

Annual Report 2016





Reaching Further Through Deeper Engagement

New Hampshire's prosperity depends on healthy people, strong families and vibrant communities. Getting there comes about when communities are supported to change social systems and to help shape more equitable policies. Like a hand-crafted quilt, many hands are working to create a shared vision, piece by piece. With shared purpose, we continue to sew each patch into a bold and expansive design of wellness, equality and justice.

That is why the Endowment's involvement with several major coalitions is so exciting. Our funding is merely the needle and thread. Where the real patterns come together is out in the field through the collaboration of experts, opinion leaders and stakeholders. 2016 was the first year when every priority championed by the Endowment had a coalition up and running to carry the work forward for deeper engagement and farther reach.

This annual report features many impressive accomplishments made by those coalitions. They focus on health policy advances, racial justice issues, access to culturally effective care, and promoting a trained and fairly compensated workforce. Our coalitions and community partners are becoming ever-more savvy, and are making steady progress. Over the past year we worked to build capacity within those coalitions, and help our state's leaders think longer-term.

We can't forget that 2016 was also a lively time in New Hampshire as gubernatorial and presidential hopefuls stumped across the state. Our advocates and coalitions worked hard to ensure that issues were raised, questions were asked, and the public was educated.

The Endowment's reputation for funding groundbreaking research continued in 2016 with the publication of new data on the health-care workforce, integrated behavioral health, Medicaid managed care, elder health services and more. We supported the Union Leader's Silver Linings series. This year-long solutions journalism project garnered the public's attention. We continued to support national framing research that is working to change the dialogue about older people in our country and state. We joined a national campaign to raise up positive examples of dignity, justice and equality called #Reasonsforhope.

We are also relentless in our quest to prepare the next generation of leaders. That is why we are working with promising professionals in communities of color while simultaneously educating white leaders to develop a deeper understanding of privilege and justice.

Our Opportunity Grants program has made tremendous impact by supporting a variety of issues. From sparking students' interest in health-care careers to underwriting important convenings, we're finding ways to support the work of communities in creative and inclusive ways.

All of this important work continues to ensure that New Hampshire will be a great place to grow up and grow old, as we create vibrant, multi-generational and multi-cultural places. On behalf of the Endowment for Health Board of Directors, Advisory Council, Investment Committee and staff, thank you for your partnership and continued passion. Together, we will reach farther and aim higher.



Daniel B. Foster

Bud Fitch

Board Chair

Yvonne Goldsberry

Yvonne Goldsberry

President



Investing in New Hampshire's Kids

| Our Partnerships in Early Childhood
are Ensuring a Bright Future



A concerted effort to provide resources for children in their early years can save them from experiencing a host of serious issues later on in life. "This really is prevention work that we're doing," said Director Laura Milliken, Esq., of Spark NH, a New Hampshire coalition and advocacy group that specializes in early childhood and works to educate people on the importance of the matter.

During 2016, a big achievement for Spark NH was the creation of their Framework for Action, a policy roadmap that lays out strategic goals for improving early childhood for children and their families alike. These goals are: Healthy Children and Families, Positive Early Learning Experiences, Strong Families, and A Coordinated Early Childhood System. From these four areas of focus, Spark NH has also derived more targeted tasks like earlier

and better screening for developmental concerns and improving support for parents and guardians.

"This really is prevention work that we're doing."

Laura Milliken, Esq., Director, Spark NH

Another phenomenal moment for Spark NH last year was hosting their first-ever gubernatorial forum on early childhood. Bringing together the candidates in New Hampshire's gubernatorial race, Spark NH created a platform where each aspiring governor could detail how they would go about supporting early childhood endeavors. "It's nice that this is a nonpartisan issue...we like to see it as a purple issue!" Milliken laughed as she reflected on the event. Spark NH has truly made some great strides in 2016. They know they still have a lot of work to do, but are confident about the road ahead of them. "It's hard to take the long view, but I am very optimistic we are turning the corner; there is definitely an increased understanding on the importance of early childhood," said Milliken.





Developing Healthy Communities

We're Committed to Eliminating Health Disparities

"This past year was very exciting," said Director Nathalie Ahyi, PhD of the New Hampshire Health & Equity Partnership (NH H&EP), a coalition working to identify and eliminate the health disparities certain populations in New Hampshire experience. What makes remedying this problem so difficult is the lack of solid data collected on this matter. "A lot of disparities we weren't even aware of," said Marie Mulroy, the chair of NH H&EP. Due to poor data collection, such traits as race, culture, language, and environment have generally not been taken into account when tracking what causes disparities.

Much the Partnership's 2016 work involved setting priorities: workforce diversity, creating culturally effective

organizations, and enhancing the collection and use of REaL (Racial, Ethnic, and Language minorities) data. With this more precise methodology established to combat disparities, the Partnership has set a confident direction. In addition to this work, they've also adopted a more expansive mindset when it comes to who can help eliminate disparities. "We were always focused on health providers, but we wanted to extend the focus to everyone," said Mulroy. "We're taking a broader scope of what affects health." Having a more expansive approach to health – one that also considers such things as someone's level of health literacy and ability to navigate the healthcare system – will enable the Partnership to identify more disparities.

For 2017, the Partnership is looking to take an even bolder stance. "2016 was a year of building. 2017 is going to be a year of maturing and increasing our visibility," said Mulroy. One area they're specifically looking to grow is their ability to identify and connect with a more varied selection of organizations beyond those in the healthcare realm. "We are hoping to increase our network and not just preach to the choir!" exclaimed Ahyi.

Due to poor data collection, such traits as race, culture, language, and environment have generally not been taken into account when tracking what causes disparities.



Connecting the Head and the Body for Integrated Care

| Our Work Can Bridge the Gap Between Primary Care and Behavioral Health

How can we create a healthcare system where behavioral health and primary care are seen as interconnected? That's the question that the New Hampshire Citizens Health Initiative (CHI) has been working on tirelessly for years.

"We want to treat people as whole people who have brains and emotions in addition to bodies," said CHI Director Jeanne Ryer, MSc. CHI's goal is to establish an integrated healthcare system where patients can have behavioral health issues addressed during their

regular primary care appointments. As it stands, nearly a quarter of primary care visits already involve some level of behavioral health treatment. And with decades worth of evidence showing that an integrated healthcare model produces better patient outcomes, it's no wonder CHI has been able to rally everyone from doctors to government officials around this important cause.

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To make this method of treatment a reality, a Learning Collaborative was created to assess medical practices and their ability to treat behavioral health issues. CHI has been working to help them improve the level of integrated healthcare they provide.

Attention on the delivery of care was also reviewed and in some instances, trained behavioral health providers were brought in to assist. Another large part of the work is focused on insurance companies, Medicare and Medicaid to make it easier for patients to pay for this type of care and easier for providers to bill for it. "This can't happen without some sort of sustainable payment plan," said Ryer. With this focus to improve care and system sustainability, Ryer has observed noticeable changes taking place. "We're starting to see some really interesting results!" she said enthusiastically. This has been a long road for her and the numerous other people who have made it their life's work to provide better care for New Hampshire.



Coordinating Systems, Removing Stigma

Mental Health is Fundamental to Overall Health

Christine Alibrandi, Esq., director of the Children's Behavioral Health Collaborative (CHBC), can personally attest to how hard it can be to address behavioral

healthcare needs for children in New Hampshire. As a former foster mother to a child with behavioral health concerns, she experienced the frustration of dealing with the system. "I've lived the experience of having to drive a child two hours to see a child psychiatrist who accepted Medicaid to meet with and diagnose her conditions," she said. Alibrandi also spoke about having to juggle multiple care providers at once. "We've always known that the child behavioral healthcare system has been fragmented," said Linda Paquette, Esq., a member of the Steering Committee for the Collaborative. That's why they work to create a more cohesive system that's easier to navigate and has better resources.

"I've lived the experience of having to drive a child two hours to see a child psychiatrist who accepted Medicaid to meet with and diagnose her conditions."

*Christine Alibrandi, Esq.
Director, Children's Behavioral Health
Collaborative*

The CBHC has worked diligently this past year to identify opportunities for policy and financing changes that support a more integrated behavioral health system that includes schools, primary care, mental health and substance use prevention and interventions. They've also made workforce development and understanding staff turnover in community mental health a big part of their efforts. In addition to their focus on creating a unified care system, the Collaborative is involved in policy work. "Advocacy has been very important for us," said Paquette. One advocacy objective the Collaborative continues to work on is getting Medicaid reimbursements for bundled healthcare services which would make billing and payment an easier process. Paquette and Alibrandi are confident that this, and the Collaborative's many other efforts, will come to fruition as they continue with their goal of providing better behavioral healthcare for New Hampshire's children.



Building a Coalition that Values Aging with Dignity

A New Alliance With a Shared Vision

With New Hampshire's status as the second oldest population in the nation, addressing the needs of aging residents can feel like an overwhelming task. But instead of looking at this as a problem, the New Hampshire Alliance for Healthy Aging (AHA) has turned this into a unique opportunity to improve the lives of the state's older residents.

Formally launched in 2016, AHA brought together people from a variety of disciplines and created eight different groups of stakeholders with each one focusing on a priority area to work on. Some of these include coordinating care and services for older adults, enhancing support for family caregivers, and increasing options for those who lack reliable transportation. "Each group has established strategies for moving forward, and many are now beginning to implement these strategies," said AHA

Project Director Jennifer Rabalais, M.A. One group in particular that has really made great strides this past year focused on advocacy for elders. In a very short time they have managed to establish legislative priorities for 2017 that involve pay rate increases for combating budget cuts to existing services. The group focused on caregivers and caregiving has also made significant progress. Working with a national expert from AARP, this group has been coordinating their efforts with similar entities all across the country to improve resources for care providers. Augmenting the work of the Alliance, "Silver Linings" is a year-long series on aging published in the New Hampshire Union Leader. Rabalais explained that the news series provides a weekly forum to highlight specific areas related to aging and creates public awareness around these issues.

Overall, the New Hampshire Alliance for Healthy Aging has had a very exciting 2016 and accomplished quite a lot, which Rabalais credits to the dedication shown by everyone.

The New Hampshire Alliance for Healthy Aging has turned this trend into a unique opportunity to improve the lives of the state's older residents.

Meeting Challenges With Hope

A Sampling of Steps Towards Progress.

Children's Behavioral Health

One in five NH children have an emotional disorder that impacts their daily functioning at home, in school or in the community.



NH has made important policy strides toward creating a coordinated system of care for youth receiving publicly funded behavioral health services.

Early Childhood

Nearly a third of NH's children age 0–5 are at risk of starting school unready to learn.



Evidence-based early childhood interventions can bring a return on investment of about \$4 to \$6 for every dollar invested.

Elder Health

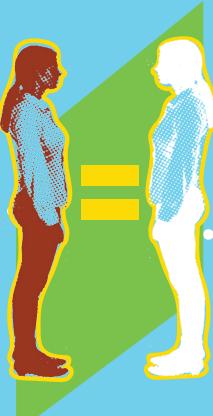
The Granite State has the second oldest population in the U.S.



New Hampshire is part of the Tri-State Learning Collaborative on Aging along with Maine and Vermont. We share ideas and promising approaches to help.

Health Equity

Women of color in New Hampshire are three times more likely to suffer from cardiovascular disease.



Collecting racial, ethnic and language data helps us identify problem areas and reduce health disparities.

Health Policy

About half of behavioral health care takes place in primary care settings.



Twenty-two NH provider groups are participating in the Behavioral Health Integration Learning Collaborative.

As the environment for New Hampshire's health shifts and changes, we stand ready to work with those looking at innovative solutions.

Be it a technical breakthrough, a social innovation, a culture change or just listening better, we all have a stake in making NH healthier for all.

That's what Endowment for Health is all about.



Engaging the Future

This moment in history is not a time to retreat. The needs of the vulnerable and underserved are real and pressing. The policy landscape has changed dramatically but the drumbeat of shared purpose has not been silenced. In fact, it grows louder, calling us to continue our work and get in the game. There is no short path for large-scale systems change. It's easier to think long-term when we've got policy wins under our belt and the wind at our back. But in reality, we exist for moments like these. Our best is required, not a few years down the road, but now.

We are poised for action and the outcomes of our work can be better than ever. Our capacity-building efforts and collective-action strategies have prepared us. They support the advancement of early childhood success, the dignity of aging and equity for all races. They are pushing to build a better health-care delivery system. We are creating vibrant, livable, and welcoming communities. And across these efforts, they are discovering the best ways to develop our workforce for tomorrow and the leaders of the future.

We are poised for action and the outcomes of our work can be better than ever.

Yvonne Goldsberry
President, Endowment for Health

And so we will, together, with fearless tenacity, continue to build powerful movements, never shying away from uncomfortable topics or seemingly insurmountable obstacles.

It won't always be easy or comfortable, but we're in it with you, running hard and fast. We have the right people on the team, we've each got each other's back, and we're ready. Game on.

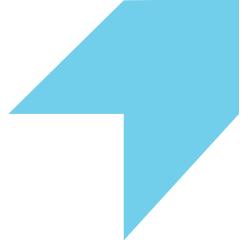


Endowment for Health, Inc. and Subsidiary*

Consolidated Statements of Financial Position

September 30, 2016 and 2015

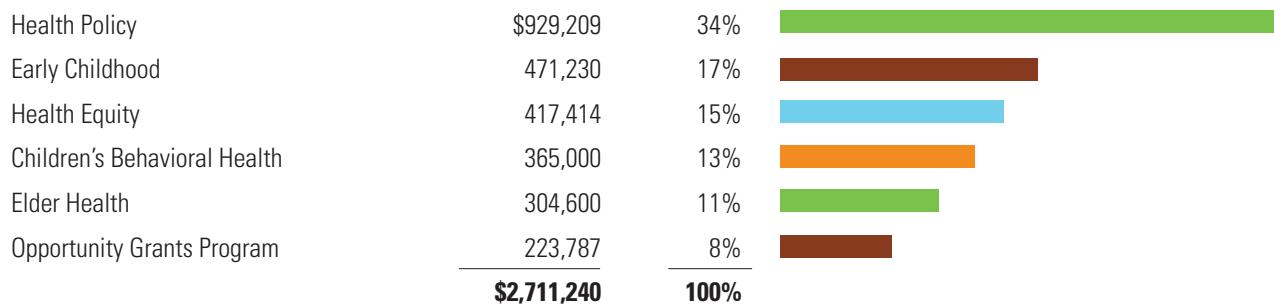
ASSETS		2016	2015
Cash and cash equivalents		\$872,941	\$909,166
Investments		78,352,047	76,068,462
Mission related investments		1,350,000	1,350,000
Accounts receivable		-	8,624
Prepaid federal excise tax		20,823	20,935
Other prepaid expenses		19,099	20,150
Total assets		\$80,614,910	\$78,377,337
LIABILITIES AND NET ASSETS			
Grants payable		\$1,321,820	\$1,028,493
Accounts payables and accrued expenses		68,804	61,773
Deferred tax liability		146,164	74,825
Total liabilities		1,536,788	1,165,091
Unrestricted net assets		79,078,122	77,212,246
Total liabilities and net assets		\$80,614,910	\$78,377,337



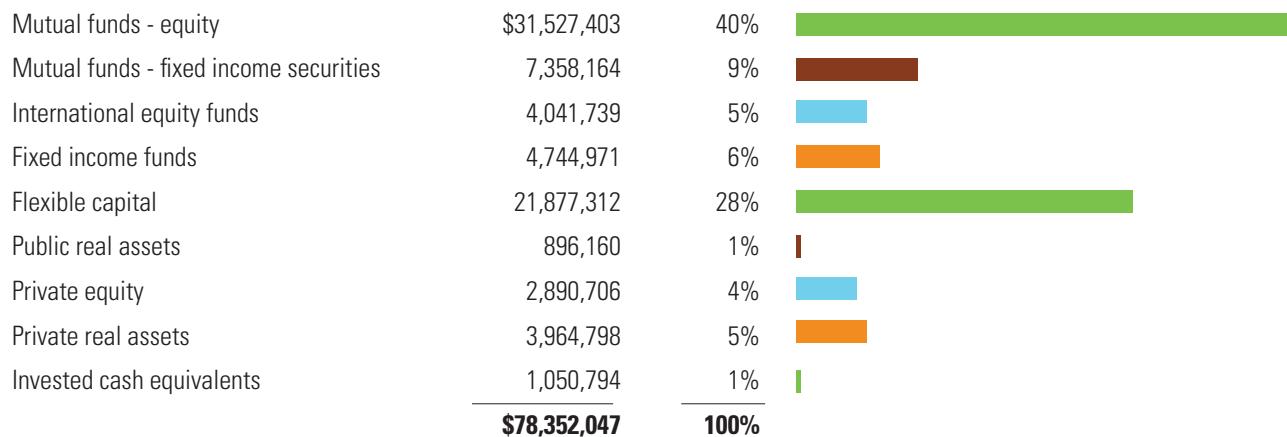
Endowment for Health, Inc. and Subsidiary Consolidated Statements of Activities Years Ended September 30, 2016 and 2015

	2016	2015
Changes in unrestricted net assets		
Revenue and net investment income (loss)		
Income (loss) on investments		
Interest and dividends	\$936,960	\$880,693
Investment management and custodial fees	(151,694)	(178,134)
Realized gains/(losses) on investments	(1,036,628)	1,104,354
Unrealized gains/(losses) on investments	6,002,950	(5,428,467)
Grant income	102,804	4,500
Other income	-	160,716
Total revenue and net investment income/(loss)	5,854,392	(3,456,338)
Expenses		
Program services		
Grant expense	2,372,159	2,623,739
Salaries and benefits	598,083	668,981
Professional services	484,362	364,737
Building and related expenses	37,160	35,943
Program support	61,198	86,403
Miscellaneous expenses	32,217	30,436
Total program services	3,585,179	3,810,239
Management and general		
Salaries and benefits	240,077	227,501
Professional services	33,836	38,944
Building and related expenses	12,996	12,631
Administrative support	14,261	16,531
General operating expenses	30,629	27,879
Federal excise tax expense	71,538	94,565
Total management and general	403,337	418,051
Total expenses	3,988,516	4,228,290
Change in unrestricted net assets	1,865,876	(7,684,628)
Unrestricted net assets, beginning of year	77,212,246	84,896,874
Unrestricted net assets, end of year	\$79,078,122	<u>\$77,212,246</u>

Endowment for Health FY 2016 Allocation of Grant Resources



Investment Asset Allocation SEPTEMBER 30, 2016



Board Members

Orville "Bud" Fitch
Randy Foose
Margaret Franckhauser
Keith Harrison†
Jody Hoffer Gittell
Steve Lawlor
Kathleen Murphy
Amanda Grappone Osmer
Maria Padin*
Ann Peters†
Brian Presti
Cindy Rosenwald
Marshall Rowe†
Adrienne Rupp
Jackie Sparks
John Wallace

Advisory Council Members

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Kenneth Bartholomew†, *Merrimack*
Emily Benson*, *Carroll*
Kathy Bizarro-Thunberg, *At Large*
Scott Bogle, *Rockingham*
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Liz Merry, *Belknap*
Meg Miller*, *Merrimack*
Dottie Morris, *Cheshire*
Monika O'Clair*, *Carroll*
Carol Pierce, *Belknap*
David Segal*, *Merrimack*
Jan Smith*, *Belknap*
Paula Smith, *Rockingham*
Lynn Stanley†, *Merrimack*

About The Report Design

From Big Bowl of Ideas

Affirming Endowment for Health's mission which is rooted in New Hampshire values and tradition yet, looking to its future, we created a quilt pattern motif with modern geometric shapes, particularly the forward and upward-looking arrows throughout. This quilt represents a certain comfort and we are all part of its tapestry, its composition. Mixed with a palette that is earth tones and pop art at once, we hope we brought a new vibrancy to the work of this wonderful organization.

Design: BigBowlOfIdeas.com

Writing: Benice Atufunwa

Principal photography: Bruce Luetters/3Sixty.com

Endowment Staff

Karen Ager
Cheryl Dempsey
Kim Firth
Sue Fulton
Yvonne Goldsberry
Melina Hill Walker*
Kelly Laflamme

† Completed service in 2016

* Joined Board/Council/Staff in 2016

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