

SPRING 2011

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.

BOARD OF DIRECTORS

Kathleen MacLeod, *Chair*
Patricia Locuratolo, MD, *Vice Chair*
Jack Jamison, *Secretary*
Linda Sanborn, *Treasurer*
Karin Barndollar
BB Bayerle
Valerie Cunningham
Dennie DeGenova
Kristen Hanley
Sarah Knowlton
Nancy Littlefield
Tom Newbold
Linda Panori
John Pelletier
Donna Ryan
Mary Schleyer

Richard Senger (*emeritus*)

ADVISORY BOARD

Wendy Frosh, *Chair*
Jim Bloomer, MD
Laurie Chandler
Deborah Clark
Geoffrey Clark, MD
Phyllis Eldridge
John Freear
Jody Hoffer Gittell
Susan Glick
Faith Harrington
Edmund Hibbard
Lindsay Josephs
Josephine A. Lamprey
Effie Malley
Ruth Mott
Doug Roberts
Daniel Schwarz
Tom Sedoric
Georgette Shapiro
Toby Stowe
Kareen Worrell, DO
Peter Worrell

COLLABORATION

POOLING SCARCE RESOURCES FOR BETTER OUTCOMES



People say, *It's child's play*, to mean that something is easy, anyone can do it, no instructions necessary. But, in fact, children *aren't* born knowing how to play. Nor do all parents naturally know how to help children play in a way that stimulates their development and keeps them happy, not frustrated. This is especially true for families experiencing financial or other stresses that make it hard to focus on a child's developmental needs.

That's why Families First is involved in an innovative partnership with five other agencies to offer developmental playgroups for children living in situations that often correlate with increased risk for developmental delays.

The program came about after **One Sky Community Services** – which serves people with developmental disabilities – saw an opportunity to obtain federal funds for

early intervention services for homeless children. One Sky's Lenore Sciuto says she asked Families First to be one of the service providers because of our expertise in working with homeless families, and **Richie McFarland Children's Center** to be the other because of their technical expertise in child development. The playgroup is offered at two shelters (**Cross Roads House** and **New Generation**) and at **Greenleaf Woods** public housing.

When invited to participate in collaborations like these, Families First usually jumps at the chance. "Collaborations are a great way to leverage resources, avoid duplication of services, and reach the populations that it is our mission to serve," says Executive Director Helen Taft. "They allow us to achieve better outcomes for clients while using resources as efficiently as possible."

The Playgroup at Cross Roads House

The first group began running weekly at Cross Roads House last June. "One parent was resistant because Cross Roads made attendance mandatory," says Families First Children's Program Coordinator Parkie Boley. "She thought we would be telling her what to do. After she saw that we were there only to be helpful and supportive, she

"Collaborations are a great way to leverage resources, avoid duplication of services, and reach the populations that it is our mission to serve."

– Helen Taft

(continued on page 2)

GREETINGS



© J.HDRICKERPHOTO.COM

One of the things I've been most pleased to read about Families First in a newspaper was this statement from *The Portsmouth Herald* editorial reprinted on page 3: "Faced with declining government assistance and community support, the leaders of Families First ... did not lie down in surrender. They instead pressed forward...."

I appreciated that the editorial writer recognized something I myself really value about the culture at Families First: When faced with growing community needs and declining resources – as we have been so often over the years – we focus first on our mission of meeting the need, and make it our business to find the resources. I believe that you don't stop services just because you get a cut. You don't give up.

Families First's culture is an entrepreneurial one, in which we are unafraid to try new things and take on new responsibilities. That's why what began in 1984 as a prenatal clinic is now a full-service community health and family resource center, providing primary care, parenting classes, home visiting, dental care, mobile health care for the homeless and many other services.

Families First has been fortunate for many years to receive major, ongoing support from the **Foundation for Seacoast Health**, **Portsmouth Regional Hospital** and, more recently, **Exeter Hospital**. I believe that such support brings with it an obligation to try to respond to new needs in the community. And we've been strategic in finding ways to do that.

One important strategy has been to collaborate with other organizations to make resources go further, as explained in this issue's cover story. We have been doing this since 1984, when a nonprofit/private partnership with **Harbour Women's Health** (ongoing to this day) enabled us to provide prenatal care.

More recently, with some of our traditional funding sources cutting back and demand continuing to grow, we invested in a staff position to tap an area that we thought had potential for growth: major gifts from individuals and businesses. As you will read on page 4, this strategy paid off. The Seacoast region is indeed home to many who have the means to give back to their community in a substantial way, and the generosity of spirit to do so.

Yet, as I write this, I am receiving worrisome funding news almost daily: significant cuts from some of our largest private donors, proposals to cut our state funding by 42% or more, and a similarly devastating proposal to cut federal funding for community health centers.

Families First has survived the current recession, and others over our 27-year history, without making any major cuts in services. I wish I could promise that this will always be true. But, to be honest, the current funding climate is the most dire I have seen in my 21 years here. We already operate on a very lean budget – for example, budgeting no salary increases or agency 401(k) contributions for staff this year – so it may not be possible to absorb all recent and proposed funding cuts and still sustain services at their current level. What I *can* promise the community is to continue searching for resources that will enable us to minimize any reduction in services, and to work in new and old partnerships to use resources as effectively as possible.

Helen B. Taft

Helen B. Taft, Executive Director

(continued from front page)

ended up liking the group so much that she asked if she could come back even after moving out of Cross Roads.

"Her children really benefited," Parkie continues. "At first, they were not able to sit at the table for snack time or an activity or craft, and were overwhelmed by the different choices of things to do. By the time they were ready to leave Cross Roads, they had learned how to follow



a routine, were calmer and had learned playing skills, like using glue and shape sorters." In other words, they were better prepared for success in school.

Parkie and her partner, special educator **Sue Ford** of Richie McFarland, model for parents how to engage children and make play more educational. "Children are not born knowing how to play, and parents don't always know how to get down to their children's level to play," explains Sue, "so Parkie and I spend lots of time modeling 'guided play.' You don't just put the toy down in front of the child. You pair it with language and break the activity into manageable pieces."

For example, as a child puts a picture of an object in a cardboard "mailbox," Parkie and Sue will ask the child to say aloud what is on the picture – a pre-reading skill – or will say the word themselves if the child can't. The hope is that parents will observe this and begin doing the same with their children.

In addition to language and literacy development, other goals of the group include:

- Providing a variety of age-appropriate toys and experiences that some children may not have had.

- Offering a safe place for parents to ask questions about parenting.
- Modeling appropriate ways to deal with children’s testing, tantrums and aggression.
- Preparing children for school or preschool by introducing them to transitions and routines.
- Introducing parents in a non-threatening way to services that their families may need, whether it be a speech evaluation and services at Richie McFarland, parenting classes or health care at Families First, or other services in the community.

OTHER FAMILIES FIRST COLLABORATIONS (A SMALL SAMPLE)	
PURPOSE OF COLLABORATION	OUR PARTNERS
Give low-income children access to dental care through their schools	Head Start, Community Child Care Center and public schools
Help uninsured adults access primary and specialty care as well as \$800,000 in donated medications annually	SeaCare Health Services Lamprey Health Care
Help low-income women deliver healthy babies	Harbour Women’s Health
Share our expertise in parent education by providing classes and family programs in towns outside Portsmouth	Schools, libraries, recreation centers and nonprofit agencies in the Hampton/Seabrook and Epping/Raymond regions
Deliver medical and dental care to people who are homeless	Shelters, soup kitchens and other sites convenient for homeless people.
Use electronic medical records to improve continuity and quality of care and enable benchmarking across sites	Community Health Access Network (a group of community health centers throughout New Hampshire)

Value of Collaboration

The playgroup is an example of a collaboration that helps Families First deliver services to the populations we most need to reach. Other collaborations work the opposite way: We bring in services or expertise from another agency to meet our clients’ needs. For example, we contract with **Seacoast Mental Health Center** for a psychiatrist to consult regularly with our primary-care providers. This improves our ability to manage some mental health

conditions in the primary-care setting, a less costly alternative to specialty care. Another example is having **SeaCare Health Services** and **Lamprey Health Care** help our patients gain access to free medications provided by pharmaceutical companies.

“When each organization contributes its complementary expertise, that helps Families First manage costs while providing a high quality of care,” says Helen Taft.

— Margie Wachtel

PORTSMOUTH HERALD: ‘CHARITIES DESERVE PRAISE FOR SURVIVAL’

The many charitable organizations across the Seacoast found themselves in a formidable storm of adversity the past two years. The recession led many more people in search of support while the funding required to provide such help began to ebb.

Charitable organizations, such as **Families First Health & Support Center** and **Cross Roads House** homeless shelter, are led by passionate people who never stop in their mission to help those among us in critical need of services. The aforementioned organizations provide success stories in not only helping others, but helping themselves as well.

Faced with declining government assistance and community support, the leaders of Families First and Cross Roads House did not lie down in surrender. They instead pressed forward, crafting better and more effective approaches to fund-raising.

Families First changed part of its fund-raising focus to target major donors through a more robust development effort, intense networking and initiatives such as challenge grants. ... It was a life-saver as the region’s all-purpose community health center saw increased demand for services. ...

“It would have been easy to curtail services with the cold explanation that government funds were cut amid budgetary woes.”

Standing with firm resolve with the facts of how vital Families First is to the Seacoast community surely reminded people with the means to give that bad times are not times to curtail support. ...

[The] case of the two community stalwarts ... serves as a reminder to keep fighting through the tough times in which nonprofits are so needed. It also reminds us that it will never be easy for nonprofits to raise funds, but it is incumbent upon them to constantly ask if there is a better, more effective way to ensure their continued success.

It would have been easy to curtail services with the cold explanation that government funds were cut amid budgetary woes. That would solve no problems and would draw back from the greater good. Neither organization did so, and as a community, we owe them both, and the many others doing similarly positive work, a collective congratulations and thanks.

Reprinted with permission from The Portsmouth Herald, 12/6/10

SUPPORTERS

CHALLENGE GIFTS: A SECRET TO SUCCESS

The Portsmouth Herald editorial reprinted on the previous page praises Families First for being successful in a difficult economic environment and notes that major gifts have been a “life-saver.” In this article, we’d like to tell you a bit about how we were able to achieve this.

Two strategies have made a dramatic difference. The Healthy Futures Leadership Society, recognizing donors who give \$1,000 or more, is one: In 2007, the year before the Society was created, 43 individuals and businesses donated \$1,000 or more. Last year’s annual report listed three times that many!

The second strategy, which has contributed to the success of the first, has been challenge gifts. This year, for example, **Bill and Mary Schleyer** and **Bob and Liz Fitzmaurice** are offering separate \$25,000 challenges seeking five new gifts of \$5,000 each, while **Stephen and Karin Barndollar** are offering a \$10,000 challenge seeking ten new \$1,000 gifts.

We asked two of these donors, Mary Schleyer and Karin Barndollar, to comment on their motivation.

Why offer a challenge gift?

Karin: I always like to leverage my contributions. If I give \$100 and another person matches at \$100, I have doubled the impact of my gift.

Mary: Challenge gifts stimulate interest in an organization and allow people to feel that their dollars are going further and making a bigger impact. Donors are drawn to successful organizations who know how to use their dollars wisely.

Karin: Challenge gifts inspire others to help. They are a challenge to your peers, who may say, *If so-and-so is willing to give this much, maybe I could do more than I do.*

Why choose Families First?

Mary: Donors want to fund solutions. Giving to an organization like Families First that provides needed services and is well run, with a good track record, is powerful.

Karin: I believe access to health care is a basic human right. Families First provides this access to people who otherwise would not have it.

Mary: Families First delivers health care that’s comprehensive and prevention-focused, instead of crisis managed. The Families First model saves tax dollars as visits to the emergency room decrease.

Among the donors who were inspired by a challenge gift opportunity to increase their giving to Families First were **Janet Prince** and **Peter Bergh**. Janet explains: “Peter and I were inspired because of Karin Barndollar’s commitment to Families First

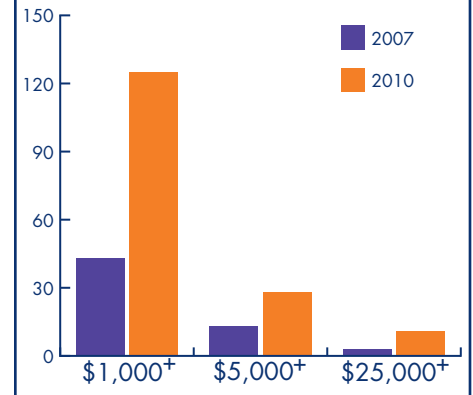
make a bigger impact. After touring Families First at the invitation of her friend **Heather Malila** of **Voyager Insurance**, Jessica (pictured) says the fit for a long-term partnership was there.

“Families First fulfills the most basic concept of ‘taking care of your neighbors,’ ” says Jessica. A community health center is “very simple, relatable and understandable,” she adds.

Their corporate donation was the first to fulfill a challenge match issued by **John and Kelly Habig** last year, helping to

Leadership Giving Takes Off

The number of donations of \$1,000 or more to Families First has *tripled* since the founding of the Healthy Futures Leadership Society in 2008. With the help of challenge gifts, we have also attracted more donors at the \$5,000+ and \$25,000+ levels.



and by the ever-increasing need for services that Families First provides. We hope Families First can use challenge grants such as this to engage new donors.”

Donor contributions at all levels help Families First provide real solutions, giving people the tools to help themselves and improve their health and lives so they can become more productive members of our community. If you are reading this newsletter, you are part of the reason for our success. Thank you!

— Martha Virden Cunningham

For information about the Leadership Society or challenge gifts, please call (603) 422-8208 ext. 144 or write to mcunningham@familiesfirstseacoast.org.

DIGITAL PROSPECTORS: A CULTURE OF GIVING

Digital Prospectors is an IT consulting firm that takes community involvement seriously. The company has managed not only to grow and thrive, but also to create a culture of giving and employee participation that is uncommon in organizations of its size (about a dozen employees).

After moving their headquarters to Exeter in 2009, the owners — husband-and-wife team **Don and Jessica Catino**, with partner **Chris Roos** — began thinking strategically about community involvement, and contemplated narrowing their focus to

get the ball rolling and spurring similar gifts by other businesses.

The company has also sent employees out to volunteer as a group at Families First, which Jessica says has proven not only to be a valuable team-building tool and morale booster, but also gives Digital Prospectors an edge in recruiting. Employees are happy and proud to be a part of the team, and that culture makes Digital Prospectors a great place to work, she says.

— Emily Bailey



DONOR PROFILE: ROBERT & ELIZABETH FITZMAURICE

As CEO of FitzmauriceCompanies, Bob Fitzmaurice lived by, and thrived upon, a core tenet: delivering value at a competitive price. His intense focus on this principle brought great success, allowing him to sell the company to Bank of America and retire from New York City to a picturesque coastal home in Rye with his wife, Liz (a former senior audit manager at KPMG), and their two children.

Longtime philanthropists, Bob and Liz approach charitable giving with the same expectation he applies to businesses: Nonprofits must deliver value, and donors who support nonprofits' missions with large financial gifts should expect real results. This analytical approach to giving made the Fitzmaurices a perfect fit for Families First's Leadership Society.

After learning of Families First through a new friend in their adopted community, Realtor Jennifer Madden, Bob and Liz took a tour of the agency and put Executive Director Helen Taft through her paces. Bob does his research! Armed with a list of questions about the operation and clients served, he sought to understand both the organization's structure and its effectiveness in executing its mission. Bob and Liz say they were impressed with Helen's leadership and with Families First's impact on the community.

"Families First helps people help themselves," says Bob. This aspect of Families First is one that speaks to many donors, and for Bob and Liz it was especially meaningful. Both Fitzmaurices grew up in loving families but with few financial resources. Financial struggle inspired the work ethic that has propelled them to success. As a result, they support organizations that give clients the tools to improve their lives through good health, education and family-oriented programming.

Meeting the Challenge

The Fitzmaurices entered the Leadership Society in 2009 with a \$10,000 gift. Later that year, they agreed to match a challenge gift from Paul McKeon of BID2WIN Software, who gave \$25,000



with the promise of an additional \$25,000 if Families First could find four donors willing to match him at that level. Thus, the Fitzmaurices joined Paul McKeon and three other donors (Karin and Stephen Bardollar, Barbara Henry and Joanne Lamprey) in generating \$150,000 to support Families First.

"Our children know money is only really good for one thing – to help make strong, independent people, within our family and our community."

"It's not about one person, it's about what we can do together," says Bob. Inspired by the power of people working together, the Fitzmaurices put forth their own challenge in the fall of 2010. They offered Families First a \$25,000 gift, contingent on our finding five donors to give \$5,000 each to match their gift. This challenge, like the others offered to date, requires that the gifts come from donors who have never before given at that level, or who have lapsed in their giving.

Donors are now stepping forward to meet Bob and Liz's challenge, re-engage with Families First and join the group of committed donors who are helping to ensure that Families First can continue to offer the health care and family support needed by so many on the Seacoast.

Paying It Forward

The Fitzmaurices never take their success for granted. "We worked hard and were blessed that things rolled the right way," says Bob.

They are adamant about giving others who are facing challenges a fighting chance to achieve their own success. Throughout their history of giving, they've identified organizations that fit this vision, from a sister-run Catholic school in New York City, to Families First.

And they're paying it forward with their children, ages 13 and 10. Asked what financial lessons they are teaching their own budding philanthropists, they say: "Our children know money's only really good for one thing – to help make strong, independent people, within our family and our community."

— Emily Bailey

SUPPORTERS

FAMILIES FIRST'S COMMUNITY PARTNERS

Our Community Partners are organizations that hold fundraisers or donate a portion of the proceeds from their sales to benefit Families First. As the examples below demonstrate, there are many ways to be a Community Partner. If you have an idea of how your business can support Families First, please call Donata at (603) 422-8208 ext. 132. In turn, we'll support *you* all the way!

THERE'S STILL TIME TO SUPPORT THIS EFFORT

Share Opinions, Earn Donations for Families First

Families First has partnered with Op4G (Opinions for Good), an online marketing research firm with local ties. We are asking our supporters to sign up with Op4G and participate in online market research to earn money for themselves as well as for Families First. Op4G promises they will never share or sell your contact information, charge you a fee, or send you spam, and that you will have full control over when and how much to participate. Please support this initiative by visiting www.Op4g.com and choosing Families First to receive a donation whenever you participate.



WE THANK THESE PARTNERS FOR PAST SUPPORT

Winter Wine Festival

Families First was chosen to receive a portion of the proceeds from this year's Wentworth-by-the-Sea Winter Wine Festival, held at New Castle's historic grand hotel. We are grateful for the opportunity to showcase Families First in front of hundreds of participants enjoying some of the most exquisite wining and dining in New England.

Restaurants That Serve

Community-minded restaurants abound in the Seacoast, and Families First has been chosen by several dining spots to receive a portion of the proceeds from designated events. For the third year in a row, RíRá Irish Pub donated the proceeds from its St. Patrick's Day bangers-and-mash breakfast to us, while Margaritas made us the beneficiary of three of its 2011 Full Moon Madness evenings. We also thank Flatbread Company for donating pizza many times each year for our weekly program for homeless families, and for sharing the proceeds of one

of its Tuesday community-benefit nights (and Coldwell Banker for arranging that evening). Finally, The Rosa Restaurant asked patrons to throw bills at their lounge ceiling last summer, all of which were donated to Families First.

Solstice Fitness Fundraisers

This Winter, two local fitness studios turned workshops into fundraisers for Families First. Prasada Yoga Center in North Hampton held a Winter Solstice practice, and Liz Forkel, of Liz Fit, held a special Boot Camp workshop.

Holiday Gift Program

Thanks to many generous community members and businesses, we were able to arrange holiday gifts for more than twice as many families this year as last. Eighty-three families with a total of 288 family members received gifts valued at more than \$30,000. The families were overjoyed with the generosity of their sponsors and our in-kind donors. Toys, clothing, diapers and gift certificates for food and fuel helped these low-income families enjoy the holidays.

WELCOME TO LEADERSHIP SOCIETY

The Healthy Futures Leadership Society welcomes these new individuals and families, who made leadership gifts between July 1, 2010, and February 28, 2011. (Businesses and foundations belonging to the Society are listed on page 8.)

Barbara & Donald Battis
John & Susan Batty
Karen Burgon
Eric & Jennifer Chinburg
Nancy & Terence Conklin
Richard Corzatt
& Nancy Euchner-Corzatt
Gregory & Sandra Desisto
Richard Dumler & Mary Reid

Catherine McLaughlin-Hills
& David Hills
Kennett Kendall
Sunny Knickerbocker
Ben & Sandy Lovell
Paul & Priscilla McInnis
Kenneth & Rona Purdy
Jane Werner
Nancy Winkley

HEALTHY TOMORROWS LEGACY SOCIETY

This society honors those who have remembered Families First in their estate plans. For information, contact Martha Virden Cunningham at 422-8208 x144.

Anonymous (2)
Geoffrey Clark
& Martha Fuller Clark
Clarke & Laurie Chandler
Harlan & Patricia Cutshall
Gerald Duffy & Effie Malley
Phyllis Eldridge
Barbara Franzoso
Wendy Frosh

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

CLIENTS TELL THEIR STORIES

Joe Mendonca

Navy veteran. IT Manager. Software Developer. Electrical Apprentice. Homeless Person. Over the years, Joe Mendonca has had many different identities.

Since being laid off from his last well-paying job in 2000, Joe has not been able to regain the same level of employment. After a move from Chicago to Rochester, N.H., a difficult divorce and years struggling in a job market that is unforgiving to older men, Joe finds himself without a home. He spends some nights with family and some with friends but most in a utility shed owned by a sympathetic former landlord, **Jamey Beland**.

Through all the hardship of the past few years, Joe has not lost his hope and drive to turn things around. But as he has found, physical appearance can be an enormous hindrance in gaining employment. After years without dental care and upkeep to maintain work done earlier in his life, Joe began to lose some teeth, and many others appeared dark and rotted. Despite his otherwise neat and clean appearance, he saw doubt in the eyes of potential employers when he tried to talk about his years of experience.



“People look at me like they have no belief in my background,” he says. “Like, *maybe he’s on drugs*. Like, *I don’t believe this guy*.”

A serenely “zen” kind of guy, Joe does not use drugs or alcohol and gives more than 30 hours a week to the Rochester Salvation Army in an effort to help others also in need. It was through the Salvation Army that he learned about Families First’s mobile Health Care for the Homeless Program. He paid a visit there, and was immediately referred to Families First’s Dental Center.

Dr. Skip Homicz was quick to identify an aggressive plan to save Joe’s smile, including pulling 10 teeth, doing reconstructive work and fitting him for dentures. Joe has nothing but kind and gracious words regarding the care he has received from Dr. Homicz and others at Families First. “They are all so caring, so compassionate,” he says.

Joe looks forward to his prospects for the future, when a clean and open smile will match the personality on the inside. He is full of plans and energy.

“I’m out of a home and out of a job, but I’m not down and out,” says Joe.

Good-News Update: *After being given a draft of this profile to review, Joe posted it on his Facebook page and right away received two job offers from old friends in the IT industry! As this newsletter went to print, he was weighing which job to take.*

Dennie DeGenova

Dennie DeGenova is frank about what she’s facing.

“It stinks to be in the situation I am in.”

After her daughter Stella’s unplanned birth, Dennie, a former waitress and a Portsmouth native, is in a position that too many mothers share. She cannot afford the child care that would allow her to work, is in danger of losing her car and cell phone, and struggles to put food on the table. But at least, she says, both she and Stella can maintain their health through the services available at Families First. The comprehensive care



Dennie received through the prenatal program (as well as her own attention to her health) facilitated Stella’s healthy arrival, and visits with the pediatric team at Families First ensure her baby’s continued care. And like Dennie, Stella will also soon become a patient of the Dental Center.

Dennie nearly missed the opportunity to utilize Families First. After seeing our mobile health care van on Seacoast roads, she thought the center’s services were only for the homeless. When a friend also in the restaurant industry told her that Families First was open to all who need affordable health care and family support, she became a primary-care patient in 2006. Like many in service industries, Dennie didn’t have health insurance. The sliding fee scale at Families First allowed her to afford important preventive care that she would have gone without.

Her initial misconception could not be further removed from her current experience as a Families First patient.

“The Health Center has been so proactive and comprehensive,” she says. “Stella and I have access to the nurse practitioner, nutritionist and lactation specialist. And at every Well Child visit, we get tons of papers with information. And each time, they logically explain, *here’s how we can help you, and here’s how you can help yourself*.”

Dennie is so passionate about the value of Families First that she contacted us about volunteering. She was given an important job: serving on Families First’s Board of Directors. She knows first-hand the importance of the organization and wants to do anything she can to help sustain services, particularly in these difficult economic times.

“It used to be that people with no health insurance were considered ‘lower class,’ ” she says. “But now it’s happening to everyone — it’s not segregated. I need to help, because this place just *has* to be here.”

— Emily Bailey

Families First

support for families...health care for all

Families First Health & Support Center
100 Campus Drive, Suite 12
Portsmouth, NH 03801

603.422.8208
www.FamiliesFirstSeacoast.org
info@FamiliesFirstSeacoast.org
Facebook.com/Families1st
Twitter.com/Fam1stNH



Nonprofit Org.
U.S. Postage
PAID
Portsmouth, NH
Permit No. 166

Families First will be one of the beneficiaries of this year's **Goodwill Gala**, a private fundraiser now in its fourth year, to be held April 16 at the Portsmouth home of **Gigi Brown** and **Nancy Grigor**. In 2008 these "Goodwill Gals" raised more than \$60,000, with 100% of donations distributed to their causes. This year they hope to raise more than \$100,000 and are in need of sponsors and volunteers. So put on your dancing shoes, join the Goodwill Gals, support Families First, and dance the night away. For tickets, sponsorship, and volunteering opportunities, please visit www.goodwillgals.com. (Check out the cool artwork and music on the site, too!)



LEADERSHIP SOCIETY: INSTITUTIONAL MEMBERS

We thank these corporations, organizations and foundations for their support at the \$1,000 level or above. This list recognizes gifts made between July 2009 and February 2011. (* = new Society members)

\$345,000

Foundation for Seacoast Health

\$250,000

Portsmouth Regional Hospital

\$100,000

Exeter Hospital

\$25,000 – \$50,000

BID2WIN Software, Inc.

CVS Caremark Charitable Trust*

Hyder Enterprises

United Way

of the Greater Seacoast

\$10,000 – \$20,000

Anthem Blue Cross and Blue

Shield in New Hampshire

Bank of America

Charitable Foundation

Bottomline Technologies*

Guild at Portsmouth 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

Tom's of Maine

\$5,000 – \$9,999

Citizens Bank Foundation

Coldwell Banker

Digital Prospectors Corp

Hesed Foundation

Liberty Mutual

Liberty Mutual Foundation*

Northeast Delta

Dental Foundation

Public Service of NH*

Rite Aid Foundation

Safeco Insurance*

Timberland*

\$1,000 – \$4,999

Appledore Marine Engineering*

Atlantic Cardiology Associates

Atrio Properties

BayRing Communications

Mary Louise Billings Trust,

RBS Citizens N.A. Trustee*

Blue Water Mortgage*

Bosen & Springer

Abraham Burtman Charity Trust

CJ Architects

Exeter Subaru

Fidelity Investments

Flatbread Company

Fuller Foundation

Arthur Getz Foundation,

RBS Citizens N.A. Trustee

Great Bay Oral Surgery

Hoefle, Phoenix,

Gormley & Roberts

Jumpin' Jay's Fish Café

Agnes M. Lindsay Trust

Morgan Stanley Smith Barney

Morgan Stanley Foundation*

NitroSecurity*

Pax World Investments

People's United Bank

People's United

Community Foundation*

Peter G. Kasnet Inc.

Port City Chrysler Dodge

Provident Community

Foundation

RiRá Irish Pub

Rotary Club of Portsmouth

Seacoast Kidney

and Hypertension

Vigilant Capital Management

Voyager Insurance Services

Wal-Mart Distribution Center

Wells Fargo Advisors

Wheelabrator Technologies

Wonderland Thrift