

PURPOSE



Inside

FULL OF HOPE

Helping new moms —
and their babies —
affected by addiction

PAGE 12

FOCUS ON

New Hampshire's nonprofit
arts organizations pack
economic punch

PAGE 6

GREATER GIVING

The Amatos make giving a family
affair with a donor-advised fund

PAGE 14



FALL/WINTER 2017

WHAT'S INSIDE

- 4 **UP FRONT**
Community foundations lead the way for our kids, an appearance at TEDxFargo, a guide to giving, and new funds to support music education and new Americans.
- 6 **FOCUS ON**
The arts matter to New Hampshire's economy.
- 9 **MY VIEW**
Tanna Clews, New Hampshire Women's Foundation.
- 10 **THE POWER OF MANY**
Working together to make a better New Hampshire.
- 12 **GRANTS IN ACTION**
Hope on Haven Hill: helping moms and babies affected by addiction.
- 14 **GREATER GIVING**
The Amatos make giving a family affair.

Cover: Ari and her son Haven at Hope on Haven Hill in Rochester.



10



12

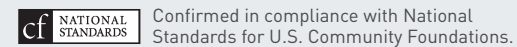


14

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 1,800 funds created by generous individuals, families and businesses, and award nearly \$40 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.

PURPOSE is published twice a year.
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 All photos by Cheryl Senter unless otherwise noted.

Printed on 100-percent recycled paper made by Monadnock Paper Mills in Bennington, NH.



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MORE OPERATING SUPPORT TO FLOW TO NONPROFITS IN 2018

By Richard Ober, president and CEO



New Hampshire asks a lot of our nonprofit sector.

New Hampshire nonprofits are on the front lines of the addiction crisis, they are mentoring our kids, delivering mental health services, protecting our natural resources, reporting on issues critical to our democracy and working to create welcoming and inclusive communities.

They are doing all of this during an unprecedented opioid crisis, when the number of kids growing up in low-income households is significantly higher than it was a decade ago, when environmental issues are much more complex because of climate change. Meanwhile, proposed policy changes and budget cuts at the federal level threaten to deliver a cruel blow to the nonprofit sector and the people it serves.

When we ask what our nonprofit partners need — in person, through surveys and with third-party evaluations by the Center for Effective Philanthropy — one theme has come through again and again: Please provide more unrestricted grants so we can focus more on mission and less on fundraising — and make them over longer periods.

So that's what we are going to do. Starting in 2018, 100 percent of grants from our Community Grants program will be for unrestricted purposes. And the majority will be multiyear grants.

The Community Grants program is only one of our grantmaking programs, but it is the most visible and wide open: Any nonprofit serving New Hampshire can apply. (For information on all grantmaking programs, visit www.nhcf.org/grants.)

New Hampshire's nonprofits are doing heroic work under challenging conditions and in turbulent times with uncertain funding. They are constantly being challenged to do more and innovate more.

What they need is more flexible capital to keep doing what they do so well.

Onward,



Kevin Peterson talks impact investing at TEDx Fargo.

IMPACT INVESTING TAKES NATIONAL STAGE AT TEDx

The Foundation's Kevin Peterson took a national stage at TEDxFargo 2017 — one of the largest independent TEDx events in the country — to share a great idea with the world: impact investing.

Impact investing is a concept that is taking off worldwide, with more investors putting money into companies, organizations and funds with the intention of generating a

profit and improving people's lives. At the Foundation, that means taking a percentage of our endowment and investing it locally to do things like helping build child care centers, create high-paying jobs and revitalize downtowns. Impact investing creates a classic double-bottom line: financial return plus economic, social and environmental benefit. Peterson's TEDx talk is available on YouTube. ■

NEW SCHOLARSHIP FUND TO HELP NEW AMERICANS

New Hampshire photographer Becky Field has been documenting the lives of New Hampshire's immigrant and refugee families since 2012, sharing their rich cultural diversity and honoring their contributions to our communities. And she noticed something similar about these very diverse families: an unflagging emphasis on the importance of education. But she also realized that many of these families lack the financial resources to send their children to four-year colleges — even when the children excel in high school. Field, a former college professor, partnered with the Foundation to establish the Different Roots, Common Dreams Scholarship Fund to help students of any age who came to New Hampshire as refugees or immigrants and want to pursue a four-year undergraduate degree. Applications for the first round of scholarships from this fund will open in February of 2018. Contributions can be made to the fund online at give.nhcf.org/DifferentRoots. ■



Photo by Becky Field

BEQUEST SUPPORTS MUSIC EDUCATION

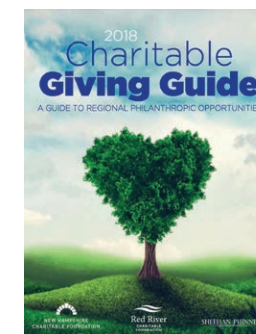
Music education in New Hampshire's public schools is getting a boost from the David M. Brooks Music Fund. Brooks, of Bedford, was a U.S. Army veteran who had worked in the printing industry — and who loved music. He left a bequest in his will to create the fund, which will distribute up to \$175,000 annually in perpetuity for the teaching of light classical music and voice in New Hampshire grammar schools, high schools, colleges and universities.

The New Hampshire Music Educators Association is working with the Foundation to advise grantmaking, and grants will be focused on districts with the greatest need.

For more information, contact Peter Benson, senior program officer, at 800-464-6641 ext. 271 or Peter.Benson@nhcf.org. ■

GIVING GUIDE PROVIDES STRATEGIES AND INSPIRATION

The 2018 Charitable Giving Guide, published by New Hampshire Business Review, features profiles of New Hampshire nonprofits, plus a how-to about creating a culture of giving in your business, and articles about how New Hampshire businesses like Associated Grocers of New England and AG Supermarkets and Pax World Funds are doing strategic giving that strengthens communities.



The Foundation is a proud sponsor of the Giving Guide, along with the Red River Charitable Foundation, Sheehan Phinney, the Concord Hospital Trust, Dartmouth-Hitchcock and the New Hampshire Center for Nonprofits.

Check it out online at www.nhbr.com/Charitable-Giving-Guide/. ■

OPPORTUNITY NETWORK GETS FORD FOUNDATION GRANT

The Community Foundation Opportunity Network is a coalition of U.S. community foundations working together to ensure that all children, regardless of where they live, have an equal opportunity to reach their full potential.

The effort is now getting a major boost from the Ford Foundation with a \$300,000 grant.

The Opportunity Network, which is led by Charitable Foundation President Dick Ober, is an unprecedented effort among community foundations to unite in a sustained effort around a single issue. The 43 participating foundations are collaborating to share best practices, tools and resources to advance opportunity in their own regions, while working with partners on the state, regional and national levels to advance equality of opportunity for all of America's kids. ■

KUDOS



Siblings celebrated for their philanthropy and service

Longtime Foundation friend and donor Ellie Cochran and her brother Charlie Goodwin were presented with Easter Seals' Eugene Van Loan III Leadership award.



BIA honors Foundation partners

The Business and Industry Association presented Girls Inc. with the New Hampshire Advantage Award (Cathy Duffy Cullity accepting). Dr. Ed McKay, a New Hampshire Tomorrow Leadership Council member, and former Gov. John H. Sununu were presented with Lifetime Achievement Awards.



Joseph Reilly lives United

Foundation Director and Eastern Bank President Joseph Reilly was presented with Granite United Way's LIVE UNITED Award.



More than 52,000 people attended performances and events at the Colonial Theatre in downtown Keene during its 2016-2017 season.

ARTS MATTER

In New Hampshire, nonprofit arts and culture organizations improve the quality of life — and pack an impressive economic punch.

On a recent Thursday night, a crowd assembled at the Rochester Opera House, a venerable arts institution in a scrappy town 23 miles from Portsmouth.

People had come to watch a preview of a documentary on the Vietnam War and participate in a community discussion. There was not exactly rock-concert-level buzz, but the event brought 200 people downtown on a weeknight. Some ate in Revolution (one of New Hampshire Magazine’s Best New Restaurants in 2015) or in the new Magrilla’s or the Lilac City Grill. Some filled gas tanks, some did errands in town.

One way or another, they all left money behind.

Where the arts thrive, research shows, money (and jobs) follow.

A recent study by Americans for the Arts, which has, for decades, compiled and analyzed data on the arts economy in the United States, found that in just four regions of New Hampshire, the nonprofit arts and culture industry packs an economic punch of \$120 million — including supporting almost 4,000 full-time equivalent jobs, generating \$81.7 million in household income and \$12.5 million in local and state government revenue.

“It’s an exciting time for arts and culture in New Hampshire,” said Randy Cohen, vice president of research and policy at Americans for the Arts.

“What the study really shows is that arts organizations are businesses, they employ people locally, they are members of Chambers of Commerce, they help drive tourism. They are good business citizens.”

“A vibrant arts and cultural community is a magnet for people,” said Jeffrey Rose, commissioner of the New Hampshire Department of Natural and Cultural Resources. “And we are working to drive people to New Hampshire, to attract and retain young people.” Expanding the arts and culture sector of the economy, he said, will help do that — and help other sectors expand as well.

On a national scale, the Arts &

Economic Prosperity 5 survey showed that nonprofit arts and culture comprises a \$166.3 billion industry that produces \$27.5 billion in government revenue while supporting 4.6 million full-time equivalent jobs (jobs at nonprofit arts organizations account for a larger percentage of the U.S. workforce than police officers, lawyers or computer programmers). The study focused on 341 communities in 50 states and the District of Columbia.

“The inherent, soul-enriching qualities of art is an argument that we have leaned on for decades: the good it has done for our souls and the soul of our democracy,” said Mike Teixeira, a business owner and chair of Art-Speak,

“You’re not pouring resources into a black hole of goodness by supporting the arts. The money and resources go into a business that recirculates dollars and recirculates them locally. That money pays for employees who own houses and pay taxes.”

—Jessica Gelter of Arts Alive! in Keene

Portsmouth’s cultural commission. While those things remain true, this study also helps people understand the arts “as part of business and economy solutions.”

The study did not factor in the price of admission, and it only surveyed nonprofit arts institutions and audiences — leaving out for-profit movie theaters, concert venues and art galleries.

“These are very conservative numbers that should be viewed as a floor — but we all intuitively know that the impact is far greater,” Rose said.

Anthony Ejarque, executive director of the Rochester Opera House, said the study provides valuable, objective analysis — “not just ‘wow, it was busy downtown because we had a show.’”

The Opera House recently added the Performance and Arts Center to the local arts scene. The previously vacant Main Street space has been gutted and renovated and is now home to after-school arts programming, classes, camps, workshops and a performance and recording space. A local bank owns the space and is allowing the nonprofit to use it for free, with an option to buy. Local contractors did the framing, the plumbing, the electrical, the HVAC. Supplies for the project came from local vendors.

“You’re not pouring resources into a black hole of goodness,” by supporting the arts, said Jessica Gelter of Arts

Alive! in Keene. “The money and resources go into a business that recirculates dollars and recirculates them locally. That money pays for employees who own houses and pay taxes.”

Rochester’s numbers were not the state’s highest, but they may have been the most surprising: The study found that in the city of Rochester, spending by the arts and culture industry and its audiences totaled \$12.3 million — more than double the \$5.3 million median for communities its size nationwide. The nonprofit arts sector generated \$8.1 million in household income and \$1 million in local and state government revenue while supporting 405 full-time equivalent jobs.

Portsmouth — which has remade itself over four decades into an arts and cultural magnet — is New Hampshire’s undisputed hot spot, with \$58 million in total economic activity in the greater Portsmouth area (“just a huge number for a community that size,” Cohen said). The industry supports 1,825 full-time equivalent jobs, and generates \$38.4 million in resident household income and \$6.8 million in state and local government revenue.

A downside of Portsmouth’s arts boom: a squeeze in affordable housing

(Continued, p. 8)

 \$20
MILLION

Charitable Foundation support to nonprofit arts and culture organizations in the last five years

In the greater Concord, Portsmouth and Monadnock regions and in the City of Rochester,

THE NONPROFIT ARTS AND CULTURE INDUSTRY GENERATES:

 \$120
MILLION


in economic activity

 \$81.7
MILLION

in household income

 \$12.5
MILLION

in local/state government revenue

 4,000

full-time equivalent jobs

Source: Arts & Economic Prosperity Survey by Americans for the Arts

and artist studio space.

“One key lesson to take away from what is happening in Portsmouth is to make sure you take inventory of available spaces in your area early on ... what can we preserve to create work space for artists?” Teixeira said. “Don’t let development get away from you. I see places like Rochester and Kittery where they still have those untapped spaces ... and think, ‘please, city council, get involved now and take an inventory.’”

In the greater Concord area, the industry accounts for \$31.2 million in total economic activity, supports 962 full-time equivalent jobs, generates \$22.4 million in household revenue and delivers \$2.8 million in government revenue.

“The creative economy is one of the fastest-growing sectors of the Greater Concord economy,” said Tim Sink, president of the Greater Concord Chamber of Commerce. “We are confident that Concord is really emerging as a cultural center for the state.”

The Monadnock region, Gelter said “is in the midst of a huge infrastructure boom for arts and culture — from libraries to performing arts venues to makerspaces ... we are seeing that all explode.” The arts and culture industry there generates \$18.6 million in total economic activity, supports 659 full-time equivalent jobs and generates \$12.7 million in local household income and \$1.9 million in government revenue.

Arts and culture is one of the six priority areas that the Foundation

awards. In the last five years, the Foundation awarded \$20 million in grants to support arts and culture organizations.

“The arts are fundamental to community well-being, education, citizenship — and to economic prosperity,” said Katie Merrow, Foundation vice president for community impact. “This study has done a great job of quantifying that economic picture.”

Some communities around the country, recognizing the arts as an important economic driver, have taken steps to reinvest public funds. In St. Louis, Missouri, 4/15 of tax revenue from hotel rooms goes directly to support the regional arts commission.

“If you reinvest in the arts, you are creating more product, putting more feet on the street and more derrieres in café chairs,” Cohen said.

Supporting vibrant arts scenes, Cohen added, is one way to stem brain drain — especially among the coveted millennial workforce.

“When business leaders and human resource professionals ask ‘what is it going to take for you to stay here?’ People are saying ‘you want me to be creative in the workplace ... I want to be creative in my life as well.’ Arts festivals, cool restaurants and coffee shops — those aren’t just the province of the big cities anymore.”

The takeaway, said Teixeira: It is time for decision-makers to “stop thinking about the arts as some softie ‘nice-to-have’ in schools and communities, but something that is actually changing the financial picture of their area.” ■

WE NEED MORE WOMEN ON THE BALLOT

By Tanna Clews, CEO of the New Hampshire Women’s Foundation

It’s been nearly a century since the 19th Amendment was ratified, granting women the right to vote. Since then, American women have fallen far short of achieving equal representation in Congress or in state legislatures.

Women hold just 19.6 percent of the 535 seats in the U.S. Congress and only 25 percent of state legislative seats nationwide.

When it comes to electing women, New Hampshire has had some notable successes: in 1999, we were the first state to have a female governor, Senate president and speaker of the House at the same time. In 2008, we elected a majority-women state Senate. Four years later, we were the first state in the country to send an all-female delegation to Congress.

But New Hampshire still has a long way to go. There are only 117 women in New Hampshire’s 400-member House of Representatives. Seven of 24 state senators are women. That amounts to a Legislature in which women occupy less than one-third of the seats.

The New Hampshire Women’s Foundation wants to change that.

We are a nonpartisan, nonprofit organization that invests in opportunity and equality for women and girls in the Granite State through advocacy, education, research and grantmaking. Our Women Run! program aims to increase women’s political participation — regardless of party affiliation — in the Granite State.

When women run for office, they are just as likely to win as men. But women are significantly less likely to run, creating a massive gender gap in political ambition.

Experts cite many reasons for this, but two stand out: Women feel less qualified to run than men despite having similar education and experience, and women are less likely than men to receive positive encouragement to run for office.

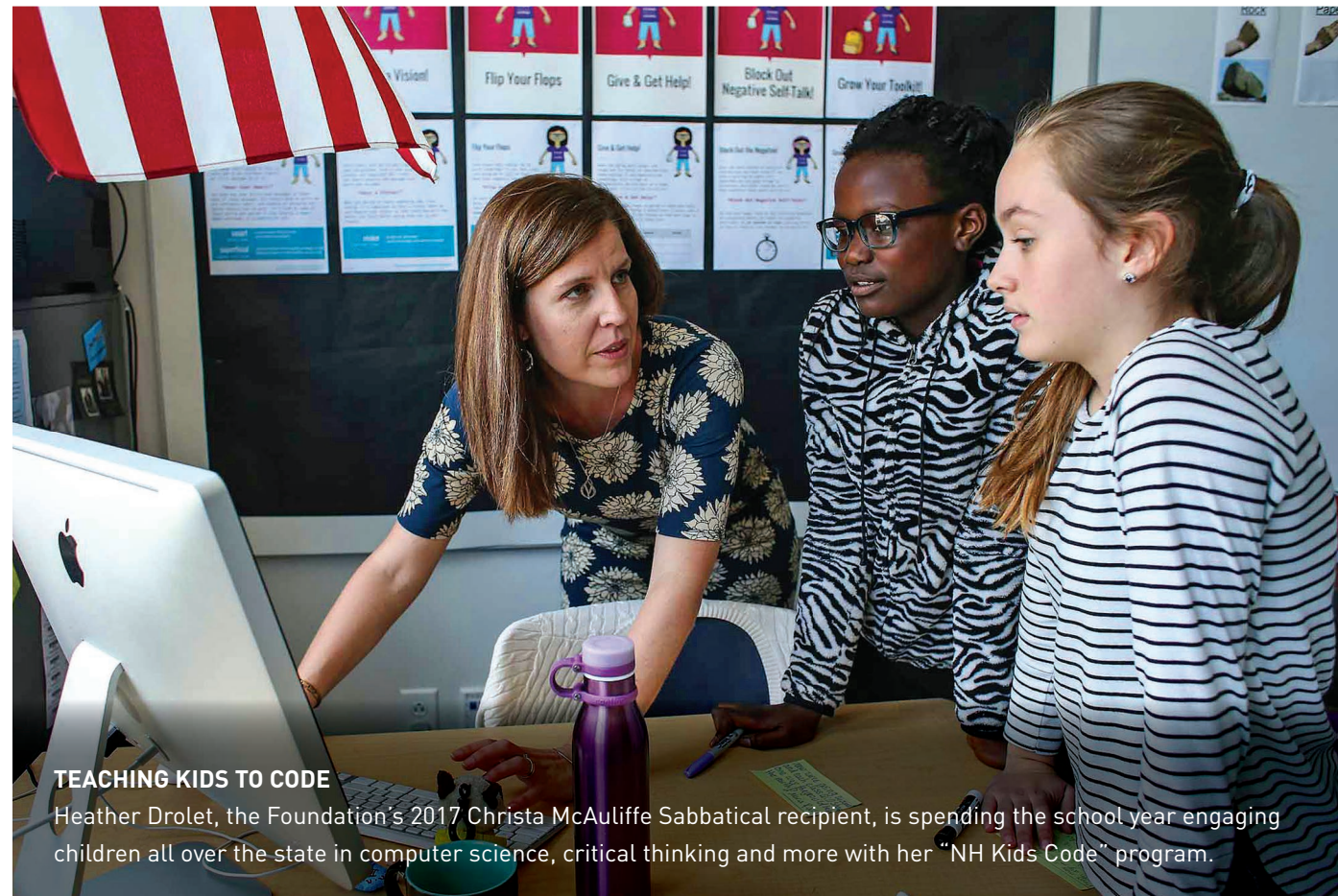
The New Hampshire Women’s Foundation wants to break down those barriers. We’ve partnered with Vote Run Lead and She Should Run, two national nonpartisan organizations, to provide training, education, community and mentorship to women thinking about or planning to run for elected office.

In September we kicked off this groundbreaking program with Vote Run Lead’s “Run As You Are” training, hosting 40 women from every corner of the state. In the months ahead, we’re hosting a series of community conversations, talking with women about the value they can bring to local government. In partnership with She Should Run, participants will engage with current and former local leaders about their experiences running for and serving in municipal office.

We believe women’s representation in government matters. Women make up half the Granite State’s population, and they out-register and out-vote men. It’s common sense that 50 percent of our elected officials — regardless of party — should be women. It’s past time to ensure that women feel ready to run. The New Hampshire Women’s Foundation is committed to helping build pathways to elected office for all Granite State women. If you’re a woman who is ready to step up and serve your community, we want to help get your name on the ballot. ■

THE POWER OF MANY

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



TEACHING KIDS TO CODE

Heather Drolet, the Foundation's 2017 Christa McAuliffe Sabbatical recipient, is spending the school year engaging children all over the state in computer science, critical thinking and more with her "NH Kids Code" program.

Photo: Cheryl Senter



Courtesy photo

IMPROVING KIDS' ORAL HEALTH

A \$50,000 grant from the Lois G. Roy Dickerman Fund helped the City of Manchester launch its new mobile dental van, which is bringing dental care to Manchester school children.



Courtesy photo

STRIVING FOR SOCIAL JUSTICE

The Racial Unity Team of Exeter, in collaboration with Phillips Exeter Academy and the University of New Hampshire, conducted Culture Makers/Culture Keepers, a free community conversation and art program, with help from a \$5,000 grant.

POWER TOOLS BOOST GIRLS' CONFIDENCE

Thirty-two girls from Manchester got four weeks of summer camp at Girls at Work, which helps girls develop confidence through woodworking, thanks to grants from the Foundation's Lois G. Roy Dickerman Fund, S. Ellen Mitchell Memorial Fund and the New Hampshire Charitable Foundation Community Fund. The girls also participated in workshops to enhance critical thinking skills, including a drone-flying challenge, circuitry building, financial literacy and rocket building.

Photo: Cheryl Senter



Courtesy photo

RAIL TRAIL GETS AN UPGRADE

The conservation commission in the Town of Mason will use a \$40,950 grant to reclaim, repair and maintain the Town of Mason Rail Trail, a recreational trail used by hikers, cyclists and nature enthusiasts.



Photo: Tammy Biron

ADVANCING ARTISTS

Cathy McLaurin of Danville was awarded the 2017 Piscataqua Region Artist Advancement Grant. The \$25,000 grant, one of the largest unrestricted grants to an individual artist in the United States, has been investing in the work of Seacoast-area artists for 15 years. The Museum of Art at the University of New Hampshire in Durham hosted "Impact," a retrospective featuring the work of the program's grantees.

NORTH COUNTRY RESIDENTS BUILD THRIVING COMMUNITIES

A \$67,975 grant from the Neil and Louise Tillotson Fund will help the New Hampshire Community Loan Fund provide community leadership training for six "resident-owned communities" (ROCs) in Coös County, helping North Country residents build thriving neighborhoods and creating a center for two communities to come together. Resident-owned communities provide affordable housing for nearly 7,000 New Hampshire families.



Courtesy photo

FULL OF HOPE

A \$3 million anonymous gift to a donor-advised fund will help moms and babies affected by substance use.

Amelia is a young, freckle-faced mom with pale blue eyes who knows something about survival. She spent last winter pregnant and sick and living in a tent. As her pregnancy progressed, she did something that required rock-ribbed courage: She asked for help getting addiction treatment. Now she and her baby girl live at Hope on Haven Hill, a residential recovery facility for pregnant and newly parenting women in Rochester.

For the eight women who live here,

days are strictly regimented, from wake-up at 6 a.m. to lights-out at 10. Each has an individual treatment plan with case management and recovery support, parenting classes, group and individual counseling, financial counseling, household chores, cooking classes and more.

In every room of this renovated 1856 farmhouse hang wooden signs, stenciled with the word “HOPE.”

Hope on Haven Hill is one of several organizations to receive grants from a \$3 million gift to the Foundation

from an anonymous donor. The donor, who wanted to make a transformative difference to combat substance use disorders, asked the Foundation for an effective strategy. Foundation staff presented the acute need faced by pregnant and newly parenting women and their babies. The donor made the gift to support a multiyear strategy, and a wide array of efforts across the state is being supported through the gift.

Perinatal drug and alcohol use is an increasingly serious public health concern in New Hampshire and

Michelle, a graduate of Hope on Haven Hill, brings her daughter Ellie back for a visit.

“For the first time in my life, I am proud of where I’m at.”

—Michelle, mom to Ellie and former resident of Hope on Haven Hill

treatment before and after their babies are born. Need for services far outpaces availability.

“While the challenges are complex, the good news is that there are steps we can take to help these women and their children get well and be able to thrive,” said Tym Rourke, Foundation director of substance use disorders grantmaking. “There is a lot of good work being done, and this generous donation will build on that work and make a real difference for many New Hampshire moms and their kids.”

Approximately \$1 million per year in grants will be made to organizations across the state in 2017, 2018 and 2019 in the areas of prevention, treatment and recovery.

Funding is helping to create a system for sharing expertise and best practices and to improve the resources available to care providers. Funding is helping to implement proven substance use screening protocols more widely in maternity care; supporting programs for women in rural areas and cities; supporting a statewide prevention campaign; supporting research into prevalence of Neonatal Abstinence Syndrome and Fetal Alcohol Spectrum Disorders in New Hampshire, and research about health care provider knowledge and practices, access to referral and treatment resources, and availability of recovery support services. And more.

“We are so grateful that this donor saw this need and shared these

resources to address it,” Rourke said. “We are working to address the acute need that women and babies are facing right now, while creating and improving systems of care and prevention for the future.”

Hope on Haven Hill is an intensive, evidence-based clinical substance use treatment facility that helps women achieve long-term recovery. Staff become the role models many women have never had — attending prenatal appointments and babies’ births, teaching everything from nutrition to how to bathe a baby, encouraging quitting smoking, praising success, helping tease lessons from failure.

“Pregnant women deserve to have compassionate care and to be treated with dignity,” said Kerry Norton, a nurse and co-founder of Hope on Haven Hill. “They all want to be good mothers.” With the right treatment and support, she said, both of those things are possible. She sees it every day.

Across the table from Norton sits Michelle, cradling her daughter. Michelle is working, caring for infant Ellie and on a path toward self-sufficiency. “For the first time in my life,” she said, “I am proud of where I’m at. It’s great to wake up in the morning and be an active member of society.”

She looks at her sleeping infant. “I love this little girl more than anything in the world,” she said. “I want her to always know her self-worth and see her mother being successful.” ■

Paul and Nancy Amato with a few of their friends at the Boys & Girls Club of Souhegan Valley.

A GIVING FAMILY

Nancy and Paul Amato use a donor-advised fund to support their community and pass on a tradition of giving to the next generation.

Nancy and Paul Amato are New Englanders: They show up for their community and do the work that needs to be done.

Nancy has been town and school district moderator; Paul a longtime planning board member and former school board member. Nancy has served on the town select board and budget committee, has volunteered at the library and led Girl Scout troops. Both are longtime board members of the local Boys & Girls Club.

Before running a successful candle-making company, Paul was a volunteer fireman and EMT, and at various times cut wood and plowed snow to make money ("like everyone else in New Hampshire").

When the Amatos sold the business,

they found themselves in the position of being able to give resources to their community that included more than their time.

They decided on a donor-advised fund as a practical way to do their giving.

Before they established the fund, Paul said, their giving was less focused — "20 dollars here and 100 dollars there." They wanted their giving to be more strategic, to have more of a lasting effect.

New Hampshire Charitable Foundation staff has worked with the Amatos and their financial advisor to tailor a giving

strategy that is right for them.

The Amatos' candle company was always a family enterprise: their daughters did everything from setting wicks to working the heat-sealing machine. So Paul and Nancy wanted them to have a hand in giving decisions as well.

"They worked hard to make the company a success — they've been working hard forever," Nancy said.

And, Paul said, "We realized that, at some point in time, our daughters would need to take the fund over."

Foundation staff met with the

"We wanted to support the community that is good to us."

—Nancy Amato

"Part of that whole 'forever' is that you've got to start training the next generation."

—Paul Amato

extended family, helping the younger generation focus giving priorities, learn how to select nonprofits to support and arrange site visits. The process "brought them into an interest in making grants that they didn't even know they had," Paul said. "I don't think it's a one-shot deal. It's a stepping stone, and we'll continue to work with the Foundation."

The Amatos give their daughters authority to each recommend a set dollar amount of grants from the fund each year — and ask them to work together to decide on an additional grant as a group.

Nancy and Paul do all of their giving locally, most of it in Milford and surrounding communities. "We wanted to support the community that is good to us" — the place where Nancy grew up, where their kids were educated and where their company's workforce came from.

One way they support their community is by supporting programs that help their community's kids thrive and grow into the adults who will sustain their communities tomorrow.

They are longtime supporters of the Boys & Girls Club of Souhegan Valley.

It was a dreary day in March of 2004 when Nancy drove Paul to the site of a local theater where she had ushered as a teenager and that had since closed up shop. She told her husband they needed to get out and take a walk. He was perplexed.

"We're going to buy the building and

give it to the Boys & Girls Club," she explained. They did.

And with can-do adaptability, this club made the existing theater — renovated with the Amatos' help and named for them — the centerpiece of its programming. It is one of the only Boys & Girls Clubs in the country with a primary focus on performing arts.

The effect of that generosity has a way of making itself apparent: One young man who grew up at the club and learned to do lighting for the theater now owns a company that does just that. Last summer, a young woman who had been a "club kid" came rushing up to the Amatos at the Foundation's annual meeting. She works now at a nonprofit focused on prevention of substance use disorders. "If you hadn't done what you did," to support the Boys & Girls Club, she told them, "I wouldn't be doing what I do now!"

Nancy and Paul like the idea that, through endowed philanthropy at their community foundation, they can give now and also have their fund support their community forever.

"Part of that whole 'forever,'" Paul said, "is that you've got to start training the next generation."

They are looking forward to finding ways to involve their grandchildren, to pass on the idea that you take the resources you have — your time, your expertise and goodwill, your money — and do the work your community needs done.

"That's what you do," Paul said.

"You give back." ■

MAKE GIVING A FAMILY AFFAIR

The Foundation works with many generous families, across generations, to craft personalized giving plans that work for the whole family. Foundation staff will:

- Help families identify philanthropic goals and prioritize their giving, and craft the giving plan that is right for them.
- Provide tools and strategies for parents to teach children about philanthropic values and about managing a family's philanthropic funds.
- Facilitate family meetings, learning first from parents about their goals for involving the next generation and then facilitating meetings with the extended family.
- Share knowledge about the nonprofit organizations that are doing great work on the issues families care about.
- Coordinate site visits to nonprofits. Site visits are a great way to learn more by seeing the great work of nonprofit programs in action.

To learn more about how the Foundation works with families on their charitable giving, please contact Laura Rauscher, director of philanthropy, at 800-464-6641 ext. 274 or Laura.Rauscher@nhcf.org.



NEW HAMPSHIRE
CHARITABLE FOUNDATION

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ADDRESS SERVICE REQUESTED

Asking his clients about charitable giving.
It's what Drew Landry is up to.

UP TO THE PROMISE

Drew Landry is a tax principal with John G. Burk and Associates in Keene, and a member of the Foundation's Monadnock Region advisory board.

Landry grew up in modest neighborhoods around Boston. But he discovered one place where the wonders of the world were accessible to all: a Carnegie Library, built with funds from the businessman who gave millions for charitable purposes. Drew Landry understood, from very a young age, the power of philanthropy to change lives.

"We had a children's librarian who had the ability to light the spark in every child of intellectual curiosity and the joy of knowledge. How many kids in that neighborhood benefitted from that? I certainly did."

His list of service to New Hampshire nonprofits is long, including volunteer and board service to the Mayhew Program, United Way, Mount Washington Observatory, Historic Harrisville and the Monadnock Conservancy.

Landry always raises the topic of charitable giving with his clients. Success is wonderful. But a charitable legacy means that success can be translated into a larger significance (see Carnegie, above.)

And not only does he still go to his local library, he raises money for it. ■

