

2010 – 2011 ANNUAL REPORT

Families First

support for families...health care for all

OUR MISSION

Families First Health and Support Center contributes to the health and well-being of the Seacoast community by providing a broad range of health and family services to all, regardless of ability to pay.

OUR VISION

We envision a strong community that provides fully for the health and well-being of all its members.

OUR GUIDING PRINCIPLES

Families First will:

- Offer a broad array of health and family services to meet evolving community needs
- Meet a standard of excellence in all services
- Ensure that no one is turned away due to inability to pay
- Treat clients respectfully and with concern for their dignity
- Integrate services wherever possible
- Partner with other organizations to help realize our vision



REVENUES & EXPENDITURES

July 1, 2010, through June 30, 2011 (unaudited)

REVENUES

Fees for Service (35%)

Medicaid / Medicare / Insurance	\$1,308,675
Patient Fees	\$317,235
Subtotal:	\$1,625,910

Government (25%)

NH Dept. of Health & Human Services	\$641,162
U.S. Health Resources & Services Administration	\$490,055
Municipal governments*	\$37,493
Community Development Block Grants (Portsmouth)	\$10,000
Subtotal:	\$1,178,710

*Towns of Hampton, Seabrook, Portsmouth, Exeter, Greenland, Stratham, Rye, North Hampton, New Castle and Hampton Falls

Grants (15%)

Subtotal: \$679,537

Contributions/Fundraising (24%)

Monetary Donations	\$910,413
In-Kind Service Donations	\$187,518
Subtotal:	\$1,097,931

Miscellaneous Income (<1%)

Subtotal: \$42,831

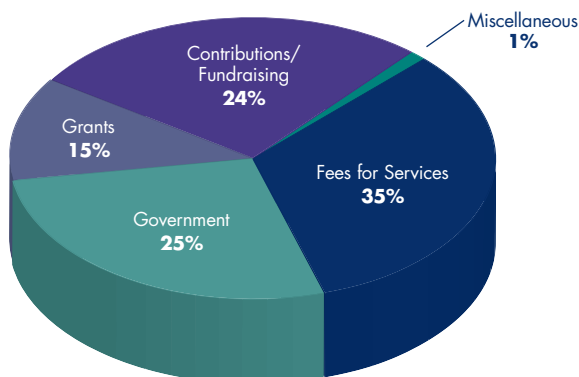
TOTAL OPERATING REVENUES \$4,624,916

Investment Income (Net) \$253,700

TOTAL REVENUES \$4,878,616

OPERATING REVENUES (\$4,624,916)

With only 60% of our costs covered through government contracts or reimbursement from clients or insurance, we need to raise \$1.8 million each year from foundations, businesses and individuals. Total operating revenues were fairly flat in FY11 as compared with the previous year.



EXPENDITURES

Programs (84%)

Salaries/Contract Services	\$2,974,216
Program Expenses	\$176,861
In-Kind Services	\$187,518
Rent/Telephone	\$127,055
Office/Miscellaneous	\$165,378
Computer Operations	\$73,332
Travel/Conferences	\$32,383
Insurance	\$36,403
Depreciation	\$90,201
Accounting/Legal	\$20,630
Marketing	\$12,916
Dues/Membership	\$12,840

Subtotal: \$3,909,733

Management & Administration (12%) Subtotal: \$544,930

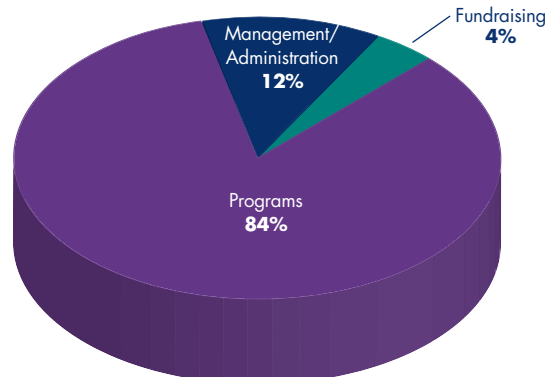
Fundraising (4%) Subtotal: \$165,763

TOTAL EXPENDITURES \$4,620,426

NOTE: The \$258,190 net profit for fiscal year 2011 includes \$253,700 in Net Investment Income (a recording of earned and unrealized investment earnings).

OPERATING EXPENSES (\$4,620,426)

Program expenditures continue to represent the most significant portion of our overall expenses. Fundraising, Management and Administration expenses represented only 16% of our overall expenses — considerably less than the nonprofit industry benchmark of 20%.*



*Industry benchmark data is from the Risk Management Association Annual Statement Studies Financial Ratio Benchmarks.

LEADERSHIP REPORT

As anyone who is invested in the health of social service agencies and their clients knows, these are difficult times. Yet despite intense economic challenges, Families First continues to provide high-quality, integrated, effective health and family services to the Seacoast's most vulnerable men, women and children. This is due in large part to our mission-driven culture and ability to adapt to changing market conditions.

So in this letter, we'd like to share some of the ways our mission and the market conditions we face are shaping our decisions as leaders of Families First.

Funding cuts

We are in a period of unprecedented change and serious economic uncertainty. Never before has Families First been confronted with so many challenges. This year's budget process was particularly difficult: We had to absorb more than \$400,000 in funding cuts, representing 10 percent of our revenue. We had already reduced expenses in such areas as training and employee raises and benefits in recent years. So this year we were forced to go further and make cuts that directly affected services to clients. We laid off several staff members and reduced the hours of others — the first layoffs in our 27-year history — resulting in a reduction in parenting programs, mobile dental care for the homeless, care coordination and other services. As we made these hard choices, our priority was to preserve core services and maintain the infrastructure needed to meet our basic mission now and to ramp back up when circumstances allow.

Diversified revenue stream

A critical success factor to balance the loss of funding from government and other sources is the agency's robust fund development team. Between fiscal years 2007 and 2011, fund development revenues nearly tripled, thanks to the incredible generosity of the Seacoast community, the inspiring commitment of board and committee volunteers, and staff leadership. This development work, which exceeded budget by \$90,000 this past fiscal year, enabled us to end the year with only a slight operational loss (which was offset by income from our endowment fund).

We have no doubt that the next several years, at least, will be a period of austerity, as federal and state governments impose tight fiscal restraint. Development efforts will be critically important to the agency's ongoing financial strength and its ability to meet community needs during this time. Our budget for the current fiscal year, which projects 23 percent of agency revenues coming from corporate and individual contributions, is the first one in our history in which support from individuals and businesses represents a higher share of revenues than government funding (projected at 20 percent this year).

Effective care

More and more often, funders and payors are asking Families First to demonstrate that we provide effective care,

meaning good outcomes and cost savings to the health care system. Our electronic medical records allows us to track the impact of our care on patients. We measure outcomes in all of our programs, some of which we share on pages 4 and 5. Management of chronic illnesses is a particular focus, and we run regular reports on the health status of patients who have those diseases. We are therefore well-positioned to reap the benefits of upcoming payment-reform programs, which will provide enhanced reimbursement based upon quality outcomes.

Quality of care

Another reason we are well-positioned to succeed in this new health care environment is our commitment to high-quality, patient-centered care that focuses on prevention and integration of services. The National Committee for Quality Assurance recently gave Families First its highest level of recognition as a Patient-Centered Medical Home. To achieve this, we had to demonstrate how we manage patient populations, use evidence-based care, provide follow-up, and employ electronic tools to prevent medical errors.

Planning for the future

Over the past year, our Board, Management Team, and some Advisors have been working to identify critical success factors and key strategic initiatives and creating a road map to guide the agency and ensure its long term viability. This is an exciting time to be immersed in creating a Strategic Plan for 2012–2015. While enduring unusual fiscal constraints on our growth, we are still moving forward with strategic initiatives that meet the needs of our community and address the changing demographics. A few areas about which we are particularly energized include increased dental care for the homeless, expansion of behavioral health services, and serving more of the senior population and their caregivers.

In closing, we recognize that Families First would not be able to succeed in its mission in this uncertain environment without everyone who is mentioned in this report — individual and corporate donors, foundations, community partners, volunteers and staff. We look forward to continuing to work with all of you to enable your community health center to be as responsive as possible to the needs of the Seacoast community.

Thank you for your support.



Helen B. Taft
Executive
Director



Kathleen
MacLeod
Board Chair

PROGRAMS & SERVICES

In fiscal year 2011, Families First Health & Support Center served about 6,300 people. About 4,500 received medical and dental care, about 2,000 used parent and family programs, and some clients used both types of services. We provided 19,687 clinical visits (including primary care, prenatal, dental and mobile health care for the homeless) and 11,815 family-support visits (including parenting classes, parent groups, child care, family programs and home visits).

The information on these pages explains whom Families First serves, what services we provide, and sample outcomes of those programs. We hope it demonstrates how having access to a broad range of integrated health, dental and family services at Families First makes a difference in clients' lives.

Health Care

Services

- Primary Care for all ages
- Prenatal Care
- Mobile Health Care for the Homeless
- Behavioral health, substance abuse and nutrition counseling
- Transportation, translation and child care for appointments
- Group and individual education in coping with chronic illnesses
- Developmental screenings for children
- Breast and cervical cancer screenings
- Social work services

Impact in Fiscal Year 2011

- 4,153 primary care patients were served in 12,346 visits – including 154 prenatal patients and 704 children/teens.
- 695 homeless patients were served in 2,162 visits to our mobile program.

GROWING DEMAND FOR SERVICES

Change over past two years (FY09 to FY11):

- New households utilizing family services: **+79%**
- Behavioral health visits: **+69%**
- Dental center visits: **+33%**
- Individuals attending parenting classes and groups, family programs and child care: **+27%**
- Medical visits to mobile health care vans: **+35%**
- New Health Center patients enrolling: **+29%**
– 68% of new patients were uninsured at time of enrollment.
- Children screened in school dental program: **+20%**
- Primary care patients: **+9%**

- 85% of homeless patients 18 and over had their smoking status assessed.
- 98% of homeless patients who screened positive for depression received further evaluation and/or treatment.
- 98% of babies delivered to women in our prenatal program weighed at least 5.5 pounds.
- 86% of 2-year-olds were up-to-date on their immunizations.
- The percentage of women breastfeeding at two weeks after their baby's birth increased from 39% to 55% over the past year.
- 100% of eligible children are enrolled in Healthy Kids Gold (up from 82% last year).
- 95% of 2-year-olds were screened for blood lead.
- 86% of our adolescent patients were screened for risky behaviors.
- 84% of patients with hypertension had a baseline EKG.
- 296 patients were helped in obtaining \$754,000 worth of donated prescription medications.

Dental Care

Services

- Center-based dental hygiene, treatment and urgent care
- School-based education, screening, cleanings and sealants
- Mobile dental care for the homeless

Impact in Fiscal Year 2011

- 1,785 patients were served in 4,838 Dental Center visits.
- 1,162 children were screened in school-based programs.
- 213 homeless people were seen in 505 mobile dental visits, including 106 hygiene visits.
- 85% of prenatal patients referred to the dental program followed up and received an oral screening.
- 70% of pediatric patients received preventive (hygiene) care.



Parent & Family Programs

Services

- Parenting classes and parent groups
- Playgroups and other family programs
- One-to-one support for families under stress
- Child care during parenting programs and medical/dental appointments

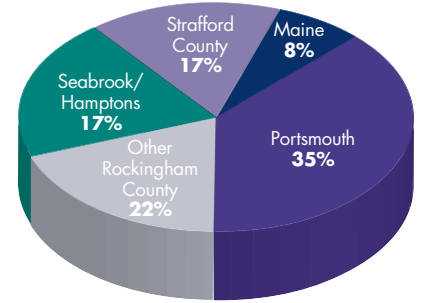
Impact in Fiscal Year 2011

- 1,613 children and adults made 10,570 visits to groups and child care.
- 526 people in 149 families received 1,245 home visits.
- 92% of parents surveyed said, “This program has helped me improve my parenting skills.”
- 93% said, “This program is helping me reach my goals for my family and me.”

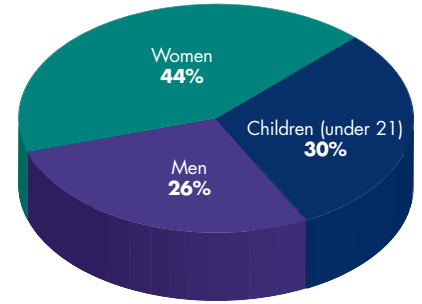


WHO ARE FAMILIES FIRST'S CLIENTS?

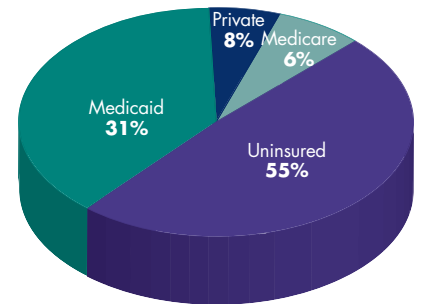
Where They Live



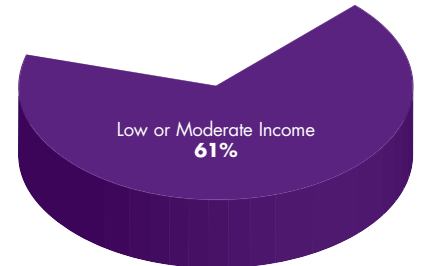
Age and Gender



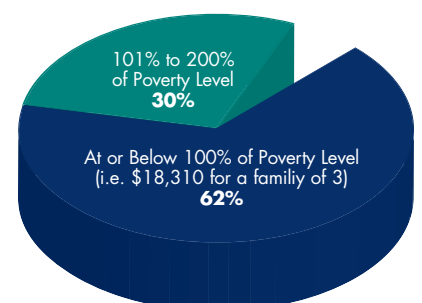
Insurance Coverage (Health Center Patients Only)



Family Center Clients Income



Health Center Patients Income



HIGHLIGHTS OF 2010–2011

NATIONAL 'MEDICAL HOME' RECOGNITION

Families First and our five providers (including nurse practitioner Margot Kingston, *pictured*) received the highest level of recognition offered by the National Committee for Quality Assurance as a “Physician Practice Connections – Patient-Centered Medical Home.” NCQA is a private, non-profit organization dedicated to improving health care quality.



COLLABORATION FOR FAMILIES

Families First was involved in an innovative six-agency partnership to provide developmental playgroups for children living in situations that often correlate with increased risk for developmental delays. Staff from Families First and Richie McFarland Children's Center brought developmental playgroups to two shelters (Cross Roads House and New Generation) and Greenleaf Woods, a public housing site in Portsmouth. The group was supported with federal monies obtained by the sixth partner, One Sky Community Services, to provide early intervention services for homeless children.

REMODELING

Thanks to a bequest from an anonymous donor, we were able to remodel portions of our Health Center to better serve patients. The goals were to provide more privacy at check-out (*pictured*) and more space for staff to help checkout go quickly, improve patient traffic flow, and add an office for counseling.



LIFE-SAVING CANCER SCREENINGS

Portsmouth Regional Hospital teamed up with Families First and the physicians of Gastroenterology Professional Associates to offer free colonoscopies to people who would otherwise not be able to afford the exam. During three Saturday clinics held in March, 32 people were screened. Twenty-five percent had precancerous polyps removed, and two of those screened were found to have cancer. Physicians Jaime Baquero, Aristotle Damianos and Roger Epstein donated their time. Also donating products and services for the clinics were Salix Pharmaceuticals, ConVerge labs, and Drs. Sonja Schwaegerle and Darlene Knapp of Atlantic Pathology.

NEW DENTAL PROGRAM

Building on almost a decade of experience in delivering mobile medical care for the homeless and providing dental care on-site at Families First, in August, 2010 we began sending mobile dental teams into the field to provide dental care to the homeless. The teams visit Cross Roads House shelter weekly, and sites in Rochester and Hampton monthly. They deliver dental hygiene and treatment, with no appointments needed and no fees charged.



RECOGNITION FOR OUR PRENATAL PARTNERS

Portsmouth obstetricians Mark Chag and Al Lantinen, of Harbour Women's Health, received Bi-State Primary Care Association's 2011 NH Outstanding Clinician Award. The doctors were recognized for partnering with Families First to provide prenatal care to the low-income women and teens in our prenatal program since 1984. Not only have they been willing to see our patients at a greatly discounted rate, but they believed so strongly in the comprehensive model of care that they were willing to leave their offices and come to the clinic to deliver services. The practice has donated hundreds of thousands of dollars worth of discounted care, in addition to forgoing revenue they could have earned at their own office. Families First's prenatal program has an excellent record of delivering normal-birth-weight babies, an outcome made possible in part by the devotion and commitment of these two physicians.

SUPPORTERS

HEALTHY FUTURES LEADERSHIP SOCIETY

The Healthy Futures Leadership Society recognizes individuals and organizations with the vision and desire to support Families First in a substantial way, by contributing \$1,000 or more toward our annual operations between July 2010 and June 2011. This support helps individuals and families become healthier, stronger and more resilient and helps Families First continue to meet the rising demand for services for the most vulnerable members of our community. This year we welcomed 50 new donors to the Society.

INDIVIDUALS AND FAMILIES

\$25,000 – \$40,000

Elizabeth & Robert Fitzmaurice
John & Kelly Habig
NH Charitable Foundation
– *Blythe & Dan Brown Fund*

Bill & Mary Schleyer
Jeannine & Scott Zeller

\$10,000 – \$22,000

Anonymous (1)
NH Charitable Foundation
– *Geoffrey E. Clark & Martha Fuller Clark Fund*
– *Josephine A. Lamprey Fund*

George & Mary Donovan
Goodwill Gals
– *Gail Brown*
– *Nancy Grigor*

Jane Werner

\$5,000 – \$6,000

Anonymous (2)
Eileen & Robert Eberhart
Jeanne & Michael Falzone
Jackie & Stephen Gacek
Brook Gassner
Barbara Henry
A.J. (“Skip”) & Cathy Homicz
Andrew Livingston
& Donna Ryan

Kathleen & Robert MacLeod
Alan & Donna Perkins
Lex Scourby
Alan & Sharon Weston
Nancy Winkley

\$2,000 – \$3,000

Anonymous (1)
Joseph & Sonja Baroni
Jude Blake and Peter Paul
Mary Broussard
Cynthia & James Burns
Sylvester M. Foster
Foundation
Wendy Frosh
Sunny Knickerbocker
Mary Ellen & Tyler Morse
NH Charitable Foundation
– *Judith A. and Frank H. Jellinek Jr. Family*

Daniel & Lisa Schwarz
Barbara & Cyrus Sweet
Helen B. Taft

\$1,000 – \$1,500

Anonymous (4)
John & Susan Battye
Casey & James Bloomer
Elisa Bolton
& Michael Michaels
Christina & Jim Breen
Gail Bristow
Anne Bryan
Karen Burgon
Brian & Dorothy Cadieux
Gail & Jim Carolan

Eric & Jennifer Chinburg
Nancy & Terence Conklin
Richard Corzatt
& Nancy Euchner-Corzatt
Gregory & Sandra Desisto
Daniel DeTolla
Richard Dumler & Mary Reid
Richard Egdahl & Cynthia Taft
James Fishbein
Bette & David Fitts
Diane & Mark Forsyth
John & Sally Freear
Jameson & Priscilla French
Helen & Neil Garvey
Michelle Grennon
Faith Harrington
& Peter Lamb

Mark Harrison
Phillip Hatcher
& Margareth Kieschnick
Patricia & Robert Hickey
David Hills & Catherine
McLaughlin-Hills

Gail & Neil Hiltunen
P. Darcy Horgan
Lindsay & Mark Josephs
Michael Kane
MJ & Thomas Keane
Kennett Kendall
Dexter Legg
Donna & Stuart Levenson
Pat & Timothy Losik
Ben & Sandy Lovell
Ludes Family Foundation
Kathleen & William MacAlpine
Jacqueline Mahoney
Claude & Joan Marchessault
Kelly Marciano
Paul & Sandra Montrone
Cheryl & Joseph Mullen
Doug & Karin Nelson
NH Charitable Foundation
– *Lyons Fund*
Kenneth & Rona Purdy
Donna & Mark Ruddy
Jackie & Jim Russ
Andrew & Loring Schwarz
Naomi & William Scott
Jackie & John Sexton
Jim Shanley
Donato & Joan Sisto
Gwendolyn & Scott Stewart
Edward H. Tate II
Revocable Trust
Anne & Arnet Taylor

Nancy & Rodman Van Sciver
Peter & Lee Vandermark
Richard Yeaton
Harriet Zuckerman

BUSINESSES, FOUNDATIONS & ORGANIZATIONS

\$345,000

Foundation for
Seacoast Health

\$250,000

Portsmouth Regional
Hospital

\$50,000

Exeter Hospital

\$25,000 – \$40,000

Citizens Bank Foundation
Cogswell Benevolent Trust
CVS Caremark
Charitable Trust
United Way
of the Greater Seacoast

\$10,000 – \$20,000

Anthem Blue Cross & Blue
Shield in New Hampshire
Bank of America
Charitable Foundation
Bottomline Technologies
The Guild at Portsmouth
Regional Hospital
NH Charitable Foundation
– *Howard Benevolent Fund,*
Dorothy & Paul Hobbs
Health Care Fund and
Seacoast Advised Fund

NH Children’s Trust Inc.
Piscataqua Savings Bank
Seatrade International
TD Charitable Foundation

\$5,000 – \$7,500

Digital Prospectors Corp
Hesed Foundation
Liberty Mutual
Liberty Mutual Foundation
MicroArts
Northeast Delta Dental
Foundation
Public Service
of New Hampshire
Safeco Insurance
The Timberland Company



\$1,000 – \$4,000

Appledore Marine
Engineering
Asian Atlantic Industries
BayRing Communications
Mary Louise Billings Trust
Blue Water Mortgage
Bosen & Springer
Abraham Burtman
Charity Trust
The Cheney Companies
CJ Architects
Coldwell Banker
Donahue, Tucker & Ciandella
Fuller Foundation
Arthur Getz Foundation
Great Bay Oral Surgery
Peter G. Kasnet, Inc.
Agnes M. Lindsay Trust
Jenn Madden Realtors
Mad*Pow
Martini Northern
Morgan Stanley Foundation
NitroSecurity
Paul McInnis, Inc.
People’s United Bank
People’s United
Community Foundation
Port City Chrysler Dodge
Provident Community
Foundation
RiRa Irish Pub
Rolling Green Nursery
Rotary Club of Portsmouth
Seascape Capital
Management
Signature Escrow
& Title Services
Voyager Insurance Services
Wentworth by the Sea
Hotel & Spa

HEALTHY TOMORROWS LEGACY SOCIETY

This society honors those who have remembered Families First in their estate plans.

Anonymous (3)
Geoffrey Clark
& Martha Fuller Clark
Clarke & Laurie Chandler
Harlan & Patricia Cutshall
Gerald Duffy
& Effie Malley
Phyllis Eldridge
Barbara Franzoso
Eugene & Susan Glick
Wendy Frosh

Lindsay & Mark Josephs
Andy Livingston
& Donna Ryan
Josephine Lamprey
Gary Lowe
Cynthia Muse
Dan & Lisa Schwarz
Naomi & William Scott
James Shanley
Helen B. Taft

SUPPORTERS

ANNUAL FUND

We thank the hundreds of individuals, families, local businesses and community organizations who believe in the services provided by Families First and have made financial contributions to support our annual operations. While we wish we could list every donation, space constraints limit the following list to *gifts of \$25 to \$999 made to Families First between July 2010 and June 2011*. Gifts of \$1,000 or more are listed on page 7, while gifts made in honor or in memory of others are on page 10.



Anonymous (57)

- A -

Lea & Nick Aeschliman
Aetna Foundation
Tyler Agnew
Donnajean Ahigian
& Jeffrey Gordon
John Ahlgren
& Bessie Palmisciano
Laurence Albright
Jonathan & Sharada Allen
Sue Allen
American Cruisers
Motorcycle Club of
Rockingham County
Abbie-Jane
& Donald Anderson
Debra Anderson
Lis Anderson
& John Robinson
Jan Archambault
Inger Arky
J. Scott Aistle
Atlantic Cardiology
Associates

- B -

Pamela Bailey
Jeffrey & Margaret Balboni
Jim & Susan Baldini
Maureen Baldwin
& Ellie Sexton
Mary & Timothy Barretto
Sandra Bauer
BB Bayerle & Tom Newbold
Bryant Beach
Cynthia & Robert Bear
Betty Morton Belcher
Elaine Beauchesne
Ellen Becker
Sheral Beers-Burgess

Ken & Paula Bergeron
Bernard-Kriegl family
Patricia Binette
Cynthia Bishop
Carol Boardman
John & Parkie Boley
Paul Bonacci
& Lucinda Schlaffer
Douglas Bonner
Marcy Borak
Peter & Suzanne Bowman
Paula & Stuart Boxer
Bruce & Irene Bragdon
John & Shannan Brams
Shelley Brass
Andrew & Joan Breen
Lisa Breen
Jill Breneman
Brian Breslin
Stephanie Brown
Dave & Jerilyn Brownell
Laura & Richard Burnine
Terri Burdick
Beatrice Burke

- C -

Cynthia & John Cafasso
Harold & Sheila Cail
Alix & Todd Campbell
John & Laura Cannon
Anne Caplin & Robert Rubin
Joseph & Judy Capobianco
Sibylle Carlson
Janet & William Carlson
Alfred & Clarice Casassa
Don & Nancy Casco
Barbara Caswell
Cindy & Robert Chaikin
James & Lois Champy
Laurie Chandler
Dorothy & John Chick
Ida Choy

Kenneth Chute
Bobbi & Rob Cimini
Deborah & Ken Clark
Kristina Clark
Jennifer & Peter Clark
Sage & William Clarke
Carolyn & Dennis Cloutier
Jamie & Ken Cody
Barbara Coit
Russell Coit
Chris & Roddy Cole
Garrett & Helene Collins
Catherine Colotti
Jon & Tammy Costa
Viorel Costea
Edith Pucci Couchman
Jody & John Couillard
Martha Cox
Daniel & Patricia Craig
Alan & Lynn Cronheim
Lynn & Phil Cross
Sarah Cullen
Jane & William Cummings
Martha Virden Cunningham
Harlan & Patricia Cutshall
Katrina & Richard Cutts

- D -

James & Maryann Daly
Dartmouth College
John Davis
Betts Davis
Megan & Porter Davis
Richard Day
Denise & Timothy Day
Charles DeGrandpre
& Marcia Makris
Susan Demarco
Susan Denenberg
Kelsi Deters McCarthy
Catherine
& Richard DePentima
Direct Capital Corporation
Gerald Duffy
& Effie Malley

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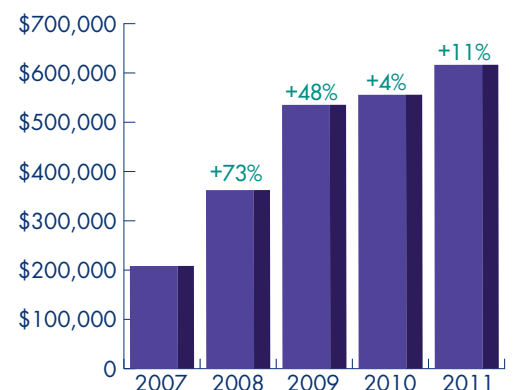
Kathleen & Robert Eberle
Patricia Edwards
Bonnie Eggleston
Gwen English & Henry Farrell
Constance Eppich
Ken Ernstoff
& Katharine Moody
David & Elena Ewing
Judy Farrell
Federal Savings Bank
Kathryn & Steven Feinberg
Tess Feltes & Mark Moses

First Congregational
Church Women's Guild
Hilda Fleisher
Cynthia & Robert Flolid
Shandra Foley
Patrick & Ruth Ford
Ann & Ronald Freeze
Elaine & Joseph Fuller
- G -
Ty Gagne
& Beth Jackson-Gagne
Jill Gallant
Arlo Gambell
Grae Garl
Antonio & Pamela Gentile
Patricia & Stephen Gianotti
Jay & Mary-Pat Gibson
Alan & Susanne Gigliotti
Jody Hoffer Gittell
& Ross Gittell
Gail & Steven Goldberg
Gary Goldstein & Donna Lee
Theresa Golter
Natasha Goyette
Lori Grady
Gail & Milton Grant
Cornelia & Douglas Gray
Charles & Judy Griffin
Mary Griffin

Griffin Family Corporation
Dodi & Joe Guyton
- H I J -
Dan & Kendra Hackett
Ann Marie & Thomas Hackett
Pamela Hall
Arlene Hand
Elfriede Hanley
Kristin Hanley
Justin Hanna
Magued & Susan
Rizkalla Hanna
ML Hannay
& Evander Hawes
Karen Hansen
L.L. Hansen Legal
Professional Association
Cynthia & Michael Harvell
Joy Harvey
Paul Harvey
Cynthia Haskins
Colleen & David Heller
Peter & Susan Hennigan
Julia Higgins
Lucius & Nancy Hill
Barbara Hilton
& Douglas Prince
Louise Hirshberg
Sally Hirshberg

PRIVATE SUPPORT

Private funding from community organizations, businesses and individuals is key to Families First's sustainability. Donations from private sources (excluding hospitals and in-kind service donations) have almost tripled since 2007, and in FY 2011 they comprised 13% of our operating revenues.





Craig & Judy Krespach
 Rachel Kurshan
 Ellen & James Labrie
 Alison Lambert
 Carol & Mike Lambert
 David & Mary Lancaster
 Andrea LeBlanc
 Michael Lee
 & Wanda McDonough
 John Lemire
 Grace Lessner
 Dana & Shaula Levenson
 Sarah Lewis
 Donna Lietz
 Nancy Littlefield
 Joan Lockhart
 Kevin Looser
 Nancy & Peter Loughlin
 Ann & Gregory Lynch
 Joan Lynch
 Kent & Patricia Lynch
 Janet & William Lyons
 - M -
 Jane Mackin
 Maestro Fund Asset
 Management
 Malfer Foundation
 Derek & Heather Malila
 Holly & Terence Malloy
 Ann Malpass
 Linda & Vincent Marconi

Carol Hollis
 Holy Trinity Lutheran Church
 Mary & Thomas Horigan
 Jane Hudlin
 Kathleen Hudson
 & Norman Silberdick
 Marie Hussey

Frank & Kimberly Hyer
 Robert Iafolia
 Barclay Jackson & Dean Plager
 Jack Jamison
 Brenda & Leonard Jardine
 Elizabeth Jefferson
 Brenda Johnston

- K L -
 Bruce & Laurel Kaczmarek
 Dick & Jane Kaufman
 Mary & Michael Keller
 Jennifer Kelley
 Ann Kendall
 Ann & Matt Killeen

Frances & Jon Kimball
 Marci & Stephen King
 Maryellen Kinhan
 Paul Kinnaly
 Gary & Patricia Kish
 Carol & Jon Knowlton
 Sarah Knowlton

In addition to the names listed here, another 400 donors contributed amounts below \$25. In all, 1,760 different individuals, businesses and foundations donated to Families First in fiscal year 2011.

FUNDRAISER SPONSORS

ARTISTS OF THE SEACOAST CALENDAR

Allergy Associates of NH
 Boynton Waldron Doleac Woodman & Scott
 CB Richard Ellis - Portsmouth
 CGI Employee Benefits Group
 Carolyn Chase, General Dentist
 Louis F. Clarizio Oral Surgery & Dental Implant Center
 Exeter Hospital
 Harbour Women's Health
 Irving Oil
 Jumpin' Jay's Fish Cafe
 Liberty Mutual
 McLane, Graf, Raulerson & Middleton
 Ocean Properties
 Portsmouth Regional Hospital
 Seatrade International
 Sir Speedy
 Tilton Equipment Company
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 International Women's Club of New England..... Fashion Show
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 Margaritas Mexican RestaurantFull Moon Madness
 New Castle Volunteer Fire Department.....Holiday Fund Drive
 Piscataqua Savings Bank Spirit of Giving Campaign
 Prasada Yoga CenterWinter Solstice Event
 PSNH Women's Committee.....Penny Sale
 RiRa Irish Pub.....St. Patrick's Day Fundraiser, Golf Tournament
 Robert's Maine GrillCommunity Supper
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