



HAPPY HOLIDAYS AND HAPPY NEW YEAR FROM GNHFH!

A 2010 Fundraising Perspective



Volunteer Kerry Files: 2009 Nashua Holiday Stroll Annual Bake Sale: one of Habitat's key fundraisers. Photo: Marie Lopez.

by Chris Houpis and Betty Lutz

Did you know that New Hampshire is one of the lowest rated states in terms of charitable dollar contributions? Yet the Granite State ranks among the highest for time spent volunteering at civic, charity, and other non-

profit service organizations? Yes, it's hard to hand over the dough from a "philanthropic" view, but we seem to enjoy donating our time and efforts to helping others.

And in such an adverse economy like we are experiencing, (some say it's the worst in 80 years), the desire to tighten our belts is felt widely. While this cautious approach is a sign of the times, paradoxically many of us realize this is the time when there is greater need for giving of our time, and from our pockets.

As Habitat looks forward to 2010, we ought to continue

fundraising efforts that have performed well in the past while being open to new ideas. Events that have become "branded" or associated with the wonderful work done such as "Take A Hike For Humanity" remind the general public of Habitat for Humanity in our local setting. This leverages the strong name recognition that Habitat has nationally with a well known local event like the hike – it's simply good marketing.

Plus, attractions like the Hike and this type of fundraiser follows a developing trend in philanthropic giving around participatory events since it

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Current Volunteer Needs

- ASSISTANT OFFICE MANAGER (5 TO 10 HOURS PER WEEK)
- NEWSLETTER MANAGING EDITOR (20 TO 40 HOURS PER QUARTER)
- DATABASE ENTRY (3 TO 5 HOURS A WEEK)
- CONSTRUCTION TEAM LEADERS (HOURS VARY)
- 2010 TAKE A HIKE FOR HUMANITY AFFILIATE COORDINATOR (HOURS VARY BASED ON ABILITY TO BUILD A TEAM FOR THE EFFORT)

Jim Allard: Exemplifying Selfless Commitment

by Florence Hunt

When asked what Jim Allard enjoyed most about his involvement and experience with Greater Nashua Habitat For Humanity, he very candidly points out that it is one of the few organizations that are successful in using all donations towards the mission, and ultimately, he takes pleasure in "the involvement of all the partner families and the volun-

teers working on completing a project. We have all walks of life working together for a common goal."

Jim Allard became involved with Habitat for Humanity in 1997 when GNHFH partnered with French Hill Neighborhood Housing Service (now a part of Neighborhood Housing Services of Greater Nashua) to renovate 48 Tolles Street, which accommodated the

offices for FHNHS, a police substation, and a three bedroom low income apartment. Over the years he helped with the 48 Tolles Street renovation, as well as the first house built by GNHFH, a duplex on Tolles across the street from the FHNHS office, as well as the many smaller projects facilitated by the organization.

In 2000, although he was also starting his own busi-

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Jim Allard: Exemplifying Selfless Commitment *(continued)*



Jim Allard at the Fowell Avenue Project in Nashua. Photos: Ray Doucette.

ness, Jim succeeded Rick Ruo as president of the GNHFH chapter. Jim feels the most difficult challenge facing the organization during his term as president “was land acquisition. We were still fairly young and building on cash reserves and projects that would provide return payments.” Despite the organization’s “lean cash reserves,” he oversaw the Fowell Avenue construction, the second house build, which became home to GNHFH’s third partner fam-

ily.

Today, Jim keeps up with current happenings and projects through email updates, a relative who is an active volunteer, and through the newsletter. He believes new challenges face GNHFH as the organization is having more difficulty in selecting partner families. He feels the selection committee is very strong and that this “would be a tough committee to replace as people

cycle.” Jim quickly points out that the organization has overcome many hurdles, and that though challenges change as times change, GNHFH is a strong charitable organization “who provides so much service and help to families, volunteers, and the community alike.”

Florence Hunt is a Writing Instructor at Southern New Hampshire University and Daniel Webster College. A member of the Public Relations Committee, Hunt began volunteering for GNHFH one year ago.

“IT’S IMPORTANT TO REMIND PEOPLE THAT IT’S NOT ABOUT EMPTYING THEIR POCKETS TO GIVE LARGE DONATIONS OR SPENDING HOURS VOLUNTEERING... IN REALITY THE OPPOSITE IS TRUE”

merges active involvement with raising money for the organization. It is one of the most successful types of fundraising Habitat has experienced because we donate our money for the cause while receiving something enjoyable or meaningful for ourselves. It’s a win-win! Some great examples of new, participatory fund raising opportunities were the 2009 Community Fun Day and the Aces and Eights benefit concert a couple of years ago. GNHFH has always done a

good job and been fiscally responsible building a sound financial foundation for the organization. This has allowed us to purchase properties in Nashua, Wilton and Milford in the past couple of years to build homes for those who qualify. As we look to Habitat’s 2010 fund raising activity, it’s important to remind people that it’s not about emptying their pockets to give large donations or spending hours volunteering. In tough economic times, people will often feel “if I can’t give or

do what I want, I won’t give.” In reality the opposite is true. What matters is getting as many people as possible to do whatever they can in any amount and whenever they can give it. It’s important to remind people, every donation and time volunteered makes a huge difference.

Betty Lutz, of Tyngsboro, Massachusetts owns Jill of Small Trades (jillofsmalltrades@verizon.net). Chris Houppis, of Amherst, New Hampshire is a software executive at Kronos, in Chelmsford, Massachusetts. He sits on the Executive Committee of the GNHFH Board of Directors.

Your Donations and Volunteer Time at Work

An Overview of Some Projects GNHFH has Worked on this Past Quarter



Volunteers work at the Southern New Hampshire Rescue Mission. Photo: Ray Doucette.

The Building Committee completed support to the **Southern New Hampshire Rescue Mission**; it finished hanging drywall in the main dormitory area plus adjacent hallway and the rest of its rooms. New water and sewer lines were boxed in. **Searles Road in Nashua** has had new bathroom equip-

ment installed; framing, dry-wall, floor tiles, and plumbing work completed. At **42 Central Avenue, Nashua**, it supported **Nashua Housing Authority** and **KaBOOM!** in a playground build at **Bronstein Apartments**. **Can you help the Building Committee?** It is looking for leads on donations for **surveying, excavation, and foundation** on next spring’s **duplex**

build on Tonella Road in Milford. The committee is also looking to expand its construction team (see article on next page) and is also looking for a place to park its storage and work truck. (see article on last page).

Please contact **Eric Moore** at eric.moore@nashuahabitat.org. You can also call us at 603.883.0295.

Our Construction Team: Adjusting to Growth in 2010

by Eric Moore

GNHFH is experiencing some of its most palpable growth: while the organization has focused on alternating between full-home builds and small projects it is about to enter a phase in which both will be managed concurrently for an extended period of time. This means our

construction team will inevitably experience significant growth over the next few months.

On the building side, we're always looking for team leaders - that's someone who can handle a small crew and execute a particular job without much direction. A job might be something like trimming out a room with 2 to 3

volunteer assistants. A team leader is not necessarily expected to know what's next after a specific task is done, exactly how every job is to be accomplished, or what tools or materials might be needed. But a team leader should be able to get started with minimal direction, and train his or her team as

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From the Desk of President Ed Lopez

Many years ago, as a missionary for the Church of Jesus Christ of Latter-day Saints I experienced the spiritual stretching that shaped who I am today. Shortly after my mission I heard a talk at a local Church ward that has stuck with me. Robert S. Wood, at the time both an academic in National Security at the Naval War College in Newport, Rhode Island and a Priesthood leader in our Church, spoke about *Epiphanies*.

An epiphany is “a sudden revelation or realization of an essential truth or reality.” The talk was a solid reminder of a key lesson from my mission: how I, as an individual, could contribute to the collective well-being of society. Despite imperfections, those moments where I feel something I do is “right” sustain my drive forward. The talk was a reminder that service is an outward act requiring us to stretch outside our immediate communities and comfort zones. My two years as a missionary were the beginning of a journey... that “journey is the reward,” “*the race is the prize.*”

Epiphanies are individual experiences. They serve to remind us that regardless of our intent, if action doesn't follow through tangible efforts the idealized collective picture will never materialize.

Marie and I moved to New Hampshire two years ago, powerfully drawn to a culture of individualism: ultimately it's that spirit that results in a collective well-being for society. As stated in this newsletter by Chris Houppis and Betty Lutz, “the Granite State ranks among the highest for time spent volunteering at civic, charity, and other non-profit service organizations.” As New Hampshire natives – native or adoptive – we should be proud of the fact that our individualistic culture is eager to bring the bigger picture together by *giving*. Marie and I began volunteering to contribute toward that picture, with a desire to help preserve the things that have made New Hampshire great. GNHFH benefits from your initiative as individuals a great deal and Marie and I continue learning from your example.

It is my sincerest hope that as

GNHFH moves to a completely new level this year we will all be guided by the simplicity of doing what feels “right.” It's easier to ignore than to follow it, but all of you are great examples of how to follow it.

Our organization faces tremendous spiritual and temporal stretches as it moves into the new year: we are no longer alternating from year-to-year between small projects and full-home builds. GNHFH's last president, Jerry Harrow, propelled the organization onto a new phase in which we are capable of building one home a year – in addition to the many small projects we tackle. The foundation has been set for this: as we begin 2010 we all need to roll up our sleeves and find ways we can contribute – from helping raise the money for materials to helping us build homes for families in need.



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Photo by Dylan Baker

Giving a Hand Up, Not a Hand Out

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Our Construction Team: Adjusting to Growth in 2010 (continued)

needed.

We have several volunteers who serve as team leaders, and our Building Committee is looking forward to hearing from any more who are willing to take on this mentoring and leadership role. We also want to encourage any of you who have considered working with us, but haven't taken that step yet, to join us on a site, and also to help us manage our construction efforts.

The next tier up is site supervisors - someone who can determine what's needed next on a construction site, and direct that day's work.. This implies sequencing tasks and materials so all volunteers participate effectively,

to keep that build on schedule.

The next tier is construction managers. Construction managers coordinate materials, plans, subcontractors, etc., often across multiple sites. As we prepare to work on multiple sites, on weekdays as well as weekends, we expect to grow participant volunteers into team leaders, and then into site supervisors and construction managers. We're looking for any of you who would like to help us grow our team.

Eric Moore is Chairman of the Building Committee and a member of GNHFH's Board of Directors. He works for BAE Systems. Eric can be reached at eric.moore@nashuahabitat.org.

GNHFH Searching for a Place to Store Work Truck:

GNHFH is looking for a parking spot for the 14-foot box truck used to move materials, tools, and donations.

A central location in the service area (Greater Nashua Area) is preferred .

The truck is used on a regular basis — this means it receives regular maintenance and will, from time-to-time, be parked temporarily at a work site. Despite this, a more permanent space is needed.

This is a critical need for GNHFH. Please contact us at eric.moore@nashuahabitat.org or call us at 603.883.0295.



Volunteers work out of the GNHFH truck. Photo by Ray Doucette.