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DLN: 93493195001462

# Form 990

Department of the Treasury

## Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

OMB No 1545-0047

Open to Public ▶ The organization may have to use a copy of this return to satisfy state reporting requirements Internal Revenue Service Inspection A For the 2010 calendar year, or tax year beginning 09-01-2010 and ending 08-31-2011 D Employer identification number **B** Check if applicable EASTER SEALS NEW HAMPSHIRE INC 02-0272825 Address change Doing Business As Name change E Telephone number Initial return Number and street (or P O box if mail is not delivered to street address) Room/suite (603) 623-8863 Terminated **G** Gross receipts \$ 61,678,471 Amended return City or town, state or country, and ZIP + 4 MANCHESTER, NH 03103 Application pending Name and address of principal officer **H(a)** Is this a group return for affiliates? LARRY GAMMON 555 AUBURN STREET **H(b)** Are all affiliates included? MANCHESTER, NH 03103 If "No," attach a list (see instructions) H(c) Group exemption number ▶ Tax-exempt status Website: ► NH EASTERSEALS COM K Form of organization ✓ Corporation ☐ Trust ☐ Association ☐ Other ► L Year of formation 1967 M State of legal domicile NH Part I Summary 1 Briefly describe the organization's mission or most significant activities EASTER SEALS NH SERVICES INCLUDE CHILD CARE AND EARLY INTERVENTION, SPECIAL EDUCATION, MEDICAL REHABILITATION, CAMPING AND RECREATION FOR DISABLED YOUTHS, TRANSPORTATION SERVICES, VOCATIONAL SERVICES, SENIOR SERVICES, ADULT DAY CARE PROGRAMS, A BROAD RANGE OF RESIDENTIAL SERVICE OPTIONS, Activities & Governance VETERANS' SERVICES, AND A DENTAL CENTER EASTER SEALS VALUES COMMITMENT, INTEGRITY, RESPECT, SHARED PURPOSE, EXCELLENCE, CUSTOMER FOCUS AND INDEPENDENCE 2 Check this box 📂 if the organization discontinued its operations or disposed of more than 25% of its net assets 3 Number of voting members of the governing body (Part VI, line 1a) . . . 39 4 Number of independent voting members of the governing body (Part VI, line 1b) . . 39 5 Total number of individuals employed in calendar year 2010 (Part V, line 2a) . . . 5 1,416 6 Total number of volunteers (estimate if necessary) . . . . 6 61 **7a** Total unrelated business revenue from Part VIII, column (C), line 12 . . 7a 0 **b** Net unrelated business taxable income from Form 990-T, line 34 . . **7**b 0 **Current Year Prior Year** 40,251,887 37,465,046 23,917,461 21,547,092 Program service revenue (Part VIII, line 2g) . . . . . . 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) . 160,135 243,453 1,198,219 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 2,057,742 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12 65,527,702 61,313,333 13 959,368 715,008 Grants and similar amounts paid (Part IX, column (A), lines 1-3) . . . 14 Benefits paid to or for members (Part IX, column (A), line 4) . . Salaries, other compensation, employee benefits (Part IX, column (A), lines 15 Expenses 42,924,834 41,445,262 16a Professional fundraising fees (Part IX, column (A), line 11e) . . . . 0 Total fundraising expenses (Part IX, column (D), line 25)  $\blacktriangleright$  723,164 b 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f) . . . . 18,806,398 17,154,248 18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25) 62,690,600 59,314,518 19 Revenue less expenses Subtract line 18 from line 12 . 2,837,102 1,998,815 t Assets or | rd Bafances | **Beginning of Current End of Year** 36,440,878 20 Total assets (Part X, line 16) . . . . . . . . . . 41,261,353 21 25,611,247 24,545,124 22 Net assets or fund balances Subtract line 21 from line 20 . . 15,650,106 11,895,754 Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any \*\*\*\*\* 2012-07-05 Signature of officer Date Sign Here ELIN TREANOR CFO Type or print name and title Preparer's signature Check if self-Date PTIN MICHAEL A BARBARITA MICHAEL A BARBARITA preparer's name employed 🕨 Paid Firm's name FWILLIAM STEELE & ASSOCIATES PC Firm's EIN Preparer

MANCHESTER, NH 03101

May the IRS discuss this return with the preparer shown above? (see instructions)  $\,$  .

Firm's address 🕨 40 STARK STREET

Use Only

Phone no (603) 622-

8881

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2	the p	rıor Form 990			ervices during the y	ear which were i	not listed on	┌ Yes ┌ No	<b>.</b>
3	Did th	ne organizatio ces?	hese new services on Sc n cease conducting, or m · · · · · · ·	nake significa	nt changes in how it	conducts, any	orogram • • •	「Yes ▼ No	0
4	Desc Secti	ribe the exem on 501(c)(3)	hese changes on Schedu pt purpose achievements and 501(c)(4) organizati rs, the total expenses, ai	for each of t	on 4947(a)(1) trus	ts are required t	o report the am		and
4a	DISAL PROVESTATION OPPORT	ER SEALS NEW H BILITIES AND SPE ZIDED MORE THA S NEW HAMPSHIF NEWLY RENOVAT INCTION AWARD PASSIONATE ATM RIENCED IN AGII LING THERAPY UE AS THE NATIG GRAMS PROVIDE ) CAMPING AND ER SEALS NEW H ITS TO EXPERIEN Y CHILDHOOD (B ITIONAL SERVICES ING ACTIONS SENIO INDEPENDENCE A GRAMSOFFERING ETY OF OUTPATIE CATION OPPORTU IAL TRANSIT SER MITTED TO CREA ITICES ENSURES V SACRIFICE BY DE ITIONAL AND FINA ORTUNITIES THRO OTHER OTHER ITICES ENSURES V SACRIFICE BY DE ITIONAL AND FINA ORTUNITIES THRO OTHER OTH OTHER OTH	) (Expenses \$ AMPSHIRE (ESNH) IS THE LAR CIAL NEEDS LIVE WITH EQUAI N \$3 3 MILLION DOLLARS IN F RE HAS PROVIDED ADULT DAY ED AND STATE-OF-THE-ART D ED TO ONLY THOSE PROGRAM OSPHERE ADULT REHABILITA NG, EASTER SEALS' ADULT MEI ARE THE FIRST STEP TOWAR ON'S LEADING PROVIDER OF S A WIDE VARIETY OF INTERVEN RECREATIONCAMP IS ABOUT A AMPSHIRE'S RESIDENTIAL ANI CE ALL ASPECTS OF CAMP WI IRTH TO AGE 3) AND CHILDRI S TO YOUTH THROUGH AGE 2 VE PARTICIPANTS IN THEIR HI RVICESTHE DENTAL SCHECK RS COUNTAS A FOUNDING PA AND WELL-BEING OF FRAIL, OI OSE THEY CARE FOR, INCLUDI COMPREHENSIVE PROGRAMS ENT AND RESIDENTIAL OPTION INITIES WITH A FULLY ACCREI VICE (STS), A SUBSIDIARY OF TING TRANSPORTATION SOLU ETERANS AND THEIR FAMILIE- EVELOPING AN INTEGRATED S' NCIAL NEEDS VOCATIONAL SI DUGH EASTER SEALS JOB TRAI TRAINING PROGRAMS TO ME	ITY, DIGNITY AN REE AND REDUC SERVICES TO PA ESIGNED WITH SIGNET WITH THE HIG FIONWHETHER T DICAL REHABILIT DICAL REMOVE TION SERVICES, 1 DICAL REMOVE DICAL REMOV DICAL REMOVE DI	ID INDEPENDENCE LAS' ED-PRICED SERVICES RITICIPANTS AND THEIF THE UNIQUE NEEDS OF HEST QUALITY OF SERVICES - INCLE WITH DISABILITIES OF PROBLEM OF THE WITH DISABILITIES OF PROBLEM OF THE WITH DISABILITIES OF THE WITH DISABILITIES OF THE WITH DISABILITIES OF PROBLEM OF THE WITH DISABILITIES NAME OF THE WITH DISABILITIES LOODYMENT SERVICES AND WITH DISABILITIES LOODYMENT SERVICES EAS	I YEAR ESNH SERVE OUR PROGRAMS AN R FAMILIES FOR MO OUR PARTICIPANTS ICES WE BLEND CL INJURY OR ILLNESS LUDING PHYSICAL TAINING GREATER INDE AND ADULTS LIVING ABILITIES, INCLUDIN CAN DO PLAY BA SAFE, BARRIER-FRE EN AND YOUTH SEI OPMENT DAY CARE ATING THE INCLUSI ATING THE INCLUSI E TREATMENT, ORA ATION, EASTER SEA SEALS NEW HAMPSI C SERVICES, IN-HOI ADULTS WHO ARE S ALS SCHOOLS IN MA I STUDENTS FROM A STUDENTS FROM A STUDENTS FROM A I ST	ED NEARLY 50,000 ID SERVICES INCLU RE THAN 30 YEARS IN MIND WE ARE IN MIND WE ARE INICAL EXCELLENCE IN OR BECAUSE OF THERAPY, OCCUPAT PENDENCE AUTISM ING THOSE WITH AUTISM AND ING THOSE WITH AUTISM AND ING THOSE WITH AUTISM OF INDIVIDUALS ON ON OF INDIVIDUALS ON ON OF INDIVIDUALS ON OF INDIVIDUALS ON ON OF INDIVIDUALS O	INDIVIDUALS OF A IDE ADULT DAY S OUR WELCOMIN A "CENTER OF E; E WITH A SUPPOR FUNCTIONAL LIM. TONAL THERAPY, M SERVICESEASTE D THEIR FAMILIES JUTISM SPECTRUM SING, EAT S'MOF FOR CHILDREN AN LS NEW HAMPSHI TIONAL, RESIDEN SOM HONE IN COMMUNITY-BAS LEN WHO ARE IN JUTISM SEALANTS E IS COMMITTED PREHENSIVE SERV PORT GROUPS SU SUBSTANCE USE TRANSPORTAT ORTATION SINCE TS VETERANS SER COGNITION OF T EET THEIR MEDIC FIND TRAINING A	WITH ALL AGES AND ERVICESEASTER IG FACILITIES KCELLENCE," A RTIVE, ITATIONS AND SPEECH- ER SEALS IS 5 TODAY OUR DISORDER RES AND MORE ND YOUNG IRE PROVIDES ITIAL, AND MENTAL SED RESIDENTIA NEED OF S, FILLINGS AND TO SUPPORTING VICES FOR IBSTANCE ABUSE THROUGH A E SPECIAL TON (STS) E 1980 AND IS RVICESVETERANS HEIR SERVICE CAL, SOCIAL, AND PLACEMENT
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4d 4e	(Exp	enses \$	rvices (Describe in Scho incli vice expenses►\$	edule O ) uding grants o 51,252,45	<u> </u>	) (Revent	 ue \$	)	

Part TV	Checklist of	Required	Schedules
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			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	Yes	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instruction)?	2		No
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3		No
4	<b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If</i> "Yes," complete Schedule C, Part II	4		No
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5		
6	Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part 1	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9		No
10	Did the organization, directly or through a related organization, hold assets in term, permanent,or quasi- endowments? If "Yes," complete Schedule D, Part V	10	Yes	
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VIII, VIII, IX, or X as applicable			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line10? If "Yes," complete Schedule D, Part VI.	11a	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII.	11b		No
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII.	11c		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX.	11d		No
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X.	11e	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X.	11f		No
12a	Did the organization obtain separate, independent audited financial statements for the tax year? <i>If</i> "Yes," complete Schedule D, Parts XI, XII, and XIII	12a		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional	12b	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		No
14a	, , , , ,	14a		No
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, and program service activities outside the United States? <i>If</i> "Yes," complete Schedule F, Parts I and IV	14b		No
15	Did the organization report on Part IX, column (A), line 3, more than $$5,000$ of grants or assistance to any organization or entity located outside the U S ? If "Yes," complete Schedule F, Parts II and IV	15		No
16	Did the organization report on Part IX, column (A), line 3, more than $$5,000$ of aggregate grants or assistance to individuals located outside the U S ? If "Yes," complete Schedule F, Parts III and IV.	16		No
17	Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	Yes	
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		No
20a	Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20a		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? <b>Note.</b> Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)	20b		

Par	t IV Checklist of Required Schedules (continued)			
21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II $\textcircled{\textbf{5}}$	21		N o
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b-24d and complete Schedule K. If "No," go to line 25	24a	Yes	
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		Νo
C	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		No
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		Νo
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part $I$	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? If "Yes," complete Schedule L, Part III	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		No
С	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part $IV$ .	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule Ma	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32		N o
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I	33		No
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1	34	Yes	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)?	35	Yes	
а	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 $\Box$ Yes $\Box$ No			
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36		No
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?  Note. All Form 990 filers are required to complete Schedule O	38	Yes	
		F	orm <b>990</b>	(2010)

Form 990 (2010)

Part V Statements Regarding Other IRS Filings and Tax Compliance

	Check if Schedule O contains a response to any question in this Part V		. [	
			Yes	No
a E	inter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a 193			
) E	inter the number of Forms W-2G included in line 1a Enter -0- if not applicable  1b 0			
	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable paming (gambling) winnings to prize winners?	1c	Yes	
E	inter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax</i> Statements filed for the calendar year ending with or within the year covered by this			
	eturn			
N	lote. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	2b	Yes	
	Old the organization have unrelated business gross income of \$1,000 or more during the			
,	rear?	3a 3b		N c
		שכ		
o	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		No
, т	f "Yes," enter the name of the foreign country			
S	See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts			
٧	Vas the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		No
	Old any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		No
: I	f "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c		
	oes the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a		No
I	f "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
	Organizations that may receive deductible contributions under section 170(c).			
	Old the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and ervices provided to the payor?	7a		No
Ι	f "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
	Old the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to	7c		No
	f "Yes," indicate the number of Forms 8282 filed during the year	, ,		INC
	Old the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit			
	ontract?	7e		N c
ı I	Old the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? f the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as equired?	7f 7g		No
I	f the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a form 1098-C?	7h		
9	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did he supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess			
b	ousiness holdings at any time during the year?	8		
	Sponsoring organizations maintaining donor advised funds.			
	Old the organization make any taxable distributions under section 4966?	9a		
	Old the organization make a distribution to a donor, donor advisor, or related person?	9b		
	nitiation fees and capital contributions included on Part VIII, line 12   10a			
•	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club			
	Section 501(c)(12) organizations. Enter			
	Gross income from members or shareholders			
	Gross income from other sources (Do not net amounts due or paid to other sources gainst amounts due or received from them )			
ı S	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
	f "Yes," enter the amount of tax-exempt interest received or accrued during the lab			
•	Section 501(c)(29) qualified nonprofit health insurance issuers.			
	s the organization licensed to issue qualified health plans in more than one state? <b>lote.</b> See the instructions for additional information the organization must report on Schedule O	13a		
	inter the amount of reserves the organization is required to maintain by the states now the states now the companization is licensed to issue qualified health plans			
	inter the amount of reserves on hand			
Г	Old the organization receive any payments for indoor tanning services during the tax year?	14a		No
	f "Yes." has it filed a Form 720 to report these payments? If "No." provide an explanation in Schedule O	14b		. • •

**Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI . . . . . . . . . . . . . . .

Se	ection A. Governing Body and Management			
			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year			
b	Enter the number of voting members included in line 1a, above, who are independent			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Does the organization have members or stockholders?	6		No
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a		No
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
а	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No
	ection B. Policies (This Section B requests information about policies not required by the Internal			
RE	evenue Code.)		Yes	NI-
10-	December on the second state of the second state of the second se	40-	res	No
	Does the organization have local chapters, branches, or affiliates?	10a		No
	affiliates, and branches to ensure their operations are consistent with those of the organization?	10b		
11a	Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990			
12a	Does the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done	12c	Yes	
13	Does the organization have a written whistleblower policy?	13	Yes	
14	Does the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
а	The organization's CEO, Executive Director, or top management official	15a	Yes	
	Other officers or key employees of the organization	15b	Yes	
	If "Yes" to line 15a or 15b, describe the process in Schedule O (See instructions )			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its			
	participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements?	16b		
	ection C. Disclosure	_00		l
17				
	and the states man mineria copy of and form 220 is required to be medificial.			

Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection. Indicate how you make these available. Check all that apply

☐ Own website ☑ Another's website ☑ Upon request

- 19 Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public See Additional Data Table
- State the name, physical address, and telephone number of the person who possesses the books and records of the organization FELIN TREANOR
  555 AUBURN STREET
  MANCHESTER, NH 03103
  (603) 321-3475

# <u>Part VIII</u> Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

#### Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's current key employees, if any See instructions for definition of "key employee"
- ◆ List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- ◆ List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organ	nization nor any r	<u>elated o</u>	rgan	zatio	on c	ompen	sate	d any current office	er, director, or trust	ee
(A) Name and Title	(B) Average hours	(C) Position (check all that apply)						( <b>D)</b> Reportable compensation from the	<b>(E)</b> Reportable compensation from related	<b>(F)</b> Estimated amount of other compensation
	per week (describe hours for related organizations in Schedule O)	Individual trustee or director	Institutional Trustee	Officei	Key employee	Highest compensated employee	Former	organization (W- 2/1099-MISC)	organizations (W- 2/1099- MISC)	from the organization and related organizations
See Additional Data Table										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

	(A) Name and Title	(B) Average hours	age Position (check all rs that apply)						Rep comp	(D) (E) Reportable Reportable compensation compensation from the					
		per week (describe hours for related organizations in Schedule O)	Individual trustee or director	Institutional Trustee	Officei	Key employee	Highest compensated employee	Former	organiz	m the zation (W- 9-MISC)	from related organizations (W- 2/1099- MISC)	10	from the organization and related organizations		
See A	additional Data Table	,										+			
					<u> </u>	╁		╁				+			
								-				+			
								┞				-			
												_			
						$\vdash$		$\vdash$				+			
								+				+			
					-	-		-				+			
								<u> </u>				_			
1b	Sub-Total				•	•	<u></u>	<b>•</b>				+			
d		· · · · ·						<b> </b>		1,060,494	743,649	+		235,142	
2	Total number of individuals (ind							) who	receive	d more tha	n				
	\$100,000 in reportable compe	nsation from the	organız	atıon	<b>►</b> 5										
3	Did the organization list any <b>fo</b> on line 1a? <i>If "Yes," complete So</i>					ey e	employ	ee, o	or highes	t compens	ated employee	3	Yes	No No	
4	For any individual listed on line organization and related organi individual											4	Yes		
5	Did any person listed on line 1a services rendered to the organi									anızatıon c	or individual for	5		No	
	ection B. Independent Co	ntractors													
1	Complete this table for your fiv \$100,000 of compensation fro	e highest compei		ndep	end	ent o	contra	ctors	that red	eived more	e than				
	Na	(A) ame and business ad	dress							Descr	(B) ription of services		(C Comper		
PO BO	AEL EVANS DX 7235 DRD, NH 03246									PSYCHIATRIS	•		·	184,435	
KIRS 327 (	TEN MACARTHUR CURRIER ROAD NH 03243									CLINICIAN				146,757	
85 W	C MWANGI EST WEBSTER STREET CHESTER, NH 03104									FAMILY PROV	/IDER		146,187		
103 E	A HANLEY THOMAS BOULDER DRIVE IN, NH 03444									CLINICIAN				132,002	
	Total number of independent con						<b>.</b>					$\perp$			

\$100,000 in compensation from the organization 🗠 4

Form 9						Pa	ge <b>9</b>
Part	V	Statement of Revenue		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections
							513, or 514
	1a	Federated campaigns 1a					314
Contributions, gifts, grants and other similar amounts	ь	Membership dues 1b					
æ, ç	С	Fundraising events 1c	312,172				
<u>≅</u> ,⊒	d	Related organizations 1d					
å. Ei	е	Government grants (contributions) <b>1e</b>	35,845,093				
e E	f	All other contributions, gifts, grants, and <b>1f</b>	1,307,781			! 	! 
高音		similar amounts not included above  Noncash contributions included in lines 1a-1f \$					
<u> </u>	-	Total. Add lines 1a-1f		37,465,046			
		TOTAL Add lines 1a-11	Business Code	37,403,040			
Program Service Revenue	2a	COMMUNITY BASED SERVIC	623990	Q E01 E07	8,581,587		
Re≪	ь		623990	4,099,086			
93	С		621990		3,943,110		
ier M	d	ALL OTHER	621990		3,827,160		
3 E	e		624410	1,096,149	1,096,149		
<u>~</u>	f	All other program service revenue					
<u> </u>	g	Total. Add lines 2a-2f		21,547,092			
	3	Investment income (including dividends, interest		2.12.150			242.450
	_	and other similar amounts)		243,453			243,453
	4	Income from investment of tax-exempt bond proceeds	-				
	5	(i) Real	(II) Personal				
	6a	Gross Rents	(ii) i cisolidi				
	b	Less rental					
	С	expenses Rental income					
	d	or (loss)  Net rental income or (loss)					
	_	(i) Securities	(II) O ther				
	7a	Gross amount from sales of assets other than inventory					
		Less cost or other basis and sales expenses Gain or (loss)					
	d	Net gain or (loss)					
ψ	8a	Gross income from fundraising events					
Other Revenue		(not including  \$312,172  of contributions reported on line 1c)  See Part IV, line 18					
ē		а	365,138				
o#		Less direct expenses <b>b</b>	365,138				
_	_	Net income or (loss) from fundraising events •		0			
		Gross income from gaming activities See Part IV, line 19 . a					
		Less direct expenses					
	_	Gross sales of inventory, less					
		returns and allowances .					
	h	a Less cost of goods sold <b>b</b>					
		Net income or (loss) from sales of inventory					
	Ť	Miscellaneous Revenue	Business Code				
	114	MANAGEMENT FEES	900099	1,848,274	1,848,274		
		• MISCELLANEOUS	900099	209,468	209,468		
		All other revenue					
	€	Total. Add lines 11a-11d		2.057.742			
		▶		2,057,742			
	12	Total revenue. See Instructions		61,313,333		О	243,453
					23,604,834	rm <b>990</b> (20	10)

	990 (2010)				Page <b>10</b>
Par	t IX Statement of Functional Expenses				
Δ	Section 501(c)(3) and 501(c)(4) organizations must lother organizations must complete column (A) but are not required to c			(D)	
Do no	ot include amounts reported on lines 6b, b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	( <b>D</b> ) Fundraising expenses
1	Grants and other assistance to governments and organizations in the U S See Part IV, line 21		сиральсь	устолаг охроносо	олреново
2	Grants and other assistance to individuals in the U S See Part IV, line 22	715,008	715,008		
3	Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	707,758	105,172	438,168	164,418
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	32,694,241	29,596,212	2,847,131	250,898
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)				
9	Other employee benefits	5,603,401	4,636,855	884,433	82,113
10	Payroll taxes	2,439,862	2,075,256	326,271	38,335
а	Fees for services (non-employees) Management				· ·
ь	Legal				
c	Accounting	104,800		104,800	
d	Lobbying				-
e	Professional fundraising services See Part IV, line 17				
f	Investment management fees				
g	Other	7,575,008	6,094,518	1,409,700	70,790
12	Advertising and promotion	97,623	203,369	<del>                                     </del>	1,238
13	Office expenses	31,625	200,003	100,501	1,255
14	Information technology				
15	Royalties				
16	Occupancy	2,253,565	1,959,241	260,753	33,571
17	Travel	1,627,485		<del>                                     </del>	8,111
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	1,027,403	1,303,733	33,017	0,111
19	Conferences, conventions, and meetings	267,703	210,766	43,891	13,046
20	Interest	663,618	476,050	<del>                                     </del>	
21	Payments to affiliates	25,325	,	25,325	
22	Depreciation, depletion, and amortization	700,912	396,414	<del>                                     </del>	338
23	Insurance	,			
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
а	SUPPLIES	2,599,344	2,532,825	51,773	14,746
b	TELECOMMUNICATION	561,007	327,232	230,593	3,182
c	MINOR EQUIPMENT	414,768	186,960	226,694	1,114
d	MISCELLANEOUS	118,124	48,899	61,586	7,639
е	PRINTING, ARTWORK, AND	98,272	76,030	7,419	14,823
f	All other expenses	46,694	27,892		18,802
25	Total functional expenses. Add lines 1 through 24f	59,314,518	51,252,454	7,338,900	723,164
26	Joint costs. Check here ► 🔽 if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a				
	combined educational campaign and fundraising solicitation				000 (2010)

Pa	rt X	Balance Sheet					
					<b>(A)</b> Beginning of year		<b>(B)</b> End of year
	1	Cash—non-interest-bearing			1,244,528	1	0
	2	Savings and temporary cash investments	•		1,627,206	2	3,736,400
	3	Pledges and grants receivable, net	•		161,333	3	657,114
	4	Accounts receivable, net			7,661,631	4	5,169,048
	5	Receivables from current and former officers, directors, trustees highest compensated employees Complete Part II of	s, key	employees, and			
		Schedule L				5	
	6	Receivables from other disqualified persons (as defined under s persons described in section $4958(c)(3)(B)$ , and contributing eigensoring organizations of section $501(c)(9)$ voluntary employ organizations (see instructions)	mploy	ers, and			
¥.		Schedule L				6	
Assets	7	Notes and loans receivable, net			10,804,496	7	4,982,102
⋖	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges			502,794	9	553,238
	10a	Land, buildings, and equipment cost or other basis <i>Complete Part VI of Schedule D</i>	10a	18,771,197			
	b	Less accumulated depreciation	10b	7,875,517	10,745,292	10c	10,895,680
	11	Investments—publicly traded securities		8,373,791	11	8,897,079	
	12	Investments—other securities See Part IV, line 11			65,774	12	68,636
	13	Investments—program-related See Part IV, line 11			13		
	14	Intangible assets			14		
	15	Other assets See Part IV, line 11		74,508	15	1,481,581	
	16	Total assets. Add lines 1 through 15 (must equal line 34)			41,261,353	16	36,440,878
	17	Accounts payable and accrued expenses .			4,504,779	17	4,591,228
	18	Grants payable		18			
	19	Deferred revenue		1,325,448	19	409,044	
	20	Tax-exempt bond liabilities			15,700,000	20	15,370,000
68	21	Escrow or custodial account liability Complete Part IV of Schedul	eD.			21	-
bilities	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified					
Lial		persons Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties		•		23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities Complete Part X of Schedule D			4,081,020	25	4,174,852
	26	Total liabilities. Add lines 17 through 25			25,611,247	26	24,545,124
		Organizations that follow SFAS 117, check here ▶ 🔽 and comp	lete l	ines 27			
ġ		through 29, and lines 33 and 34.					
lan	27	Unrestricted net assets			11,590,380	27	7,763,713
Balance	28	Temporarily restricted net assets			389,482	28	436,789
Fund	29	Permanently restricted net assets			3,670,244	29	3,695,252
Fui		Organizations that do not follow SFAS 117, check here ▶ ┌ ar	d con	ıplete			
ě		lines 30 through 34.					
	30	Capital stock or trust principal, or current funds				30	
Assets	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other fu	nds			32	
Net	33	Total net assets or fund balances			15,650,106	33	11,895,754
	34	Total liabilities and net assets/fund balances $\ . \ . \ . \ .$			41,261,353	34	36,440,878

Pal	Check if Schedule O contains a response to any question in this Part XI				
1	Total revenue (must equal Part VIII, column (A), line 12)	1		61,3	313,33
2	Total expenses (must equal Part IX, column (A), line 25)	2			314,51
3	Revenue less expenses Subtract line 2 from line 1	3		98,81	
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		15,6	550,10
5	Other changes in net assets or fund balances (explain in Schedule O)	5		-5,7	753,16
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6		11,8	395,75
Par	TEXII Financial Statements and Reporting  Check if Schedule O contains a response to any question in this Part XII		•	୮	
1	Accounting method used to prepare the Form 990 Cash Accrual Other  If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O			Yes	No
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? $\cdot$ .		2a		No
b	Were the organization's financial statements audited by an independent accountant?	[	2b	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O		<b>2</b> c	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were is on a separate basis, consolidated basis, or both	ssued			
	Separate basis Consolidated basis Both consolidated and separated basis				
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		3a		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the reaudit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	equired	3b		

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02-0272825

#### 1: 93493195001462

OMB No 1545-0047

2040

Open to Public Inspection

### **SCHEDULE A**

(Form 990 or 990EZ)

Name of the organization EASTER SEALS NEW HAMPSHIRE INC

Department of the Treasury Internal Revenue Service

# nplete if the organization is a section 501(c)(3) organization or a section

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

**Public Charity Status and Public Support** 

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

Reason for Public Charity Status (All organizations must complete this part.) See instructions

Employer identification number

The	organı	ızatıon ıs	not a privat	e foundation becaus	eitis (Forl	ınes 1 throu	gh 11, check	only one bo	x)			
1	Γ	A chur	ch, conventi	on of churches, or as	ssociation of	churches de	escribed in <b>s</b> e	ection 170(b	)(1)(A)(i).			
2	Γ	A scho	ol described	in <b>section 170(b)(1</b>	.)( <b>A</b> )(ii). (At	tach Schedu	le E)					
3	Γ	A hosp	ıtal or a coo	perative hospital se	rvice organiz	atıon descrı	bed in <b>sectio</b>	n 170(b)(1)	(A)(iii).			
4	Γ			n organization operat ty, and state	ted in conjun	ction with a	hospital desc	ribed in <b>sec</b>	tion 170(b)(1	L)(A)(iii). E	nter the	
5	Γ			erated for the benefi		or universit	y owned or o	perated by a	government	al unit desc	rıbed ın	
	_			A)(iv). (Complete P								
6	<u> </u>			local government or	_							
7	V	An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in section 170(b)(1)(A)(vi) (Complete Part II)										
8	Γ	A comr	munity trust	described in section	170(b)(1)(	<b>A)(vi)</b> (Com	plete Part II	)				
9	Г	An orga	anization tha	at normally receives	(1) more th	an 331/3% c	f its support	from contrib	outions, mem	bership fees	s, and gro	oss
		receipt	s from activ	ities related to its ex	xempt function	ons—subject	to certain ex	ceptions, a	nd (2) no mor	e than 331,	/3% of	
				oss investment inco								;
		acquire	ed by the org	janızatıon after June	30,1975 S	ee <b>section 5</b>	<b>09(a)(2).</b> (C	omplete Par	tIII)			
10	Γ	An orga	anızatıon org	ganized and operated	d exclusively	to test for p	ublic safety	See <b>section</b>	509(a)(4).			
11	$\sqcap$	An orga	anızatıon org	ganized and operated	d exclusively	for the bene	fit of, to perf	orm the fund	tions of, or to	carry out t	the purpo	ses of
			-	ly supported organiz						e <b>section 5</b>	09(a)(3)	.Check
			Type I	bes the type of supp			- Functional			I Type	e III - Ot	ther
e	$\vdash$			ox, I certify that the				-				
_	'			on managers and otl								
			1509(a)(2)	_		•		_				
f				received a written de	etermination	from the IRS	5 that it is a <sup>-</sup>	Гуре I, Туре	e II or Type I	II supportır	ng organi	zation,
g			this box August 17-2	2006, has the organi	zation accen	ted any dift	or contribution	on from any	of the			1
9			ng persons?	. o o o , mao amo o , ga		rea an, gne	01 001111111111111	,	01 1110			
		(i) a pe	erson who di	rectly or indirectly c	ontrols, eithe	eralone orto	gether with p	persons des	crıbed ın (ıı)		Yes	No
		and (111	) below, the	governing body of th	e the suppor	ted organıza	tion?			11g	(i)	
		(ii) a fa	mily membe	er of a person descri	bed ın (ı) abo	ve?				11g	(ii)	
		(iii) a 3	35% control	led entity of a perso	n described i	n (ı) or (ıı) a	bove?			11g(	(iii)	
h		Provide	e the follown	ng information about	the supporte	ed organızatı	on(s)					
				Т	Т		1		1			
				(iii) Type of	(iv)		(v)		(vi)			
	(i)	١		organization	Is the		Did you not	ify the	Is the	9		
	Name		(ii)	(described on	organızatı col (ı) lıst		organizati	•	organizati	on in		vii)
9	suppo		EIŃ	lines 1 - 9 above	your gove		col (ı) of		col (ı) orga			ount of pport
0	rganız	ation		or IRC section	docume		suppor	t?	in the U	S ?	su	ρροιτ
				(see instructions))	Yes	No	Yes	No	Yes	No	-	
				instructions))	165	140	1 65	140	Tes	140		
Tota	I											

# Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify

	under Part III. If tr ection A. Public Support	<u>ie organization</u>	rails to quality	under the tests i	listea below, pi	ease complete	Part III.)
	endar year (or fiscal year beginning	(a) 2006	<b>(b)</b> 2007	(c) 2008	( <b>d)</b> 2009	<b>(e)</b> 2010	<b>(f)</b> ⊤otal
1	In) F Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants") Tax revenues levied for the	15,219,34(	18,535,390	20,107,735	40,251,887	37,465,046	131,579,398
	organization's benefit and either paid to or expended on its behalf						
3	The value of services or facilities furnished by a governmental unit to the organization without charge						
4	<b>Total.</b> Add lines 1 through 3	15,219,340	18,535,390	20,107,735	40,251,887	37,465,046	131,579,398
5	The portion of total contributions by each person (other than a governmental unit or publicly						
	supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column						
6	(f) <b>Public Support.</b> Subtract line 5 from line 4						131,579,398
S	ection B. Total Support	•					
Cal	endar year (or fiscal year beginning in) ►	(a) 2006	<b>(b)</b> 2007	(c) 2008	<b>(d)</b> 2009	<b>(e)</b> 2010	<b>(f)</b> Total
7	Amounts from line 4	15,219,340	18,535,390	20,107,735	40,251,887	37,465,046	131,579,398
8	Gross income from interest,						
	dividends, payments received on securities loans, rents, royalties and income from similar sources	843,462	324,022	239,755	177,316	243,453	1,828,008
9	Net income from unrelated business activities, whether or not the business is regularly carried on						
10	Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)	205,815	1,609,595	1,179,154	1,198,219	2,057,742	6,250,525
11	<b>Total support</b> (Add lines 7 through 10)						139,657,931
12	Gross receipts from related activi	ties, etc (See ins	tructions )	<u> </u>		12	154,385,113
13	First Five Years If the Form 990 is check this box and stop here	s for the organizat	ion's first, second	d, third, fourth, or fi	ifth tax year as a	501(c)(3) organ	ization, ►
S	ection C. Computation of Pu						
14	Public Support Percentage for 201	10 (line 6 column	(f) divided by line	11 column (f))		14	94 220 %
15	Public Support Percentage for 200	09 Schedule A , P a	art II, line 14			15	94 550 %
	33 1/3% support test—2010. If the and stop here. The organization quality 33 1/3% support test—2009. If the	ualifies as a public ie organization did	ly supported orga I not check the bo	anızatıon ox on line 13 or 16			<b>▶</b>  ▼ , check this_
17a	box and <b>stop here.</b> The organization <b>10%-facts-and-circumstances tes</b> is 10% or more, and if the organization means are supported by the organization organization.	<b>t—2010.</b> If the org	anization did not facts and circums	check a box on lin stances" test, chec	ck this box and <b>si</b>	t <b>op here.</b> Explain	
b	10%-facts-and-circumstances tes 15 is 10% or more, and if the orga Explain in Part IV how the organiz	anızatıon meets th	e "facts and circ	umstances" test, o	check this box an	d <b>stop here.</b>	
18	supported organization <b>Private Foundation</b> If the organizatinstructions	ition did not check	k a box on line 13	, 16a, 16b, 17a or	17b, check this	box and see	►□ ►□

organization

Part III Support Schedule for Organizations Described in Section 509(a)(2) (Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.) Section A. Public Support Calendar year (or fiscal year beginning (a) 2006 **(b)** 2007 (c) 2008 (d) 2009 (e) 2010 (f) Total ın) 🟲 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants") Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose Gross receipts from activities that are not an unrelated trade or business under section 513 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf The value of services or facilities furnished by a governmental unit to the organization without charge Total. Add lines 1 through 5 7a Amounts included on lines 1, 2, and 3 received from disqualified Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year c Add lines 7a and 7b Public Support (Subtract line 7c from line 6) Section B. Total Support Calendar year (or fiscal year beginning (a) 2006 **(b)** 2007 (c) 2008 (d) 2009 (e) 2010 (f) Total in) 9 Amounts from line 6 Gross income from interest, 10a dividends, payments received on securities loans, rents, royalties and income from similar sources Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 Add lines 10a and 10b C Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on Other income Do not include 12 gain or loss from the sale of capital assets (Explain in Part IV) Total support (Add lines 9, 10c, 11 and 12) First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here Section C. Computation of Public Support Percentage Public Support Percentage for 2010 (line 8 column (f) divided by line 13 column (f)) 15 16 Public support percentage from 2009 Schedule A, Part III, line 15 16 Section D. Computation of Investment Income Percentage Investment income percentage for **2010** (line 10c column (f) divided by line 13 column (f)) 17 **17** Investment income percentage from 2009 Schedule A, Part III, line 17 18 18 19a 33 1/3% support tests—2010. If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported

33 1/3% support tests-2009. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line

18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization **Private Foundation** If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions

**▶**□

Part IV

**Supplemental Information.** Supplemental Information. Complete this part to provide the explanations required by Part II, line 10; Part II, line 17a or 17b; and Part III, line 12. Also complete this part for any additional information. (See instructions).

Schedule A (Form 990 or 990-EZ) 2010

# Software ID: Software Version:

**EIN:** 02-0272825

Name: EASTER SEALS NEW HAMPSHIRE INC

# Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Compensated Employees, and Independent Contractors										
<b>(A)</b> Name and Title	(B) Average hours per	Posi t	tion ( that a	che	')			( <b>D)</b> Reportable compensation from the	<b>(E)</b> Reportable compensation from related	<b>(F)</b> Estimated amount of other compensation
	week	individual trustee or director	Institutional Trustee	Officei	Key employee	Highest compensated employee	Former	organization (W- 2/1099-MISC)	organizations (W- 2/1099- MISC)	from the organization and related organizations
ALAN FRIEDBERG ASSISTANT TREASURER	1 00	Х		х				0	0	0
CHARLES S GOODWIN SECRETARY	1 00	Х		Х				0	0	0
LORI LEVESQUE DIRECTOR	1 00	Х						0	0	0
JOHN SAMENFELD DIRECTOR	1 00	Х						0	0	0
DAVID ARMSTRONG DIRECTOR	1 00	Х						0	0	0
JAMES MERRILL DIRECTOR	1 00	Х						0	0	0
TOM CHAMPAGNE ASSISTANT SECRETARY	1 00	X						0	0	0
BARRY LABOMBARDE DIRECTOR	1 00	Х						0	0	0
ARON BROWN DIRECTOR	1 00	X						0	0	0
CHRISTINE GORDON VICE CHAIRMAN	1 00	Х		Х				0	0	0
JOHN MADDEN DIRECTOR	1 00	Х						0	0	0
BILL IRWIN DIRECTOR	1 00	Х						0	0	0
CLIFFORD HARRIS DIRECTOR	1 00	Х						0	0	0
BEN GAMACHE PAST CHAIRMAN	1 00	Х						0	0	0
RICHARD RAWLINGS CHAIRMAN	4 00	Х		х				0	0	0
KEVIN DUFFY CHAIRMAN ELECT	2 00	Х		х				0	0	0
CATHY MARTIN VICE CHAIRMAN	2 00	Х		х				0	0	0
ROBERT SMITH JR TREASURER	1 00	Х		х				0	0	0
TIMM RUNNION DIRECTOR	1 00	Х						0	0	0
PETER ANDERSON DIRECTOR	1 00	Х						0	0	0
MICHAEL SALTER DIRECTOR	1 00	Х						0	0	0
JOHN ROGERS DIRECTOR	1 00	Х						0	0	0
DENNIS BEAULIEU DIRECTOR	1 00	Х						0	0	0
TOM SULLIVAN DIRECTOR	1 00	Х						0	0	0
JAMES FLANAGAN DIRECTOR	1 00	Х						0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest

Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per		tion ( that a	che	′)			( <b>D)</b> Reportable compensation from the	<b>(E)</b> Reportable compensation from related	<b>(F)</b> Estimated amount of other compensation
	week	Individual trustee or director	Institutional Trustee	Officei	출   등 등   2/1099-MISC)		organization (W-	organizations (W- 2/1099- MISC)	from the organization and related organizations	
JIM BEE DIRECTOR	1 00	Х						0	0	0
ANDREW MACWILLIAM DIRECTOR	1 00	Х						0	0	0
RANDY ELLIS DIRECTOR	1 00	Х						0	0	0
DEBBY ABBONDANZA DIRECTOR	1 00	Х						0	0	0
JOE DICHIARA DIRECTOR	1 00	Х						0	0	0
TOM CAUTHORN DIRECTOR	1 00	Х						0	0	0
WILEY MULLINS DIRECTOR	1 00	Х						0	0	0
SALLY GARMON DIRECTOR	1 00	Х						0	0	0
CYNTHIA MAKRIS DIRECTOR	1 00	Х						0	0	0
FRED URTZ DIRECTOR	1 00	Х						0	0	0
TIM MURRAY DIRECTOR	1 00	Х						0	0	0
MELISE VANCE DIRECTOR	1 00	Х						0	0	0
ELEANOR DAHAR DIRECTOR	1 00	Х						0	0	0
RENEE WALSH DIRECTOR	1 00	Х						0	0	0
BRADFORD COOK GENERAL COUNSEL & ASSISTANT SECRETARY	1 00	Х						0	0	0
LARRY GAMMON CEO/PRESIDENT	25 00			х				207,530	243,624	74,703
ELIN TREANOR CFO	25 00			Х				117,270	137,665	21,387
NOEL SULLIVAN COO	25 00			х				99,936	117,316	11,383
KAREN VAN DER BEKEN SENIOR VP/DEVELOPMENT	40 00				х			150,860	28,735	16,137
PETER COLLINS DIR CLINICAL SERVICE	40 00					Х		100,969	0	24,489
DOROTHY TUTTLE VP RES SERVICES	40 00					Х		83,448	30,865	15,013
KATHERINE KITTLE VP/CONTROLLER	27 00					Х		51,906	60,934	5,357
TINA SHARBY VP HUMAN RESOSURCES	25 00					Х		56,718	66,583	27,061
EARL SIMPSON DENTIST	30 00					Х		142,510	0	22,383
JAMES FAHEY VP PROGRAM DEVELOPMENT	27 00					Х		49,347	57,927	17,229

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## **SCHEDULE D**

(Form 990)

Department of the Treasury Internal Revenue Service

### **Supplemental Financial Statements**

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12. ► Attach to Form 990. ► See separate instructions.

Name of the organization **Employer identification number** EASTER SEALS NEW HAMPSHIRE INC 02-0272825 Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6. (a) Donor advised funds (b) Funds and other accounts Total number at end of year Aggregate contributions to (during year) 3 Aggregate grants from (during year) Aggregate value at end of year Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7. Purpose(s) of conservation easements held by the organization (check all that apply) Preservation of land for public use (e.g., recreation or pleasure) Preservation of an historically importantly land area Protection of natural habitat Preservation of a certified historic structure Preservation of open space Complete lines 2a-2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year Held at the End of the Year Total number of conservation easements 2a Total acreage restricted by conservation easements 2b Number of conservation easements on a certified historic structure included in (a) 2c Number of conservation easements included in (c) acquired after 8/17/06 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶\_ Number of states where property subject to conservation easement is located -Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year 7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(ı) and 170(h)(4)(B)(ıı)? In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Part III Complete if the organization answered "Yes" to Form 990, Part IV, line 8. If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of

- art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items
- If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items
  - (i) Revenues included in Form 990, Part VIII, line 1

(ii) Assets included in Form 990, Part X If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the

following amounts required to be reported under SFAS 116 relating to these items

Revenues included in Form 990, Part VIII, line 1

**▶**\$\_\_\_\_\_

Schedule D (Form 990) 2010

Assets included in Form 990, Part X For Privacy Act and Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Part	Organizations Maintaining Co	llections of Art	<u>:, His</u>	tori	<u>cal Tre</u>	asures, or	<u>Othe</u>	<u>er Similar</u>	Asse	ts (co	ntınued)
3	Using the organization's accession and othe items (check all that apply)	r records, check an	y of th	ne foll	lowing the	at are a signifi	cant u	use of its co	llection	1	
а	Public exhibition		d	Γ	Loan or	exchange pro	grams	5			
b	Scholarly research		e	$\Gamma$	Other						
С	Preservation for future generations										
4	Provide a description of the organization's co	ollections and expla	ıın hov	w the	y further	the organizatio	n's e	xempt purpo	se in		
5	During the year, did the organization solicity assets to be sold to raise funds rather than t							mılar	Г	Yes	┌ No
Par	Part IV, line 9, or reported an an	ements. Comple	ete ıf	the	organiza	ation answer		es" to For	m 990	),	
1a	Is the organization an agent, trustee, custoc included on Form 990, Part X?	ian or other interme	ediary	for c	ontributio	ons or other as	sets	not	Г	Yes	☐ No
b	If "Yes," explain the arrangement in Part XIV	/ and complete the	follow	/ıng ta	able				Amou	ınt	
c	Beginning balance						1c		711100		
d	Additions during the year						1d				
e	Distributions during the year						1e				
f	Ending balance						1f				
2a	Did the organization include an amount on Fo	orm 000 Dar+ V I	_ 717					I		Yes	
	-	•	e Zī '						,	res	) NO
	If "Yes," explain the arrangement in Part XIV <b>Endowment Funds.</b> Complete		n and		ad "Vac"	' to Form 000	) Do	rt IV Juno	10		
Pa	Endowment Funds. Complete	(a)Current Year		)Prior		(c)Two Years Ba		d)Three Years		)Four Y	ears Back
1a	Beginning of year balance	4,059,726			,448,268	5,437,	_	,		,	
ь	Contributions	472,169			629,923	749,	462				
c	Investment earnings or losses	-399			-384,149	-488,	829				
d	Grants or scholarships										
e	Other expenditures for facilities and programs	-399,454			634,315	1,249,	782				
f	Administrative expenses										
g	End of year balance	4,930,950		4	,059,727	4,448,	268				
2	Provide the estimated percentage of the yea	r end balance held a	as				•		•		
а	Board designated or quasi-endowment 🕨	0 %									
ь	Permanent endowment 89 000 %										
c	Term endowment ► 11 000 %										
3a	Are there endowment funds not in the posse	ssion of the organiz	atıon	that a	are held a	and administer	ed for	the			
	organization by									Yes	No
	(i) unrelated organizations								3a(i)	Yes	
	(ii) related organizations								3a(ii)		No
	If "Yes" to 3a(II), are the related organizatio	•							3b		
4	Describe in Part XIV the intended uses of th										
Par	t VI Investments—Land, Buildings	s, and Equipme	nt. S			<u> </u>	<u> 10.</u>		Т		
	Description of investment				Cost or ot			(c) Accumu depreciati		( <b>d</b> ) Bo	ok value
1a	Land					2,07	1,298				2,071,298
b	Buildings					9,27	4,874	1,47	3,026		7,801,848
c	Leasehold improvements					13	1,159	9	5,854		35,305
d I	Equipment					6,85	2,238	6,30	3,558		548,680
_е	Other	<u></u>				44	1,628		3,079		438,549
Tota	I. Add lines 1a-1e <i>(Column (d) should equal Fo</i>	orm 990, Part X, colur	mn (B,	), line	10(c).)					1	0,895,680
								Sched	ıle D (F	orm 9	90) 2010

Part VIII Investments—Other Securities. See	Form 990, Part X, line 1.		
(a) Description of security or category	(b)Book value	(c) Method of valuation	
(including name of security)	(B)Book value	Cost or end-of-year market value	
(1)Financial derivatives			
(2)Closely-held equity interests			
Other			
o ther			
Total. (Column (b) should equal Form 990, Part X, col (B) line 12)			
		12	
Part VIII Investments—Program Related. See	Porm 990, Part X, line		
(a) Description of investment type	(b) Book value	(c) Method of valuation	
		Cost or end-of-year market value	
Total. (Column (b) should equal Form 990, Part X, col (B) line 13)	1		
Part IX Other Assets. See Form 990, Part X, lir	ne 15.		
(a) Descrip	otion	(b) Book value	
Total. (Column (b) should equal Form 990, Part X, col.(B) line 1	5.)	<b>L</b>	
Part X Other Liabilities. See Form 990, Part X			
1 (a) Description of Liability	(b) A mount		
Federal Income Taxes			
INTEREST RATE SWAP	3,040,741		
457 PENSION PLAN	1,134,111		
	i		
	l		
·			
Total. (Column (b) should equal Form 990, Part X, col (B) line 25 ) ▶	4,174,852		

Par	Reconciliation of Change in Net Assets from Form 990	<u>) to Financial Statemer</u>	nts	
1	Total revenue (Form 990, Part VIII, column (A), line 12)		1	
2	Total expenses (Form 990, Part IX, column (A), line 25)		2	
3	Excess or (deficit) for the year Subtract line 2 from line 1		3	
4	Net unrealized gains (losses) on investments		4	
5	Donated services and use of facilities		5	
6	Investment expenses		6	
7	Prior period adjustments		7	
8	Other (Describe in Part XIV)		8	
9	Total adjustments (net) Add lines 4 - 8		9	
10	Excess or (deficit) for the year per financial statements Combine lines 3 and	d 9	10	
Part	Reconciliation of Revenue per Audited Financial State		er Ret	turn
1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
а	Net unrealized gains on investments	2a		
b	Donated services and use of facilities	2b		
C	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIV)	2d		
e	Add lines <b>2a</b> through <b>2d</b>		2e	
3	Subtract line <b>2e</b> from line <b>1</b>		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1			
а	Investment expenses not included on Form 990, Part VIII, line 7b .	4a	]	
b	Other (Describe in Part XIV)	4b	1 1	
C	Add lines <b>4a</b> and <b>4b</b>		4c	
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line		5	
	Reconciliation of Expenses per Audited Financial Stat	ements With Expenses	per R	leturn
1	Total expenses and losses per audited financial statements		<sub>1</sub>	
2	A mounts included on line 1 but not on Form 990, Part IX, line 25			
а	Donated services and use of facilities	2a		
b	Prior year adjustments	2b	1	
c	Other losses	2c		
d	Other (Describe in Part XIV)	2d		
e	Add lines <b>2a</b> through <b>2d</b>		2e	
3	Subtract line <b>2e</b> from line <b>1</b>		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIV)	4b	]	
c	Add lines <b>4a</b> and <b>4b</b>	<del></del> .	4c	
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, lin	ne 18 )	5	
Par	Supplemental Information			
Part	plete this part to provide the descriptions required for Part II, lines 3, 5, and <sup>o</sup> V , line 4 , Part X , Part XI , line 8 , Part XII , lines 2d and 4b , and Part XIII , line cional information			

Identifier	Return Reference	Explanation
DESCRIPTION OF INTENDED USE OF ENDOWMENT FUNDS	,	WE WILL USE THE PROCEEDS EARNED ON OUR ENDOWMENT FUNDS TO MAXIMIZE THE EXTENT TO WHICH WE ARE ABLE TO FULFILL OUR MISSION OF PROVIDING FREE AND REDUCED-PRICE SERVICES TO INDIVIDUALS AND FAMILIES WHO NEED SERVICES BUT CANNOT AFFORD OR OTHERWISE ACCESS THEM

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Part I Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17.

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**SCHEDULE G** (Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

# **Supplemental Information Regarding Fundraising or Gaming Activities**

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a. Attach to Form 990 or Form 990-EZ. See separate instructions.

Name of the organization EASTER SEALS NEW HAMPSHIRE INC **Employer identification number** 

02-0272825

Indicate whether the organization raised funds through any of the following activities. Check all that apply  Mail solicitations  Phone solicitations  In-person solicitati											
(	i) Name and address of ındıvıdual or entity (fundraiser)	(ii) Activity	fundrais custo cont contrib	Did ser have ody or rol of outions?	(iv) Gross receipts from activity	(v) A mount paid to (or retained by) fundraiser listed in col (i)	(vi) A mount paid to (or retained by) organization				
			Yes	No							
Tota	1			•							
3 NH,	List all states in which the licensing VT						from registration or				
	Privacy Act and Panerwork Rec										

<b>Part II</b> Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or more than \$15,000 on Form 990-EZ, line 6a. List events with gross receipts greater than \$5,000.							
			(a) Event #1  WINE TASTING (event type)	(b) Event #2  WALK (event type)	(c) Other Events  5 (total number)	(d) Total Events (Add col (a) through col (c))	
Revenue	1 2	Gross receipts  Less Charitable contributions	209,679	94,085	373,546	677,310	
<u>~</u>	3	Gross income (line 1 minus line 2)	209,679	94,085	373,546	677,310	
	4	Cash prizes					
မှာ	5	Non-cash prizes		2,500	14,889	17,389	
Expenses	6	Rent/facility costs	12,938	3	49,078	62,016	
	7	Food and beverages	29,228	5,115	8,137	42,480	
Direct	8	Entertainment	2,326	1,000	)	3,326	
Δ	9	Other direct expenses .	85,728	35,600	118,599	239,927	
	10	Direct expense summary Add line	es 4 through 9 ın column	(d)	🛌	365,138	
	11	Net income summary Combine lin	nes 3 and 10 in column (d	d)	•	312,172	
Par	t III	Gaming. Complete if the or \$15,000 on Form 990-EZ, lir		"Yes" to Form 990, Pa	rt IV, line 19, or repo	rted more than	
Revenue	•		(a) Bingo	<b>(b)</b> Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (Add col (a) through col (c))	
<u></u>		Gross revenue					
Expenses	3	Non-cash prizes					
	4	Rent/facility costs					
Direct	5	Other direct expenses					
	6	Volunteer labor	┌ Yes%	┌ Yes%	┌ Yes <u>%</u> ┌ No		
		Direct expense summary Add lines					
9 a b	Ente Is t	Net gaming income summary Comberthe state(s) in which the organiza he organization licensed to operate	tion operates gaming act	tivities			
10a b		re any of the organization's gaming l Yes," Explain	icenses revoked, suspen	ded or terminated during	the tax year?	· · 「Yes 「No	

11	Does the organization operate ga	aming activities with nonmembers? .		$\Gamma_{ m Yes}$ $\Gamma_{ m No}$
12	Is the organization a grantor, be	neficiary or trustee of a trust or a mem	ber of a partnership or other entity	
	formed to administer charitable of	gaming?		. Г <sub>Yes</sub> Г <sub>No</sub>
13	Indicate the percentage of gamin	ng activity operated in		
а	The organization's facility		13a	
b	An outside facility		13b	
14	Provide the name and address of records	f the person who prepares the organiza	tion's gaming/special events books and	
	Name 🟲			
	Address 🟲			
15a	Does the organization have a co	ntract with a third party from whom the	organization receives gaming	
	<del>-</del>	· ·		. $\Gamma_{Yes}$ $\Gamma_{No}$
b			tion 🟲 \$ and the	, , , , , , , , , , , , , , , , , , , ,
	amount of gaming revenue retain	ned by the third party 🟲 \$		
c	If "Yes," enter name and address	s		
	Name 🟲			
	Address ►			
16	Gaming manager information			
	Name 🟲			
	Gaming manager compensation I	<b>&gt;</b> \$		
	Description of services provided	<b></b>		
	Director/officer	□ Employee	Independent contractor	
17	Mandatory distributions			
а		er state law to make charitable distribu		
				Tyes No
b		required under state law distributed t	o other exempt organizations or spent	
D		activities during the tax year \$	reconnect to question on Cohedule C./	
Pa	t IV Complete this part to proceed instructions.)	provide additional information for	responses to question on Schedule G (	see 
	Identifier	ReturnReference	Explanation	

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Schedule I

(Form 990)

Department of the Treasury

Internal Revenue Service

DLN: 93493195001462 OMB No 1545-0047

**Grants and Other Assistance to Organizations,** Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22. ► Attach to Form 990

**Inspection** 

Name of the organization						Employer identificati	on number
EASTER SEALS NEW HAMPSHIRE I	NC					02-0272825	
Part I General Information	on on Grants and	d Assistance				<b>'</b>	
Does the organization maintain the selection criteria used to available Describe in Part IV the organization.	ward the grants or as atıon's procedures fo	sistance? or monitoring the use o	f grant funds in the Unite	d States			✓ Yes ☐
Part II Grants and Other A Form 990, Part IV, lir duplicated if additional	e 21 for any recip	ient that received r	nore than \$5,000. Ch	eck this box if no one	recipient receive	ed more than \$5,000	
1 (a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) A mount of cash grant	(e) A mount of non- cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of gra or assistance
2 Enter total number of section 5							
3 Enter total number of other orga	anizations					<u> ▶ _</u>	

Part IIII Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22. Use Schedule I-1 (Form 990) if additional space is needed.

	•				
(a)Type of grant or assistance	<b>(b)</b> Number of recipients	<b>(c)</b> A mount of cash grant	(d)A mount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance
(1) FINANCIAL ASSISTANCE FUNDS ASSIST CHILDREN AND THEIR FAMILIES IN THE RESIDENTIAL/SPECIAL EDUCATION PROGRAMS IN NEW HAMPSHIRE AND VERMONT WITH EXPENSES INCLUDING CLOTHING, ACTIVITIES AND MEDICAL AND DENTAL SERVICES	409		235,073		ASSISTS CHILDREN AND THEIR FAMILIES IN THE RESIDENTIAL/SPECIAL EDUCATION PROGRAMS IN NEW HAMPSHIRE AND VERMONT WITH EXPENSES INCLUDING CLOTHING, ACTIVITIES AND MEDICAL AND DENTAL SERVICES
(2) VETERANS COUNT FUNDS ASSIST VETERANS AND CURRENT SERVICE MEMBERS AND THEIR FAMILIES WHO ARE IN PRE, DURING OR POST- DEPLOYMENT STATUS WITH CRITICAL AND EMERGENCY NEEDS SUCH AS RENT AND MORTGAGE, FOOD AND OTHER NECESSARY HOUSEHOLD SUPPLIES, GASOLINE, AUTO REPAIRS, AND OTHER TRANSPORTATION- RELATED EXPENSES, HEATING OIL, GAS, ELECTRICITY AND OTHER UTILITIES, CHILDCARE, RESPITE CARE, AND CAMP TUITIONS, MEDICAL CO-PAYS AND PRESCRIPTIONS	231		236,571		VETERANS COUNT FUNDS ASSIST VETERANS AND CURRENT SERVICE MEMBERS AND THEIR FAMILIES WHO ARE IN PRE, DURING OR POST- DEPLOYMENT STATUS WITH CRITICAL AND EMERGENCY NEEDS SUCH AS RENT AND MORTGAGE, FOOD AND OTHER NECESSARY HOUSEHOLD SUPPLIES, GASOLINE, AUTO REPAIRS, AND OTHER TRANSPORTATION- RELATED EXPENSES, HEATING OIL, GAS, ELECTRICITY AND OTHER UTILITIES, CHILDCARE, RESPITE CARE, AND CAMP TUITIONS, MEDICAL CO-PAYS AND PRESCRIPTIONS
(3) SENIORS COUNT FUNDS ASSIST FRAIL SENIORS WITH SERVICES AND/OR ITEMS THAT ARE UNFUNDED FROM OTHER SOURCES, SUCH AS PERSONAL CARE PRODUCTS, LIFT CHAIRS, EMERGENCY RESPONSE SYSTEMS, FOOD AND OTHER NECESSARY HOUSEHOLD SUPPLIES, TRANSPORTATION-RELATED EXPENSES, HEATING OIL, GAS, ELECTRICITY AND OTHER UTILITIES, RESPITE CARE, MEDICAL CO-PAYS AND PRESCRIPTIONS, ADAPTIVE EQUIPMENT, AND MINOR HOME MODIFICATIONS	360		97,945		SENIORS COUNT FUNDS ASSIST FRAIL SENIORS WITH SERVICES AND/OR ITEMS THAT ARE UNFUNDED FROM OTHER SOURCES, SUCH AS PERSONAL CARE PRODUCTS, LIFT CHAIRS, EMERGENCY RESPONSE SYSTEMS, FOOD AND OTHER NECESSARY HOUSEHOLD SUPPLIES, TRANSPORTATION-RELATED EXPENSES, HEATING OIL, GAS, ELECTRICITY AND OTHER UTILITIES, RESPITE CARE, MEDICAL CO-PAYS AND PRESCRIPTIONS, ADAPTIVE EQUIPMENT, AND MINOR HOME MODIFICATIONS
(4) COMMUNITY BASED SERVICES FUNDS ASSIST ADULTS AND THEIR FAMILIES IN THE IN NEW HAMPSHIRE WITH EXPENSES INCLUDING CLOTHING, ACTIVITIES AND MEDICAL AND DENTAL SERVICES	252		121,755		COMMUNITY BASED SERVICES FUNDS ASSIST ADULTS AND THEIR FAMILIES IN THE IN NEW HAMPSHIRE WITH EXPENSES INCLUDING CLOTHING, ACTIVITIES AND MEDICAL AND DENTAL SERVICES
(5) FINANCIAL ASSISTANCE FUNDS USED TO PURCHASE SEGWAYS FOR MEDICAL REHABILITATION CLIENTS WITH SPECIAL NEEDS	4		19,522		FINANCIAL ASSISTANCE FUNDS USED TO PURCHASE SEGWAYS FOR MEDICAL REHABILITATION CLIENTS WITH SPECIAL NEEDS

Part IV Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

**Compensation Information** 

DLN: 93493195001462

OMB No 1545-0047

Open to Public Inspection

# **Schedule J**

Department of the Treasury

Internal Revenue Service

(Form 990)

For certain Officers, Directors, Trustees, Key Employees, and Highest **Compensated Employees** 

► Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

► Attach to Form 990. ► See separate instructions.

Name of the organization EASTER SEALS NEW HAMPSHIRE INC

**Employer identification number** 02-0272825

Par	t I Questions Regarding Compensati	ion				
					Yes	Νo
1a	Check the appropriate box(es) if the organization p 990, Part VII, Section A, line 1a Complete Part I		ny of the following to or for a person listed in Form vide any relevant information regarding these items			
	First-class or charter travel	Γ	Housing allowance or residence for personal use			
	Travel for companions	Γ	Payments for business use of personal residence			
	Tax idemnification and gross-up payments	Γ	Health or social club dues or initiation fees			
	Discretionary spending account	Γ	Personal services (e g , maid, chauffeur, chef)			
	If any of the boxes in line 1a are checked, did the reimbursement orprovision of all the expenses des			1b		
2	Did the organization require substantiation prior to officers, directors, trustees, and the CEO/Executi			2		
3	Indicate which, if any, of the following the organization's CEO/Executive Director Check all					
	✓ Compensation committee	굣	Written employment contract			
	Independent compensation consultant	굣	Compensation survey or study			
	Form 990 of other organizations	<u> </u>	Approval by the board or compensation committee			
	During the year, did any person listed in Form 990 or a related organization	O, Part VII	I, Section A, line 1a with respect to the filing organization			
а	Receive a severance payment or change-of-control	ol paymer	nt from the organization or a related organization?	4a		No
b	Participate in, or receive payment from, a supplem	nental non	iqualified retirement plan?	4b	Yes	
c	Participate in, or receive payment from, an equity-	-based co	mpensation arrangement?	4c		No
	If "Yes" to any of lines $4a-c$ , list the persons and	provide th	ne applicable amounts for each item in Part III			
	Only 501(c)(3) and 501(c)(4) organizations only r	must com	plete lines 5-9.			
	For persons listed in form 990, Part VII, Section A compensation contingent on the revenues of	A, line 1a,	, did the organization pay or accrue any			
а	The organization?			5a		No
b	Any related organization?			5b		No
	If "Yes," to line 5a or 5b, describe in Part III					
	For persons listed in form 990, Part VII, Section $\mu$ compensation contingent on the net earnings of	A, line 1a,	, did the organization pay or accrue any			
а	The organization?			6a		No
b	Any related organization?			6b		No
	If "Yes," to line 6a or 6b, describe in Part III					
	For persons listed in Form 990, Part VII, Section payments not described in lines 5 and 6? If "Yes,"			7	Yes	
8	Were any amounts reported in Form 990, Part VII	[, paid or a	accured pursuant to a contract that was			
	subject to the initial contract exception described	d in Regs	section 53 4958-4(a)(3)? If "Yes," describe			
	ın Part III			8		No
	If "Yes" to line 8, did the organization also follow t section 53 4958-6(c)?	the rebutt	able presumption procedure described in Regulations	9		

#### Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(I)-(III) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

(A) Name		(B) Breakdown of	f W-2 and/or 1099-MIS	SC compensation	(C) Retirement and	( <b>D)</b> Nontaxable	(E) Total of columns	
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	other deferred compensation	benefits	(B)(ı)-(D)	reported in prior Form 990 or Form 990-EZ
(1) LARRY GAMMON	(I) (II)	142,630 167,437						
(2) ELIN TREANOR	(I) (II)	87,009 102,142						
(3) NOEL SULLIVAN	(I) (II)	85,844 100,773						
(4) KAREN VAN DER BEKEN	(I) (II)	105,363 20,069		32,340 6,160		11,024 2,096		
(5) TINA SHARBY	(I) (II)	43,003 50,482						
(6) EARL SIMPSON	(I) (II)	135,043 0	0 0	1 '/'•'			6 164,893 0 0	ر
(7)			1	,		 [		
(8)			[			l		
(9)		,	1	,		1		
(10)	-	1	1			1		
(11)		1			†	1		
( 12 )			1	'				
(13)			1			1		
( 14 )		1				1		
( 15 )		†			†	1		
( 16 )		†			†	1	†	

#### Part III Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8 Also complete this part for any additional information

Identifier	Return Reference	Explanation
	PART I, LINE 4B	LARRY GAMMON, 58,500 ELIN TREANOR, 3,500
	· ·	OFFICER BONUSES ARE AWARDED BASED UPON THE COMPLETION OF GOALS ESTABLISHED BY THE COMPENSATION COMMITTEE KEY EMPLOYEE BONUSES ARE AWARDED BASED UPON THE COMPLETION OF GOALS ESTABLISHED BY THE CORPORATE OFFICERS
SUPPLEMENTAL INFORMATION		THE AMOUNTS REPORTED IN PART VII, COLUMN (D) AND SCHEDULE J, PART II, ROW (I) OF THIS FORM 990 REFLECT THE COMPENSATION RECEIVED WITH RESPECT TO SERVICES PERFORMED FOR THE REPORTING ENTITY ONLY THE BALANCE OF THE INDIVIDUAL'S COMPENSATION IS REPORTED IN PART VII, COLUMN (E) AND SCHEDULE J, PART II, ROW (II) THE SUM OF PART VII COLUMNS (D) AND (E) EQUAL BOX 5 OF THE RESPECTIVE EMPLOYEE'S 2009 FORM W-2 LARRY GAMMON ELIN TREANOR KAREN VANDERBEKEN NOEL SULLIVAN DOROTHY TUTTLE KATHERINE KITTLE TINA SHARBY

Schedule J (Form 990) 2010

Schedule K

**Supplemental Information on Tax Exempt Bonds** 

► Complete if the organization answered "Yes" to Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Schedule O (Form 990). ► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

DLN: 93493195001462

Open to Public Inspection

Internal Revenue Service Name of the organization

Department of the Treasury

(Form 990)

EASTER SEALS NEW HAMPSHIRE INC

Employer identification number

02 0272025

LAJ	LASTER SEALS NEW HAPIF SHIRE INC										02-0272825				
Pa	art I Bond Issues														
	(a) Issuer Name	(b) Issuer EIN	(c) CUSIP #	(d) Date Issued	<b>(e)</b> Issue Pri	ce <b>(f</b>	(f) Description of Purpose		(g) Def	eased	Beh	On alf of suer	(i) P financ		
									Yes	No	Yes	No Y	/es	No	
<b>A</b>	NEW HAMPSHIRE HEALTH AND EDUCATION FACILITIES AUTHORITY	02-0279866	644614KP3	12-02-2004	16,060,	DOO CON	CQUISITION, CONSTRUCTION, NSTALLATION AND QUIPING			х		Х		X	
													士		
Pa	rt III Proceeds								<u> </u>						
					А			В		С			D		
1	A mount of bonds retired														
2	A mount of bonds legally defea	ased													
3	Total proceeds of issue				1	16,060,000									
4	Gross proceeds in reserve fur					258,787									
5	Capitalized interest from proc	ceeds													
6	Proceeds in refunding escrow														
7	Issuance costs from proceed	Is				314,858	8								
8	Credit enhancement from pro-	ceeds													
9	Working capital expenditures	from proceeds													
10	Capital expenditures from pro	oceeds			1	15,745,142									
11	O ther spent proceeds														
12	O ther unspent proceeds														
13	Year of substantial completio	on			201	. 0									
					Yes	No	Yes	No	Yes		No	Yes		No	
14	Were the bonds issued as par	rt of a current refund	dıng ıssue?			Χ									
15	Were the bonds issued as par	rt of an advance refu	unding issue?			Χ									
16	6 Has the final allocation of proceeds been made?			Х											
17	Does the organization maintain adequate books and records to support the final allocation of proceeds?			х											
Par	rt IIII Private Business l	Use			·					•					
					A		_	В		Ç		<u> </u>	D		
					Yes	No	Yes	No	Yes		No	Yes	+	No	
1	1 Was the organization a partner in a partnership, or a member of an LLC, which owned				X										

Are there any lease arrangements that may result in private business use of bond-

property financed by tax-exempt bonds?

financed property?

Part III Private Business Use (Continued)

	111Vate Basiness CSC (continued)								
			Α		В	!	С		)
		Yes	No	Yes	No	Yes	No	Yes	No
3a	Are there any management or service contracts that may result in private business use?		х						
b	Are there any research agreements that may result in private business use of bond-financed property?		х						
С	Does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts or research agreements relating to the financed property?		х						
4	Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government		0 %						
5	Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government		0 %						
6	Total of lines 4 and 5		0 %						
7	Has the organization adopted management practices and procedures to ensure the post-issuance compliance of its tax-exempt bond liabilities?	Х							

Part IV Arbitrage

		Α		В		C		D	
		Yes	No	Yes	No	Yes	No	Yes	No
1	Has a Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate, been filed with respect to the bond issue?		x						
2	Is the bond issue a variable rate issue?	X							
3a	Has the organization or the governmental issuer entered into a hedge with respect to the bond issue?								
		X							
b	Name of provider	RBS CITIZE	NS NA						
С	Term of hedge	30 0000	0000000						
d	Was the hedge superintegrated?		х						
e	Was a hedge terminated?		х						
4a	Were gross proceeds invested in a GIC?		Х						
b	Name of provider		_						
С	Term of GIC								
d	Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied?								
5	Were any gross proceeds invested beyond an available temporary period?		Х						
6	Did the bond issue qualify for an exception to rebate?		х						

#### Part V Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule K (see instructions)

Identifier	Return Reference	Explanation

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DLN: 93493195001462

OMB No 1545-0047

Open to Public

### SCHEDULE M (Form 990)

Department of the Treasury Internal Revenue Service

▶Complete if the organization answered "Yes" on Form 990, Part IV, lines 29 or 30. ► Attach to Form 990.

**NonCash Contributions** 

Inspection

ADIE	ER SEALS NEW HAMPSHIRE INC	Employer identification number						
					02-0272825			
Pa	rt I Types of Property							
		(a) Check if applicable	<b>(b)</b> Number of Contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d Method of determining of amounts		ontribut	.ion
1	Art—Works of art							
2	Art—Historical treasures							
3	Art—Fractional interests							
4	Books and publications							
5	Clothing and household							
1000								
6	Cars and other vehicles .							
7	Boats and planes							
8	Intellectual property							
9	Securities—Publicly traded							
10	Securities—Closely held stock							
11	Securities—Partnership, LLC, or trust interests .							
12	Securities—Miscellaneous							
13	Qualified conservation contribution—Historic							
	structures							
14	Qualified conservation contribution—Other							
15	Real estate—Residential .							
16	Real estate—Commercial							
17	Real estate—Other							
18	Collectibles							
19	Food inventory							
20	Drugs and medical supplies							
21	Taxidermy							
22	Historical artifacts							
23	Scientific specimens							
24	Archeological artifacts .							
25	O ther ▶ ()		See Add'l Data					
	O ther ▶()							
27	O ther ▶()							
28	O ther ▶ ()							
29	Number of Forms 8283 received be for which the organization complet	-			29			
							Yes	No
30a	During the year, did the organizati	on receiv	e by contribution any prope	erty reported in Part I, lines	1-28 that it			
	must hold for at least three years	from the o	late of the initial contributi	on, and which is not require	d to be used			
	for exempt purposes for the entire					30a		No
ь	If "Yes," describe the arrangemen	t ın Part I	I					
31	Does the organization have a gift			review of any non-standard	contributions?	31		No
32a	Does the organization hire or use	thırd partı	es or related organizations	to solicit, process, or sell	non-cash			
	contributions?					32a		Νo
b 	If "Yes," describe in Part II		n column (-) for a true of	raparty for which calumn (a	V			

describe in Part II

Page 2

#### Part II

**Supplemental Information.** Complete this part to provide the information required by Part I, lines 30b, 32b, and 33. Also complete this part for any additional information.

Identifier Return Reference Explanation

Schedule M (Form 990) 2010

#### **Additional Data**

Software ID: Software Version:

**EIN:** 02-0272825

Name: EASTER SEALS NEW HAMPSHIRE INC

#### Form 990 Schedule M, Part I - Types of Property

Property Type	(a) Check if applicable	<b>(b)</b> Number of Contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1q	(d) Method of determining oncash contribution amounts
Other►( <u>ASSISTANCE</u> )	Х	22	58,840	
AUCTION Other⊳( <u>ITEMS</u> )	X	143	27,801	
Other ► ( ENTERTAINMENT )	Х	1	1,000	
Other ► ( <u>EQUIPMENT</u> )	Х	3	594	
EVENT Other►( <u>PRIZES</u> )	X	3	14,009	
Other ► ( FACILITIES )	Х	3	9,441	
Other►( <u>MEDIA</u> )	Х	11	77,678	
Other ► ( MISCELLANEOUS )	Х	7	18,290	
Other ► ( <u>FOOD/BEVERAGES</u> )	Х	39	44,875	

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As Filed Data -

DLN: 93493195001462

OMB No 1545-0047

2010

Open to Public Inspection

## **SCHEDULE 0** (Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.

► Attach to Form 990 or 990-EZ.

Name of the organization EASTER SEALS NEW HAMPSHIRE INC **Employer identification number** 

02-0272825

ldentifier	Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11		THE COMPLETED IRS FORM 990 IS PRESENTED TO A BOARD OF DIRECTORS' COMMITTEE OF THE PARENT ORGANIZATION, EASTER SEALS NEW HAMPSHIRE, INC , FOR REVIEW PRIOR TO FILING

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	IT SHALL BE AGAINST THE POLICY OF EASTER SEALS NEW HAMPSHIRE, INC. TO HAVE CONFLICTS OF INTEREST WITH ITS DIRECTORS, OFFICERS, STAFF OR MEMBERS OF THEIR IMMEDIATE FAMILIES. IN THE EVENT OF A PECUNIARY BENEFIT TRANSACTION AS DEFINED BY NH LAW IN RSA. 7. 19-A, IT SHALL BE THE POLICY OF EASTER SEALS NEW HAMPSHIRE, INC. TO FOLLOW THE STATUTE. INCLUDED BUT NOT LIMITED TO THE FOLLOWING, THE PROCEDURE SHALL BE THAT EACH DIRECTOR SHALL COMPLETE A QUESTIONNAIRE ON THE RELATED ENTITIES AND PERSONS AND BUSINESS ACTIVITIES OF THE DIRECTOR AND MEMBERS OF THE DIRECTORS IMMEDIATE FAMILY AS DEFINED BY STATUTE AND SUCH QUESTIONNAIRE SHALL BE ON FILE AT THE OFFICE OF THE CORPORATION IN THE EVENT THE CORPORATION OR ANY DIRECTOR BECOMES AWARE OF ANY POTENTIAL PECUNIARY BENEFIT TRANSACTION AS DEFINED BY LAW, THE CORPORATION SHALL FOLLOW THE PROCEDURES PRESCRIBED BY LAW AND GIVE NOTICE OF THE TRANSACTION TO THE FULL BOARD WITH NOTICE OF ITS NEXT MEETING. AT THE MEETING, THE BOARD SHALL VOTE ON WHETHER THE PECUNIARY BENEFIT TRANSACTION IS IN THE BEST INTEREST OF THE CORPORATION, AFTER FULL EXPLANATION THEREOF AND WITHOUT THE DIRECTOR BEING PRESENT AND WITHOUT ANY DIRECTOR WHO HAS HAD A PECUNIARY BENEFIT TRANSACTION WITHIN THE FISCAL YEAR BEING PRESENT IF TWO THIRDS (2/3RDS) OF THE ENTIRE BOARD SHALL VOTE THAT THE PECUNIARY BENEFIT TRANSACTION IS IN THE BEST INTEREST OF THE CORPORATION, THE TRANSACTION SHALL BE ALLOWED NOTICE OF ANY SUCH PECUNIARY BENEFIT TRANSACTION THE VALUE OF WHICH IS \$5,000 OR MORE SHALL BE PUBLISHED ACCORDING TO STATUTE NOTICE OF ALL PECUNIARY BENEFIT TRANSACTIONS SHALL BE GIVEN TO THE DIRECTOR OF CHARITABLE TRUSTS OF THE STATE OF NEW HAMPSHIRE ANNUALLY WITH THE REPORTING BY THE CORPORATION AND INDIVIDUALLY FOR THOSE TRANSACTIONS EXCEEDING \$5,000

Identifier Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	EASTER SEALS NEW HAMPSHIRE, INC IS THE PARENT ORGANIZATION WITH OVERSIGHT AND RESPONSIBILITY FOR NINE NON PROFIT SUBSIDIARY ENTITIES EASTER SEALS NEW YORK, INC, EASTER SEALS MAINE, INC, EASTER SEALS RHODE ISLAND, INC, EASTER SEALS CONNECTICUT, INC, EASTER SEALS VERMONT, INC, HARBOR SCHOOLS, INC, SPECIAL TRANSIT SERVICE, INC, MANCHESTER ALCOHOLISM REHABILITATION CENTER, AND AGENCY REALTY, INC WHILE 100% OF COMPENSATION FOR OFFICERS AND KEY EMPLOYEES IS PAID BY EASTER SEALS NEW HAMPSHIRE, EACH OF THE OFFICERS AND KEY EMPLOYEES ALSO SUPPORT THE NINE RELATED ORGANIZATIONS THESE ORGANIZATIONS BENEFIT FROM ALL SERVICES OF THE OFFICER AND KEY EMPLOYEE FUNCTIONS, AND THIS STRUCTURE ALLOWS FOR MAJOR COST SAVINGS AS A RESULT OF NOT HIRING OR FILLING OFFICER OR KEY EMPLOYEE POSITIONS IN EACH OF THE SUBSIDIARY ENTITIES A SIGNIFICANT PORTION OF COMPENSATION IS SUPPORTED FINANCIALLY BY THE NINE ENTITIES AND REIMBURSED TO EASTER SEALS NEW HAMPSHIRE EASTER SEALS NEW HAMPSHIRES SHARE, AS PARENT ORGANIZATION IS 50%, AND THE OTHER ENTITIES REIMBURSE EASTER SEALS NEW HAMPSHIRE FOR THEIR PROPORTIONATE SHARE EASTER SEALS NEW HAMPSHIRE, INC HAS AN EXECUTIVE COMPENSATION COMMITTEE THAT IS MADE UP OF FORMER CHAIRS OF THE BOARD OF DIRECTORS AND OTHER DIRECTORS IT MEETS ANNUALLY AND REVIEWS DATA ON COMPARABLE NOT-FOR-PROFIT EXECUTIVES OF SIMILAR SIZED ORGANIZATIONS IN THE GEOGRAPHICAL AREA IN WHICH WE OPERATE THAT DATA IS COMPILED FROM INFORMATION GATHERED BY THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE. THE COMMITTEE MEETS INDEPENDENTITY TO REVIEW THE PERFORMANCE OF THE PRESIDENT THE PRECOESS AND THE RECOMMENDATIONS THE COMMITTEE ALSO REVIEWS THE COMPENSATION OF THE HIGHEST LEVEL EMPLOYEES AND PROVIDES INPUT TO THE PRESIDENT IN SETTING THEIR COMPENSATION OF THE HIGHEST LEVEL EMPLOYEES AND PROVIDES INPUT TO THE PRESIDENT IN SETTING THEIR COMPENSATION OF THE HIGHEST LEVEL EMPLOYEES

Identifier	Return Reference	Explanation				
	VI, SECTION C,	THE ORGANIZATION'S IRS FORM 990 IS AVAILABLE AT WWW GUIDESTAR ORG OR BY APPOINTMENT AT THE CORPORATE OFFICES THE GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE AVAILABLE BY APPOINTMENT AT THE ORGANIZATION'S CORPORATE OFFICES IN MANCHESTER, NH				

ldentifier	Return Reference	Explanation
	· '	NET UNREALIZED GAINS ON INVESTMENTS 676,379 ADJUSTMENT OF INTEREST RATE SWAP TO FAIR VALUE 139,733 INCREASE IN FAIR VALUE OF BENEFICIAL INTEREST IN TRUST HELD BY OTHERS 2,862 TRANSFER TO AFFILIATES -6,572,141 TOTAL TO FORM 990, PART XI, LINE 5 - 5,753,167

ldentifier	Return Reference	Explanation
OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEE COMPENSATION	SCHEDULE J, PART II	EASTER SEALS NEW HAMPSHIRE, INC IS THE PARENT ORGANIZATION WITH OVERSIGHT AND RESPONSIBILITY FOR NINE NON PROFIT SUBSIDIARY ENTITIES EASTER SEALS NEW YORK, INC, EASTER SEALS MAINE, INC, EASTER SEALS RHODE ISLAND, INC, EASTER SEALS CONNECTICUT, INC, EASTER SEALS VERMONT, INC, HARBOR SCHOOLS, INC, SPECIAL TRANSIT SERVICE, INC, MANCHESTER ALCOHOLISM REHABILITATION CENTER, AND AGENCY REALTY, INC WHILE 100% OF COMPENSATION FOR OFFICERS AND KEY EMPLOYEES IS PAID BY EASTER SEALS NEW HAMPSHIRE, EACH OF THE OFFICERS AND KEY EMPLOYEES ALSO SUPPORT THE NINE RELATED ORGANIZATIONS THESE ORGANIZATIONS BENEFIT FROM ALL SERVICES OF THE OFFICER AND KEY EMPLOYEE FUNCTIONS, AND THIS STRUCTURE ALLOWS FOR MAJOR COST SAVINGS AS A RESULT OF NOT HIRING OR FILLING OFFICER OR KEY EMPLOYEE POSITIONS IN EACH OF THE SUBSIDIARY ENTITIES A SIGNIFICANT PORTION OF COMPENSATION IS SUPPORTED FINANCIALLY BY THE NINE ENTITIES AND REIMBURSED TO EASTER SEALS NEW HAMPSHIRE EASTER SEALS NEW HAMPSHIRE FOR THEIR PROPORTIONATE SHARE EASTER SEALS NEW HAMPSHIRE, INC HAS AN EXECUTIVE COMPENSATION COMMITTEE THAT IS MADE UP OF FORMER CHAIRS OF THE BOARD OF DIRECTORS AND OTHER DIRECTORS IT MEETS ANNUALLY AND REVIEWS DATA ON COMPARABLE NOT-FOR-PROFIT EXECUTIVES OF SIMILAR SIZED ORGANIZATIONS IN THE GEOGRAPHICAL AREA IN WHICH WE OPERATE THAT DATA IS COMPILED FROM INFORMATION GATHERED BY THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE THE SENIOR VICE PRESIDENT FOR HUMAN RESOURCES AND SUBMITTED TO THE COMMITTEE THE COMMITTEE MEETS IN EXECUTIVE SESSION TO REVIEW THE PRESIDENT TO OBTAIN HIS INPUT, AND THEN RECOMMENDS COMPENSATION LEVELS IT THEN SUBMITS ITS REPORT TO THE ENTIRE BOARD OF DIRECTORS WHICH MEETS IN EXECUTIVE SESSION TO REVIEW THE PROCESS AND THE RECOMMENDATIONS THE COMMITTEE ALSO REVIEWS THE COMPENS

efile GRAPHIC print - DO NOT PROCESS | As Filed Data -

For Privacy Act and Paperwork Reduction Act Notice, see the Instructions for Form 990.

DLN: 93493195001462

2010

OMB No 1545-0047

Open to Public Inspection

Schedule R (Form 990) 2010

**Employer identification number** 

02-0272825

## SCHEDULE R (Form 990)

Name of the organization EASTER SEALS NEW HAMPSHIRE INC Related Organizations and Unrelated Partnerships

Department of the Treasury Internal Revenue Service ▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
 ▶ Attach to Form 990.
 ▶ See separate instructions.

Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.) Part I Name, address, and EIN of disregarded entity Primary activity Legal domicile (state Total income End-of-year assets Direct controlling or foreign country) entity Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one Part II or more related tax-exempt organizations during the tax year.) (g) Section 512(b)(13) Name, address, and EIN of related organization Legal domicile (state Exempt Code section Public charity status Direct controlling Primary activity controlled or foreign country) (if section 501(c)(3)) entity organization See Additional Data Table

Cat No 50135Y

<b>(a)</b> lame, address, and EIN of related organization	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	<b>(d)</b> Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total II	come Sha	(g) re of end-of-year assets			te Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)		(j) General or managing partner?		<b>(k)</b> Percentage ownership
								Yes	No			Yes	No	
									<del> </del>					
									<u> </u>					
Part IV Identifi	ication of Relate	ted Orga ne or mo	anizations Taxa re related organı	ble as a Corpora zations treated as	ntion or Trus a corporation	or trust o	lete if the org	janıza Çyear	tion ar	nswered "Y	'es" on	Form	990,	Part IV,
Name, address, an	<b>(a)</b> d EIN of related organi	zation	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	Dı	(d) rect controlling entity	g (e) Type of e (C corp, S or trus	corp,	Share o	<b>(f)</b> f total income	Sha end-o	<b>j)</b> re of f-year sets		(h) Percentage ownership

(6)

12	Transactions with Related Organizations (Complete ii the organization answered Te	es on Form 990, Par	1 1V, IIIle 34, 35, 3	5A, 0r 36.)				
	Note. Complete line 1 if any entity is listed in Parts II, III or IV			_	Yes	No		
1 [	During the tax year, did the orgranization engage in any of the following transactions with one or more related orga	anızatıons lısted ın Part	s II-IV?					
а	Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity			1a		No		
b	Gift, grant, or capital contribution to other organization(s)			1b		No		
c	Gift, grant, or capital contribution from other organization(s)			1c		No		
d	Loans or loan guarantees to or for other organization(s)			1d		No		
e	Loans or loan guarantees by other organization(s)			1e		No		
				1.0		<u> </u>		
	Sale of assets to other organization(s)			1f		No		
_	Purchase of assets from other organization(s)			1g		No		
	Exchange of assets			1h		No		
i	Lease of facilities, equipment, or other assets to other organization(s)			1i		No		
j	Lease of facilities, equipment, or other assets from other organization(s)			1 <u>j</u>		No		
k	k Performance of services or membership or fundraising solicitations for other organization(s)							
	Performance of services or membership or fundraising solicitations by other organization(s)							
	m Sharing of facilities, equipment, mailing lists, or other assets							
	Sharing of paid employees			1n		No		
c	Reimbursement paid to other organization for expenses			10	Yes			
p	Reimbursement paid by other organization for expenses			1p	Yes			
q	O ther transfer of cash or property to other organization(s)			1q		No		
r	O ther transfer of cash or property from other organization(s)			1r		No		
2	If the answer to any of the above is "Yes," see the instructions for information on who must complete this line,	ıncludıng covered relatı	onships and transact					
	(a) Name of other organization	<b>(b)</b> Transaction type(a-r)	(c) Amount involved	(d) Method of determin involved		ount		
1)								
ee i	Additional Data Table							
2)								
3)								
4)				<del>                                     </del>				
<b>→</b> )								
5)				<del>                                     </del>				
-,								

Part VI Unrelated Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 37.)

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships

<b>(a)</b> Name, address, and EIN of entity	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	501(c)(3) organizations?		<b>(e)</b> Share of end-of-year assets	<b>(f)</b> Disproprtionate allocations?		(g) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(l Gene mana part	agıng tner?
			Yes	No		Yes	No		Yes	No
										-
										<u> </u>
										+
							-			-
										T

## Part VII Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier Return Reference Explanation

Schedule R (Form 990) 2010

Software ID: **Software Version:** 

**EIN:** 02-0272825

Name: EASTER SEALS NEW HAMPSHIRE INC

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations										
(a) Name, address, and EIN of related organization	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501 (c)(3))	<b>(f)</b> Direct controlling entity	(g) Section 512 (b)(13) controlled organization				
						Yes	No			
EASTER SEALS NEW YORK INC  103 WHITE SPRUCE BLVD ROCHESTER, NY14623 13-5596808	SERVICES FOR INDIVIDUALS WITH SPECIAL NEEDS	NY	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			
EASTER SEALS MAINE INC										
125 PRESUMPSCOT STREET PORTLAND, ME04103 86-1073632	SERVICES FOR INDIVIDUALS WITH SPECIAL NEEDS	ME	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			
EASTER SEALS RHODE ISLAND INC  213 ROBINSON STREET WAKEFIELD, RI02879 26-0833287	SERVICES FOR INDIVIDUALS WITH SPECIAL NEEDS	RI	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			
HARBOR SCHOOLS INC  102 WEST MAIN STREET MERRIMAC, MA01860 04-2523961	SPECIAL EDUCATION & RESIDENTIAL SERVICES FOR INDIVIDUALS WITH SPECIAL NEEDS	МА	501(C)(3)	170(B)(1)(A)(II)	EASTER SEALS NEW HAMPSHIRE INC		No			
MANCHESTER ALCOHOLISM REHABILITATION CENTER  235 HANOVER STREET MANCHESTER, NH03104 02-0349962	INPATIENT AND OUTPATIENT CHEMICAL DEPENDENCY TREATMENT	NH	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			
SPECIAL TRANSIT SERVICE INC  555 AUBURN STREET MANCHESTER, NH03103 02-0343287	TRANSPORTION SERVICES FOR CHILDREN AND ADULTS WITH SPECIAL NEEDS	NH	501(C)(3)	509(A)(2)	EASTER SEALS NEW HAMPSHIRE INC		No			
AGENCY REALTY INC  555 AUBURN STREET MANCHESTER, NH03103 22-2586252	LEASE PROPERTY TO NON PROFIT ORGANIZATIONS	NH	501(C)(2)	509(A)(2)	EASTER SEALS NEW HAMPSHIRE INC		No			
EASTER SEALS CONNECTICUT INC  733 SUMMER STREET  STAMFORD, CT06109  06-0653197	SERVICES FOR INDIVIDUALS WITH SPECIAL NEEDS	СТ	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			
EASTER SEALS VERMONT INC  641 COMSTOCK ROAD  BERLIN, VT05602  27-2867988	SERVICES PROVIDED FOR INDIVIDUALS WITH SPECIAL NEEDS AND THEIR FAMILIES	VT	501(C)(3)	170(B)(1)(A)(VI)	EASTER SEALS NEW HAMPSHIRE INC		No			

## Form 990, Schedule R, Part V - Transactions With Related Organizations

	(a) Name of other organization	(b) Transaction type(a-r)	(c) A mount Involved (\$)	(d) Method of determining amount involved
(1)	AGENCY REALTY INC	Р	3,370,327	CASH
(2)	EASTER SEALS CONNECTICUT INC	Р	46,554	CASH
(3)	MANCHESTER ALCOHOLISM REHABILITATION CENTER	Р	598,761	CASH
(4)	HARBOR SCHOOLS	Р	563,959	CASH
(5)	EASTER SEALS MAINE INC	Р	2,184,565	CASH
(6)	EASTER SEALS NEW YORK INC	Р	429,514	CASH
(7)	EASTER SEALS RHODE ISLAND INC	0	11,668	CASH
(8)	SPECIAL TRANSIT SERVICES INC	Р	572,120	CASH
(9)	EASTER SEALS VERMONT INC	0	1,382,637	CASH