



together

we make a stronger,
more inclusive community

Annual Report 2020
for the 12 months ending 8/31/20

Our **Mission:**

To provide exceptional services to ensure that all people with disabilities or special needs, and their families, have equal opportunities to live, learn, work and play in their community.

Dear Easterseals Friends,

Transitioning to the role of President & CEO of Easterseals NH, ME & VT over the past year has been challenging and rewarding. While it has been quite a year, one that none of us will ever forget, I am confident that the past year has made Easterseals NH a stronger organization.

As I look back at the past 12 months, two things stand out: first, that Easterseals NH is blessed with the most dedicated staff. We simply have the best employees, from our administrative staff who work behind the scenes to our front-line direct care support staff. They are devoted, passionate, caring, resourceful, creative, and innovative individuals, who even in the most challenging times, go above and beyond for our clients and the community! And second, we could not accomplish all that we have, and will continue to accomplish, without our community. Thank you to our volunteers, including our dedicated Board of Directors, generous donors, and community partners. We are so blessed to have your support as we continue to serve those in our community most in need.

I'm excited to let you know that over the next few months, the Easterseals NH, ME & VT Leadership Team, along with our Board of Directors, will be kicking off a strategic planning project that will move our three affiliates into the future. The project will do a deep dive into each program, set benchmarks, and enhance services to continue serving our community and filling gaps.

Supporting this strategic plan will be a team of more than 1,600 staff dedicated to carrying out our mission of changing the way the world defines and views people with disabilities and special needs by helping them live, learn, work, and play in their communities. As you will see at the end of this Annual Report, the staff embody what it means to be superheroes! Their passion and dedication to this organization allow us to serve more than 25,000 individuals yearly.

As we look to the future at Easterseals NH, ME & VT, we remain committed to making a profound, positive difference in people's lives. We are grateful to our donors and supporters who believe in and support the life-changing work we do and the superheroes who do it.

Simply put, we can't thank you enough.

Be well,

Maureen Beauregard

Our **Programs**

Autism Services	Residential & Educational Services
Camping & Recreation	Senior Services
Child Development Centers	Substance Use Treatment Services
Community Based Services	Transportation Services
Early Supports & Services	Workforce Development
Military & Veterans Services	
Oral Health Services	

Our **Leadership Team**

Thank you to the members of the Executive Leadership Team at Easterseals NH. You truly do set the tone for excellence and success.

Maureen Beauregard

*President &
Chief Executive Officer*

Tina Sharby

*Chief Human Resources
Officer*

Joe Emmons

Chief Development Officer

Elin Treanor

Chief Financial Officer

Nancy Rollins

Chief Operating Officer



Clients Served by Program

Total Number
Served
25,618

Autism
Services **65**

Residential & Educational
Services **525**

Child Development
Centers **317**

Senior Services
1616

Early Supports & Services
969

Oral Health Services
3872

Information & Referral
8188

Substance Use Treatment Services
6342

Transportation Services
1172

Military & Veterans Services
1443

Community Based
Services **765**

Workforce
Development **344**

We provided
\$6,494,121
in free and reduced
priced services in
2019-2020

Financial Statement

INCOME:

Program Service Fees & Grants	\$91,781,206
Contributed Income & Other Revenue	\$3,724,378
Total Operating Income	\$95,505,584

EXPENSES:

Program & Support Services	\$85,575,005
Administration	\$8,802,004
Total Operating Expenses	\$94,377,009

*The monies invested in Easterseals NH
are managed efficiently and impactfully.*

We are proud to report an

Administrative Rate of 10%



Included in these unaudited financials are the consolidated figures for NH, ME, VT and Farnum. Our financial statement, audited by Baker, Newman & Noyes, is available at Easterseals NH Headquarters. Excess revenue over expenses has been earmarked by the Board of Directors for program expansion and subsidy. Please note these financial number are unaudited and subject to change.

Our Programs

Staff, clients and their families share what Easterseals means to them



Autism Services

The work I do at Easterseals is my purpose in life. I've always loved being around kids and helping people. I have been working in the Autism program for over four years and I can't imagine myself doing any other job! I look forward to coming in to work each and every day.

- Amanda, Easterseals staff member



Child Development Centers

Easterseals is a chance to help shape little minds!

- Heidi, Easterseals staff member



Substance Use Treatment Services

Farnum means family. Farnum means realizing I was never broken. Farnum means learning to love and forgive myself. Farnum means thought awareness and constant growth. But most importantly, Farnum means that I get a second chance at life. A chance that I will never take for granted!

- Terril, Farnum client



Transportation Services

Easterseals means making sure the parents are comfortable and that their children are safe and loved.

- Gigi, Special Transportation Services Monitor



Camping & Recreation

I like going to camp because I meet different people from around the states. I love to do different activities. I love making new friends, walking around the lake, and I like doing arts and crafts or painting.

- Krystal, Camp Sno-Mo Camper



Military & Veterans Services

I was homeless in a transitional housing when Leslie became my Care Coordinator, she went above and beyond. If it was not for her I would have been lost and homeless again.

- Dan, Military & Veterans Services client

Our Programs

Staff, clients and their families share what Easterseals means to them



Workforce Development

Youth Transitional Services stands for a second chance at life. It is also a second family bringing hope and comfort that your adult skills will be ok. I learn how to be more independent and learn to grow and they give me wings to fly.

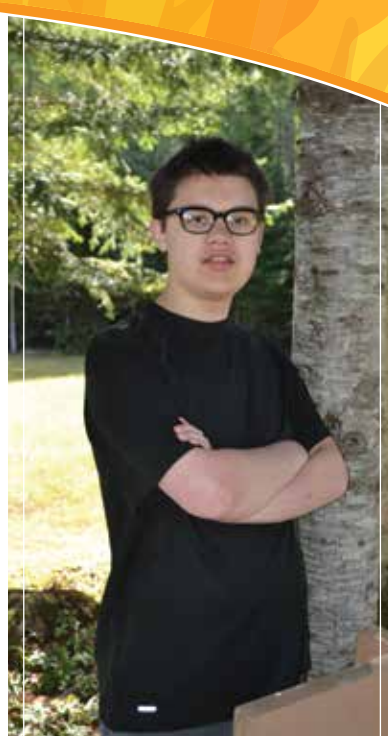
- Seth, Youth Transitional Services client



Senior Services

Easterseals to me means continuing to do the things I love to do and finding new hobbies too.

- Roe, Senior Services client



Residential & Educational Services

Easterseals means help, support, assistance and most of all family. They are truly an extended family who are there with all of the skills needed to nurture, guide, and teach the skills needed to be a successful individual. Their expertise is priceless.

- Lisa, mother of Noah, a Residential & Educational Services client



Community Based Services

Easterseals has helped me to have a healthy and happy life. I have difficulties that would prevent me from existing in a normal place. Easterseals provides me with a safe and happy place to live while helping me to grow and make good decisions. I could not live or face the world without Easterseals. *- Cindy, Community Based Services client*



Early Supports & Services

Easterseals means so much to our family. I would have never thought we would be where we are at with Julian's speech in just 8 months. We are now able to communicate and fully understand what he wants. Every day, Julian is saying new words. We wouldn't be where we are without Easterseals and Brenda. *- Kelsie, mother of Julian, an Early Supports & Services client*

President's Council Individual Gifts

Our President's Council recognizes individuals whose charitable contributions are greater than \$1,000 in a fiscal year.

Inspiration \$50,000-\$99,999

Larry Gammon & Pat Stavalone
Kevin Murphy

Independence \$25,000-\$49,999

Dennis & Linda Beaulieu
Rick & Marcia Courtemanche
Bob & Dawne Litterst
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Empowerment \$10,000-\$24,999

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Opportunity \$5,000-\$9,999

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Dignity \$2,500-\$4,999

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Michelle Wunschel
Brian & Lynn Zimmerman



Special Acknowledgement We gratefully recognize an additional 2,498 donors whose charitable contributions are under \$500. Too numerous to list individually, we appreciate the generosity and support demonstrated in making these gifts!

President's Council Corporate/Organizations

Our President's Council recognizes businesses and organizations whose charitable contributions are greater than \$1,000 in a fiscal year.

Achievement \$100,000+

Cogswell Benevolent Trust
Eversource Energy Foundation
The Mary Gale Foundation
Estate of Eva M. Montembeault
Northeast Delta Dental
Service Credit Union
Swim With A Mission

Inspiration \$50,000-\$99,999

Citizens Bank
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Independence \$25,000-\$49,999

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The Estate of Anita Paluchniak
Pearl Manor Fund
People's United Bank

Empowerment \$10,000-\$24,999

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Bank of New England
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Lovering Volvo
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Perkins-Prothro Foundation
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PROCON
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 Trimax Steel
 Wallace Building Products Corp.
 Watermark Union Supply
 Winchester Trail Riders, Inc.
 The Wine'ing Butcher
 Yusen Associates



Tribute Gifts

Each year, gifts are made by friends of Easterseals NH who wish to honor someone special. These gifts are in memory of, in honor of, or in celebration of the lives of family members, friends and others who have touched the donors' life in some way. Easterseals NH is pleased to recognize the following individuals whose lives were celebrated over the past fiscal year.

Sidney Anthony
Elaine Ash
Kelly Ayotte
Robert Baker
Marion Bascom
Janelle D. Batchelder
Dennis P. Beaulieu
Maureen Beauregard
Craig Belyea
Beverly Bernard
Brandt Berry
Richard A. Berryman
Agnes L. Biron-Thompson
Real Blanchette
Gregory Boisvert
Matthew D. Boucher
Sebastian Boucher
Pauline F. Boyce
Mary Margaret Breen
Muriel M. Britton
Linda Bump
James W. Burke
Phyllis A. Burkush
Jason D. Butcher
Gerard L. Camire
Ernest Chabot
Muriel Chabot
Tim Chauvette
Colette M. Clickman

Sarah Cochran
Susanne Conlon
Lori Cooner
Wilfred Corey
Michel E. Couret
Sandy Dahri
Robert Daniels
Elaine Davis
Al Desjardins
Armand Desrosiers
Jeffrey Doiron
Terrence Donnelly
Eleanor Duffy
Dorothy Duhaime
Jennifer Elder
Joseph T. Emmons
Meghan G. Fahey
James Farrell
Larry J. Gammon
Maryalyce Geist-Kiley
Autumn G. Getman
Elvira Gonzalez
Keith Goodspeed
David P. Goodwin
Dorothy Goodwin
Warren C. Gordon
Edward M. Hager
Kelly M. Haney
Joan E. Hardy

Katharine M. Haselton
William E. Heitz
Jodie Hittle
Timothy Huyck
Edward Isabelle
Raymond Johonnet
Krisp Kataxinos
Renee Keating
Raymond G. Kohler
Kathy Koutroubas
Ted Krol
Lucas Kump
Doris B. Labbe
John Lachance
Conrad E. Lafond
Jeanne Lamontagne
Michael C. Lang
Santos Lara
Gertrude Lavalliere
Evan J. Leahy
David Leavitt
Micheline Leduc
Moses Lennon
David Letarte
Lori M. Levesque
Jessica Lothridge
Andrew MacWilliam
Craig Madsen
Corinna Marr

Nathaniel Marr
Zoeanne Martel
Jack McKay
Kimberly McMahon
Barbara Meedzan
B. L. Merrill
Dakota J. Messer
Carlton Messinger
John Messinger
Kaitlyn Millette
Robert W. Moore
Francis Monahan
Patrick Nealon
Sandra C. Newbold
Frederick J. Nialez
Robert Nowak
Joseph T. O'Sullivan
Tracey Pelton
Florence Perretta
Barbara Phelps
Fred Phinney
Evelyn G. Pilotte
Renee & Dan Plummer
Denise A. Poulos
Elaine Powers
Timothy Prescott
Richard Rawlings
Travis Reyes
Dean Ridlon
Dianne Roberts and Steven Drake
Priscilla Robinson
Regina Rodrique
Keith Rogerson
Vincent Rosa
Alex E. Sidel
Michael Salter
Bob Schiferle
Brittanie Schwab
Matthew E. Sherman
Ann M. Smith
Britany Smith
Stephen A. Smith
Clement D. Stefanilo
Jimmy Stellos
Bob Tamburri
Marylynn J. Tilton
Priya Tonseker
Charles Trainor
Dorothy B. Tuttle
Steve Undercofler
Maurice Vaillancourt
Robert G. Walker
Michael T. Walsh
Sandra Wilson
Barton Witham



Legacy Society

We thank the following individuals for their support as Legacy Society members. This group of dedicated friends have included Easterseals NH in their estate plans. To learn about joining the Legacy Society, contact Senior Vice President of Major Gifts & Planned Giving, Courtney Smith, at 603.621.3456 or casmith@eastersealsnh.org.

Anonymous (9)
Dennis & Linda Beaulieu
Dick & Donna Beaulieu
Pat Bernard
The Late Alexander Bosse
The David Boudreau Family
Ellie & David Cochran & Family
Bradford E. & Kathleen D. Cook
Betty Cote
Andre & Diane Demers
Jamie Fahey
The Galeucia Family
Ben Gamache

Larry J. Gammon
Lucy Gobin
Charles & Jaye Goodwin & Family
Christine Gordon
Shirley Gordon
Robert & Beverly Grappone
Nancy & Charles Hildreth
Nancy Kane
Howard Keegan
Chris & Kathy Kittle
William Klessens
Denise M. Krol
Elaine Lauterborn

Dick & Lorraine Lavalliere
Bob & Dawne Litterst
L'Dor V'Dor Family Fund
Gloria MacVane
Cynthia Makris
John & Beverly Marino
Ron & Cathy Burnham Martin
Albert and Alice McCann
John C. Miles, LLD
Joseph L. Mroz, Jr.
Tim & Eileen Murray
Tracey & Eric Pelton
Robert & Rose Marie Phillips

Renee & Dan Plummer
Michael Reed
Michael & Judith Salter
Bill & Linda Sirak
Courtney Smith
Bette Sotiriou
Christine Sweeney, Ph.D.
Elin Treanor
James & Lynda Truncellito
Raymond Truncellito
Karen & David Van Der Beken
Eugene & Veronica Van Loan III
Grace Yebba

Estate Gifts 1989-2020

Evelyn Arell - 2007
Irma Aust - 2014
Marguerite Aust - 2014
Hilda Bedard - 1991
Everett & Carolyn Bennett - 2018
Robert Burroughs - 1994
Josephine Betley - 2004
Helen Brown - 2000
Adolia P. Burns - 2013
Lyle Clough - 2000
Blanche Connor - 2001
Alexandra Davis - 2018
Adelaide Dodge - 1990
Elinor Dodge - 1996
Robert & Helene Drapeau - 2018
Harvy Dupuis - 1992

Louise Dustin - 1997
Frances Finn - 2009
Henry Fuller - 2001
Alice Gadbois - 1996
Isabelle Gadbois - 1994
Priscilla Gienty - 2005
Scott Greer - 1993
John & Mary Harko - 1997
George & Florence Hyde - 1992
Elizabeth Hoyt - 2009
Roger Jacques - 2011
Joseph Jean - 2015
Ruth Jones - 1997
Irma LeBel - 1992
Josephine Macek - 2015
Genevieve Miller - 2001

Eva Montembeault - 2019
Katherine Morse - 2003
Helene Mrozek - 2008
Mary C. Murphy - 2020
Daniel Nicholas - 2010
Donna Ouellette - 2019
Ronald Peavey - 2020
Andrew Polychroni - 2015
Edith Rae - 2015
Marjory Rice - 2000
Louise Richmond - 1997
Robert Rivard - 2000
Mary Fuller Russell - 1999
Olga Senenko - 2014
Marietta Sewall - 2012
Stephen Smith - 2019

Dorothy Spanos - 2018
Anabelle Schiller - 1996
Irma Stott - 1991
Margaret Sweeney - 2012
Ann Tebbetts - 2003
Eleanor Tilton - 1998
Elizabeth & Frank Touhy - 2006
Tessie Tsamatsulis - 1989
Olivette Turcotte - 1991
Allen Twombly - 1994
Marion Uskaraitis - 2016
Margaret Vanderveer - 1993
Adelaide Walker - 2009
Elsie Wheeler - 1989
Ida Wood - 1991

Lifetime Giving Society

We are grateful to the following individuals whose lifetime cumulative charitable giving has reached the following levels of support:

Chairman's Circle

\$1,000,000+ Level Donors

The late Mr. & Mrs. Robert B. Jolicoeur - 1995

Leadership Circle

\$500,000+ Level Donors

Dennis & Linda Beaulieu - 2018
The Galeucia Family - 2006
Ben Gamache - 2009
Robert & Beverly Grappone - 2017
Cynthia Makris - 2018
The late Eva M. Montembeault - 2019
Mark & Sally Stebbins - 2017

1936 Circle

\$250,000+ Level Donors

Larry J. Gammon - 2015
Bob & Dawne Litterst - 2016
Michael & Judith Salter - 2013

Edgar Allen Founder's Circle

\$100,000+ Level Donors

Matthew & Chastity Boucher - 2018
Frank Buhl - 2020
Dorothy Byrne - 2018
Steve & Elaine Cormier - 2000
Betty Cote - 2008
Kevin & Debbie Duffy - 2019
Charles & Jaye Goodwin - 2016
The Labrie Family - 2019
Dick & Lorraine Lavalliere - 2016
James McClellan - 2014

K. Brian & Linda McLaughlin - 2016
Timothy & Eileen Murray - 2007
Renee & Daniel Plummer - 2018
Richard & Marsha Rawlings - 2018
Alex Ray - 2014
The late Stephen A. Smith - 2017
John & Gladys Sullivan, Jr. - 2019
Thomas & Dede Sullivan - 2016
Tom & Diane Tessier (Nashua) - 2014
Elin Treanor - 2014



Board of Directors

We gratefully acknowledge the hard work accomplished by our Board of Directors. This dedicated group of volunteers willingly gives their time, talent and treasure to help ensure the success of Easterseals NH.



Chairman
Matthew Boucher
Airmar Technology Corp.



Past Chairman
Andrew MacWilliam
PricewaterhouseCoopers LLP



Vice Chairman
Charles S. Goodwin
Cogswell Benevolent Trust



Vice Chairman
Tom Sullivan
Sullivan Construction, Inc.



Treasurer
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Southern New Hampshire University



Assistant Treasurer
Charles Panasis
Brady Sullivan Properties



Secretary
Mary Flowers
Flowers Communications



**General Counsel and
Assistant Secretary**
Bradford Cook
Sheehan Phinney

Members

*For Fiscal Year 2020
(Sept. 1, 2019 - Aug. 31, 2020)*

Greg Baxter

Elliot Health System

Dennis Beaulieu

White Mountain Insurance
Group, Retired

Jim Bee

Morgan Stanley

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Colwen Management Inc., Retired

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IBM, Retired

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Elizabeth Lamontagne

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Merrill Lynch

Tracey Pelton

PROCON, Inc.

Richard Rawlings

Northwestern Mutual, Retired

Linda Roth

FedPoint

Mark Sandler

Eversource Energy

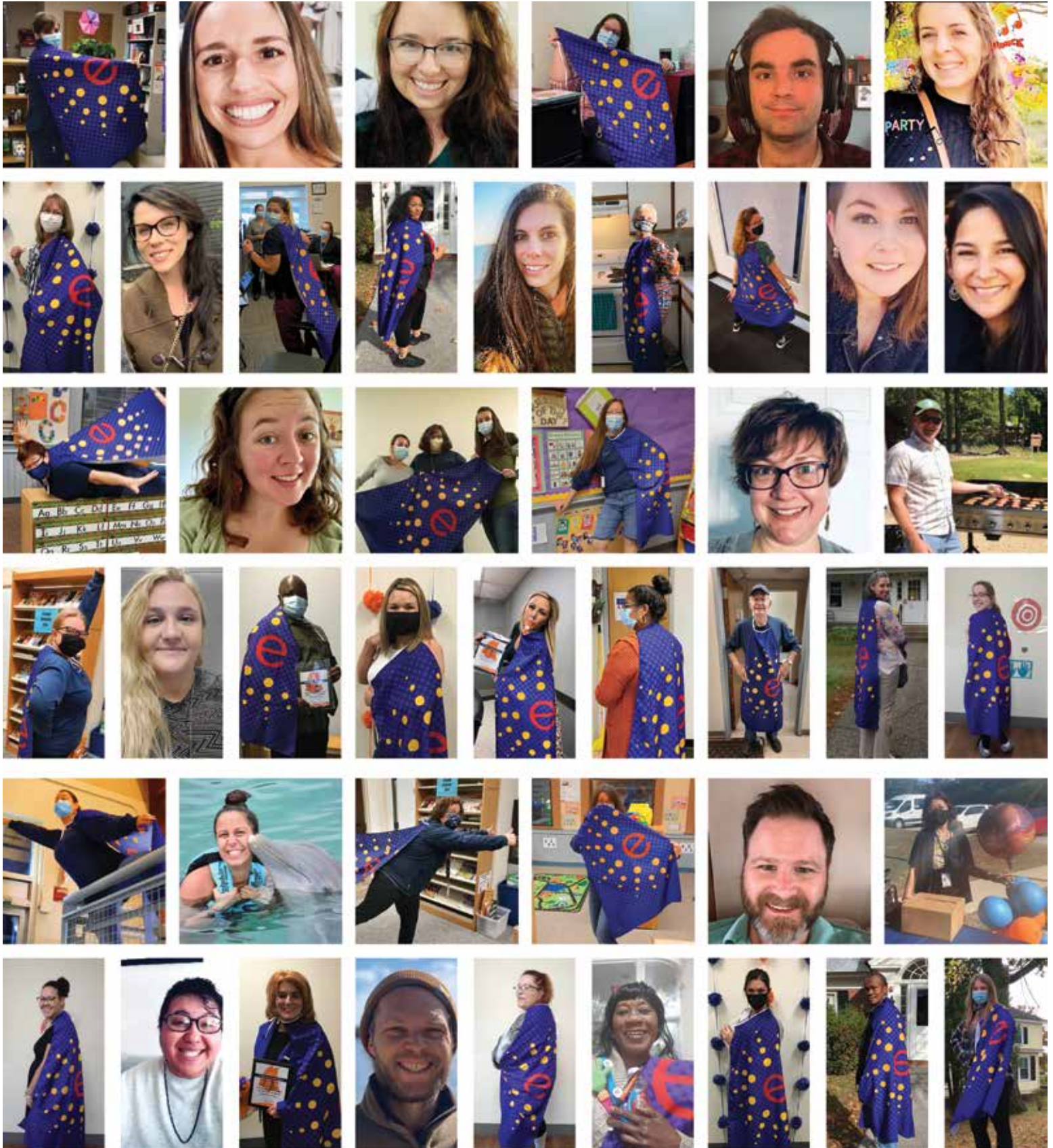
Rob Wieczorek

Wieczorek Insurance

Christine Williams

Granite State College

Caring is our **SUPERPOWER!**



Easterseals New Hampshire

John A. Samenfeld Center
555 Auburn Street | Manchester NH 03103
603.623.8863
easterseals.com/nh

