



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2018

Organization's Name: Richie McFarland Children's Center **Year Founded:** 1971
Address: 11 Sandy Point Road, Stratham, NH 03885
Executive Director/ Board Chair: Peggy Small-Porter **Tax ID Number:** 02-0302005
Applicant Contact: Peggy Small-Porter
Email Address: psmallporter@richiemcfarland.org **Phone:** 778-8193

Organization's Mission Statement: This mission of the Richie McFarland Children's Center (RMCC) is to help young children reach their full developmental potential and to support their families through that process. We provide developmental and therapeutic services for children, support and education to their families and guidance in accessing community and health resources.

Statement of Grant Purpose; e.g. This grant will be used...: to provide direct early intervention services for children in partnership with their parents and other caregivers in order to achieve the following: (1) improve children's developmental skills; (2) expand families' understanding of their children's unique developmental strengths and areas of need; (3) support families in their use of education and therapeutic strategies; (4) strengthen families' support systems through service coordination and guidance; and (5) help parents work collaboratively with child care, school personnel and other caretakers.

% of overall services that goes to Exeter residents: 12%

of Exeter residents served: 34

List all geographic area(s) served by organization: 24 Towns in Rockingham Cty

Brief Detailed description of how the money will be specifically utilized for Exeter residents:

We rely on social service funding from each of the 24 towns in our catchment area to support direct therapy and special education services to children and their families. With limited support from the state (about half of our operating budget), lower return on insurance billings, and more competition for grant funding, we are able to provide more comprehensive services to children due to the funding from the Town of Exeter and the other towns in our catchment area.

Amount received from the Town of Exeter (by year) for the last 3 (three) years:

2015 - 11,100.00 2016 - 9,900.00 2017 - 10,000.00

Organization's total projected budget for FY 2018: \$ 1,044,996.00 **Amount Requested:** \$ 10,200.00

Additional Information Required:

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
 - Organization's overview
 - Program's impact on Exeter residents
 - Program changes and/ or highlights from the past year

- Complete financial statements (Please note: the organization's 990 may be requested)
 - Operating budget
 - Balance sheet

- Board of Directors List

- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on July 24, 2017 (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature: Peggy Small-Portz Date: _____

Submit no later than September 8, 2017:

Town of Exeter
Town Manager
10 Front Street
Exeter, NH 03833

The Richie McFarland Children's Center

www.richiemcfarland.org

Organization Overview

Our Mission: The mission of the Richie McFarland Children's Center (RMCC) is to help young children reach their full developmental potential and to support their families through that process. We provide developmental and therapeutic services for children, offer support and education to their families and provide guidance in accessing community and health resources.

Our Vision: We envision a community in which all children enter school ready to learn, in which their families feel competent in supporting their children's growth and development, and feel confident in their role as advocates for their children.

Our Core Programs & Services:

- ★ Family-Centered Early Supports & Services (ESS): State-mandated early intervention home visiting program for children ages birth to three who meet specific criteria (33% developmental delay or disability). Services provided include speech therapy, occupational therapy, physical therapy, social work/family counseling and early childhood education/special education. Service coordination and family support are also provided.
- ★ Early Learning Groups: Inclusive therapeutic *pre*-preschool program for children age 2 to 4 held at our Stratham site or another community setting.
- ★ Pediatric Therapies: Therapy services for children ages birth to six who do not meet the criteria for state-mandated programs such as ESS or preschool special education.
- ★ Community Outreach Program: Educational sessions to support parents and other caregivers in learning about child development, expected milestones and where to go for help if there are any questions or concerns. We partner with local libraries, hospital-based parenting groups, child care centers and other organizations that serve young children and their families.

Program's Impact on Exeter Residents

The Research: Decades of research show that a child's earliest experiences play a critical role in their brain development. The Center on the Developing Child at Harvard University has found that high quality early intervention services for children with delays or disabilities can in fact change a child's developmental trajectory. Neural circuits, which create the foundation for learning, behavior, and health, are most flexible, or "plastic," during the first three years of life.

The Value of Your Investment: Early intervention is more effective and less costly when it is provided earlier in life rather than later. Families benefit from early intervention by being able to better meet their children's special needs from an early age and throughout their lives. Studies show that for every dollar spent on early intervention services, there is a savings of anywhere from \$1.80 to \$17.07 dollars in services needed to educate a child. It just makes sense to start early and provide services to children regardless of their level of delay or their families ability to pay. For these reasons and more, the Richie McFarland Children's Center (RMCC) is passionate about helping young children and their families.

Cited References:

- Children who participate in early intervention programs prior to kindergarten are more likely to graduate from high school, hold a job, live independently and avoid teen pregnancy or delinquency....and also will save society \$30,000 to \$100,000 per child. - *American Academy of Pediatrics*
- For every dollar spent on early intervention services, school systems will later save anywhere from \$4 to \$7 in special education costs. - *Educational Resource and Information Center*
- Well-designed early childhood interventions have been found to generate a return to society ranging from \$1.80 to \$17.07 for each dollar spent on the program. - *The Rand Corporation (2005)*
- Overall, every dollar invested in a preschool program returned \$7.14 in individual, educational, social welfare and socioeconomic benefits. Every dollar invested also generated \$3.85 to the general public through government and crime-victim savings. - *Reynolds et al 2002 (From Neurons to Neighborhoods)*

Program Highlights

Rationale for Request: Our request is based on \$300 to support each child we serve in all 24 towns in our catchment area. This amount represents 5% of the annual cost of weekly home-based therapies for one child and his or her family. We rely on the towns to provide approximately 6% of our total agency funding. Other revenue sources include state and federal funding, insurance payments (when permission to access the benefit is granted and the services are not in the list of policy exclusions), Medicaid reimbursement, fundraising events conducted by a volunteer board of directors, grants (as available) and private donations.

Program Stability and Philosophy: RMCC has served children and families living in the greater seacoast for over 46 years. Our reputation for providing high quality, evidence-based early intervention services is strong. We believe our clinical excellence and our commitment to delivering these services in a family-centered way are the two most important strategies we employ for success. We offer developmental and therapeutic services for the child and provide support and education for the entire family. Our educators and clinicians create a comprehensive team addressing the unique needs of each child and family to ensure positive outcomes for all involved.

Last Year's Accomplishments: The annual state and federal program audits find that we meet compliance indicators 100% of the time. Annual family outcome surveys conducted by the state reveal that satisfaction is high with 92.40% of families reporting that we far exceed expectations. In analyzing child outcomes, 91.30% of children served exceeded expected growth in developing social relationships, early literacy skills, and learning and problem solving abilities. Our annual financial audits find that we conduct business in compliance with sound financial practices and proper internal controls. And we hope you will consider our 46-year history as an organization serving the residents of the Exeter and the greater seacoast area. We have been awarded Nonprofit Business of the Year by the Exeter Area Chamber of Commerce in 2004, 2009 and again in August of 2016.

Richie McFarland Children's Center	2017-2018 Budget
Ordinary Income/Expense	
Income	
4100 · Insurance Revenue	
4110 · ESS Revenue	412,500.00
4120 · Non-ESS	15,000.00
4140 · Disallowed Insurance Revenue	(234,750.00)
Total 4100 · Insurance Revenue	192,750.00
4200 · Contracts Revenue	
4210 · CDS	531,038.00
4230 · Autism	10,000.00
4231 · Hearing & Vison Contracts	31,250.00
Total 4200 · Contracts Revenue	572,288.00
4300 · Fundraising Revenue	
4310 · Events	101,500.00
4320 · Unrestricted Solicitation	40,000.00
4330 · Unrestricted Grants	70,000.00
Total 4300 · Fundraising Revenue	211,500.00
4400 · Programs Revenue	
4410 · Fees (Group)	4,000.00
4420 · Restricted Solicitation	35,000.00
Total 4400 · Programs Revenue	39,000.00
4500 · Community Revenues	
4510 · Professional Fees	1,000.00
4530 · Unsolicited Contributions	25,000.00
Total 4500 · Community Revenues	26,000.00
Total Income	1,041,538.00
Gross Profit	1,041,538.00
Expense	
5100 · Employee Costs	
5110 · Salaries & Wages	648,546.51
5111 · Overtime Expense	1,000.00
5145 · Transportation	37,000.00
? Cell Phone Usage Reimbursement	2,400.00
Total 5100 · Employee Costs	688,946.51
5200 · Employee Benefits	
5135 · Payroll Tax Expense	51,883.72
5210 · Retirement Expense	7,501.35
5220 · Health Insurance	49,511.58
5230 · Dental Insurance	5,547.72
5240 · Life/LTD/AD&D Insurance	3,999.84
Total 5200 · Employee Benefits	118,444.21

Richie McFarland Children's Center

2017-2018 Budget

5300 · Professional Fees	
5310 · Speech Therapist	15,000.00
5312 · Occupational Therapist	2,500.00
5315 · Physical Therapist	20,000.00
5316 · Interpreter	2,500.00
5320 · Autism Protocol	10,000.00
5321 · Hearing & Vision Contracts	31,250.00
5325 · Audit	10,000.00
5330 · Administrative	1,000.00
Total 5300 · Professional Fees	92,250.00
6300 · Occupancy Costs	
6310 · Electric	3,200.00
6315 · Heat	4,500.00
6320 · Telephone/Fax	3,500.00
6325 · Internet	5,000.00
6330 · Building Repair/Maintenance	4,500.00
6335 · Computer Repair/Maintenance	12,000.00
6340 · Equipment Repair/Maintenance	1,500.00
Total 6300 · Occupancy Costs	34,200.00
6400 · Insurances	
6410 · W/C Insurance Expense	13,500.00
6410 · D&O Insurance	2,300.00
6415 · Commercial Liability Package	8,000.00
6420 · Commercial Umbrella Package	1,080.00
Total 6400 · Insurances	24,880.00
6500 · Supplies	
6510 · Building/Household	500.00
6515 · Computer	1,000.00
6520 · Office	2,000.00
6525 · Program	1,600.00
Total 6500 · Supplies	5,100.00
6600 · General Expense	
6610 · Fundraising Expense	40,000.00
6620 · Printing	5,000.00
6625 · Postage	2,500.00
6630 · Equipment Rental	4,500.00
6640 · Marketing/Advertising	5,000.00
6645 · Membership Dues	2,000.00
6650 · Licensing Fees	275.00
6655 · Staff Development	5,000.00
6660 · Journals/Publications	400.00
6670 · Discretionary Funds	3,000.00
6675 · Board Expense	5,000.00
6680 · Processing Fees	7,800.00
6685 · Bank Service Charge	700.00
Total 6600 · General Expense	81,175.00
Total Expense	1,044,995.72
Net Ordinary Income	-3,457.72

Balance Sheet

As of June 30, 2017

	<u>Jun 30, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Petty Cash	50.00
1011 · NECU Club Savings	5.00
1012 · NECU MM "Temporarily Parked"	236,307.32
1021 · Peoples - Debit card 7719	1,466.05
1030 · Peoples MM 2011Temp. Restricted	19,984.40
1035 · Peoples MM 2798 Brd Restricted	50,669.41
1040 · Peoples - Payroll 3271	26,889.11
1045 · Granite Bank - Operating Acct	156,358.81
Total Checking/Savings	<u>491,730.10</u>
Accounts Receivable	
1100 · Accounts receivable	
1110 · Insurance Receivables	40,546.50
1115 · Other Receivable	3,992.41
1120 · CDS Receivables	96,998.08
1130 · Program Grants/Fees	48,150.00
1140 · Dissallowed Insurance Revenue	-23,640.34
Total 1100 · Accounts receivable	<u>166,046.65</u>
Total Accounts Receivable	166,046.65
Other Current Assets	
1315 · Prepaid Expense	6,893.24
Total Other Current Assets	<u>6,893.24</u>
Total Current Assets	664,669.99
Fixed Assets	
1510 · Capitalized Building Costs	434,181.26
1560 · Land	25,084.00
1610 · Furniture & Equipment	60,039.26
1660 · Computers	23,791.11
1665 · Software	12,558.64
1750 · Accumulated Depreciation	-480,159.54
Total Fixed Assets	<u>75,494.73</u>
Other Assets	
1910 · NHCf-Piscataqua Division	151,969.83
Total Other Assets	<u>151,969.83</u>
TOTAL ASSETS	<u><u>892,134.55</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts payable	8,218.37
Total Accounts Payable	<u>8,218.37</u>

Balance Sheet

As of June 30, 2017

	<u>Jun 30, 17</u>
Other Current Liabilities	
2100 · Payroll Liabilities	
2105 · Wages Payable	1,320.00
2106 · Accrued Vacation	16,374.78
2110 · Federal Taxes Payable	100.98
2115 · NH SUI Payable	76.87
2130 · Health Insurance Payable	83.94
2135 · Dental Insurance Payable	-16.99
2140 · Retirement Fund Payable	8,202.96
2155 · Section 125 Medical Payable	-630.32
2156 · Dep. Care FSA payable	630.00
	<hr/>
Total 2100 · Payroll Liabilities	26,142.22
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Total Other Current Liabilities	26,142.22
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Total Current Liabilities	34,360.59
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Total Liabilities	34,360.59
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Equity	
3310 · Operating Unrestricted	594,521.51
3320 · Board Designated Unrestricted	4,500.00
3350 · Temporarily Restricted Assets	155,337.73
Net Income	103,414.72
	<hr/>
Total Equity	857,773.96
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TOTAL LIABILITIES & EQUITY	892,134.55
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RMCC Board of Directors
Fiscal Year 2017 - 2018

OFFICERS: President: Kimberly Memmesheimer

Vice-President: Emily Hammond

Treasurer: George Toscano, Jr.

Secretary: Beverly Hodsdon

Member-at-Large: Brenda Plante

1st year	Name	Committee	Home Address	Bus. Phone	Home Phone	Fax	Company	E-mail
	Term expires 6/18							
2012	Emily Hammond	Governance Committee Executive Committee	154 Cooper Hill Rd, Nottingham, NH 03290	W: 778-3484 C: 502-7892	942-5443	778-3102	Lindt & Sprungli (USA), Inc.	ehammond@lindt.com ehewing@comcast.net
2012	Kimberly J.H. (Kim) Memmesheimer	Executive Committee; Audit & Finance Committee	20 Allen's Avenue, Lee, NH 03861-6531	W: 436-0666 C: 502-1342	292-5270	431-0879	Hoefle, Phoenix, Gormley, & Roberts, P.A.	kmemmesheimer@comcast.net
2013	George J. Toscano, Jr.	Audit & Finance Committee; Executive Committee	13 Huckleberry Lane, Hampton, NH 03842	W: 978-688-2880 C: 978-502-8429	926-6936	978-688-2759	Ardito, Toscano, & McCollum, PC	gtoscano@atm-cpa.com berrylane1941@comcast.net
2014	Beverly A. Hodsdon	Marketing Committee; Executive Committee; Events Committee	19 Meadowood Drive, Exeter, NH 03833	HO: 772-4523 C: 531-3894	772-4523		Joyce Design Solutions, LLC	beverly@joycedesignsolutions.com
2016	James S. Fishbein	Governance Committee	41 Windsor Green Road, Greenland, NH 03840	W: 436-9908 C: 591-6106	431-0049	436-1354	James S. Fishbein, DDS	jfishbeindds@comcast.net
2016	Brenda R. Plante	Governance Committee Executive Committee	493 Ocean Blvd, Unit #4 Hampton, NH 03842	C: 603-682-2606	603-601-2293		Self-Employed	Brenda.plante@dhhs.state.nh.us
2016	Marty Wool	Audit & Finance Committee	188R Winnicut Road, Stratham, NH 03885	C: 603- 944-1340	N/A		Retired	mwool1942@gmail.com
	Term expires 6/19							
2017	Paul Deranian	Events Committee	78 D Linden Street, Exeter, NH 03883	C: 603-686-0968	H: 603-682-1810		Exeter Hospital	pderanian@gmail.com pderanian@ehr.org
2017	Laura Eldridge	Events Committee	242 Academy Road, Pembroke, NH 03275	C: 603-738-3159	H: 603-485-7047	603-268-7569	Cigna	Laura.Eldridge@cigna.com eldridge242@comcast.net
2017	Jim Freiburger	Governance Committee	24 String Bridge S-8, Exeter, NH 03833	C: 603-540-0643	H: 603-418-7995		Retired, SNHU	jmfreiburger@hotmail.com
2017	Bonnie Staniewicz	Events Committee	12 Perkins Circle, Barrington, NH	C: 603-334-7332	N/A		Waddell & Reed	bonnie47297@wradvisors.com manypaws@metrocast.net
	Administrative Team							
2011	Julie Redlon Business Manager	Audit & Finance	35 Holmgren Road, Stratham, NH 03885	W: 778-8193 D: 658-6245	772-0627	778-0388	RMCC	jredlon@richiemcfarland.org
1992	Patty Small Program Records Manager	Technology Task Force	1201 Piscassic Street, Newmarket, NH 03857	W: 778-8193 D: 658-6234	659-5299	778-0388	RMCC	psmall@richiemcfarland.org
1984	Peggy Small-Porter Executive Director	Executive; Governance; Marketing; Technology Task Force	28 Beech Street, Newmarket, NH 03857	W: 778-8193 658-6242 770-0749	D: 659-5970 C:	778-0388	RMCC	psmallporter@richiemcfarland.org smallporter@yahoo.com

Richie McFarland Children's Center Annual Report

July 2015-June 2016





2015-2016 BOARD OF DIRECTORS

OFFICERS

President

Bonnie Staniewicz, CFP®, CDFA
Waddell & Reed

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Kimberly Memmesheimer
Hoefle, Phoenix, Gormley, &
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Clinical Psychologist

Amy Ferris
Self-Employed

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Jeffrey Fox
USI Insurance Services LLC

Everett Lamm, MD
Core Physicians

Rick H. Taylor
Lindt & Sprüngli (USA), Inc.

Sally Wool, LMHC, M.L.A.D.C.
Greenleaf Woods Counseling



Leadership REPORT

"Alone we can do so little, together we can do so much." This simple truth, spoken by Helen Keller, brings clarity and meaning to the focus of our efforts at the Richie McFarland Children's Center this past year. Identifying and meeting the needs of the hundreds of children that pass through our doors is truly a team effort. Our work is one part of a larger puzzle; each piece critical in the successful development of the children in our community faced with unique developmental and social-emotional needs.

To that end, RMCC has helped lead a broad team of stakeholders from other child service agencies across the state to share research, articulate priorities, consolidate efforts and partner in what has been our strongest push yet in advocating for the children and families we serve. Marketing and outreach of RMCC's services and the maintenance of our financial stability also remain critical in our work.

We continue to face a decline in insurance revenue for services provided to children in our care. This, combined with state and federal funding remaining stagnant since 2008, presents a very real and significant challenge in meeting the needs of our children; needs that are increasingly complex and requiring more intensive services. Our Board and staff remain resolute in fundraising efforts to work toward closing this gap the best we can. Year in and year out, we remain dependent on and sincerely grateful for the financial support we receive from the larger community. Even in this difficult economic environment, we are proud to say the staff at RMCC continues to provide the highest quality service to our children and their families.

Forty-five years after first opening our doors, RMCC's spirit and dedication to the children in our community remains as true and heartfelt as day one.

We enjoyed much success this past year, the most notable being the celebration of RMCC's forty-fifth anniversary and the opportunity to recognize and honor the three founding mothers. As always, however, our greatest measure of success is seen in the smiles of our children, their laughter that rings through the hallways and that moment one of our parents breathes a sigh of relief upon realizing RMCC is here to support and guide them in leading their child on a road to success. We look forward to the year ahead and ask that you continue to team with us as we build a stronger, healthier community.

With sincere gratitude,
Bonnie and Peggy



Bonnie Staniewicz
CFP®, CDFA
President
Board of Directors



Peggy Small-Porter
Executive Director

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Preparing for Preschool: Phoebe's Story

Imagine a preschool classroom. Bright walls are decorated with cheerful paper flowers and friendly, colorful frogs. A giant round mat marks the location for a song-filled circle time. A small-scale table, surrounded by pint-sized wooden chairs, is the perfect place for art projects and snack time. Along the walls, open shelves provide access for little hands to materials like pegboards, large cardboard building blocks, and plastic vehicles. Sliding glass doors reveal a fenced in playground just waiting for fresh air fun.

It's an ordinary preschool setting by any account. Except in this room, extraordinary things happen.

On the circle time mat, children learn to participate in group songs with their friends. At the table, they work on following directions and each chair provides practice for sitting still, even when energetic little bodies prefer to move about the room. Building blocks, dump trucks, and a canister filled with pegs—these are all tools that help finesse fine motor skills, cooperative play, and can distract and engage children who are separating from their parents, some for the very first time.

Welcome to the Richie McFarland Children's Center (RMCC) Early Learning Group. This is a play-based, preschool-readiness group designed to help prepare toddlers for the next phase in life beyond Early Supports and Services, the New Hampshire system for early intervention. The RMCC's Early Learning Group provides children with critical social opportunities, developmentally appropriate activities, individualized education and therapeutic support all in one. And perhaps best of all, an observation room behind a two-way mirror allows family members to observe their children and the program without actually being in the classroom.

For a parent like Mandy DeCew, this "pretend preschool" (as she described it to friends and family) is a unique



Boston Bruins great Rick Middleton shares a hug with Phoebe while visiting the Richie McFarland Children's Center.

opportunity that she wishes everyone could experience. DeCew's daughter Phoebe was born with special needs that required immediate surgery as well as weekly speech and occupational therapy sessions through RMCC. While Phoebe's older siblings got to experience constant peer socialization opportunities at daycare, her experience was different. She was

"As great of an experience as the Richie group was for Phoebe, it was invaluable to me...I got to see her progress with my own two eyes."

Mandy DeCew, parent

spending so much time with her mom that separating was becoming difficult. Phoebe's third birthday was approaching, a time when she would transition from Early Supports and Services into a preschool setting offered by her town's public school system. With all of Phoebe's separation anxiety, DeCew knew the transition would be very challenging. She needed a way to prepare her for preschool. Thankfully, an opportunity like the RMCC's Early Learning Group was available to Phoebe and her family.



Phoebe's first day of preschool.

DeCew recalls that RMCC and the Early Learning Group teacher, Miss Cathy, helped develop a plan that would ease the process for them both. She created a social story for Phoebe, a personalized picture book with photographs of the teacher, classroom, and schedule that DeCew could review with Phoebe at home. Then, for a couple sessions, DeCew actually sat in a corner of the classroom so that Phoebe could have her close by while transitioning into the new environment.

Although DeCew notes that there were still some tears when she eventually transitioned out of the room entirely, it was not long before Phoebe became more comfortable and started to open up.. And thanks to the two-way mirror in the parent observation room, DeCew was able to witness every second that she wasn't in the room herself.

After months of these weekly sessions, Phoebe turned three and transitioned to her preschool program with no tears at all. She was ready!

"As great of an experience as the Richie group was for Phoebe, it was invaluable to me," recounts DeCew. Thanks to the flexibility of the program and the parent observation room, "I got to see her progress with my own two eyes."

45th Annual Meeting Celebration



2014 Board Chair, Helen Crowe, with husband, Tom McGovern. Bonnie Staniewicz, 2015 Board Chair, seen photobombing!



Past Board Chairman and First Gentleman of New Hampshire, Tom Hassan, shares his keynote address at the celebration.



Mark and Beverly Hodsdon. Beverly is serving her 8th year as an RMCC Board member.

Thanks to our generous underwriters, Exeter Hospital and The Fuller Foundation, and the ongoing support from The David Barrows Adventure Fund at NHCF, our 45th Anniversary Celebration was held at the beautiful Portsmouth Harbor Events and Conference Center on June 27, 2016. The event's main focus was to honor our founding mothers Jane McFarland, Sue Kaplan, and Maureen Barrows. The love and support for these three women and our organization that evening was inspiring. Highlights included speeches by Past Board Chair and First Gentleman of NH Tom Hassan, RMCC Board Member Everett Lamm, MD and current Board Chair Bonnie Staniewicz. An exciting live auction with "paddle-raising" for Richie helped secure just over \$15,000 with \$4,500 of the proceeds designated to establish The Founding Mothers' Scholarship Fund. We sincerely thank all who attended; it means a lot to know **"we've got a friend in you."** Our success is built on your friendship and personal commitment to the children and families we serve.



45th Annual Celebration Committee: Amy Dillenbeck & Jane McFarland (seated); Maureen Barrows, Heather Dupont, Liz McConnell, Sue Kaplan and Bonnie Staniewicz; missing from photo is Bev Barney.



All 45th Anniversary event photos are ©2016 Natural Images by Allie

 Check out our 45th Anniversary Celebration Video at richiemcfarland.org

THE FOUNDING MOTHERS: *Building a "Beacon of Support" in 1971*

When First Gentleman and former Board member Tom Hassan spoke at our 45th Anniversary Event, he talked about the profound impact that RMCC has had on his entire family, including his son Ben. He directly addressed RMCC's three Founding Mothers in the audience - Jane McFarland, Sue Kaplan, and Maureen Barrows - and thanked them for "building a beacon for support" and "blazing a trail that has made such a great difference in so many lives."

Our journey to the present (and the facts, figures and stories presented here in this year's Annual Report) started 45 years ago in an old house owned by the Exeter Congregational Church. The Founding Mothers wanted something more for their sons and daughters; more than the isolation or institutionalization options that were available at the time for young children with disabilities. They networked at the grass-roots, neighbor-to-neighbor level, and found other parents who wanted to help start a school. After conducting toy drives, applying fresh coats of paint, scrubbing floors, and searching for the needed play equipment, the **Founding Mothers opened the new school in 1971 with 15 students, 5 of whom were "typical."**

From the beginning, the Founding Mothers' vision was to include "typical" children from the community, so that everyone could share the experience of one-on-



RMCC Founding Mothers Jane McFarland, Maureen Barrows and Sue Kaplan.

one attention and care, instead of isolating toddlers with special needs in separate classrooms.

This model of inclusion was not the norm 45 years

ago. In fact, the concept of early intervention was not yet widely recognized or understood.

RMCC's Founding Mothers were indeed trail blazers, and we honor them for their vision, hard work and perseverance. As Jane

McFarland has said, "We were, and still are, a powerful force—inspired by love of our children. And that's how and why the Center came into being."

*"We were, and still are, a powerful force—
inspired by love of our children. And that's
how and why the Center came into being."*

Jane McFarland, Founding Mother

Did you know...

When we began in 1971, inclusion was not the norm and early intervention was not yet recognized or understood. We were way ahead of the curve, because it wasn't until four years later that the Education for All Handicapped Children Act (EHA) required free and appropriate education for children with special needs from 3-21 years of age. In 1986, EHA was reauthorized and included children from 0-3 years of age. In 1990, EHA was reauthorized and renamed the "Individuals with Disabilities Education Act" or IDEA.

Friend Raising and Fundraising

24TH ANNUAL RICHIE GOLF TOURNAMENT

The Richie Golf Tourney started in 1992 and was held this year at the beautiful Wentworth By The Sea Country Club. For the first

time in tournament history, the course was completely sold out with 144 golfers! Each year this event proves to be a true blend of fund and friend raising! We are grateful to have raised \$32,000 this year.



ABOVE: Congratulations to the winning team from Lindt & Sprüngli (USA) Inc. pictured are Fred Ebbett, Mark Butenas, Bob Wilson and Kyle Nutter.

RIGHT: Jim Proulx "helping out" at our registration table. Julie Redlon and Maureen Barrows appreciated the support!



Bonnie Staniewicz, Donna Roy, Laura Eldridge, and Beth Sheehan.



Jane McFarland and Heather Dupont attending the reception at the golf tourney.

BRUINS ALUMNI GAME

The Boston Bruins Alumni vs. Team Richie benefit hockey game is going into its third year this December! Rick Middleton and the Boston Bruins Alumni take to the ice against RMCC supporters for an afternoon of impressive skating, making for an exciting game. The event proves to be a great outing for hockey fanatics and their families. In 2015, we were able to raise \$18,000 for our organization.



12TH ANNUAL SEACOAST'S ORIGINAL

TOUCH-A-TRUCK



The **Seacoast's Original Touch-A-Truck** started in 2004 and, for the past 12 years, has been a prominent event in the area for children and families to enjoy. Children are able to explore big construction equipment, trucks, limousines, emergency vehicles and many more. With more than 40 vehicle owners from the Seacoast participating in this event, it is clear RMCC has the support of our community behind our mission. In RMCC's 45th Anniversary year, \$23,000 was raised through Touch-A-Truck.



Thank you to Dan Richard of DF Richard Energy for being our primary supporter since our first Touch-A-Truck in 2004!

Did you know...

We also receive funding from the towns that we serve. Since 1985, we've been asking individual towns to include us in their annual budgets. These funds are essential to us serving children and families from those very towns. Town contributions aren't just the right thing to do, they're also the smart thing. For every \$1 spent on early intervention services, school systems will later save anywhere from \$4 to \$7 in special education costs (*Educational Resource and Information Center*)! So a big thank you to: Brentwood, Deerfield, East Kingston, Epping, Exeter, Fremont, Greenland, Hampton, Hampton Falls, Kensington, Kingston, New Castle, Newfields, Newington, Newmarket, North Hampton, Northwood, Nottingham, Portsmouth, Raymond, Rye, Seabrook, South Hampton, and Stratham for supporting RMCC!



Fun on the Roaming Railroad.

WADDELL & REED 6TH ANNUAL COMMUNITY NIGHT

Waddell & Reed Financial Services (Portsmouth) holds a Community Night event in November each year, the proceeds of which benefit local area non-profits. For the past 3 years, RMCC has been lucky to have been chosen to be the recipients of the funds raised by the evening's Live & Silent Auction. In 2015, we were awarded \$12,000 from the event and are excited for the opportunity to have this support again this November!



Sue Ford, staff member, Bonnie Staniewicz, President, and Kim Memmesheimer, Vice President.

RICHIE MCFARLAND CHILDREN'S CENTER



By the Numbers

JULY 2015-JUNE 2016

83,731

Miles driven to home visits

9,293

Hours serving children and their families

551

Developmental evaluations provided to children and their families

484

Individual children and their families served this past year

370

Total number of years of experience our staff members have in their respective fields

100

Percentage of children's records reviewed and compliance indicators met

97

Volunteers that supported our work last year

45

Years we have served children and families in the seacoast community

37

Percentage of children we served who met their goals and demonstrated skills at age level

6

Average number of interns each year



Members of our staff attending the Annual Meeting Celebration displaying the number of years they have worked at RMCC!

Treasurer's Comments shared at 2016 Annual Meeting

Richie McFarland Children's Center (RMCC) ended fiscal 2015 with positive net income and a strong operating cash position. Our financial statements were audited by an external audit firm, Seelye & Schulz, and received an unqualified opinion.

RMCC worked diligently to manage its resources judiciously while investing in the future. There has been some financial relief over the past three years due to the system's ability to bill for services provided to children eligible for Medicaid beyond the budgeted allotment. As a result, we were able to build on our technology and computer systems, invest in employee training, and offer a slight raise to our incredibly dedicated staff.

Of course, there have also been challenges. Funding for RMCC's programs has become more difficult to acquire in 2016. State support for the early supports and services program has been level funded for a number of years, with a case rate per child that has remained stagnant since 2008. RMCC's ability to collect funds from insurance carriers continues to be time-intensive and sometimes futile, although it appears with process improvements in billing practices our return has increased from 42% to 43% of claims submitted this past year. But in spite of ongoing funding pressures, we ended fiscal 2016 with positive net income and cash flow (final figures are pending audit findings).

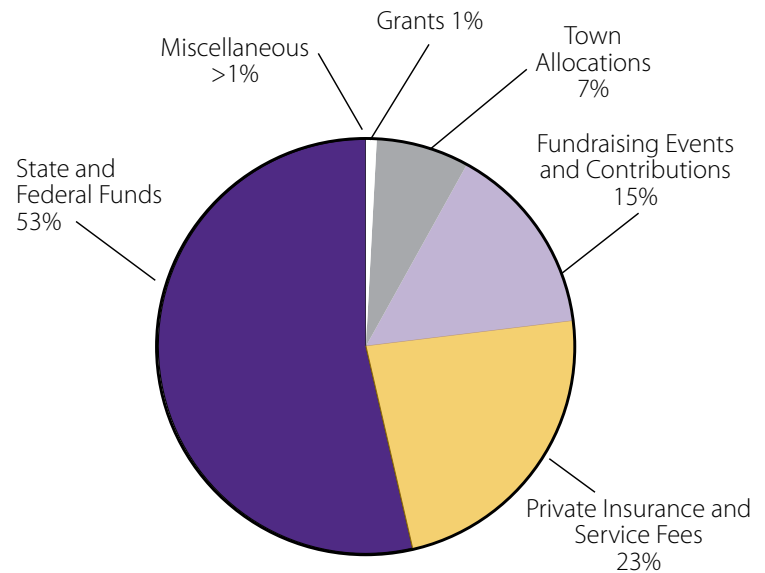
We continuously analyze how to deliver quality services to our clients as financial pressures grow. For one thing, we know these pressures will continue to increase our reliance on outside fundraising. As always, the Board and Management of RMCC see the challenges ahead and are actively preparing RMCC for the future—a future that, with our services, looks very bright for children and families in the Seacoast area.

Respectfully Submitted,
George Toscano, Jr., *Treasurer*

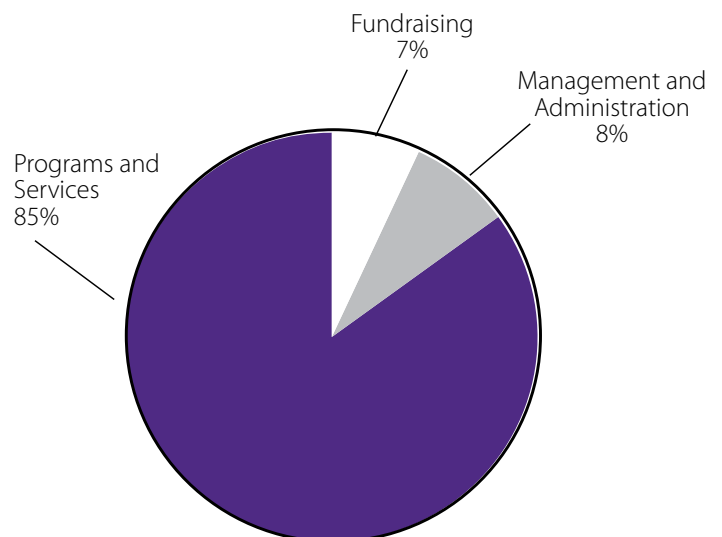
BIG NEWS!

Longevity has its advantages. Through prudent fiscal management over 45 years, this year, we were able to pay off our mortgage!

Operating Revenue



Operating Expenses



Operating Revenue

State and Federal Funds.....	\$535,644
Private Insurance and Service Fees	\$232,254
Fundraising Events and Contributions.....	\$151,776
Town Allocations	\$73,925
Grants.....	\$14,600
Miscellaneous.....	\$4,450
	\$1,012,649

Operating Expenses

Programs and Services	\$794,730
Management and Administration	\$76,014
Fundraising	<u>\$65,702</u>
	\$936,446

REVENUE OVER EXPENSES

\$ 76,203.00

We appreciate our volunteers

Chris Anders	Mark Danie	Michael Griffin	Ashley Meyer	Mike Schidlovsky
Danielle Archambault	Elizabeth Davis	Nancy Hadley	Cathy Meyer	Christine Silverman
Haley Archambault	Steve Davis	Anna Heard	Peter Meyer	Steve Small
Lisa Archambault	Victoria Davis	Mark Hodsdon	Sophie Meyer	Janet Smaldone
Linda Ayotte-Messner	Andrea Dent	James Hoyt	Than Meyer	Annie Smaldone
Anne Baker	Amy Dillenbeck	Nicole Johnson	Jeff Monroe	Molly Smith
Barry Baker	Mary Pat Dolan	Timothy Johnson	Midge Nelson	Ellie Sullivan
Beverly Barney	Hedi Droste	Margaret Jubb	Ed O'Brien	Karen Sullivan
Derek Barney	Heather Dupont	Sue Kaplan	Jeff Olsen	Sonya Taylor
Maureen Barrows	Lindsay Eggleston	Potch Kappalong	Robert Parish	Ryan Walsh
Robert Begin	Laura Eldridge	Andrea Knowles	Tricia-Marie Parish	Michelle White
Matt Blasik	Katie Feeney	Allie Lamm	Katherine Pence	Tina Wilkinson
Cynthia Bowden	Alex Ferris	Kendall Lamm	Hayden Quinn	Matthew Williams
Anne Brown	Amy Ferris	Christine Linnehan-Sununu	Patty Quinn	Amanda Ziobron
Susan Burdick	Rob Ficara	Barbara Loh	Riley Quinn	Seacoast Builders Club
Anna Burns	Jack Ford	Steven Loh	Steven Plante	Seacoast Rotary
Michael Clayburgh	Pat Ford	Hillary Manning	Kenneth Radford	Judy Wilson
Bridgette Croft	Jim Freely	Ruth Maxwell	Matt Romano	
Bill Cronin	Abby Fuller	Chuck Memmesheimer	Donna Roy	
Glenn Daly	Stephany Gebo	Jane McFarland	Kelly Scia	

THANK YOU TO OUR 2015-2016 MAJOR DONORS

ADP	Helen Crowe & Tom McGovern
Al's Automotive & Truck	iHeart Radio
Allied Government Solutions	J.Owen Todd Charitable Foundation
Anthem Blue Cross & Blue Shield	Jackson Lewis
Ardito, Toscano, & McCollum, PC CPA	James & Mary Pat Dolan
Beverly Barney	James & Myra Fishbein
Bob's Clam Hut	Joyce Design Solutions LLC
Bottomline Technologies	Liberty Mutual
Burback Companies	Living Innovations
Coastal Truck & Auto Body	Martin Wool
Coca-Cola	National Wrecker
Convenient MD	Neil Clerk, M.D.
Core Orthopaedics	Newark Hospital
Cross Insurance	Ocean Gaming Casino
David Barrows Adventure Fund	Ocean Properties, LTD
Daystar	ParentingNH Magazine
DF Richard Energy	Parthenia Lagassa
Donna Roy	Peter & Katherine Fuller
Edward Jones	Peter & Paula Francese
Exeter Area New Car Dealers Assoc.	PIKE Industries
Exeter Bowling Lanes & Shooters Pub	Pro-Act
Exeter Hospital	ProAmpac
First Unitarian Universalist Society of Exeter	Proulx Oil & Propane
Flexexecution	Provident Bank Community Foundation
Fox Family Trust	RC Mason Movers
Fuller Foundation	Roy & Allison Aboody
Gary & Marie Stevens	Sanford Roberts
George Toscano, Jr.	Scarponi Electric
GoffWilson	Seacoast Tree Care
GoFish! Designs	Seacoast Volkswagen
Hampshire Development Corporation	Service Credit Union
Hampton Rotary	Sherwin Williams
Harvard Pilgrim	Sperry Tents

High Five

FOR 45!

Staffing Sense
 Stanley Bocko
 The Rowley Agency
 TMS Architects
 Townsquare Media
 United Way of the Greater Seacoast
 Waddell & Reed Community Night
 WellSense Health Plan
 Yankee Clipper

Memorial Donations

(July 2011-June 2016)

Dorothy Bocko	Steve Kinder
Martha Bruno	Ed Pease
Josephine Clifford	Tobin Pelczar
William Dale	Helen Savage
Norma Deranian	Donald Small
Frank Eaton	Donat Veillieux
David Flanagan	



Meet Elizabeth Bauman, who—along with her father Robert, brother John and husband Luke Gullick—head the Bauman Family Foundation.

Started by Elizabeth's parents, the Foundation's original emphasis on funding the arts, health and education has expanded to helping people with disabilities and other challenges, including funding for programs that impact children. "We like to know where our money is going," says Elizabeth. "So we're thrilled to support a local, community-based non-profit organization like Richie McFarland Children's Center."

The Bauman Family Foundation has enabled RMCC to set up a fund designated for staff development—helping pay for continuing education and training that enable staff members to stay current in their fields of clinical expertise, as well as invest in advanced certifications in new treatment approaches or interventions.

The benefits of this continuing education and training reach beyond the individual staff member, according to Executive Director Peggy Small-Porter: "Our service model is based on a comprehensive team approach. We are committed to cross-training sessions, where staff members can review and share their training experiences with other people on the clinical team."

While national "best practices" suggest that 2% of a non-profit's budget be earmarked for staff development, this goal has been unrealistic for Richie McFarland: "Access to training and education was difficult for us—we used to have to scrimp and save for any opportunity. While we are good at taking advantage of free training and webinars, the Bauman Fund gives us much-needed access to innovative, state-of-the-art research and expert training."

For example, staff member Kristin Droste just completed her certification for advanced autism spectrum training. "Attending workshops, meetings and conferences are staff requests that we can now consider," says Peggy.

Elizabeth believes that the funding provided by her family's foundation is well spent on Richie McFarland: "We like to invest our funds in the people who are on the front lines, delivering critical services to children. And we know that small, independent non-profits can really make a difference in people's lives."

DONOR PROFILE



Why I give to Richie...

"D.F. Richard has been the primary sponsor for Touch-A-Truck for more than a decade. Our employees and I love participating in this family-centered event—every smile on every child's face is just priceless. We are proud to support the work of this great organization."

Rick Card, General Manager, D.F. Richard Energy



"We recognized first-hand what a wonderful service it is to have somebody come to our home weekly to give us support and show us strategies to use. After that, RMCC has always been on our minds. We know that programs like this run on a shoestring budget, and we know that our small piece can make a big difference."

Karen and Jeff Mountjoy



"We all donate to charities where you don't see the impact your money has. One of the reasons it's so gratifying to donate to Richie is that you can see the results first-hand. You see where your dollars go and the impact they have. And I know from my experience on the Board, not one dollar is wasted."

Roy Aboody, Owner, Staffing Sense
Board of Directors



"We wanted to assist—not just for a year, but continuously—because the need continues. Children are our future and RMCC is fulfilling its mission by providing a bright future for so many families."

Don (Former Board Member) and Mary Jo Briselden



"We both had long careers in special education and knew well the power and potential of quality early intervention services. About 10 years ago, when we retired, we looked for a way to become involved in the community. In Richie we found the perfect blend of high standards, talented and dedicated staff, and an abiding compassion for, and commitment to, young children and their families. It is a treasured asset to the community. We look forward to continuing our support and involvement."

Susan and Edward O'Brien
Former Board Members



"It's so important for children to get the services and support they need at an early age. Richie works with children at a critical stage in their development, and makes a significant difference in the lives of these children and their families."

Jeffrey (Former Board Member) and Kristin Fox



Give a High Five to Forty-Five!

Richie McFarland's 45th Anniversary Annual Ask

Help celebrate **Richie McFarland's 45th Anniversary** by giving a **High Five** donation of \$45.00! Your **High Five** helps support the backbone of our organization — giving back to our children.

Your **High Five** goes a long way:

- ✧ Help close the gap between state funding and the actual cost of providing therapy services
- ✧ Provide children access to comprehensive, multi-disciplinary developmental assessment
- ✧ Provide children with their first pre-preschool experience in our Early Learning Group Program
- ✧ Support early identification and referral services with outreach visits to local libraries
- ✧ Provide extra home-based therapy sessions for children in need of more intensive services
- ✧ Help purchase communication books, sensory brushes, oral motor kits, etc.
- ✧ Send staff members to national conferences to keep up with current research and best practices ...and so much more!

Here's how you can give your High Five:

- ✧ **Mail or drop off a check for \$45**
- ✧ **Make a secure gift online at richiemcfarland.org**
- ✧ **Initiate a recurring gift**



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