



 **HNH**  
**FOUNDATION**  
Healthy Kids. Healthy Places.

**2017** Annual Report

Our mission is to improve the health and wellness of New Hampshire's population, with a focus on its most vulnerable children.



## Our History

The HNH Foundation was formed as the result of the purchase of Matthew Thornton Health Plan by Blue Cross/Blue Shield of New Hampshire. The Foundation, incorporated in October of 1997, is organized and operates exclusively for charitable purposes.

## Our Values

The health and well-being of all vulnerable children and their families are our priority.

The Foundation supports innovation with its inherent risk, as well as evidence-based and best-practice models which facilitate systemic change resulting in measurable, long-term results.

Though the Foundation values its independence as a decision-maker, it believes that the greatest potential to effectuate systemic change is through collaboration and constructive engagement with stakeholders at the local, regional, state and national levels.

The Foundation conducts its business in an environment of respect for diversity and awareness of the importance of public involvement in order to be accountable to the needs of the community.

The Foundation conducts its business in a manner that is financially responsible and that preserves the founding endowment while balancing the need to fulfill its mission.

We value our ability to act quickly and be flexible enough to accommodate changing needs when they are within the scope of our mission and goals.

## Marking a Twenty-year Commitment to Coverage

Our legacy began with the Children's Health Insurance Program and spans to the Affordable Care Act.

The HNH Foundation was formed and capitalized twenty years ago as a result of the acquisition of the nonprofit Matthew Thornton Health Plan by Blue Cross Blue Shield of New Hampshire. Our initial endowment was \$22 million. It has grown to \$27 million today.

However, our mission is not to build our endowment. We invest in organizations that work with us to further our mission, improving the health and well being of children throughout the state. We make grants of approximately \$750,000 per year to advance this work.

From our inception, the board and staff of the foundation have held the belief that vulnerable children should have the opportunity to thrive and grow to their full potential. Over the last twenty years, our commitment to health coverage, particularly for children, has proven to be a legacy issue for the HNH Foundation and has been central to our mission.

Our first major investment as a new foundation was the contribution of \$350,000 to the State of New Hampshire to leverage a significant federal match establishing the Children's Health Insurance Program. Because this program was a huge success from the beginning, the legislature agreed to fund the State match itself. This enabled us to transition to funding organizations engaged in important work to expand health insurance coverage — whether it be enrollment, or general operating support, or advocacy to sustain those efforts.

Once the Affordable Care Act was established, we expanded our support to other types of coverage work — for example, mapping where there was high need for assisters and navigators to help people get enrolled in the new health insurance program. By 2016 however, with the ACA solidly in place, we thought that our investment in coverage would decrease dramatically. But in the wake of the last election, we discovered we needed to step forward again.

In our twentieth year of operation, our board unanimously agreed to fund a \$96,000 emergency grant to support the 2017 Affordable Care Act enrollment effort. This was crucial because New Hampshire had lost 90% of the funding it had previously used to help people enroll.

Over the years, our health insurance coverage work has been primarily focused on children, but our experience and national research shows that if parents are covered, it's likely that their children will be covered as well.

By late 2017, nearly 50,000 New Hampshire residents obtained health insurance coverage through the ACA Marketplace. Our investment was a critical component toward this success. This means that not only will more children be healthy, but also that more parents will have access to health care. Healthy parents are better able to take care of their children.

As we pass this important 20-year milestone, we would like to acknowledge the expertise of our board members, who over the years have kept the health and well being of children first and foremost the focus of our mission.

We hope you will join us in paying tribute to them. Their efforts, their volunteerism, and the time, talent and energy they have put forth has driven our commitment to be a leading funder and partner for children's health in our state.

As we plan for our next twenty years, we are looking at our portfolio of work and how we can make a deeper impact. We will continue to support innovation that leads to positive systemic change and will continue to engage with our partners and stakeholders to make children's lives better.

Respectfully,

  
Kathleen Crompton, Board Chair

  
Gail Garceau, President

# Grants

In 2017, the HNH Foundation distributed \$807,427, with new one-year awards totaling \$360,160. This benefitted 14 health-related initiatives and projects at non-profit and community organizations across the state. Since 1997, the HNH Foundation has invested over \$13M into New Hampshire communities.

## Grantee

## Award Purpose

Grantee	Award Purpose
<b>Prevent and Reduce Childhood Trauma \$64,782</b>	
<b>Antioch University New England</b> Award: \$25,844 Area Served: Manchester	To train first responders, social service and mental health providers in trauma informed skills.
<b>NH Coalition Against Domestic and Sexual Violence</b> Award: \$29,358 Area Served: Statewide	To provide trauma informed training for more than 200 direct service providers, police, and sexual assault nurse examiners.
<b>Turning Points Network</b> Award: \$13,000 Area Served: Sullivan County	To conduct a needs assessment to inform new onsite services for children experiencing trauma as a result of witnessing domestic violence.
<b>Prevent Childhood Obesity \$10,000</b>	
<b>Central NH Planning Commission</b> Award: \$10,000 Area Served: Hillsboro	To produce a plan for the Town of Hillsboro to improve access to play for young children up to age 5 and their families.
<b>Food Insecurity \$143,767</b>	
<b>Hunger Free Vermont</b> Award: \$12,000 Area Served: Upper Valley	To develop the Hunger Council of the Upper Valley to reduce the incidence of hunger and food insecurity for children, families, and individuals in the region.
<b>Merrimack County Conservation District</b> Award: \$6,000 Area Served: Concord	To support ongoing assistance to refugee and New American women in the establishment of an International Farmers' Market.
<b>The Organization for Refugee and Immigrant Success</b> Award: \$29,029 Area Served: Greater Manchester, Concord	To expand educational programming about the uses, preparation, availability and health benefits of fresh produce items at farmers' markets, CSAs and other venues.
<b>Fair Food Network</b> Award: \$50,000 Area Served: Goffstown, Allentown, Laconia, Berlin	To pilot a Double Up SNAP incentive effort in retail grocers.
<b>Nashua Soup Kitchen and Shelter</b> Award: \$30,000 Area Served: 4 census tracts in Nashua	To plan, coordinate resources, and implement a course of action to bring access to fresh, healthy food to four target neighborhoods.
<b>Cheshire County Conservation District</b> Award: \$17,380 Area Served: Winchester	To establish, market and distribute locally produced fruits and vegetables for residents/families at a low income housing site.
<b>Oral Health \$28,971</b>	
<b>University of NH, Institute for Health Policy and Practice</b> Award: \$28,971 Area Served: Upper Valley	To establish a pediatric and family practice learning collaborative for oral health prevention for young children.
<b>Health and Dental Insurance Coverage \$96,782</b>	
<b>ProgressNow Education</b> Award: \$96,728 Area Served: Statewide	For ACA outreach and enrollment efforts.
<b>Other \$11,850</b>	
<b>Health Strategies of New Hampshire</b> Award: \$10,000 Area Served: Statewide	To prepare a study and report of communities that benefit from increased investment in evidence based home visiting, quality child care and child care subsidy.
<b>Bearcamp Valley School</b> Award: \$1,850 Area Served: Tamworth	To purchase a commercial refrigerator.

## HNH Investment Policy

The HNH Foundation's investment policy states that our portfolio be managed to maximize its total rate of return over the long term. Our spending or grant-making policy is 5% of assets annually, based on the previous twelve-quarter moving average of the total portfolio.

The HNH Foundation is proud to invest its portfolio as we invest in the community. Given the foundation's mission, our investment manager is directed to avoid investing in companies primarily doing business in tobacco, alcohol, fast food, sugary and caffeinated drinks or processed foods.

### STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016

	2017	2016
UNRESTRICTED REVENUES AND GAINS	(in thousands)	
Interest and dividend income	\$526	\$505
Net realized and unrealized gains	2,788	736
Other revenue	1	-
<b>Total unrestricted revenues and gains</b>	<b>3,315</b>	<b>1,241</b>
EXPENSES		
Grants made	696	929
Salaries and benefits	284	309
Professional and legal fees	139	145
Other expenses	168	136
<b>Total expenses</b>	<b>1,287</b>	<b>1,519</b>
CHANGE IN UNRESTRICTED NET ASSETS BEFORE OTHER CHANGES	2,028	(278)
OTHER CHANGES IN UNRESTRICTED NET ASSETS		
Grants awarded in prior period, unused and unpaid	37	94
Grants awarded in prior period, unused and returned	-	42
CHANGE IN UNRESTRICTED NET ASSETS	2,065	(142)
TEMPORARILY RESTRICTED NET ASSETS		
Grant revenue	10	-
CHANGE IN TEMPORARILY RESTRICTED NET ASSETS	10	-
INCREASE (DECREASE) IN NET ASSETS	2,075	(142)
NET ASSETS, BEGINNING OF YEAR	24,371	24,513
NET ASSETS, END OF YEAR	\$26,446	\$24,371

### STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2017 AND 2016

	2017	2016
ASSETS		
Cash and investments	\$26,805	\$24,878
Other assets	72	71
<b>Total assets</b>	<b>\$26,877</b>	<b>\$24,949</b>
LIABILITIES AND NET ASSETS		
Payables and other accrued expenses	\$57	\$521
Grants payable, net of present value discount	374	57
Net assets	26,446	24,371
<b>Total liabilities and net assets</b>	<b>\$26,877</b>	<b>\$24,949</b>

## Leadership

Our board has always been the visionary force behind the HNH Foundation. Beginning in the late 1990s, the board has provided skilled and thoughtful leadership, and helped to make the HNH Foundation New Hampshire's leading funder for children's health.

### Officers

**Kathleen Crompton, Chair**  
Director of Strategic Initiatives  
Community Action Partnership  
of Strafford County  
Resident of Newfields, NH

**Thomas A. Clairmont, Vice Chair**  
Resident of Belmont, NH

**Pamela Brown, Treasurer**  
President, Brown  
Performance Group  
Resident of Moultonboro, NH

**Steven Paris, MD, Secretary**  
Regional Medical Director,  
Community Group Practices  
Dartmouth Hitchcock  
Resident of Bedford, NH

### Directors

**Alisa Druzba**  
Section Administrator, NH DHHS  
Rural Health & Primary Care  
Resident of Concord, NH

**Mel Gosselin**  
CEO, Girls at Work  
Resident of Manchester, NH

**Lisa Kaplan Howe**  
Senior Advisor,  
Public Consulting Group  
Resident of Manchester, NH

**John Hunt**  
NH House of Representatives  
Resident of Rindge, NH

**Kathleen Mongan Thies, RN, PhD**  
Consultant - Health and Health Care  
Resident of Bedford, NH

**Randi Tillman, DMD**  
Dental Director  
Northeast Delta Dental  
Resident of Manchester, NH

**Elaine VanDyke**  
Consultant - Nutrition  
Resident of Kingston, NH

**Barbara Wauchope, PhD**  
Former Director of the UNH  
Carsey School of Public Policy  
Evaluation Program  
Resident of Lee, NH

### Staff

**Gail Garceau**  
*President*

**Patti Baum**  
*Program Director*

**Leslie Craigen**  
*Finance/Administration Manager*



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