Region

### FOUNDATION AWARDS

**Peter Bergh**, of New Castle, was presented with the Above and Beyond Award in recognition of his many roles at the Foundation – donor, board chair, member of Investment and Fiscal Policy committees and Piscataqua Region board member and chair.

**Janet Genatt**, of Keene, received the Monadnock Region 2013 Community Service Award.

**Kenneth Jue**, of Keene, received the Monadnock Region 2013 Lifetime of Service Award.

**Jennifer Risley**, of Keene, received the Monadnock Region 2013 Emerging Leader Award.

### HONORS FROM OTHERS

**Diane Covell**, Foundation staff, received Granite United Way's 2012 Volunteer of the Year Award.

Nashua Region board members **Jean Gottesman**, of Nashua, and **Mary Jordan**, of Merrimack, made the Nashua Telegraph's list of 25 Extraordinary Women of Greater Nashua.

Capital Region board member **Lucy Hodder**, of Hopkinton, was appointed General Counsel for Gov. Hassan.

Piscataqua Region board member **Jay McSharry**, of Portsmouth, was named the U.S. Small Business Administration's 2013 Small Business Person of the Year for New Hampshire.

Foundation Director **Joe Reilly**, of Bedford, was named Citizen of the Year by the Manchester Chamber of Commerce.

### THE NEW HAMPSHIRE CHARITABLE FOUNDATION

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- Connecting donors with effective organizations, ideas and students
- Leading and collaborating on important public issues

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Managing Editor: Kristen Oliveri [ko@nhcf.org](mailto:ko@nhcf.org)



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**On the cover:** Entrepreneurs Foundation members (left to right): Cory von Wallenstein, Dyn; Michele Pesula Kuegler, PeKu Publications; Matt Pierson, Dunn Rush & Co.; Shawn McGowan, Newmarket International; Pubali Campbell, Bikrim Yoga Manchester; and Evan Karatzas, Proximity Lab. *Photo by Cheryl Senter.*

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