

# Taking Care

WINTER/SPRING 2004

*A newsletter for donors, funders and friends of Families First*

## Endowment Campaign Now Under Way First \$500K Raised by Going to "Family" First

**A**s an investment in our long-term financial security, Families First Health and Support Center has launched a \$1.45 million endowment campaign. An endowment is a permanent fund that generates investment income to be used for agency programs.

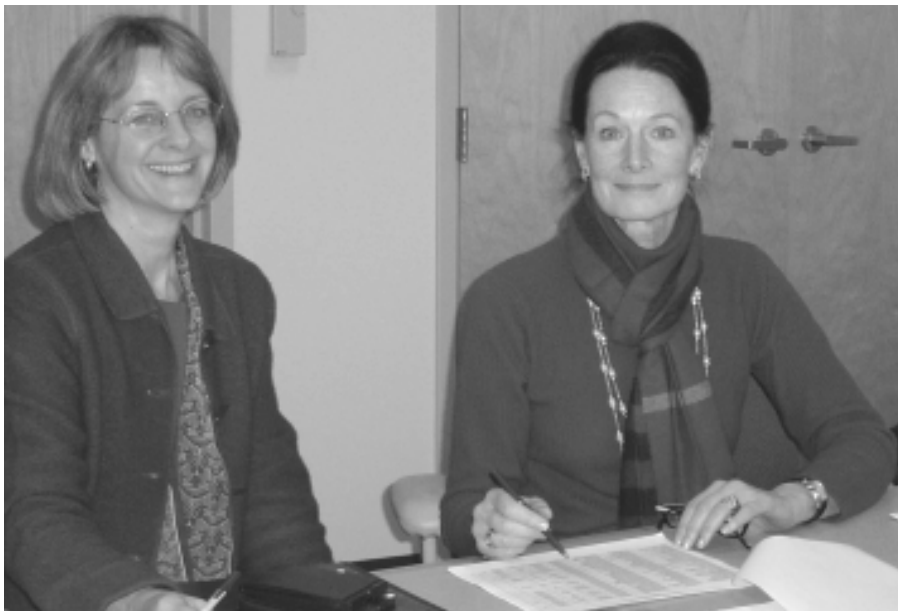
Already, we have raised the first \$500,000 of the goal, mainly through gifts and multi-year pledges from "family"—members of our Board of Directors and Advisory Board, staff, and others close to the agency.

Leading the campaign are Honorary Chair Judy Jellinek and Chair Effie Malley. They are assisted by Campaign Advisory Committee members **Ferris Bavicchi; Geoffrey Clark, MD; Charlie DeGrandpre; Jameson French; Pat Foss; Jim Labrie; Sandy Sherman; and Chappy Thayer, MD.**

"I have been a long-term supporter of Families First because I believe in their focus on prevention," Judy Jellinek said of her decision to serve as honorary campaign chair. "I am also impressed that while providing their ongoing services, the experienced and dedicated staff at Families First continually looks for gaps in the system of community health that the agency can fill. Several new programs at Families First have now become models throughout New Hampshire."

Mrs. Jellinek views the endowment fund as "a way to invest in the long-term health of Families First itself, keeping it strong financially through the years ahead

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Effie Malley, left, and Judy Jellinek are leading the "Campaign for a Healthy Future" to raise \$1.45 million for Families First's endowment fund.

[www.FamiliesFirstSeacoast.org](http://www.FamiliesFirstSeacoast.org)

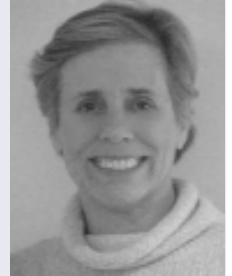


**Families First**  
Health and Support Center

*Welcome*

### Dear Friends and Supporters,

One of the highlights of the past few months at Families First was receiving the 2003 Walter J. Dunfey Award for Excellence



in Management from The Corporate Fund. We take pride in this statewide award because it comes from our peers in the for-profit world; the Corporate Fund is an initiative of 13 of New Hampshire's most philanthropic companies and the NH Charitable Foundation.

In applying for the award, we cited our ability to meet the financial and management challenge of creating new programs and expanding the number and type of clients that we serve. In the past year alone, we began our mobile health care for the homeless program, opened an on-site dental center, and added a second physician to meet the needs of our expanding family practice.

Faced with growing community needs, any nonprofit agency would like to develop the capacity to meet them. But expansion is not without risks—especially in an economic climate that both constrains some of our traditional revenue sources and increases demand for services. Careful evaluation, planning and management have allowed us to handle the expansion without straining the staff and financial resources that support existing programs.

We are proud that our success in meeting this management challenge has been recognized. Much of the credit goes to you, our funders and donors, for coming through with the support to meet our community's needs.

*Helen B. Taft*

Helen B. Taft, Executive Director



# Leadership

## BOARD OF DIRECTORS

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## EXECUTIVE DIRECTOR

Helen B. Taft

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[www.FamiliesFirstSeacoast.org](http://www.FamiliesFirstSeacoast.org)



**Families First**  
Health and Support Center

## Endowment: An investment in stability

*Continued from page 1*

so that the individuals and families served can become stronger, healthier and more independent." She adds: "Supporting prevention now will save dollars in the future. A gift to the endowment fund leaves a wonderful legacy; our gifts will grow, and we will have made a difference at Families First and in the Seacoast community."

Campaign Chair Effie Malley served on the Board of Directors of Families First for six years, including two years as board chair, ending in September 2003.

The \$1.45 million raised during the campaign will bring Families First's endowment fund to \$2 million. The agency's current three-year business plan calls for building the endowment in order to promote the financial health of the agency and sustain its many programs.

Income from the endowment fund allows Families First to further diversify its funding base; provides financial security in an uncertain funding environment; and insulates the agency from ebbs and flows in revenue streams. It can also help the agency increase the capacity of existing programs to meet growing demand, or launch new programs, such as the on-site dental center that Families First opened one year ago.

*"Supporting prevention now will save dollars in the future. A gift to the endowment fund is leaving a wonderful legacy; our gifts will grow, and we will have made a difference at Families First and in the Seacoast community."*



*Judy Jellinek,  
Honorary Campaign Chair*

## New Grants from Foundations

***Families First was pleased to receive the following grants between July and December 2003.***

### FOUNDATION ..... TO SUPPORT

- The Corporate Fund ..... Dunfey Award, Endowment campaign costs
- Endowment for Health ..... Dental Center
- Foundation for Seacoast Health ..... Health and family support services
- Arthur Getz Charitable Trust ..... Dental Center
- Greater Piscataqua Community Foundation ..... Dental Center, Outreach, Endowment campaign costs
- Harvard Pilgrim Health Care Foundation ..... Parenting classes
- J. Preston Levis Charitable Foundation ..... Unrestricted
- Little Harbour Charitable Foundation ..... Children's dental services
- NH Children's Trust Fund ..... Parenting classes and support groups
- United Way of the Greater Seacoast ..... Medical, dental and family support services

*Author Dan Brown signed copies of The Da Vinci Code and his other best-selling novels at Water Street Bookstore in Exeter to raise money for Families First.*



# Families First in the News

## A “Snapshot” of How We Make a Difference

Recent newspaper articles help paint a picture of the varied ways Families First helps clients. The beginning of each story appears here. To read the complete stories, visit [www.SeacoastOnline.com](http://www.SeacoastOnline.com).

### Parents learning other ways to express anger

*Portsmouth Herald, 11/5/03*

PORTSMOUTH – While Joanna Wicklein prepares for a dinner party, her 4-year-old son, John, raises a ruckus in the next room instead of changing for bed.

Checking on her son, Wicklein is appalled to see toys and Magic Markers cluttering the room she had just cleaned.

“John! I had this all cleaned up!” she yells. “What are all your markers doing on the floor?”

The child, innocently rolling his truck back and forth, answers, “But it’s a road, Mom.”

Wicklein’s anger grows until the scene culminates in her tripping over a cup of water, which drenches the floor. She yells even louder, “John!”

Suddenly, John stands to his full height, almost a foot above Wicklein, who then asks a group of parents who had been watching the scene for their reactions.

“Oh, you were too nice,” says one parent. Another agrees, saying, “That wouldn’t work with my kids.”

John is John Battye, an anger management counselor at Families First Health and Support Center in Portsmouth. In weekly group sessions, he and Wicklein offer parents strategies for controlling their anger. ...

### Taking a bite out of dental bills

*Portsmouth Herald, 11/5/03*

PORTSMOUTH – Peering into mouths at New Franklin School, dental hygienist Cynthia Girard can tell a lot about her youngest patients.

“Are you still sucking your thumb?” she asks Charlie Sirmain, a girl in the first-grade, who nods demurely.

“But you’re trying to stop?” Girard asks, getting another nod from the 6-year-old.

Girard is offering free dental screenings to all children in Portsmouth’s three elementary schools, the Portsmouth Head Start program, the Community Child Care Center and the Portsmouth Early Education Program. ...

“We would like to get [permission to screen every child], so no child is overlooked in case of tooth decay,” said Girard, program coordinator for Seacoast Healthy Grins—part of the Families First Health and Support Center in Portsmouth. ...

### Smile Awhile: Families First provides dental care to those who need it most

*Portsmouth Herald, 9/20/03*

PORTSMOUTH – Before July, a 35-year-old woman who prefers to be identified as “a patient” at the Families First Dental Center in Portsmouth, hadn’t eaten cashews in years. With only five whole teeth left in her mouth, she also didn’t smile as much as she used to, and was beginning to suffer from social anxiety because of her oral condition.

Dr. Nate Swanson of the Dental Center, along with a volunteer dentist from the area, made the patient a full set of dentures in six weeks—just in time for her July 19 wedding.

“They (the dentists) totally changed my life,” says the patient, who hadn’t seen a dentist in eight years when she made her initial visit in April. “They made me a priority, they made me comfortable. And now I have beautiful wedding pictures.”...

### Health care offered to homeless

*Exeter News-Letter and Hampton Union, 11/11/03*

HAMPTON – Health-care services will soon be made available to the homeless at Hampton Beach, after the Board of Selectmen approved a request by Families First Health and Support Center of Portsmouth to use the Island Path municipal parking lot off Ashworth Avenue to provide health services.

The program will target the homeless population at Hampton Beach. As an integral part of Families First’s Health Care for the Homeless project, the Exeter Hospital Mobile Clinic van will be used at the beach to provide health care access, dental screenings and access to dental care, substance abuse services and mental health services, as well as to help people find the resources they need to end their homelessness. ...

### Maintain human services at all costs

*Letter to the Editor from AnnMarie Aylward, Families First client  
Hampton Union, 7/27/03*

“I am a poor woman, yet that would not have always been descriptive of me. I am a woman with three degrees, strong, independent, proud, a mother of three, and a victim of domestic violence. A year ago ... I decided to stop the trauma in my household and end the violence. I left my husband – leaving me feeling alone, without a job, poor, confused, and at the end of my rope. My life had led me to a place in which I would have never expected to be. I had three children under the age of four whom I was responsible for. I had no idea where I was to go or how I would survive. ...

I began working with a family worker from Families First just after the birth of my third child and before the separation from my husband. Not only has she been a wonderful support in my life, but she has opened the door to so many opportunities the Community Campus has to offer. It is amazing to acknowledge the changes in my life over the past year. I have finished school, found an affordable place to live, learned about healthy relationships, gotten a restraining order, gotten a divorce, and learned to find myself again. In turn, my children have gotten a healthy mother—the mother that they deserved from the beginning.”...

# Fund Raising *and* Friend Raising

## Annual Fund Update

**\$121,000**  
(July-Dec. 2003)  
**\$40,000**  
(needed to meet goal)

With our fiscal year half over, Families First is more than halfway to our goal of raising \$160,000 this year from contributions and fundraising (excluding grants). Through the end of December, we had raised \$121,000, including \$24,000 from the "Artists of the Seacoast" direct-mail appeal, calendar sponsorships and sales; \$22,000 from Portsmouth Regional Hospital's Billy Cheverie Memorial Golf Tournament; and a \$40,000 gift from the hospital itself. Meeting our goal for the entire year will depend in part on the success of our spring appeal. The appeal will arrive in donors' mailboxes in April—please give generously!

The individuals and organizations listed on this page contributed \$100 or more to the Families First annual fund in the first six months of fiscal year 2004. (*The list does not include contributions to the endowment fund, which will be announced at the conclusion of the endowment campaign.*) Families First's staff and Board of Directors are very grateful for contributions of any amount and regret that space does not permit us to list every donor here. All donors will be listed in our annual report this fall.



Volunteers Cynthia Muse, Kim Tilton and Susie Conner prepared the Artists of the Seacoast calendar for mailing to more than 1,400 donors in November.

### BUSINESSES, CHURCHES AND COMMUNITY ORGANIZATIONS

AccuTech Marine Propeller  
Atlantic Cardiology Associates  
BankNorth  
Christ Church Episcopal  
Coast Pontiac-Cadillac-GMC, Inc.  
First Signature Bank and Trust  
GreenPages Charitable Committee  
Lee Church Congregational  
O'Naturals  
Piscataqua Savings Bank  
Portsmouth Regional Hospital  
Timberland Company  
Toys R Us  
Tyco International  
United Church of Christ

Steven and Gail Goldberg  
Faith Harrington  
Marcia Gibbons and William Hazen  
Neil and Gail Hiltunen  
Jody Hoffer Gittell and Ross Gittell  
Darcy Horgan  
Frank and Judy Jellinek  
Russell Jeppesen  
Mark and Lindsay Josephs  
Bruce and Laurel Kaczmarek  
Richard and Jane Kaufmann  
Thomas Kelleher  
Gail Kindberg  
Gary and Trisha Kish  
David and Mary Krempels  
David and Kathleen Lakowski  
Joanne Lamprey  
Rebecca Larrenaga  
Timothy and Patricia Losik  
Mary Malloy and Gil Wager  
Wanda McDonough and Michael Lee  
Kathleen and Robert MacLeod  
Effie Malley and Gerald Duffy  
Allen and Mary McGee  
Mark and Diana McNabb  
Paul and Sandra Montrone  
Keith and Nancy Morgan  
Peter and Starr Motson  
David and Kate Murray  
Cynthia Muse  
Donald and Sandy Osborne  
Alan and Donna Perkins  
Dean Plager  
Sharyn Potter and Michael Schwartz  
Timothy and Kimberly Reed

Anita Rice  
Robert and Anne Emily Ruben  
Audrey Rubenstein  
Olive Rugg  
Timothy Russell and Sheryl Milne  
James and Gail Sanders  
Dan and Lisa Schwarz  
Richard Senger  
Georgette Shapiro  
Steven and Pamela Shulman  
Joshua and Carter Siegel  
Toby Stowe  
Helen Taft and Peter Kearns  
Cynthia Taft-Egdahl  
Carol Tilton  
Harry Tracy and Diane Sterling  
Joyce Troy  
Daniel Valenza and Patricia Craig  
William and Mary Walsh  
Randy and Ronny Werner  
Peter and Nancy Winthrop  
Gregory and Kathy Wurtz  
Joseph and Barbara Yergeau  
Donald and Susan Zuckert

### INDIVIDUALS

Donavon and Judy Albertson  
Rhett and Carol Austell  
Bruce and Libby Bartolini  
John and Susan Batty  
Fran Berman  
Robert and Gail Brown  
Nancy Cauvet  
Clarke and Laurie Chandler  
Brooks and Nancy Chase  
Rob and Bobbi Cimini  
Louis and Rana Clarizio  
Geoffrey and Martha Fuller Clark  
Frank and Tracey Clarkson  
Terry and Susie Conner  
William and Jane Cummings  
Thomas and Vicki Decker  
Barbara Deuell  
James Dricker and Elaine Zitomer  
Pauline Elkin  
Judith Farrell  
Jeff and Caren Fenske  
Darel and Barbara Fletcher  
John and Sally Freear  
Jameson and Priscilla French  
Avi Friedman  
Wendy Frosh  
Ted and Mary Fuller  
Marshall and Anne Gaffney  
Michael and Jill Gibbons  
Susan and Eugene Glick

*If you donated \$100 or more between July and December 2003 and your name has been omitted or misspelled, please accept our apology and contact Sandra Acox at [sacox@communitycampus.org](mailto:sacox@communitycampus.org) or 422-2808 ext. 144 so we can correct the error in our records.*

### 2004 CALENDAR SPONSORS

Allergy Associates of New Hampshire  
Boynton Waldron Doleac Woodman & Scott  
Louis F. Clarizio, DDS  
Discovery Child Enrichment Center  
Exeter Health Resources  
Harbour Women's Health  
Jumpin' Jay's Fish Cafe  
Betty LaBranche Real Estate Agency  
Liberty Mutual

McLane, Graf, Raulerson & Middleton  
Ocean Properties / Paddy's  
Portsmouth Regional Hospital  
RMC Research Corporation  
Sheraton Harborside Portsmouth  
Swingtide  
Tilton Equipment Company  
Wilson & Gould

# Beyond Money: The 'In-Kindness' of Strangers

The famous line from *A Streetcar Named Desire*—"I have always depended on the kindness of strangers"—rings very true for Families First and our clients, who receive so much help from people we often don't know. Contributions take many forms, monetary donations being only one. For instance: Peter and Karen Worrell have thrown a staff appreciation lobster bake for us for the past three years, knowing that our budget doesn't include money for a "company picnic." Artist Richard Haynes made a painting to hang in our lobby, in appreciation of services his family received here years ago. And Dr. A.D. McKibbin Jr. donated a much-needed dental apex locator device. Nonprofit agencies call such non-monetary contributions "in-kind donations." On this page, we celebrate the kindness of our in-kind donors.

## Donating Professional Services

### Health Care

Over the past 20 years, the physicians and midwives of Harbour Women's Health have been our partners in prenatal care, discounting their time to see our prenatal patients and deliver their babies. The practice has donated an estimated \$550,000 worth of services since 1984.

Other health professionals donate their time to see Families First patients, allowing us to serve more people at less cost. They are dentists Marc Brown, DDS; A.J. "Skip" Homicz, DDS; Barry McArdle, DMD; Jennifer McConathy, DDS; and Thomas McShera, DMD; physician Karen Worrell, DO; and dental assistant Laura Pritchard.

### Graphic Design, Photography, Printing and Paper

These companies helped us create attractive publications used to raise funds, get the word out about our programs, and spread a positive image of Families First in the community.

**Artists of the Seacoast calendar and notecards:** Graphic Details, Jack Bingham Digital Studio, RIT Printing Applications Laboratory, Heidelberg Web Systems

**Endowment campaign brochure:** Fenick Web & Print Design, Derek Drinon Digital Photography, Kellie Walsh/4Eyes Creative Services, RAM Printing, RIS Paper Co.

**Photocopying:** Portsmouth Regional Hospital Print Shop



*Dr. Skip Homicz donated his time to consult in planning the Dental Center, and now serves as Acting Dental Director and occasionally sees patients—all on a pro bono basis.*

## Collecting for Clients

Many people like to donate directly to our clients. For instance, American Pride Home Heating Fuels of North Hampton donated ten \$100 home heating vouchers to be given to clients. Other ways of giving directly to clients:

**Holiday Gift Giving Project** – Sixty sponsors collected a total of \$38,000 worth of gifts for 100 families this past holiday season!

**Family Exchange** – Drop off gently used, in-season clothing, household items and more at our on-site free store for clients.

**Family Fun Night** – Individuals and restaurants donate meals for our evening program for families who are between homes.

**Granting a Wish** – Families First maintains a wish list of program supplies as well as items—such as diapers or gas cards—that we try to have on hand for clients in need. If you'd like to take up a collection at your workplace or when throwing a party, please call for a wish list.

*For more information on these programs, call 422-8208 ext. 137.*

## Raising Funds

The following have leveraged their own time and efforts to raise money on behalf of Families First:

American Culinary Federation

Billy Cheverie Memorial Golf

Tournament (*Portsmouth Regional Hospital*)

Cocheco Quilt Guild

Dover High School

The Guild at Portsmouth Regional Hospital

Lonza Biologics

Masquerade

O2 Yoga Studio

Sheraton Harborside employees



*The Guild at Portsmouth Regional Hospital's 2003 Tree of Lights fundraiser raised \$2,300 for children's dental services at Families First. Our physician Jennifer Stebbing, DO; dental assistant Roberta Cutting; and dental hygienist Cynthia Girard, RDH, are pictured at the Tree of Lights ceremony.*



*The Parent Room at Families First was filled from floor to ceiling with gifts for more than 100 families during the week before Christmas.*



# Families First

Health and Support Center

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## Our Mission

Families First Health and Support Center is an independent nonprofit agency that provides a broad range of health and family support services to individuals and families, regardless of ability to pay.

## Our Services

- Family Medical Practice
- Dental Care
- Prenatal Care
- Health Care for the Homeless
- Parenting Classes & Support Groups
- Family Activity Programs
- One-on-One Family Support
- Family Exchange Free Store

This year, we project serving more than 5,000 clients.



## Giving Opportunities

### There are many ways to give to Families First.

For information on annual giving, planned giving, or gifts in honor or in memory of someone, please contact Sandra Acox at 603-422-8208 ext. 144, or at [sacox@communitycampus.org](mailto:sacox@communitycampus.org).

**Families First is the proud recipient of**



## Support Families First with these purchases...

### CD & Poems by Dan Brown

Support Families First and enjoy a rare treat! Written by Dan Brown, author of *The Da Vinci Code* and other best-selling novels, the delightful *Musica Animalia* CD features 15 musical compositions evoking different animals, each accompanied by an original poem about what people of all ages can learn from the animals.



### Artists of the Seacoast Notecards and Calendars

Also on sale are our *Artists of the Seacoast* calendars and notecards, featuring original works by local artists.

**The entire sale price of all these products goes to help Families First provide affordable health care and family support.** Purchase them at

Families First, or send \$15 per CD; \$9 per 2004 calendar (a sale price); and \$13.50 per package of 12 notecards to Nancy Casco, Families First, 100 Campus Drive, Suite 12, Portsmouth, NH, 03801. Prices include shipping. *Musica Animalia* is also sold at Water Street Bookstore in Exeter.

