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Virginia M. Barry, Ph.D.
Commissioner of Education
Tel. 603-271-3144

Paul K. Leather
Deputy Commissioner of Education
Tel. 603-271-3801

STATE OF NEW HAMPSHIRE
DEPARTMENT OF EDUCATION
101 Pleasant Street
Concord, N.H. 03301
FAX 603-271-1953

January 3, 2017

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the New Hampshire Department of Education, Bureau of Special Education to enter into a contract with the New Hampshire Association for the Blind (vender code 154156), 25 Walker Street, Concord, New Hampshire in an amount not to exceed \$89,920.00 to provide training to inmates within the New Hampshire Correctional Facility for Women, 281 North State Street, Concord, New Hampshire, effective January 1, 2017 or upon Governor & Council approval, whichever is later, through December 30, 2018. 100% Federal Funds.

Funds to support this request are available in account titled Special Education-Elem/Sec. in Fiscal Year 2017, and are anticipated to be available in Fiscal Year 2018, upon the availability and continued appropriation of funds in the future operating budget, with the ability to adjust encumbrances between Fiscal Years through the Budget Office without further Governor and Council approval, if needed and justified.

	<u>FY'17</u>	<u>FY'18</u>
06-56-56-562510-4110000-102-500731	\$44,945.00	\$44,975.00
Contracts for Program Services		

EXPLANATION

In September of 2016 the New Hampshire Department of Education, Bureau of Special Education and New Hampshire Department of Corrections entered into a Memorandum of Understanding with agreement that a braille transcription program is a benefit to the State of New Hampshire and its residents. The objective of the agreement is to create a framework for the establishment of a prison braille transcription program that will provide training to inmates within the New Hampshire State Prison system which will allow New Hampshire School Districts to contract with New Hampshire Correctional Industries to purchase braille books. (Memorandum of Understanding, Attachment A).

His Excellency, Governor Christopher T. Sununu
and the Honorable Council

January 3, 2017

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A Request for Proposals (RFP) *New Hampshire Prison Braille Transcription Program* was advertised in the Manchester Union Leader, September 28th, 29th and 30th, 2016, and posted to the New Hampshire Department of Education website. The New Hampshire Department of Education (NHDOE), Bureau of Special Education and the New Hampshire Department of Corrections (DOC) will work in conjunction to establish a prison braille transcription program that will provide training to inmates within the New Hampshire Correctional facility for Women, 281 North State Street, Concord, New Hampshire.

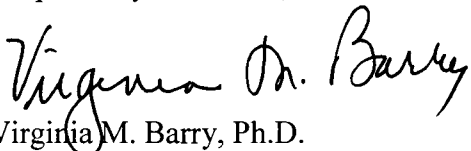
One (1) proposal was received by the deadline of October 21, 2016: New Hampshire Association for the Blind. A review committee consisting of Mary Lane, Education Consultant, Bureau of Special Education, Sherry Burbank, Education Consultant, Bureau of Special Education and Ronald Cormier, Administrator, New Hampshire Correctional Industries reviewed the proposal and recommend to contract with the New Hampshire Association for the Blind (Scoring Rubric, Attachment B).

The Department of Education would like to contract with the New Hampshire Association for the Blind as they have the capacity and willingness to train prison staff and inmate participants using curriculum from the Library of Congress and National Federation for the Blind Braille Transcript on Certification Course to transcribe braille and to assist the NHDOE in meeting the legislative mandate to provide technical assistance. New Hampshire Association for the Blind will provide an experienced braille instructor who is a Director of Education Services and a certified Teacher of Students with Visual Impairments.

This contract will be evaluated by the Department through monthly monitoring of the services provided. In addition, the vendor will submit reports to the Department on their progress in meeting the objectives of this contract.

In the event that the Federal Funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Virginia M. Barry, Ph.D.
Commissioner of Education


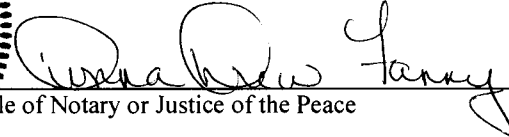
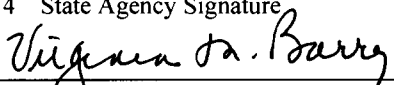
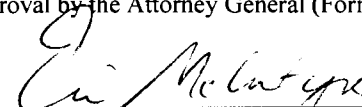
Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

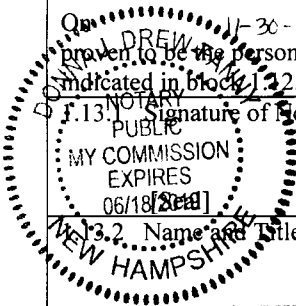
AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name Department of Education, Bureau of Special Education		1.2 State Agency Address 101 Pleasant Street Concord New Hampshire 03301	
1.3 Contractor Name New Hampshire Association for the Blind		1.4 Contractor Address 25 Walker Street Concord, New Hampshire 03301	
1.5 Contractor Phone Number 603-565-2423	1.6 Account Number See Exhibit B	1.7 Completion Date December 30, 2018	1.8 Price Limitation \$89,920.00
1.9 Contracting Officer for State Agency Santana Thibedeau		1.10 State Agency Telephone Number 630-271-3791	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory DAVID MORGAN PRESIDENT & CEO	
1.13 Acknowledgement: State of <u>NH</u> , County of <u>Merrimack</u> On <u>12-30-16</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace 			
1.13.2 Name and Title of Notary or Justice of the Peace VIRGINIA M. BARRY COMMISSIONER OF EDUCATION			
1.14 State Agency Signature 		1.15 Name and Title of State Agency Signatory VIRGINIA M. BARRY COMMISSIONER OF EDUCATION	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By:  On: <u>12/20/16</u>			
1.18 Approval by the Governor and Executive Council (if applicable) By: _____ On: _____			



2. EMPLOYMENT OF CONTRACTOR/SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT A which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.

3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement as indicated in block 1.18, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.14 ("Effective Date").

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed. Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.

Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Contractor notice of such termination. The State shall not be required to transfer funds from any other account to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/ PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT B which is incorporated herein by reference.

5.2 The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services. The State shall have no liability to the Contractor other than the contract price.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/ EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal opportunity laws. This may include the requirement to utilize auxiliary aids and services to ensure that persons with communication disabilities, including vision, hearing and speech, can communicate with, receive information from, and convey information to the Contractor. In addition, the Contractor shall comply with all applicable copyright laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of race, color, religion, creed, age, sex, handicap, sexual orientation, or national origin and will take affirmative action to prevent such discrimination.

6.3 If this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all the provisions of Executive Order No. 11246 ("Equal Employment Opportunity"), as supplemented by the regulations of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines as the State of New Hampshire or the United States issue to implement these regulations. The Contractor further agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 Unless otherwise authorized in writing, during the term of this Agreement, and for a period of six (6) months after the Completion Date in block 1.7, the Contractor shall not hire, and shall not permit any subcontractor or other person, firm or corporation with whom it is engaged in a combined effort to perform the Services to hire, any person who is a State employee or official, who is materially involved in the procurement, administration or performance of this

Contractor Initials
Date 11/30/16

Agreement. This provision shall survive termination of this Agreement.

7.3 The Contracting Officer specified in block 1.9, or his or her successor, shall be the State's representative. In the event of any dispute concerning the interpretation of this Agreement, the Contracting Officer's decision shall be final for the State.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

8.1.1 failure to perform the Services satisfactorily or on schedule;

8.1.2 failure to submit any report required hereunder; and/or

8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 treat the Agreement as breached and pursue any of its remedies at law or in equity, or both.

9. DATA/ACCESS/CONFIDENTIALITY/PRESERVATION.

9.1 As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

9.2 All data and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

9.3 Confidentiality of data shall be governed by N.H. RSA chapter 91-A or other existing law. Disclosure of data requires prior written approval of the State.

10. TERMINATION. In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall deliver to the Contracting Officer, not later than fifteen (15) days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. The form, subject matter, content, and number of copies of the Termination Report shall be identical to those of any Final Report described in the attached EXHIBIT A.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS. The Contractor shall not assign, or otherwise transfer any interest in this Agreement without the prior written notice and consent of the State. None of the Services shall be subcontracted by the Contractor without the prior written notice and consent of the State.

13. INDEMNIFICATION. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Contractor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 comprehensive general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate; and

14.1.2 special cause of loss coverage form covering all property subject to subparagraph 9.2 herein, in an amount not less than 80% of the whole replacement value of the property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or his or her successor, a certificate(s) of insurance for all insurance required under this Agreement. Contractor shall also furnish to the Contracting Officer identified in block 1.9, or his or her successor, certificate(s) of insurance for all renewal(s) of insurance required under this Agreement no later than thirty (30) days prior to the expiration date of each of the insurance policies. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference. Each certificate(s) of insurance shall contain a clause requiring the insurer to provide the Contracting Officer identified in block 1.9, or his or her successor, no less than thirty (30) days prior written notice of cancellation or modification of the policy.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("*Workers' Compensation*").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. Contractor shall furnish the Contracting Officer identified in block 1.9, or his or her successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event of Default, or any subsequent Event of Default. No express failure to enforce any Event of Default shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other Event of Default on the part of the Contractor.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no

such approval is required under the circumstances pursuant to State law, rule or policy.

19. CONSTRUCTION OF AGREEMENT AND TERMS.

This Agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

20. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.

21. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

22. SPECIAL PROVISIONS. Additional provisions set forth in the attached EXHIBIT C are incorporated herein by reference.

23. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

24. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire Agreement and understanding between the parties, and supersedes all prior Agreements and understandings relating hereto.

Contractor Initials
Date 11/30/16

EXHIBIT A

Services to be Provided

The New Hampshire Association for the Blind will provide the following services under the contract:

New Hampshire Prison Braille Transcription Program

Work in conjunction with the New Hampshire Department of Education (NHDOE), Bureau of Special Education and the Department of Corrections (DOC) to establish a prison braille transcription program that will provide training to inmates within New Hampshire Correctional Facility for Women, 281 North State Street, Concord, New Hampshire.

- Hire a vision professional to coordinate and provide training to prison staff and inmate participants to transcribe Braille in conjunction with the Library of Congress and National Federation for the Blind Braille Transcription Certification Course. Details of which may be found at <https://nfb.org/braille-transcribing#4>.
- Agree to meet any background check requirements and eligibility standards that must be met prior to vision professionals entering any of the DOC facilities.
- Purchase and provide the appropriate braille software applications such as Duxbury braille for up to 10 licenses.


Initials: 
Date: 11/30/16

EXHIBIT B

Budget and Payment Method

General Expenses:
 Budget (period ending December 30, 2018)
 Account: 06-56-56-562510-41100000-102-500731

Description of Services	FY'17	NHAB in-kind
Braille Transcription Workshops Equipment & Software		
- 10 Perkins Braillers	\$4,200.00	\$3,500.00
- 10 Duxbury Licenses		
- 1 st license	\$ 595.00	
- 2-9 licenses (\$400 x 9)	\$3,600.00	
Year 1 Braille Cohort (up to 12 students) 40 sessions x 5 hours/week 2hrs/week in class and 3hrs/week support)	\$32,000.00	
Braille Repair Workshop		
1 week Braille Repair Workshop (up to 6 students)	\$3,500.00	
- Tool Kits and Spare Parts	\$1,000.00	
- Travel Expenses		\$ 750.00
Total FY'17	\$44,945.00	\$4,250.00
Description of Services	FY'18	NHAB in-kind
Braille Transcription Workshops Equipment & Software		
- 5 Additional Braillers	\$3,875.00	
- Software (reuse current licenses)		
Course Prep (Year 1 & 2) 20 hours Course Prep and Instructional Materials Development	\$3,200.00	
Year 2 Braille Cohort (up to 12 students) 40 sessions x 5 hours/week 2hrs/week in class and 3hrs/week support)	\$32,000.00	
- Paper and Printing	\$1,400.00	\$ 600.00
Braille Repair Workshop		
1 week Braille Repair Workshop (up to 6 students)	\$3,500.00	
- Tool Kits and Spare Parts	\$1,000.00	
Travel Expenses		\$ 750.00
Total FY'18	\$44,975.00	\$1,350.00
Total Costs FY'17 & FY'18	\$89,920.00	\$5,600.00

EXHIBIT B (cont'd)

Budget and Payment Method

Limitation on Price:

Upon mutual agreement between the State Contracting Officer and the contractor, line items in this budget may be adjusted one to another, with +/- 10% of the indicated amount, but in no case shall the total budget exceed the price limitation of \$89,920.00.

Method of Payment:

Payment will be made on the basis of monthly invoices received by the 10th of the following month which are supported by a summary of activities that have taken place in accordance with the terms of the contract. If otherwise correct and acceptable, payment will be made.

Invoices will be submitted to:

Barbara Dauphinais
NH Department of Education
Bureau of Special Education
101 Pleasant Street
Concord New Hampshire 03301

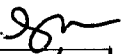
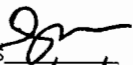
Initials: 
Date: 11/30/16

EXHIBIT C

Any document(s) developed and published, as a project of the New Hampshire State Department of Education (NHDOE), Bureau of Special Education, will recognize the NHDOE, Bureau of Special Education as a sponsor. All documents created shall be the property of the Bureau of Special Education.

Initials 
Date 11/30/16

State of New Hampshire

Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that NEW HAMPSHIRE ASSOCIATION FOR THE BLIND is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 10, 1933. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 63495



IN TESTIMONY WHEREOF,
I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 2nd day of December A.D. 2016.

A handwritten signature in cursive script, appearing to read "Wm Gardner".

William M. Gardner
Secretary of State



MCGREAL SIGHT CENTER

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

Living and thriving with vision loss

CERTIFICATE OF AUTHORITY

November 30, 2016

New Hampshire Department of Education
101 Pleasant Street
Concord, NH 03301

To Whom It May Concern:

My name is Randy Pierce. I am the Chairman of the Board of Directors for the New Hampshire Association for the Blind. I authorize David S. Morgan, President and CEO to conduct all business and sign all contracts on behalf of the New Hampshire Association for the Blind.

Sincerely,

Randy Pierce
Board Chair



NHAssociationForTheBlind



SightCenterNH



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/29/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Davis & Towle Morrill & Everett, Inc. 115 Airport Road Concord, NH 03301	CONTACT NAME: Stephanie Lamere, CIC	
	PHONE (A/C, No, Ext): (603) 715-9740	FAX (A/C, No): (603) 225-7935
E-MAIL ADDRESS: slamere@davistowle.com		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: The Hanover Insurance Company		22292
INSURER B: Great Falls Insurance Company		
INSURER C:		
INSURER D:		
INSURER E:		
INSURER F:		

INSURED

NH Association for the Blind
 25 Walker Street
 Concord, NH 03301

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		[REDACTED]	11/01/2016	11/01/2017	EACH OCCURRENCE	\$ 1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
						MED EXP (Any one person)	\$ 10,000
						PERSONAL & ADV INJURY	\$ 1,000,000
						GENERAL AGGREGATE	\$ 3,000,000
						PRODUCTS - COMP/OP AGG	\$ Included
							\$
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		[REDACTED]	11/01/2016	11/01/2017	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
							\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0		[REDACTED]	11/01/2016	11/01/2017	EACH OCCURRENCE	\$ 1,000,000
						AGGREGATE	\$ 1,000,000
							\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) if yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	11/01/2016	11/01/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
						E.L. EACH ACCIDENT	\$ 500,000
						E.L. DISEASE - EA EMPLOYEE	\$ 500,000
						E.L. DISEASE - POLICY LIMIT	\$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Workers Compensation Information

3A State: NH

Excluded Officers: Nathaniel Abbott, Randy Pierce, and Thomas Pare

CERTIFICATE HOLDER

CANCELLATION

New Hampshire Department of Education
 101 Pleasant St
 Concord, NH 03301

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Stephanie Lamere



MCGREAL SIGHT CENTER

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

Living and thriving with vision loss

MISSION STATEMENT

THE MISSION OF THE NEW HAMPSHIRE ASSOCIATION FOR THE BLIND IS TO ADVANCE THE INDEPENDENCE OF PERSONS WHO ARE BLIND AND VISUALLY IMPAIRED. THE ASSOCIATION CARRIES OUT ITS MISSION BY PROVIDING COUNSELING AND REFERRAL, REHABILITATION TEACHING, ORIENTATION AND THAT PROVIDES VISION REHABILITATION SERVICES TO PEOPLE OF ALL AGES WHO ARE BLIND OR HAVE SEVERE VISION IMPAIRMENTS. FOUNDED IN 1912, THE ASSOCIATION IS FULLY ACCREDITED BY THE NATIONAL ACCREDITATION COUNCIL FOR BLIND AND LOW VISION SERVICES.

About Us

The New Hampshire Association for the Blind is the only private nonprofit organization to supply a comprehensive range of statewide services to persons of all ages who live with low vision or blindness. With a dynamic team to facilitate its crucial work, the Association assists clients across New Hampshire, regardless of an ability to pay. Licensed and certified professionals provide adjustment-to-blindness counseling, low vision evaluations, educational services, group support, occupational therapy for low vision, and training in optical aids and devices, daily living skills, safe travel, and/or assistive technology. Vision rehabilitation professionals help clients fully use their remaining sight, per the specifications of a uniquely developed Individual Service Plan. In keeping with the mission of "transforming the lives of people of all ages who have sight loss statewide," custom services are offered one-on-one in homes, communities, workplaces, and schools.



NHAssociationForTheBlind



SightCenterNH

25 WALKER STREET • CONCORD, NH 03301 • WWW.SIGHTCENTER.ORG
(603) 224-4039 • (800) 464-3075 (Toll-free in NH)

New Hampshire Association for the Blind
Board of Directors
Fiscal Year 2017
(October 2016 – November 2017)

Officers(non-compensated)

(Re-elect/Term Exp. year assumes individual will serve the maximum 3 years as an officer)

Randy Pierce, Chair (Max. Term Exp. 2017)

109 E. Glenwood Street
Nashua, NH 03060

randy@2020visionquest.org

Nathaniel Abbott, 1st Vice Chair (Re-elect 2017. Max Term Exp. 2022)

158 Halls Hill Road
Gilmanton Iron Works, NH 03837

nabbott@abbottbiznet.com

Terri McGrew, 2nd Vice Chair (Re-elect 2016. Max Term Exp. 2019)

11 Rock Ramond Road
Brookline, NH 03033

terrimcgrew@charter.net

Tom Pare, Treasurer (Max. Term Exp. 2017)

Hession & Pare, P.C.
62 Stark Street
Manchester, NH 03101

tpare@hession-pare.com

Maureen Kelliher, Assistant Treasurer (Re-elect 2017, Max Term Exp. 2022)

Cambridge Trust Company of NH
One Harbour Place, Suite 240
Portsmouth, NH 03801

Maureen.kelliher@cambridgetrust.com

Gracie Cilley, Secretary (Max. Term Exp. 2020)

25 B Cardinal Drive
Laconia, NH 03246

gcilley@metrocast.net

Susan A. Manchester, Immediate Past Chair (Term exp. when R. Pierce term as Chair exp.)
 Sheehan Phinney Bass & Green
 1000 Elm Street
 Manchester NH 03101

smanchester@sheehan.com

Fiscal Year 2016 - Board of Directors(non-compensated)

Anthony J. Correnti, MD (Term Exp. 2018)
 NH Eye Associates, P.A.
 1415 Elm Street
 Manchester, NH 03101

acorrenti@nheyeassociates.com

Eileen Serratore (Term Exp. 2018)
 Concord Eye Center
 2 Pillsbury Street, Suite 100
 Concord, NH 03301

eserratore@concordeyecenternh.com

Paul Dann, PhD (Term Exp. 2018)
 88 Brockway Road
 Hopkinton, NH 03229

dannclan@comcast.net

John Shaw (Re-elect 2018)
 7 Atlantic Avenue
 North Hampton, NH 03862

johnshaw@7atlantic.com

Ahad Fazelat, MD (Re-elect 2019)
 Medical Eye Center
 250 River Road
 Manchester, NH 03104

afazelat@themedicaleyecenter.com

Scott Wilson (Re-elect 2018)
 31 Alvirne Drive
 Hudson, NH 03051

scottwils@comcast.net

David Hagen (Term Exp. 2018)
 327 High Street
 Hampton, NH 03842

dehagen@comcast.net

Sheila Zakre (Term Exp. 2019)
 4 Park Street, Suite 206
 Concord, NH 03301

Sheila@zlawnh.com

Tim Murray (Term Exp. 2018)
 239 Gould Hill Road
 Hopkinton, NH 03229
 (603) 552-2222
Tmurray.cia@gmail.com
Tmurray57@aol.com

Board Emeritus	
Robert Cholette 15 Usher Lane Merrimack, NH 03045 robertcholette@comcast.net	William Sirak 5 Briar Court Hooksett, NH 03106 William.sirak@comcast.net

New Hampshire Prison Braille Transcription Program

Program Personnel

David Morgan, CEO

Nancy Druke, VP of Program Services

Nancy Wittmershaus, Director of Education Services

Andrea Bilello, Teacher of the Visually Impaired

Peter Avery, Braille Tech Service & Repair Manager

David S. Morgan
President & CEO
New Hampshire Association for the Blind

EDUCATION

<u>Tuck School, Dartmouth University</u> Executive Program - Leading Innovation	2013
<u>University of Phoenix</u> Completion of Doctoral Coursework in Organization Leadership Organizational Leadership	2002 - 2004
<u>University of New Hampshire</u> MBA (Honors)	1991 - 1993
<u>Daniel Webster College</u> BA Business Management (Honors)	1984 - 1990

EMPLOYMENT HISTORY

New Hampshire Association for the Blind
President & CEO **Nov-2015 - Current**

Perkins (School for the Blind), Boston, MA
Vice President, Perkins School for the Blind **2005 – 2015**
General Manager, Perkins Products

- Serve as Vice President of Perkins and General Manager of Perkins Products. Senior member of Perkins leadership team with full P&L responsibility for Perkins Products, \$15M+ technology and service firm developing, manufacturing, and distributing assistive technology to 175 countries. Extensive international management experience including leadership of S. Africa and India operations. Committee and Board memberships for Online Learning, Perkins International, Perkins Products, and e-Commerce.

Laurier Inc. (part of BE Semiconductor), Manchester, NH **2000-2005**
President

- Served as President of Laurier is a \$30M division of a Dutch backend semiconductor equipment manufacturer providing die sorts, tray feeders, and die sorters to 300mm wafer manufacturers. Led a workforce of 65 engineers, manufacturing, R&D, marketing, finance and sales team.

Bostomatic Corporation, Milford, MA **1998 to 2000**
Vice President Operations

- Vice President Operations & Engineering for \$30 Million Division of Agie-Charmilles Group (\$800 Million Swiss Company) Specializing in Manufacturer, Sales & Service of State-of-the-Art VMCs

Powerspan Corporation, New Durham, NH **1996-1998**
Director of Operations

- Served as Director of Operations for \$5+ Million Venture Capital-Funded Global Environmental Technology Startup Company Providing Sophisticated Clean Energy Technologies for the Electric Power Industry in the U.S., Canada and Eastern Europe.

Aavid Thermal Technologies, Concord, NH
Director Engineering / Manufacturing

1994-1996

- Served as Director of Engineering & Manufacturing for a \$200 million high-volume, vertically integrated manufacturer of electronic packages, heat sinks, heat spreader and liquid cooling devices for global transportation, automotive, electronics, electrical equipment, medical device and telecom industries.

PROFESSIONAL ACTIVITIES

- **Design Museum Foundation** - Board Member / Chair of the Development Committee
- **MassMEP Board Member, located in Worcester.** (Massachusetts Manufacturing Extension Partnership) a **National Institute of Science & Technology** and MA State Funded, non-profit serving 7,000 small businesses and manufacturers in MA with work force development, training, consulting, and innovation services
- **Transforming Braille Group** Consortium Member – Group of dozen major non-profits serving the blind working on new standards and technology for transforming braille Literacy
- Past Board Member **NH MEP** (New Hampshire Manufacturing Extension Partnership)

REGOGNITION & AWARDS

- **2014 Mass Technology Leadership Council (MassTLC), Distinguished Leadership Award**
- **2014 Winner SBANE New England Innovation Award** for most Innovative Non-profit (Small Business Association of New England)
- **2013 Department of Commerce President's "E" Award for Outstanding Achievement in Exports**
- **2013 SBANE Innovation Award Finalist**
- **2010- 2013 UTILITY AND DESIGN Patents** issued or issuing Perkins for various assistive technology devices serving the visually impaired
- **2012 MassMEP for Massachusetts outstanding innovator "Growth & Innovation Award"**
- **2012 Hilton Foundation Humanitarian Prize** (Perkins Team) for work on Braille Literacy
- **2011 Diversity Award for workforce development** efforts in hiring & training visually impaired
- **2010 CEO Award** from the South Africa National Council for the Blind for building literacy and employment for the disabled in Capetown, SA
- **2009, 2012 GOOD DESIGN**, Chicago Athenaeum of Architecture and Design
- **2009 International Design Excellence Awards (IDEA) Silver** from BusinessWeek

PUBLICATIONS & PRESENTATIONS

- **Journal of Visual Impairment**, "Using a New Electronic Braille to Improve Braille Learning at the Florida School of Deaf and Blind."
- **2012, 2013 "Unlocking the Levers of Growth,"** Moderator and organizer of an Innovation Seminar Series

NANCY DRUKE, MSW, LICSW



EDUCATION: Master of Social Work, University of New England, Biddeford, Maine. May, 1998.

Licensed Independent Clinical Social Worker. October, 2000.

Bachelor of Arts, Psychology, Saint Michael's College, Winooski, Vermont. May, 1987.

CLINICAL EXPERIENCE: **Vice President of Program Services.** New Hampshire Association for the Blind, Concord, New Hampshire.

Responsible for the oversight of the programs and services provided by the Association; responsible for the budget supporting all programs and services; work collaboratively with the management team under the direction of the CEO regarding the financial status of the agency, marketing and fundraising, advocating at a local and state level.

March, 2014 – present.

Director of Social Work. New Hampshire Association for the Blind, Concord, New Hampshire.

Provide advocacy and referral services; supervise employees in the Social Work department, Volunteer Department and support staff; oversee intake process; monitor agency client caseloads and client database; oversee provision of client services across disciplines; assist management team in program development and grant writing/reporting; function as part of a multi-disciplinary rehabilitation team.

October, 1999 – March, 2014.

Case Manager. HealthSouth Rehabilitation Hospital, Concord, New Hampshire.

Oversee interdisciplinary care provided to patients; oversee fiscal management of patient caseload; provide supportive services and discharge planning to patients and family members; serve as link to resources in community; liaison with commercial insurance companies. May, 1998 – October, 1999.

Social Worker, Internship. Maine Medical Center, Portland, Maine. Provide therapeutic counseling to individuals, couples and families in an interdisciplinary family practice setting; participate on research team regarding health outcomes versus medical costs. September, 1997 – April, 1998.

Social Worker, Internship. The AIDS Project, Portland, Maine.
Provide supportive services, referral, advocacy and education to clients in a rural setting infected or affected by HIV.
September, 1996 – April, 1997.

Case Manager. Northeast Rehabilitation Hospital, Salem, New Hampshire.
Provide supportive services, referral, advocacy, discharge planning and education to patients and families in acute hospital setting as part of an interdisciplinary team.
February, 1996 – August, 1996.

Behavior Therapist. Northeast Rehabilitation Hospital, Salem, New Hampshire.
Oversee behavior science services of facility; provide community, family and staff education, work in conjunction with interdisciplinary team.
January, 1990 – August, 1996.

Behavior Technician / Senior Behavior Technician. Lewis Bay Head Injury Center, Hyannis, Massachusetts.
Supervised employees in behavior services program; design and implement individual service plans in behavior services program; train employees and families in the techniques of behavior services program.
November, 1987 – December, 1989.

**CLINICALLY
RELATED
EXPERIENCE:** Northeast Chapter, Association for the Education and Rehabilitation of the Blind and Visually Impaired (NE/AER)

President Elect, 2006-2008; 2016 - present
President, 2008-2010
Past President, 2010-2012
Board Member at Large – 2015 - 2016
Chair, Membership Committee, 2012 - present
Chair, Psychosocial Services, 2001 – 2012
Member, Awards Committee, 2005 – 2015
Member, Scholarship Committee, 2005 - 2012
Annual Conference, Co-Chair, 2002
Annual Conference, Chair, 2005
Annual Conference, Program Committee, 2010
AER Regional Conference, Program Chair, 2011
Annual Conference, Planning Committee, 2013

National Accreditation Council for Blind and Low Vision Services
Board Member at Large – 2016 - present

University of New Hampshire, School of Social Work, Internship program supervisor. 2001 – 2014.

New Hampshire Brain Injury Association Conference Committee.
1994 (chair), 1995 (chair), 1996 (chair), 1999.

Honorary peer reviewer, The Journal of Progressive Human Services.
1997.

Granite State Racing Team (Concord, NH's Running Club). Board Secretary, 2014 – present.

AFFILIATIONS: National Association of Social Workers, NH Chapter; member.

Association for Education and Rehabilitation of the Blind and Visually Impaired, Northeast Chapter; board member.

Nancy Wittmershaus



Certifications

New Hampshire Certified in Blind/Vision Disabilities
ACVREP Certified as Orientation and Mobility Specialist

Education

University of Phoenix

Graduate Level Coursework, online. Courses in Elementary and Special Education.

1994

University of Massachusetts at Boston

Graduate level courses resulting in certification in Orientation and Mobility.

1992

Fitchburg State College

Bachelor of Science in Education. Magna Cum Laude graduate; Recipient of William J. Goldman Award for Outstanding Special Education Senior.

Administrative Experience

April 2014-Present

Director of Education Services, NH Association for the Blind

- Supervise staff of eight Teachers of Students with Visual Impairments and Orientation and Mobility Specialists
- Guide and support staff in communicating with school teams and families and in making recommendations regarding student programs
- Advocate on behalf of students in various school districts for quality vision services
- Assist families in finding support and information with regard to their child's vision impairment
- Collaborate with other agencies and professionals to address local, statewide and national issues regarding vision services
- Maintain role of TVI and COMS as indicated below

Teaching Experience

August 2007-
Present

Teacher of Students with Visual Impairments,

Certified Orientation/Mobility Specialist, NH Association for the Blind

- Provide TVI and O&M services based on the Expanded Core Curriculum for Blind and Visually Impaired Students to students with vision impairment and additional educational disabilities ages birth-21
- Conduct O&M, functional vision and/or learning media assessments and make recommendations regarding vision services and other aspects of students' IEPs or IFSPs as they relate to visual impairment and blindness

- Provide in service presentations to school teams and to ESS providers regarding specific visual impairments and their developmental and educational implications
- Support families in communication with school team, attend eye appointments with families, and connect families with needed support systems and resources
- Maintain APH student census count and access needed materials for students through the NH Accessible Educational Materials program

August 2000-
August 2007

**Teacher of Students with Visual Impairments,
Orientation/Mobility Specialist, M.I.C.E. Program NH**

- Provided in-home vision services, including developmental evaluations and direct instruction, to visually impaired children ages birth-three in collaboration with local Early Supports and Services Programs throughout New Hampshire
- Educated and supported families of visually impaired children; attended eye appointments, assisted in interpreting exam results, connected families to others in same situation
- Collaborated with school districts to transition students to preschool services

August 1997-
June 1999

**Preschool Bilingual Special Education Teacher,
Ocotillo Elementary School, School District #12, Tucson, AZ**

- Planned and coordinated special education service delivery to Spanish-speaking students with varying educational disabilities ages three-five
- Structured responsibilities of three educational assistants in an atmosphere of respect, creativity, and cooperation
- Working on a team of eight teachers, created and implemented a district preschool curriculum, applying knowledge of developmentally appropriate practices and State of AZ Educational Standards

August 1996-
June 1997

**Third Grade Teacher, Bilingual
Elvira Elementary School, School District #12, Tucson, AZ**

- Implemented district curricula for literature-based reading and writing, Everyday Math, science, and social studies.
- Created and facilitated individualized literacy lessons in both English and Spanish to students at reading levels pre-primer to 5th grade.
- Organized classroom environment and materials to maximize student creativity, on-task behavior, and motivation

1995-1996

English Teacher, Colegio Americano GIPSY, Cd. del Carmen, Campeche, Mexico

1994-1995

English Teacher, Colegio Americano, Tuxtla Gutierrez, Chiapas, Mexico

1993-1994

Itinerant Teacher of the Visually Impaired, Falmouth Public Schools, MA

PERKINS BRAILLE WRITER – SERVICE AND REPAIR COURSE

Instructor: Peter Avery

Peter Avery is currently employed at The Perkins School for the Blind where he has served as Manager of Tech Service and Repair for the past 25 years. A graduate of Northeastern University, Peter is an acclaimed Master Technician with expertise on the Perkins Classic Braille and the recently launched Perkins Smart Braille. Peter's notable achievements include the establishment of braille assembly locations in Brazil, England, South Africa and India, he has also traveled the globe to train and certify well over one thousand people in the repair of braille writers. Peter regularly conducts training seminars within the US including an intense two week training course held annually on the Perkins campus. Peter's work at Perkins is instrumental in sustaining the equipment needed to support Braille Literacy around the world. "

NEW HAMPSHIRE ASSOCIATION
FOR THE BLIND

FINANCIAL REPORT

AUGUST 31, 2015

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
New Hampshire Association for the Blind
Concord, New Hampshire 03301

We have audited the accompanying statement of financial position of the New Hampshire Association for the Blind (the "Association") as of August 31, 2015, and the related statements of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Association's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of

expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the New Hampshire Association for the Blind as of August 31, 2015, and the results of its operations, changes in net assets and cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Association's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 13, 2014. In our opinion, the summarized comparative information presented herein as of and for the year ended August 31, 2014 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Nathan Wechsler & Company

Concord, New Hampshire
November 19, 2015

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

STATEMENTS OF FINANCIAL POSITION

August 31, 2015 and 2014

		ASSETS	
		2015	2014
CURRENT ASSETS			
Cash	\$	90,729	\$ 16,731
Accounts receivable, net		78,580	57,368
Interest and dividends receivable		18,482	14,259
Supplies inventory		28,890	42,825
Prepaid and reimbursable expenses		31,416	22,414
<i>Total current assets</i>		<u>248,097</u>	<u>153,597</u>
PROPERTY AND EQUIPMENT, net		<u>639,098</u>	<u>689,989</u>
OTHER ASSETS			
Other investment, charitable gift annuities		17,328	13,866
Beneficial interest in trusts		1,640,774	1,765,178
Investment - deferred compensation fund		316,587	363,948
Investment - endowment		6,206,327	5,396,759
<i>Total assets</i>	\$	<u>9,068,211</u>	\$ <u>8,383,337</u>
LIABILITIES AND NET ASSETS			
		2015	2014
CURRENT LIABILITIES			
Accounts payable	\$	64,537	\$ 15,368
Accrued payroll and related taxes		66,481	51,514
Deferred revenue		100	4,441
Current portion of charitable gift annuities		4,357	8,607
Accrued deferred compensation		48,000	48,000
<i>Total current liabilities</i>		<u>183,475</u>	<u>127,930</u>
LONG-TERM LIABILITIES			
Accrued deferred compensation		104,099	141,739
Present value obligation of charitable gift annuities		10,486	9,592
<i>Total liabilities</i>		<u>298,060</u>	<u>279,261</u>
COMMITMENTS (See Notes)			
NET ASSETS			
Unrestricted, undesignated		466,176	445,970
Unrestricted, board designated		5,081,051	4,252,972
Total unrestricted		<u>5,547,227</u>	<u>4,698,942</u>
Temporarily restricted		475,008	532,814
Permanently restricted		2,747,916	2,872,320
<i>Total net assets</i>		<u>8,770,151</u>	<u>8,104,076</u>
<i>Total liabilities and net assets</i>	\$	<u>9,068,211</u>	\$ <u>8,383,337</u>

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
Year Ended August 31, 2015 and Comparative Totals for Year Ended August 31, 2014

	Unrestricted Operating	Board Designated	Temporarily Restricted	Permanently Restricted	Total 2015	Total 2014
Support and revenues:						
Public support	\$ 396,295	\$ 1,311,662	\$ 382,545	\$ -	\$ 2,090,502	\$ 833,618
Service revenue	577,837	-	-	-	577,837	500,402
Endowment spending draw for operations (Note 12)	480,536	-	64,114	-	544,650	492,697
<i>Total public support and revenue, including endowment draw for operations</i>	1,454,668	1,311,662	446,659	-	3,212,989	1,826,717
Net assets released from restrictions for satisfaction of program restrictions and endowment spending draw	468,234	-	(468,234)	-	-	-
Expenses						
Program services	1,163,034	-	-	-	1,163,034	1,181,675
Public support	397,889	-	-	-	397,889	354,050
General and administration	444,135	-	-	-	444,135	387,686
<i>Total expenses</i>	2,005,058	-	-	-	2,005,058	1,923,411
Change in net assets prior to nonoperating activities and transfers	(82,156)	1,311,662	(21,575)	-	1,207,931	(96,694)
Nonoperating activities and transfers:						
Realized and unrealized gains, net of spending draw and investment fees of \$38,437	(147)	(50,298)	(27,207)	-	(77,652)	663,070
Interest and dividend income	-	95,251	55,631	-	150,882	136,243
Change in value of charitable gift annuities	-	-	(3,125)	-	(3,125)	(3,939)
Investment income from trusts	57,937	-	2,584	-	60,521	61,751
Distribution of investments for operations (Note 12)	-	(480,536)	(64,114)	-	(544,650)	(492,697)
Change in value of beneficial interest in trusts	-	-	-	(124,404)	(124,404)	157,942
Transfer of funds for deferred compensation	48,000	(48,000)	-	-	-	-
Gain (loss) on disposal of property and equipment	(3,428)	-	-	-	(3,428)	1,300
<i>Total nonoperating activities and transfers</i>	102,362	(483,583)	(36,231)	(124,404)	(541,856)	523,670
Increase in unrestricted net assets	20,206	828,079	-	-	848,285	162,600
Increase (decrease) in temporarily restricted net assets	-	-	(57,806)	-	(57,806)	106,434
Increase (decrease) in permanently restricted net assets	-	-	-	(124,404)	(124,404)	157,942
<i>Net increase (decrease) in net assets</i>	20,206	828,079	(57,806)	(124,404)	666,075	426,976
Net assets, beginning of year	445,970	4,252,972	532,814	2,872,320	8,104,076	7,677,100
Net assets, end of year	\$ 466,176	\$ 5,081,051	\$ 475,008	\$ 2,747,916	\$ 8,770,151	\$ 8,104,076

See Notes to Financial Statements.

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended August 31, 2015 and Comparative Totals for Year Ended August 31, 2014

	Program Services	Public Support	General and Administration	Total 2015	Total 2014
Direct expenses:					
Personnel expenses	\$ 810,041	\$ 228,998	\$ 347,049	\$ 1,386,088	\$ 1,348,404
Client aids and program supplies	76,377	-	-	76,377	52,328
Client programs and transportation	10,775	-	-	10,775	12,791
Professional fees	3,368	20,639	37,402	61,409	32,134
Staff training and development	2,421	119	95	2,635	14,821
Office equipment and supplies	14,104	20,359	4,719	39,182	40,754
Telephone	2,585	-	674	3,259	19,065
Postage and shipping	13	26,454	-	26,467	22,340
Travel	69,540	3,289	3,080	75,909	70,600
Events and activities	1,120	24,657	3,580	29,357	35,198
Printing and publications	8,072	30,879	246	39,197	30,814
Dues and subscriptions	3,016	408	6,209	9,633	21,658
Miscellaneous	1,239	7,630	1,090	9,959	2,691
Bad debt	14,043	-	-	14,043	13,868
Indirect expenses:					
Occupancy	74,191	17,471	20,277	111,939	86,786
Information technology	44,769	10,543	12,236	67,548	78,544
General office	27,360	6,443	7,478	41,281	40,615
<i>Total functional expenses</i>	\$ 1,163,034	\$ 397,889	\$ 444,135	\$ 2,005,058	\$ 1,923,411

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

STATEMENTS OF CASH FLOWS
Years Ended August 31, 2015 and 2014

	2015	2014
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase in net assets	\$ 666,075	\$ 426,976
Adjustments to reconcile increase in net assets to net cash provided by (used in) operating activities:		
Depreciation	76,801	84,694
Bad debt expense and provision for doubtful accounts	14,043	13,868
(Increase) decrease in value of beneficial interest in trusts (Note 4)	124,404	(157,942)
(Gain) loss on disposal of property and equipment	3,428	(1,300)
Net realized and unrealized (gain) loss on investments net of fees	77,652	(663,070)
Change in value of charitable gift annuities, net	3,125	3,939
(Increase) decrease in accounts receivable	(35,255)	11,762
Decrease in supplies inventory	13,935	5,029
Increase in prepaid and reimbursable expenses	(9,003)	(7,670)
Increase (decrease) in accounts payable	49,169	(12,198)
Increase (decrease) in deferred revenue	(4,341)	4,441
Increase (decrease) in accrued payroll and related taxes	14,968	(958)
Decrease in accrued deferred compensation	(37,640)	(35,453)
	<hr/>	<hr/>
<i>Net cash provided by (used in) operating activities</i>	957,361	(327,882)
	<hr/>	<hr/>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sales and redemption of investments	571,403	639,838
Purchase of investment securities	(1,425,429)	(269,378)
Proceeds from disposal of property and equipment	-	1,300
Purchase of property and equipment	(29,337)	(61,247)
	<hr/>	<hr/>
<i>Net cash provided by (used in) investing activities</i>	(883,363)	310,513
	<hr/>	<hr/>
<i>Net increase (decrease) in cash</i>	73,998	(17,369)
Cash, beginning of year	16,731	34,100
	<hr/>	<hr/>
<i>Cash, end of year</i>	\$ 90,729	\$ 16,731
	<hr/> <hr/>	<hr/> <hr/>

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Note 1. Nature of Activities

The New Hampshire Association for the Blind (the "Association") is a private, nonprofit organization established in 1912 and incorporated in 1933 under the laws of the state of New Hampshire. The primary mission of the Association is to provide social and rehabilitation services on a year-round, statewide basis to meet the special needs of New Hampshire's residents with severe vision loss. The Association is exempt from federal income taxes as an organization (not a private foundation) formed for charitable purposes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes is required.

The Association utilizes a team approach to the rehabilitation process encompassing individual and family counseling, orientation and mobility training, rehabilitation teaching (daily living skills), low vision clinics, and educational services. In addition, the Association maintains an active speakers' bureau and engages in public education and prevention activities disseminating information statewide, via direct mail and the media, concerning blindness, eye conditions and diseases, eye health care and safety, availability of rehabilitation services and related subject matters to promote greater awareness to the general public of the importance of eye care.

The Association's central headquarters is located in Concord, New Hampshire. The Association cooperates and collaborates with other New Hampshire human service organizations and health care providers for informational and referral purposes. It performs low vision examinations and prescribes and trains clients in the use of low vision aids and rehabilitation devices.

The Association is dependent, to a significant extent, upon contributions from the general public for annual support of its operations and services. Contributions are obtained through a year-round direct mail program as well as ongoing initiatives encompassing foundations, corporations, and planned giving and related development program activities which generate public support.

Note 2. Significant Accounting Policies

Basis of accounting: The financial statements of the Association have been prepared on the accrual basis. Under the accrual basis, revenues and gains are recognized when earned, and expenses and losses are recognized when incurred. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Estimates and assumptions: The Association prepares its financial statement in accordance with generally accepted accounting principles. Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Accordingly, actual results may differ from those estimates.

Basis of presentation: The Association accounts for contributions received in accordance with the FASB Accounting Standards Codification topic for revenue recognition (FASB ASC 958-605) and contributions made in accordance with FASB ASC 958-720-25 and FASB ASC 958-310. In accordance with FASB ASC 958-605-25, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. In addition, FASB ASC 958-310 requires that unconditional promises to give (pledges) be recorded as receivables and recognized as revenues.

The Association adheres to the Presentation of Financial Statements for Not-for-Profit Organizations topic of FASB ASC 958-205. Under FASB ASC 958-205, the Association is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Descriptions of the three net asset categories are as follows:

Unrestricted net assets include both undesignated and designated net assets, which include revenues, expenses and contributions pledged which are not subject to any donor-imposed restrictions or time restrictions and revenues designated by the Board of Directors for special purposes and their related expenses.

Temporarily restricted net assets include contributions and gifts for which donor-imposed restrictions will be met either by the passage of time or the actions of the Association and also includes the accumulated appreciation related to permanently restricted endowment gifts, which is a requirement of FASB ASC 958-205-45.

Permanently restricted net assets include gifts which require, by donor restriction, that the corpus be invested in perpetuity and only the income or a portion thereof be made available for program operations in accordance with donor restrictions.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Comparative financial information: The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Association's financial statements for the year ended August 31, 2014, from which the summarized information was derived.

Contributions and contributions receivable: Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Contributions are recognized when the donor makes a promise to give to the Association that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other unconditional donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

The Association is the recipient of contributions which contain donor-imposed restrictions as to the use of funds and also contain the condition that the funds must be used within a specified period of time or be returned to the donor at the end of the specified period. When the future events that will meet the conditions imposed are uncertain, the Association treats the contribution as a conditional promise to give. These conditional promises to give are recognized when the conditions are satisfied. Any assets contributed before the conditions are met are recorded as deferred revenue.

The Association uses the allowance method to determine uncollectible unconditional promises receivable. The allowance is based on prior years' experience and management's analysis of specific promises made.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Cash and cash equivalents: For purposes of reporting cash flows, the Association considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. As of August 31, 2015 the Association had no cash equivalents.

Temporary cash positions held within the investment portfolio have been excluded from cash on the statement of financial position and are included in investment balances.

Accounts receivable: The Association utilizes the allowance method of recording bad debt expense whereby the Association records an allowance for doubtful accounts based on a review of outstanding balances and past history. The accounts receivable balance is shown net of an allowance for doubtful accounts of \$4,129 at August 31, 2015.

Supplies inventory: Inventories are stated at the lower of cost (first-in, first-out) or market and consist of aids, program supplies and development supplies.

Legacies in process: The Association is the beneficiary under various wills and trust agreements. The total realizable amount of these wills and trusts was not determinable as of August 31, 2015 and therefore, has not been recorded in the financial statements. The amounts will be recorded when clear title is established and the proceeds are measurable.

Functional allocation of expenses: Direct expenses are charged to their specific program as incurred. Any expenditures not directly chargeable are allocated among the programs benefited or based on the proportion of time spent on each program by the staff.

Advertising: The Association follows the policy of charging the costs of advertising to expense as incurred with the exception of certain development supplies that are included in inventory and expensed when utilized. Advertising expense for the year ended August 31, 2015 amounted to \$5,018.

Property and equipment: The Association follows the policy of charging to functional expenses annual amounts of depreciation which allocates the cost of buildings, furniture, fixtures and vehicles over their estimated useful lives.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Depreciation of property and equipment is computed using the straight-line method over the following useful lives:

	Years
Buildings	33
Building improvements	3-33
Furniture and office equipment	5-20
Software.....	3

Additions and betterments of \$1,000 or more are capitalized. Maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed as incurred.

Contributed goods and services: The Association receives various types of in-kind contributions. Contributed services are recognized at fair value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair value when received. The Association received donated materials, supplies and professional services amounting to \$12,428 for the year ending August 31, 2015 which has been reflected as public support and expensed to the various expense accounts.

In addition, a number of unpaid volunteers have made contributions of their time and talent to develop the Association's programs. Although these donated services are of great intangible value to the Association, they are not reflected in the financial statements since they did not meet the criteria for recognition.

Income taxes: The Association is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Association is also exempt from state income taxes by virtue of its ongoing exemption from federal income taxes. Accordingly, no provision for income taxes has been recorded in the accompanying financial statements.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

The Association has adopted the provisions of FASB ASC 740, Accounting for Uncertainty in Income Taxes. Accordingly, management has evaluated the Association's tax positions and concluded the Association had maintained its tax-exempt status, does not have any significant unrelated business income and had taken no uncertain tax positions that require adjustment or disclosure in the financial statements. With few exceptions, the Association is no longer subject to income tax examinations by the U.S. Federal or State tax authorities for years before 2012.

Note 3. Investments

Investments are presented in the financial statements in the aggregate at fair value. Investments were composed of the following at August 31, 2015:

	Cost Value	Fair Value	Unrealized Appreciation
Short term investments	\$ 150,787	\$ 150,787	\$ -
Equities	3,351,565	4,447,364	1,095,799
Fixed Income	1,931,480	1,924,763	(6,717)
<i>Total</i>	<u>\$ 5,433,832</u>	<u>\$ 6,522,914</u>	<u>\$ 1,089,082</u>

Charitable gift annuities are presented in the financial statements in the aggregate at fair value. These investments were composed of the following at August 31, 2015:

	Cost Value	Fair Value	Unrealized Appreciation
Short term investments	\$ 951	\$ 951	\$ -
Equities	8,485	10,527	2,042
Fixed Income	5,698	5,850	152
<i>Total</i>	<u>\$ 15,134</u>	<u>\$ 17,328</u>	<u>\$ 2,194</u>

Total investment income (interest and dividends) on the above investments amounted to \$150,648 for the year ended August 31, 2015.

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Note 4. Beneficial Interest in Trusts

The Association is the beneficiary of several irrevocable perpetual trusts, managed by independent financial institutions. The Association receives distributions from six trusts based on the income earned and annual distributions made by the trust. The Association received \$60,521 from these trusts in 2015. This amount is recorded as unrestricted investment income. The Association's portion of the fair value of the trusts, which approximates the present value of future benefits expected to be received, amounted to \$1,640,774 at August 31, 2015.

In accordance with FASB ASC 958-605, *Transfers of Assets to a Not-for-Profit Organization or Charitable Trust That Raises or Holds Contributions for Others*, the Association has recorded the change in these investments on the statement of activities and changes in net assets.

Note 5. Fair Value Measurements

The Fair Value Measurements Topic of FASB ASC 820-10 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are as follows:

Level 1 – Inputs are unadjusted, quoted prices in active markets for identical assets at the measurement date. The types of assets carried at the level 1 fair value generally are securities listed in active markets, certificates of deposit and certain money market accounts.

Level 2 – Inputs are based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 – Inputs are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability. The fair values are therefore determined using model-based techniques that include option-pricing models, discounted cash flow models, and similar techniques.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

The inputs or methodology used for valuing investments are not necessarily an indication of the risk associated with investing in those investments.

Financial assets and (liabilities) carried at fair value on a recurring basis consist of the following at August 31, 2015:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Money market fund	\$ -	\$ 150,787	\$ -
U.S. Government agencies	-	509,569	-
Corporate and foreign bonds	-	1,415,195	-
Equities:			
Small Cap	1,107	-	-
Mid Cap	327,653	-	-
Large Cap	238,844	-	-
International	359,017	-	-
Technology	724,428	-	-
Finance	604,610	-	-
Energy	557,608	-	-
Healthcare	437,561	-	-
Capital Goods	379,554	-	-
Consumer Cyclical	339,795	-	-
Consumer Staples	210,411	-	-
Other	266,775	-	-
Other investment, charitable gift annuities	17,328	-	-
Present value obligation of charitable gift annuities	-	(14,843)	-
Beneficial interest in perpetual trusts	-	-	1,640,774
<i>Total</i>	<u>\$ 4,464,691</u>	<u>\$ 2,060,708</u>	<u>\$ 1,640,774</u>

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (level 3) for the year ended August 31, 2015:

	Beneficial interest in perpetual trusts
Balance, beginning of year	\$ 1,765,178
Total realized and unrealized gains, net of fees, included in changes in net assets	<u>(124,404)</u>
Balance, end of year	<u>\$ 1,640,774</u>
Amount of realized and unrealized gains attributable to assets still held at the reporting date, included in changes in net assets	<u>\$ (124,404)</u>

All assets and liabilities have been valued using a market or income approach and have been consistently applied. The market approach uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. Prices may be indicated by pricing guides, sale transactions, market trades, or other sources.

The income approach uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts (includes present value techniques and option-pricing models). Net present value is an income approach where a stream of expected cash flows is discounted at an appropriate market interest rate.

NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Note 6. Property and Equipment

Property and equipment, at cost, were composed of the following at August 31, 2015:

Land	\$ 66,000
Building	91,900
Building improvements	1,180,423
Furniture and office equipment	520,660
<i>Total property and equipment</i>	<u>1,858,983</u>
Less accumulated depreciation	(1,219,885)
<i>Total property and equipment, net</i>	<u><u>\$ 639,098</u></u>

Total depreciation expense for the year ended August 31, 2015 amounted to \$76,801.

Note 7. Conditional Promise to Give

The Association received a conditional promise to give which is conditioned upon incurring certain qualifying expenses under the grant programs. During the year ended August 31, 2015 the Association received an additional conditional promise to give and an extension of one-year to the grant. Qualifying expenses include those for the expansion of the Manchester Senior Women services. The Association recognized \$85,000 of revenue related to this conditional promise to give for the year ended August 31, 2015. At August 31, 2015, the balance of this conditional promise to give totaled \$42,500 for the remaining term of the grant, which is conditioned upon (a) the grantor's availability of funds for the grant purpose in future years, (b) mutual agreement to proceed with the grant project, and (c) satisfactory performance under the agreement, all of which are to be reassessed on an annual basis.

Note 8. Charitable Gift Annuities

The Association has established a program under which donors may set up charitable gift annuities. Under this program, donors can contribute assets to the Association and in return receive a guaranteed fixed income for life. The Association recognizes contribution revenue for the difference between the fair value of the assets received and the annuity liability.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Annuity liabilities are recorded for the required life annuity payments at the present value of expected future cash payments discounted using current interest rates and actuarial assumptions for those annuities. The annuity obligations are adjusted each year for changes in the life expectancy of the beneficiaries and are reduced as payments are made to the donor. The present value of future payment liabilities of charitable gift annuities was \$14,843 at August 31, 2015.

Under Chapter 403-E of New Hampshire Revised Statutes Annotated, charitable gift annuities are exempt from insurance regulation. To qualify for exemption, a charity must have been in continuous operation for at least 3 years and have at least \$300,000 in unrestricted cash, cash equivalents or publicly traded securities, not counting the annuity gift. The Association has complied with these requirements.

New Hampshire requires a charity to retain 100 percent of the contributions received for gift annuities, increased by earnings and decreased by annuity payments and properly allocated expenses. Such gifts must be invested in accordance with the general standards of prudent investment (RSA 564-A:3-b) therefore these contributions have been included as temporarily restricted for the remaining life of the donor.

Note 9. Legacies and Bequests

The Association adopted the policy of adding all proceeds from unrestricted legacies and bequests to the board-designated investment funds. In the current year, the Association received \$1,311,662 in proceeds from bequests, which has been invested in accordance with the Association's policy.

Note 10. Retirement Plan

The Association offers a 403(b) tax deferred annuity retirement plan based on the Association's maximum contributions of 5.0% of employee's annual salary and covers all full time employees who have completed a minimum of six months of service and attained the age of 20 ½. Total pension expense for the year ended August 31, 2015 amounted to \$36,074 and is included in personnel expense in the accompanying financial statements. Voluntary employee contributions are permitted to the maximum allowed by law.

Note 11. Deferred Compensation Commitment

The Association entered into a Selective Management Compensation Plan (SMCP) whereby the Association recognizes the need to provide additional retirement funding to its key employees in exchange for commitments by these key employees to continue their valued management and leadership. Under the various agreements, if the key employees continued to work for the Association for specified terms, the Association is obligated to make monthly retirement payments. Key employees participating in the plan have met these terms and the Association is obligated to make payments of \$4,000 a month through September 14, 2017 and then decreasing monthly amounts until June 23, 2020. Liabilities accrued under these plans amounted to \$152,099 at August 31, 2015. The compensation expense under these plans was recorded in prior years corresponding to the years of service provided. The Association has funded this liability with a separate deferred compensation investment account.

Note 12. Endowment Funds and Net Assets

The Association adheres to the Other Presentation Matters section of the Presentation of Financial Statements for Not-for-Profit Organizations topic of FASB ASC 958-205-45. FASB ASC 958-205-45 provides guidance on the net asset classification of donor-restricted endowment funds for a nonprofit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA). FASB ASC 958-205-45 also requires additional disclosures about an organization's endowment funds (both donor-restricted endowment funds and board-designated endowment funds) whether or not the organization is subject to UPMIFA.

The State of New Hampshire enacted UPMIFA effective July 1, 2008, the provisions of which apply to endowment funds existing on or established after that date. The Association has adopted FASB ASC 958-205-45 for the year ending August 31, 2009. The Association's endowment consists of approximately 12 individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

The Board of Directors of the Association has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

As a result of this interpretation, the Association classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Association considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Association, and (7) the investment policies of the Association.

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Association to retain as a fund of perpetual duration. Deficiencies result from unfavorable market fluctuations that occur after the investment of new permanently restricted contributions and continued appropriation for certain programs as directed by the donor. There were no such deficiencies as of August 31, 2015.

Investment Return Objectives, Risk Parameters and Strategies: The Association has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to provide

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

annual distributions, while growing the funds if possible. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

Spending Policy: The Association has a policy of appropriating for distribution each year 5% of its permanently restricted endowment fund's average fair value of the trailing twelve quarters ending during the calendar year proceeding the fiscal year in which the distribution is planned. In establishing this policy, the Association considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity based on donor restrictions, and the possible effects of inflation. The Association expects the current spending policy to allow its endowment funds to grow at a nominal average rate consistent with the Association's objective to maintain the purchasing power of the endowment assets as well as to provide additional real growth through investment return.

The board-designated funds contains funds which have no donor restrictions but which the Board of Directors has designated to spending based upon a formula which considers both earnings and the amount of annual bequests received.

The Association has elected to transfer from the board-designated funds to the operating account annually an amount equal to the sum of (a) 70% of the average annual unrestricted bequest income plus gift annuity remainder for the previous five fiscal years, excluding the high and low years and (b) 6% of the average balance of the board-designated funds for the twelve quarters ending December 31 of the previous fiscal year. These transfers may exceed the 70% with proper Board approval.

Endowment net asset composition by type of fund as of August 31, 2015 is as follows:

	Temporarily		Permanently		
	Unrestricted	Restricted	Restricted		Total
Donor-restricted					
endowment fund	\$ -	\$ 281,847	\$ 1,107,142	\$	1,388,989
Board-designated					
endowment funds	4,763,974	-	-		4,763,974
<i>Total</i>	<u>\$ 4,763,974</u>	<u>\$ 281,847</u>	<u>\$ 1,107,142</u>	<u>\$</u>	<u>6,152,963</u>

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Changes in endowment net assets as of August 31, 2015 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 3,889,028	\$ 317,553	\$ 1,107,142	\$ 5,313,723
Investment return:				
Investment income	86,326	55,963	-	142,289
Net appreciation realized and unrealized, net of fees	(42,506)	(27,555)	-	(70,061)
Total investment return	43,820	28,408	-	72,228
Contributions	1,311,662	-	-	1,311,662
Appropriation of endowment assets for expenditure related to spending draw	(440,776)	(64,114)	-	(504,890)
Additional appropriation for expenditure	(39,760)	-	-	(39,760)
Endowment net assets, end of year	\$ 4,763,974	\$ 281,847	\$ 1,107,142	\$ 6,152,963
Due to operations from endowment investments	(206)	-	-	(206)
Other temporarily restricted net assets invested in endowment	-	53,570	-	53,570
Total	\$ 4,763,768	\$ 335,417	\$ 1,107,142	\$ 6,206,327

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

Temporary restricted net assets were comprised of the following at August 31, 2015:

Manchester area senior women	\$	113,852
Staff education		13,787
Children's programs		5,434
Technology and client database upgrades		34,349
Various other programs		25,739
Portion of perpetual endowment funds subject to time restriction under UPMIFA		281,847
<i>Total temporarily restricted net assets</i>	\$	<u>475,008</u>

Permanently restricted net assets represent original gift values of contributions to the Association's permanent endowment. The income is unrestricted for general operation. Permanently restricted net assets also include the Association's beneficial interest in trusts. The funds consisted of the following at August 31, 2015:

Principal restricted, 5% maximum distribution	\$	770,183
Principal restricted, greater of income or 6%		336,959
Beneficial interest in trusts		1,640,774
<i>Total permanently restricted net assets</i>	\$	<u>2,747,916</u>

Note 13. Fundraising

Sources of fundraising income include a walk-a-thon, charitable gaming nights and Dining in the Dark events. Gross revenues and expenses from special event fundraising activities amounted to the following at August 31, 2015:

Gross Revenue	\$	111,892
Event expenses		61,788
<i>Net</i>	\$	<u>50,104</u>

Note 14. Fiscal Agent Activity

The Association entered into a fiscal sponsorship agreement with 20/20 Vision Quest, founded by a board member of the Association. Under this agreement, which allows the Association to charge a nominal administration fee, the Association receives

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NEW HAMPSHIRE ASSOCIATION FOR THE BLIND

NOTES TO FINANCIAL STATEMENTS

contributions solicited by the sponsoree and pays expenses from contributions collected on behalf and under the directive of the sponsoree. The Association has no variance power over the funds. The contributions and related expenses are not recorded in the accompanying statement of activities and changes in net assets. During the year ended August 31, 2015, the Association recognized \$420 in service fees and \$0 in contributions as a result of the fiscal sponsorship agreement. At August 31, 2015 the Association held \$39,287 in funds from this fiscal sponsorship agreement payable to 20/20 Vision Quest which has been included in accounts payable.

Note 15. Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements. Total net assets and change in net assets are unchanged due to these reclassifications.

Note 16. Subsequent Events

The Association has evaluated subsequent events through November 19, 2015, the date which the financial statements were available to be issued, and have not evaluated subsequent events after that date. No subsequent events were identified that would required disclosure in the financial statements for the year ended August 31, 2015.