



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2020

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/Brenda Plante Tax ID Number: 02-0302005
 Applicant Contact: Peggy Small-Porter
 Email Address: psmallporter@richiemcfarland.org Phone: 603-778-8193

Organization's Mission Statement:

Richie McFarland Children's Center helps young children reach their full developmental potential and supports 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.

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 family's 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 parent works collaboratively with child care, school personnel and other caretakers.

% of overall services that goes to Exeter residents: 7.7%
 # of Exeter residents served: 25

List all geographic area(s) served by organization: Brentwood, Deerfield, East Kin

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

We rely upon social service funding from each of the 24 towns in our catchment area to support direct pediatric therapy (occupational, physical and speech) and special education services to children and their families. With limited support from the state, low return on insurance billings due to exclusions and denials, and more competition for grant funding, we are able to provide more comprehensive services to children due to 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:

2017 - 10,000.00 2018 - 10,000.00 2019 - 10,000.00

Total Municipal Contributions in 2019: \$ 81,439.00

List each town that contributes and the amount received: 24 towns - see attached

Organization's total projected budget for FY 2020: \$ 1,220,584.14 Amount Requested: \$ \$10,000.00

Richie McFarland Children's Center	
Allocations from 24 Towns in Our Catchment Area	
	2018-2019
Town	Allocation Amount
Brentwood	\$2,100.00
Deerfield	\$2,000.00
East Kingston	\$1,200.00
Epping	\$6,600.00
Exeter	\$10,000.00
Fremont	\$3,600.00
Greenland	\$3,900.00
Hampton	\$5,400.00
Hampton Falls	\$600.00
Kensington	\$2,100.00
Kingston	\$2,700.00
New Castle	\$500.00
Newfields	\$750.00
Newington	\$210.00
Newmarket	\$2,000.00
North Hampton	\$2,700.00
Northwood	\$2,100.00
Nottingham	\$2,700.00
Portsmouth	\$8,000.00
Raymond	\$8,700.00
Rye	\$4,800.00
Seabrook	\$4,129.00
South Hampton	\$150.00
Stratham	\$4,500.00
TOTAL	\$81,439.00

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

- 2019 Funding recipients must submit an Annual Report prior to consideration of 2020 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 June 2, 2020 (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: _____ Date: _____

Submit no later than July 31, 2019:

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

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Director's (or Designee) Signature: Peggy Small-Potter Date: 7/31/2020

Submit no later than July 31, 2019:

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

The Richie McFarland Children's Center
Early Supports. Community Connections. Family Strength.
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: 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. It is at this point in a child's life that services can make the most significant difference and we are passionate about the part we play in supporting children and their families.

The Emotional/Behavioral Value of Your Investment: The family-centered coaching model provided by RMCC therapists and educators demonstrates significant positive change in a child's development. A child's success in meeting developmental milestones and/or gaining understanding of and comfort with their challenges, significantly builds their confidence, aids in management of their behavior and emotions and increases their excitement for learning and being part of their peer group in school. The level of comfort parents, caregivers and family members realize in being educated and empowered to appropriately address their child's needs creates stability and confidence in a family that would otherwise be buried in stress and uncertainty.

The Dollar Value of Your Investment:

- ★ 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 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: Although we work hard to advocate for state and federal dollars to support delivery of these essential, high-quality, state-mandated services, those funds cover approximately 35% of our operating budget. Other revenue sources include insurance earnings from private insurance (when permission to access the benefit is granted and the services are not excluded in the policy) and Medicaid reimbursement which comprises 40% of our revenue. The remaining 25% comes from fundraising activities and events conducted by a volunteer board of directors, as well as grants (as available) and private donations. We continue to rely on the 24 towns within our service area to provide approximately 6% of our total agency funding. We have asked for level funding from the Town of Exeter this year.

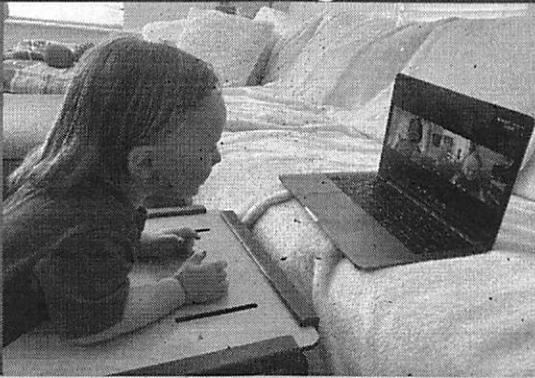
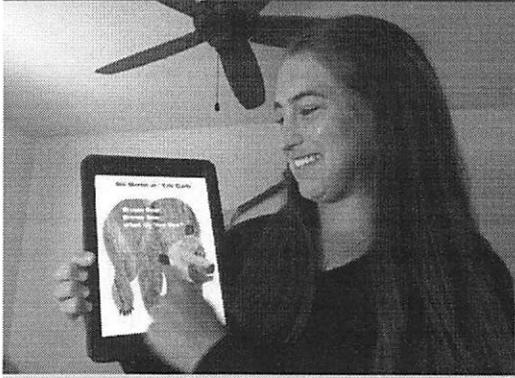
Program Stability and Philosophy: RMCC has served residents in the greater seacoast for 49 years. Our reputation for providing high quality, evidence-based early intervention services is strong. Our clinical excellence and our commitment to delivering these services in a family-centered way are the two most important strengths that contribute to our success. We offer developmental and therapeutic services for the child while providing 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. Please see the attached July 2020 Richie Newsletter highlightly our activities since COVID-19.

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 97.20% of families reporting that we far exceed expectations. In analyzing child outcomes, 95.40% 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. With significant advocacy at the state level, we have successfully secured additional funding in our contract to serve the increase in the numbers of children residing in our catchment area who are eligible for services. The funding gap has not been lessened, but there is additional base funding available to serve the increased numbers of children in our contract.

Use of Funds Last Fiscal Year

As with every year, the funds we receive from the 24 towns in our catchment area support the delivery of direct services to children by our therapists and educators. Without these dollars, we would have fewer clinical staff and children would receive less intensive services.

We got this. We've been overcoming horrors for 50 years strong.



RMCC has quite a history of harnessing the unique opportunity for growth at times when fear and questions threaten to prevent the next step forward. While COVID-19 has certainly brought a fair share of both, we remain steadfast in our delivery of hope. Since early March, RMCC therapists have been working diligently to transition from face-to-face home visits to the delivery of services through telehealth; remaining connected to children and families remotely

"I am seeing (and hearing) progress with all of the children I work with and am once again amazed at their resiliency, the strength and determination of the parents and the beauty of what can happen when we partner together. I am also seeing the undeniable weight of stress on parents being asked to step into roles they are not trained for. Our continued connection to children and families is critical while we work our way through this unprecedented time."-Tracy Martel, OT

Even in the best of times, we need to work hard to raise the necessary funds to provide needed services. We have had to cancel two of our largest fundraisers, leaving the children and families we serve more vulnerable and dependent on your support than ever before.

Please consider a donation today, as a child's development can not be put on hold. Give today at www.richiemcfarland.org. Thank you!

No Child Should Have a Gap in Development. Together We Can Fund the Gap.

The average annual cost of one hour of weekly therapy per child served is

\$4,800.00

The average hourly rate of RMCC's clinical staff is **\$24.50** (NH's average rate is between \$35-\$40, making RMCC's salary 65% of market value)

The average hourly cost of employee benefits is **\$11.60**

For every 1 hr of therapy delivered, an additional 1.5 hrs of time is required for service coordination, driving to families' homes and reports. This equates to, on average, an additional **\$54.00**

Therapists travel throughout 24 towns within Rockingham County to deliver services at home where children are most comfortable and learn best. The annual cost of mileage per child served is **\$160.00**



Early intervention therapies are a state mandated service, meaning every child showing a 33% delay in one or more area(s) of development is entitled to receive therapy whether or not the family has the ability to pay.

Per child, annual federal and state subsidies provide, on average, **\$1,590.00**

Insurance reimbursement for services delivered plus Medicaid coverage, have the potential to account for, **\$1,690.00**

Cost of Service
-
Available Subsidy
=
Gap per Child of
\$1,520.00

**Richie McFarland Children's Center
2020-2021 Budget APPROVED**

		2020-2021 Budget APPROVED
	Income	
	4100 · Insurance Revenue	
	4110 · ESS Revenue	412,500.00
	4120 · Non-ESS	2,000.00
	4140 · Disallowed Insurance Revenue	(239,850.00)
	Total 4100 · Insurance Revenue	174,650.00
	4200 · Contracts Revenue	
	4210 · One Sky Contract	757,369.02
	4232 · Universal Proposals	25,000.00
	Total 4200 · Contracts Revenue	782,369.02
	4300 · Fundraising Revenue	
	4310 · Events	25,000.00
	4320 · Unrestricted Solicitation (Annual Appeal)	35,000.00
	4330 · Unrestricted Grants (Towns & County)	82,500.00
	Total 4300 · Fundraising Revenue	142,500.00
	4400 · Programs Revenue	
	4410 · Fees (Group)	2,000.00
	4420 · Restricted Solicitation (Grants)	26,000.00
	Total 4400 · Programs Revenue	28,000.00
	4500 · Community Revenues	
	4510 · Professional Fees	100.00
	4530 · Unsolicited Contributions	20,000.00
	Total 4500 · Community Revenues	20,100.00
	TOTAL INCOME	1,147,619.02
		1,147,619.02
	Expense	
	5100 · Employee Costs	
	5110 · Salaries & Wages	800,567.60
	5111 · Overtime Expense	1,000.00
	5145 · Transportation	38,000.00
	5146 · Cell Phone Usage Reimbursement	10,881.28
	Total 5100 · Employee Costs	850,448.88
	5200 · Employee Benefits	
	5135 · Payroll Tax Expense	64,045.41
	5210 · Retirement Expense	12,996.64
	5220 · Health Insurance	99,707.44
	5230 · Dental Insurance	4,507.78
	5240 · Life/LTD/AD&D Insurance	9,000.00
	Total 5200 · Employee Benefits	190,257.26
	5300 · Professional Fees	
	5310 · Speech Therapist	5,000.00
	5315 · Physical Therapist	10,000.00
	5316 · Interpreter	1,000.00
	5321 · Hearing & Vision Contracts	5,000.00

**Richie McFarland Children's Center
2020-2021 Budget APPROVED**

		2020-2021 Budget APPROVED
Total 5300 · Professional Fees		21,000.00
6300 · Occupancy Costs		
	6310 · Electric	3,500.00
	6315 · Heat	6,000.00
	6320 · Telephone/Fax	6,384.00
	6325 · Internet	3,600.00
	6330 · Building Repair/Maintenance	4,500.00
	6335 · Computer Repair/Maintenance	25,000.00
	6340 · Equipment Repair/Maintenance	500.00
Total 6300 · Occupancy Costs		49,484.00
6400 · Insurances		
	6410 · W/C Insurance Expense	9,081.00
	6410 · D&O Insurance	1,998.00
	6415 · Commercial Liability Package	7,541.00
	6420 · Commercial Umbrella Package	1,000.00
Total 6400 · Insurances		19,620.00
6500 · Supplies		
	6510 · Building/Household	1,000.00
	6515 · Computer	1,000.00
	6520 · Office	2,000.00
	6525 · Program	2,000.00
Total 6500 · Supplies		6,000.00
6600 · General Expense		
	6610 · Fundraising Expense	15,000.00
	6612 · Audit	11,000.00
	6620 · Printing	5,500.00
	6625 · Postage	3,500.00
	6630 · Equipment Rental	5,504.00
	6640 · Marketing/Advertising	5,000.00
	6645 · Membership Dues	2,000.00
	6650 · Licensing Fees	1,000.00
	6655 · Staff Development	15,000.00
	6660 · Journals/Publications	400.00
	6670 · Discretionary Funds	5,400.00
	6675 · Board Expense	5,000.00
	6680 · Processing Fees	8,700.00
	6685 · Bank Service Charge	770.00
		83,774.00
TOTAL EXPENSES		1,220,584.14
		-72,965.12

Richie McFarland Children's Center
Balance Sheet
As of April 30, 2020

	Apr 30, 20
ASSETS	
Current Assets	
Checking/Savings	
1000 · With Donor Restrictions	
1030 · Peoples MM 2011Temp. Restricted	46,560.56
Total 1000 · With Donor Restrictions	46,560.56
1001 · Without Donor Restrictions	
1035 · Peoples MM 2798 Brd Restricted	95,570.13
1005 · Total Operating	
1003 · Board Desgnted Oper. Reserve	
1011 · NECU Club Savings	5.00
1012 · NECU MM Reserve-Operating	487,768.75
Total 1003 · Board Desgnted Oper. Reserve	487,773.75
1004 · General Operating	
1010 · Petty Cash	50.00
1021 · Peoples - Debit card 7719	1,520.86
1040 · Peoples - Payroll 3271	40,265.43
1045 · BSB - Operating Acct	376,915.88
Total 1004 · General Operating	418,752.17
Total 1005 · Total Operating	906,525.92
Total 1001 · Without Donor Restrictions	1,002,096.05
Total Checking/Savings	1,048,656.61
Accounts Receivable	
1100 · Accounts receivable	
1110 · Insurance Receivables	48,038.53
1120 · One Sky Receivables	64,234.45
1130 · Program Grants/Fees	1,875.00
1140 · Dissallowed Insurance Revenue	-27,658.36
Total 1100 · Accounts receivable	86,489.62
Total Accounts Receivable	86,489.62
Other Current Assets	
1315 · Prepaid Expense	4,564.64
Total Other Current Assets	4,564.64
Total Current Assets	1,139,710.87
Fixed Assets	
1510 · Capitalized Building Costs	434,181.26
1560 · Land	25,084.00
1610 · Furniture & Equipment	59,591.26
1660 · Computers	13,212.11
1665 · Software	12,558.64
1750 · Accumulated Depreciation	-497,006.03
Total Fixed Assets	47,621.24
Other Assets	
1910 · NHCF-Piscataqua Division	149,844.05
Total Other Assets	149,844.05
TOTAL ASSETS	1,337,176.16

Richie McFarland Children's Center

Balance Sheet

As of April 30, 2020

	Apr 30, 20
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts payable	5,682.63
Total Accounts Payable	5,682.63
Other Current Liabilities	
2005 · Deferred Lease Payments	167.98
2100 · Payroll Liabilities	
2106 · Accrued Vacation	16,300.15
2115 · NH SUI Payable	32.37
2125 · MA Income Taxes Payable	203.04
2130 · Health Insurance Payable	4.58
2135 · Dental Insurance Payable	-1.86
2140 · Retirement Fund Payable	4,253.98
2155 · Section 125 Medical Payable	-96.00
Total 2100 · Payroll Liabilities	20,696.26
Total Other Current Liabilities	20,864.24
Total Current Liabilities	26,546.87
Long Term Liabilities	
2500 · Loan Payable - PPP	198,700.00
Total Long Term Liabilities	198,700.00
Total Liabilities	225,246.87
Equity	
3001 · Without the Donor Restrictions	
3310 · Operating Unrestricted	818,075.31
3315 · Board Restricted Net Assets	90,902.62
3320 · Founding Mthrs Schol Board	4,500.00
Total 3001 · Without the Donor Restrictions	913,477.93
3319 · With the Donor Restrictions	
3321 · Founding Mthrs Schlrship donors	4,019.50
3322 · Specific Purpose	42,505.50
3350 · NHCF_Piscataqua	166,099.00
Total 3319 · With the Donor Restrictions	212,624.00
Net Income	-14,172.64
Total Equity	1,111,929.29
TOTAL LIABILITIES & EQUITY	1,337,176.16

**RMCC Board of Directors
Fiscal Year 2020-2021**

OFFICERS: President: Brenda Plante
 Vice-President: Helen Crowe
 Treasurer: Karin Caruso
 Secretary: Laura Eldridge
 Member-at-Large: Emily Hammond

1st year	Name	Committee	Home Address	Bus. Phone	Home Phone	Company	E-mail
Term expires 6/21							
2016	Brenda R. Plante	Executive Committee	493 Ocean Blvd, Unit #4 Hampton, NH 03842	C: 603-682-2606	H: 603-601-2293	Self-Employed	Hibren@comcast.net
2016	Marty Wool	Audit & Finance Committee	188R Winnicut Road, Stratham, NH 03885	C: 603- 944-1340	C: 603- 944-1340	Retired	mwool1942@gmail.com
2017	Laura Eldridge	Governance Committee; Executive Committee	242 Academy Road, Pembroke, NH 03275	W: 603-268-7569	H: 603-485-7047 C: 603-738-3159	Cigna	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	jmfreiburgar@hotmail.com
2018	Helen P. Crowe	Development Committee; Executive Committee	65 High Street, Exeter, NH 03833	C: 603-418-4529		Clinical Psychologist	hpcrowe@ccmcast.net
2018	Katie Feeney	Development Committee	26 Winterberry Lane, Stratham, NH 03885	C: 617-319-5917		Self-employed/Freelance Copywriter	morriskatie03@yahoo.com
2018	Richard Feeney	Development Committee	26 Winterberry Lane, Stratham, NH 03885	C: 207-604-0590		Core Physicians	RFeeney@ehr.org
2018	Catherine (Kit) Reno	Development Committee	5 Baron Road, Hampton, NH 03842	C: 603-540-7581	H: 603-601-7478	Retired	kitr2124@gmail.com
Term expires 6/22							
2019	Karin Caruso	Audit & Finance Committee; Executive Committee	5 Crocketts Way, Stratham NH 03885	C: 603-493-0644	H: 603-773-5050	SNHU	k.caruso@snhu.edu krc3768@comcast.net
Term expires 6/23							
2020	Emily Hammond	Governance; Executive Committee	154 Cooper Hill Rd, Nottingham, NH 03290	C: 603-502-7892	H: 603-942-5443	Connection	emily.hammond@connection.com ehewing@comcast.net
Administrative Team							
2009	Jessica Carboneau, Events Coordinator	Development Committee	33 Runaway Road, Newfields, NH 03856	W: 603-658-6244	C: 603-498-2256	RMCC	jcarboneau@richiemcfarland.org
2017	Nicole Johnson, Development Coordinator	Development Committee	47 Tansy Avenue, Stratham, NH 03885	W: 603-658-6244	H: 603-778-1014 C: 603-686-3002	RMCC	njohnson@richiemcfarland.org
2011	Julie Redlon, Business Manager	Audit & Finance; Governance; Technology Task Force	35 Holmgren Road, Stratham, NH 03885	W: 603-778-8193 D: 603-658-6245	H: 603-772-0627 C: 603-502-7316	RMCC	jredlon@richiemcfarland.org
1992	Patty Small, Program Records Manager	Technology Task Force	1201 Piscassic Street, Newmarket, NH 03857	W: 603-778-8193 D: 603-658-6234	H: 603-659-5299 C: 603-988-6439	RMCC	psmall@richiemcfarland.org
1984	Peggy Small-Porter, Executive Director	Executive; Governance; Development; A&F; Technology Task Force	28 Beech Street, Newmarket, NH 03857	W: 603-778-8193 D: 603-658-6242	H: 603-659-5970 C: 603-770-0749	RMCC	psmallporter@richiemcfarland.org smallporter@yahoo.com



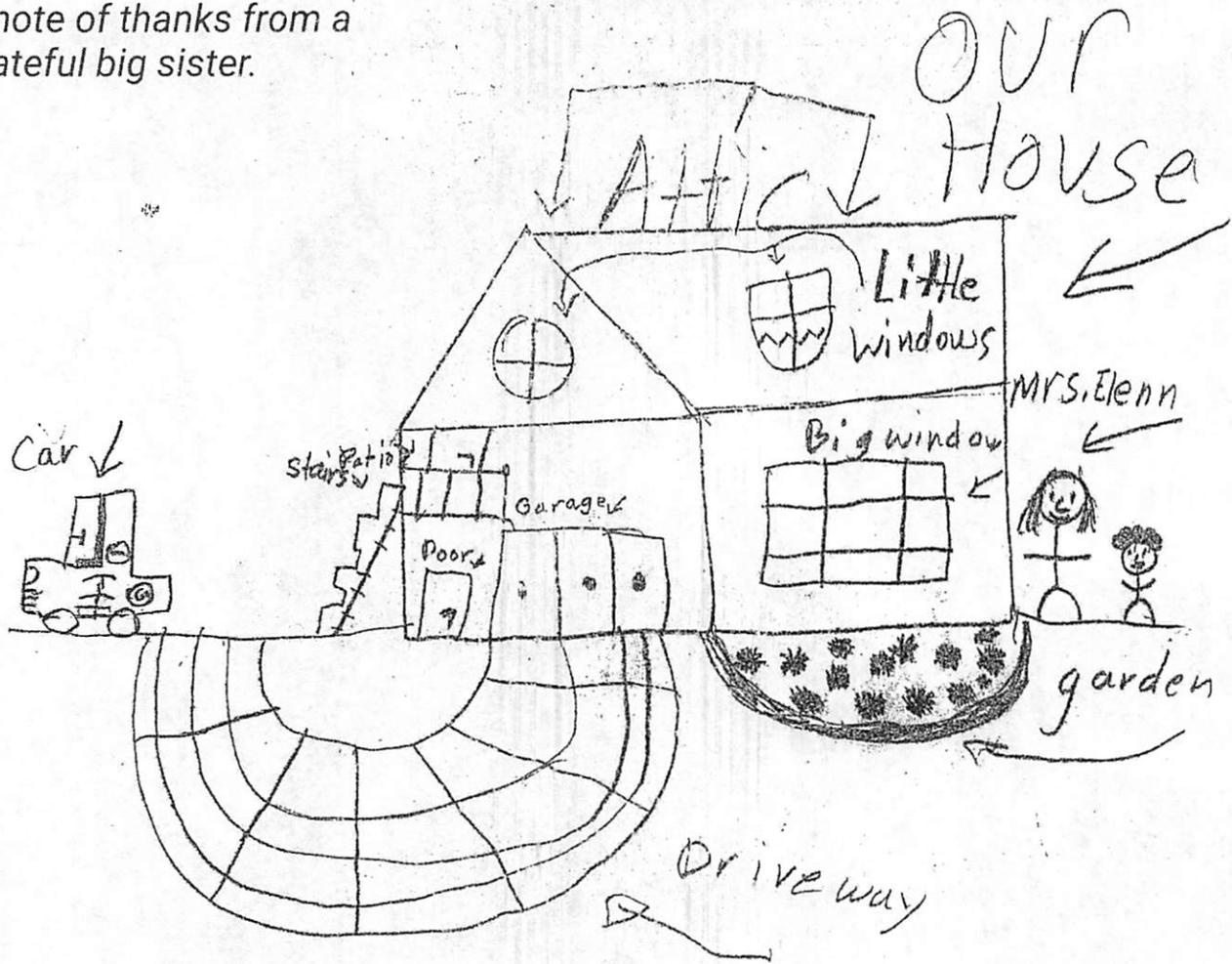
Richie McFarland Children's Center
Early Supports. Community Connections. Family Strength.



Richie McFarland Children's Center
Meeting you where you're at

2019 **ANNUAL REPORT**

A note of thanks from a grateful big sister.



Dear Mrs. Eleann,
I want to thank you
For agreeing on helping
my Brother. thank you!

Early Supports. Community Connections. Family Strength.

2018-2019 Board

Bonnie Staniewicz
President
First Anchor Financial
Group, LLC

Brenda Plante
Vice-President
Self-Employed

George Toscano, Jr.
Treasurer
Ardito, Toscano and
McCollum, PC

Beverly A. Hodsdon
Secretary
Joyce Design Solutions

Laura Eldridge
Member-at-large
Cigna

Helen Crowe
Clinical Psychologist

Paul Deranian
Exeter Hospital

Katie Feeney
Freelance Copywriter

Richard Feeney
Core Physicians

James Fishbein, DDS

Jim Freiburger
Retired

Catherine Reno
Retired

Marty Wool
Retired

We've seen the look thousands of times throughout the forty eight years, and yet, it still gets to us with each new family we meet. The questioning—the uncertainty—the vulnerable, stripped down fear that something is not quite right with their child's development.

When parents walk through our door for the first time, it is not necessarily a joyous occasion. They may have recently received a frightening medical diagnosis

for their baby and are overwhelmed with all that they don't yet understand. Or perhaps they can no longer deny the nagging feeling that there is an underlying reason their toddler is not meeting his or her developmental milestones.

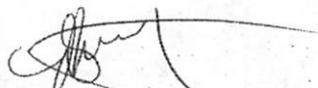
We remain grateful, and proud, that our therapists and educators stand ready and waiting to meet parents and caregivers exactly where they are at. The family-centered philosophy we remain true to allows our expertly skilled therapists and educators to pay careful attention to the emotions, questions and concerns of parents and caregivers first before addressing the specific needs of the child.

At home is where it all begins. Our therapists travel over 70,000 miles each year bringing answers, hope and encouragement to the homes of children and families throughout twenty-four towns within Rockingham County.

We continue to see the number of children in need of services, as well as the complexity of their needs, increase. Outside stressors on families are raising the stakes like never before. RMCC staff and board will move confidently into year forty-nine truly inspired by the perseverance we see in the children we are honored to serve.

We thank you for making the Richie McFarland Children's Center home to your generosity and support. Please partner with us through a gift to our annual appeal as we help our young and promising citizens grow and thrive.

Sincerely,



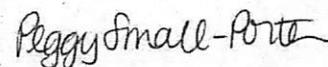
Bonnie Staniewicz



Bonnie Staniewicz
President
Board of Directors



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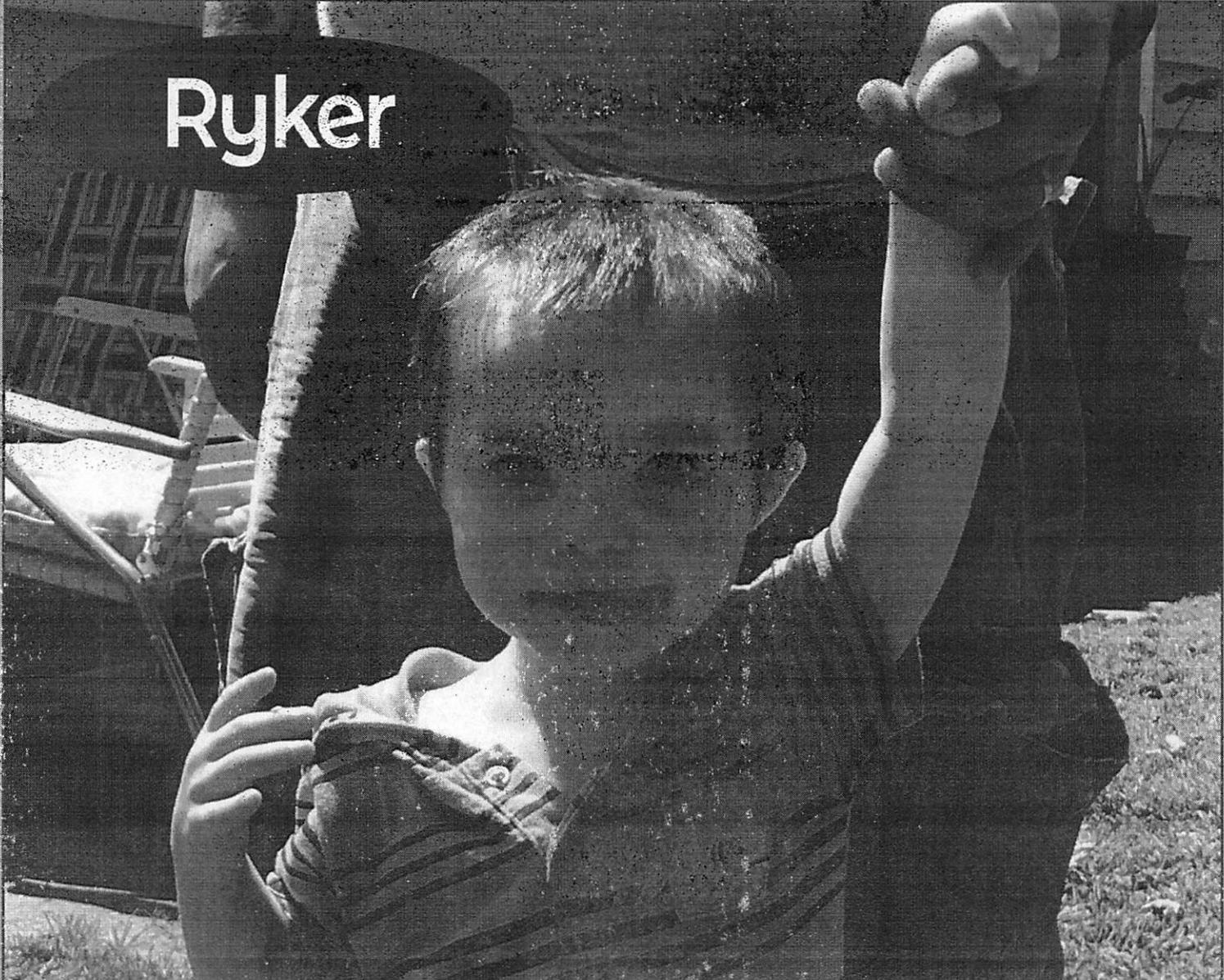
Peggy Small-Porter

Madison

**From Nicolette,
Madison's proud mama:**

"Madison has been with RMCC since she was about 18 months old. My husband and I had noticed Madison's speech wasn't quite where we thought it should be at 15 months (lots of just gaga's and dada's). We knew other kids her age were saying words and even making sentences. We were nervous and unsure if this was normal as both my husband and I had no issues with development growing up. Luckily, she was screened right away and began speech services. I was thankful that I was only working part-time then and able to really focus on her speech and development, using the tips and tricks suggested from our in-home therapy sessions. Both Ellen Doller and Savannah Lacasse were amazing with Madison. Today, Madison has expanded her vocabulary immensely and talks with such imagination and enthusiasm."





Ryker

"Where Ryker's parents 'are' changes according to where he is at, so I am challenged with adapting my focus to their changing needs."

It's always difficult to say goodbye to "my" kids. But their graduation from RMCC comes with so much to celebrate. It is such a joy for me to see significant growth in the children I have the fortune to work with and know that parents are in a much different place than they were when first meeting them. Where there were questions, now there are answers, direction and support. Where there was fear, now there is hope, encouragement and peace of mind. And where there were limitations and a focus on all that might not be, now there is a focus on all that can be. I love this picture of Ryker with his hand up and determined look on his face. It's as if he's telling the world, 'Count me in. I'll show you a thing or two about perseverance and grit.' And, in the end, we will all be better for it.

Meredith Pool, Ryker's Occupational Therapist



Parent to Parent

One of the most comforting and powerful phrases the parent of a child with special needs or developmental delays can hear is, "I understand." All too often parents and caregivers mistakenly think they are alone in navigating the overwhelming world of special needs and early childhood development.

Throughout most of the year, RMCC offers weekly Early Learning Groups where children 2-3 years of age can experience a shortened version of a typical school day. The incredible benefits for the children are not to be outdone by the growth and understanding taking place in the observation room among anxious parents and caregivers looking in on their children playing.

Conversations in the room run the gamut from the emotions involved with separating from their child, insider tips on helping sensory sensitive kids to eat different textured foods to recommendations on improving sleep routines.

Within the walls of the observation room, parents and caregivers feel at home in sharing the vulnerable side of caring for a child with delays. For a time, parents, grandparents and caregivers can rest in the comfort of knowing it's okay to admit they don't have all the answers and some days they don't even know what questions to ask. While the children are learning to separate from parents and caregivers, they are learning to bond, share advice and experiences, ask the tough questions and laugh along the way.

It's all in his little hand resting comfortably on Meredith's arm. The physical sign of a connection so strong that this young life can be critically and positively changed through what is to him, playtime with his trusted friend. RMCC therapists and educators are, quite literally, the support arm for children and families across twenty-four towns throughout Rockingham County.

In any one day, therapists might travel from Seabrook to Raymond to Portsmouth and back again. They may work with a child with significant medical complications, then a child with a minor speech delay and then twins, each with their own unique strengths and needs. They may deliver services in the child's home, with the child's grandparent, at a day care center or with the child's foster family.

At each stop along the way, RMCC therapists are focused not only on the child and his/her specific needs, but on the family as a whole, the outlying stressors that may be affecting parents and caregivers, and even siblings who are trying to adapt to a new brother or sister and the amount of attention he or she requires from mom and dad.

Their hearts are open, their skills are honed, and they truly give all they are to each individual child and family they work with.

At the end of the day, the therapists are able to come back to RMCC; home to their family of peers and support staff and decompress, ask for advice, bounce questions and ideas off one another and sit in the comfort of knowing they are never alone in living out the lofty mission initiated forty-nine years ago.

**At home
with their
colleagues**



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Financial Overview

Operating Revenue	
State Contract	\$409,096.00
Medicaid Earnings	\$340,228.00
Private Insurance and Service Fees	\$167,987.00
Fundraising Events	\$89,549.00
Town Allocations	\$73,229.00
Contributions	\$42,074.00
Grants (Restricted and Unrestricted)	\$34,524.00
Annual Appeal Donations	\$30,057.00
Miscellaneous	\$6,138.00
Change in beneficial interest	\$10,659.00
Gain (Loss) on Disposal of Assets	-\$5,691.00
TOTAL	\$1,197,850.00

Operating Expenses	
Programs and Services	\$947,621.00
Management and General	\$69,326.00
Fundraising	\$88,545.00
TOTAL	\$1,105,492.00

Financial Overview as of June 30, 2019

Current trends directly impacting the RMCC budget demand commitment to more infrastructure on advocacy and fundraising in order to secure the resources necessary to continue the provision of high quality, compliant services to children and their families.

Current challenges include:

* A steady growth in number of children served due to a marked increase in eligible children statewide. This has directly diluted the benefit of the increase in the case rate for our state contract, as funding needs to be spread among higher numbers of children served.

* The collection of funds from insurance carriers is time intensive and often futile as a result of more families being enrolled in self-funded plans, policies with high deductibles and shifts to health savings accounts.

* A decrease in philanthropic donations across the board, further increasing the competition within other avenues of funding such as grants.

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