



2015 | ANNUAL REPORT





DEDICATION

Beyond her incredible talent as an artist, Marcia Gibbons was known as a giver. She was committed to her community, quietly sharing her philosophy of “living simply so others could live.” Her passion for sustainability had her co-founding the Kittery/Portsmouth Community Sustainable Fishery program, supporting the Kittery Land Trust and, as a member of the First Congregational Church at Kittery Point, reviving a food sharing concept that contributed thousands of dollars every year to the local food pantry.

Marcia was one of our earliest supporters, helping to decorate and furnish our apartments for our very first residents and continuing to make donations throughout the years.

“She had a talent for bringing people together,” says her daughter, Sarah Drummond. “She believed that you felt better when you could give back.”

Fair Tide is honored to dedicate the 2015-16 annual report to Marcia in thanks for the beauty she created on canvas and in the world around her. COVER PHOTO: Acrylic painting of the Kittery shoreline by Marcia Gibbons

FROM THE DIRECTOR

Every thank you message sent to Fair Tide donors includes this sentiment: “Fair Tide believes that when our fellow community members are ill, unemployed or homeless, we all suffer.” With each and every donation you’ve made to Fair Tide this year, that suffering has lessened.

You’ve helped house eight children and 10 adults, eight of whom were able to attend college and meet their career goals while residing at Fair Tide, giving them the financial security to move to permanent housing. They are well, working and giving back thanks to your investment in the health of our community.

During the last year we sought to diversify our fundraising efforts to help grow Fair Tide’s support base. We’ve focused on strongly branding the Fair Tide mission within our thrift store and strengthened our online presence with e-newsletters and fundraising campaigns. In March our first-ever fundraising dinner sold out. Spruce Creek TV videographer Jim White donated his time and talent to produce a testimonial from Fair Tide graduates, allowing us to share our mission visually with the community.

Our “One Warm Night” initiative continues to be a success; a donation of \$31 provides shelter for one night.

Fair Tide is honored to serve on the steering committee of the Greater Seacoast Coalition on Homelessness. In November, the coalition held a summit focusing on:

- *improving access to health care for homeless persons*
- *improving the coordination and capacity of the area network of homeless providers, and*
- *increasing access to permanent housing.*

While the coalition recognizes these issues are extremely challenging, we believe they must be addressed if we are to end homelessness.

In June 2016, Fair Tide will mark 15 years of providing transitional housing for the homeless. The vision that was developed years ago remains critical today. Fair Tide knows what it takes to keep people housed. We will continue to collaborate with hospital, school, and town entities to work with those at risk. Transportation and a severe lack of affordable permanent housing continue to be a challenge. Our goal is to continue to do as much as we can to end homelessness. Thank you for helping us do that.

—Mary Oplinger, *Fair Tide Executive Director*



Charlie Simpson walked from Seapoint Beach in Kittery Point to the top of Mt. Washington to raise money for Fair Tide.



Fair Tide, Inc.

15 State Road
Kittery, Maine 03904
(207) 439-6376
www.fairtide.org

Thrift Store Hours

Monday – Friday 10 AM - 6 PM
Saturday, 10 AM - 5 PM

Board of Directors

2015-2016

Doug Roberts, *Chair*
portsmouthnh.com
Dana Peters, MEd, MLADC *Co- Chair*
Drug & Alcohol Counselor
Jesse Dumais, *Treasurer*
Kennebunk Savings Bank
Sharon McLaughlin, RN ANP, *Secretary*
MGH Charlestown Health Center
Kevin Gage
Fair Tide Program Graduate
Mitch Kostoulakos
Ad Hoc Logistics, LLC
Jean Kerr
Editor, Northeast Flavor Magazine
Jody Record
University of New Hampshire
Marjorie Foote

2014-15

Doug Roberts, *Chair*
Sharon McLaughlin, *Co- Chair/ Secretary*
Jesse Dumais, *Treasurer*
Kevin Gage
Mitch Kostoulakos
Jean Kerr
Caroline Snell

Staff 2014-15

Mary Oplinger, *Executive Director*
Jan Walsh
Program Director/Case Manager
Nancy McGinnis, *Case Manager*
Colleen Ryan, *UNH Family Studies Intern*
Ann-Marie Waterhouse
Bookkeeper/Development Coordinator
Barbara McGaughey
Director of Social Entrepreneurship
Sharon Morrill, *Senior Sales Associate*
Eleanor Doole, *Sales Associate*
Edith Lander, *Sales Associate*
Shea Morrill, *Sales Associate*

501(c)(3) nonprofit organization



SUCCESS STORIES

JANE*, her husband and their two young children were living in the basement of her in-law's home while she was taking classes toward an associate's degree. Money was tight; the family couldn't afford to live on their own.

Struggling to make ends meet, Jane's husband traveled to the West Coast to look for work. Weeks turned into months, months into a year before she realized he wasn't coming back. With a divorce pending, Jane felt she had to find another place to live.

A search for affordable housing led Jane and her children to Fair Tide's two-year transitional housing program. They moved into a two-bedroom apartment, she enrolled her children in daycare, continued studying at the local community college and connected with the community supports she so desperately needed.

After a year of weekly counseling and other services, Jane's confidence returned. She applied for her old job, and within a few short months was able to move out of Fair Tide and into permanent housing. With a grateful heart, this family exited the Fair Tide program.

SUE*, a middle-aged woman raised in a privileged household, was dumbfounded to find herself in a domestic violence shelter for homeless women. How did she get there?

Struggling to find her way among the other battered women, Sue received support and kindness from the shelter's staff who helped her set goals and make small steps toward a new life. Weekly counseling sessions coupled with vocational rehabilitation helped her return to the strong independent woman she once was. She enrolled in an associate degree program and began to look for an affordable place to live.

Sue was accepted into Fair Tide's supportive housing program and moved to a one-bedroom apartment. She received weekly support through Fair Tide's case management services, returned to work part time and continued with college classes, working toward a degree in accounting. She was a kind, helpful neighbor to other tenants, offering rides to those without a car.

After participation in the Fair Tide program, Sue has become self-sufficient, received an associate's degree in accounting, has two professional jobs, and plans to further her career by obtaining a bachelor's degree. She feels able to maintain permanent housing and save money for emergencies. She is comfortable asking for help if needed and has a willingness to give back to her community.



* The names of the Fair Tide tenants in these stories have been changed to protect their privacy.

FAIR TIDE THRIFT STORE

The Fair Tide thrift store marked its 13th year of business in 2015. This last fiscal year was our best in sales. Overall, the Fair Tide thrift store has contributed a total of \$1.3 million in revenue, steadily increasing support of our housing program each year. We are humbled and gratified by the loyalty of our donors and customers.

Thrift is not just a word to us but resonates in the way we do everything. We are able to operate the store with a small paid staff supported by a strong base of volunteers. Our volunteers are retirees, high school students, or business groups taking part in the United Way Day of Caring. They help us keep the store running smoothly. We cut expenses wherever we can, reusing and recycling many things that we would normally have to buy.

It has been a goal of ours to make sure that every shopper knows about the Fair Tide mission and that every person

who knows about the Fair Tide mission knows about the thrift store. Our “One Warm Night” initiative has helped us to communicate that relationship each and every day. One way we do this is by selling handmade wool/fleece mittens for \$31, the cost to house a resident for a day at Fair Tide.



Sharon McLaughlin, board member, recycles sweaters to make “One Warm Night” mittens.

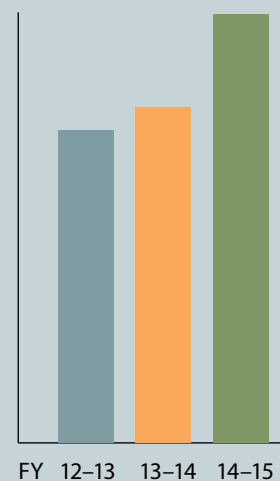
Whether they be old or young, rich or poor, it is our hope that every customer

can find something of value in our store. We look forward to another great year at the thrift store and thank the community for its continued support of Fair Tide.

We would like to thank the following volunteers who helped with thrift store operations in 2015: Kevin Gage, Brigitte Steltz, Donna Begun, Amity Graham, Karen Shea, Linda Baran, Sandra Wing, Sopha Wishasham, James Potter, Elizabeth Scott, Pat Dittrich, Tyler Blasi, Barbara Remick, Diane Potter, Kasie Stroheker, Ian Lieber, Emily Milinski, Selena Ott, Tristan, Jacob Brown, Austin Ridlon, Griffin, Mike, Flynn, Lori Lizotte, Donovan Morgan, Aidan Morrill, Linda Pratt, Mandy Reynolds, Connie Alesse, Terry Davis, Bridget Hale, and Charlie Simpson.

Merchandise donations

Merchandise donations increased from \$55,163 in FY12-13 to \$82,127 in FY14-15.



A Fair Tide resident, pictured here with program director, Jan Walsh (left), is the happy recipient of a vehicle donated by a local family.



STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2015 AND 2014

ASSETS	2015	2014
CURRENT ASSETS:		
Cash	\$ 101,546	\$ 77,588
Cash restricted	-	1,464
Accounts receivable	2,826	5,208
Prepaid expenses	4,613	3,917
Total current assets	108,985	88,177
PROPERTY AND EQUIPMENT:		
Land	46,000	46,000
Building and improvements	578,984	578,984
Equipment	11,070	11,070
Furniture and fixtures	18,303	18,303
	654,357	654,357
Less - accumulated depreciation	222,114	206,135
	432,243	448,222
OTHER ASSETS:		
Deposits	1,802	1,802
Reserves and escrows	18,767	15,978
	20,569	17,780
	\$561,797	\$554,179
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Notes payable - current maturities	\$10,281	\$9,986
Accounts payable and accrued expenses	9,499	14,017
Total current liabilities	19,780	24,003
LONG-TERM LIABILITIES:		
Notes payable, net of current portion shown above	258,759	268,134
Tenant security deposit	3,694	1,728
	262,453	269,862
NET ASSETS:		
Restricted	-	1,464
Unrestricted	279,564	258,850
	279,564	260,314
	\$561,797	\$554,179

STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

CHANGES IN UNRESTRICTED NET ASSETS:		
REVENUE AND SUPPORT:		
Grants and contributions	\$ 88,001	\$ 138,044
Rental income	29,544	27,059
Thrift store sales	179,059	143,750
Interest income	38	32
Contract income	49,634	-
Other income	70	-
Net assets released from restrictions	1,464	8,408
Total revenue and support	347,810	317,293
FUNCTIONAL EXPENSES:		
Programs:		
Transitional Housing	91,783	87,441
Permanent Housing	46,817	40,155
Thrift Store	117,984	106,218
Fundraising	38,807	44,514
Management and General	31,705	24,343
Total functional expenses	327,096	302,671
Increase (decrease) in unrestricted net assets	20,714	14,622
CHANGE IN RESTRICTED NET ASSETS		
Restricted contributions	-	-
Interest income	-	-
Refund of restricted contributions	-	-
Net assets released from restrictions	(1,464)	(8,408)
Increase (decrease) in restricted net assets	(1,464)	(8,408)
INCREASE (DECREASE) IN NET ASSETS	19,250	6,214
NET ASSETS, beginning of year	260,314	254,100
NET ASSETS, end of year	\$279,564	\$260,314

THANK YOU!

We express our sincerest appreciation to those who supported our mission through financial gifts and in-kind donations during the fiscal year July 1, 2014 through June 30, 2015.

Celina Adams
 AJ's Wood Grill Pizza
 Alice & Bird Interiors
 Ambrosia Gardens
 Mark Allinson
 Amazon Smile
 Chuck & Sally Andre
 Anonymous
 A Perfect Move
 ARQ Architects
 Jean Badger
 Thomas & Linda Baran
 Rebecca Barbour
 Harold & Brenda Barnard
 BB Bayerle & Thomas Newbold
 Bob Begun
 Bell Farm Antiques
 Bike & Build Inc.
 Gary Blake
 The Black Birch
 Bob's Clam Hut
 Leslie Bouvier
 Kris Bowden
 Peter Bowman
 Boyd Auctions
 Peter Braddock
 Jeffery Brayne
 Arlene & Will Brewster
 Neil & Olga Bryant
 Carl's Meat Market
 Gregory & Elizabeth Caruso
 Tom & Marie Catalano
 Agnes Charlesworth
 Church of the Ascension
 Frank & Ruth Clark
 Margareta Claesson
 Jeff Clifford & Dianne Fallon
 Kevin Clough
 Donald & Marie Coates
 Dianne Colby Dean
 Edward & Elizabeth Cole
 John Convery
 Daniel J. Corcoran
 Bill & Myra Cutts
 Susan & Paul Czarnionka
 Susan Dequattro Arrand
 Elizabeth Des Jardins
 Daniel Desrochers
 Barbara Deuell
 Margot Doering
 Charles Donnell
 Jeff & Linda Drake
 Grace & Gerald Dufour
 Lawrence & Vicky Elbroch
 Joseph Emerson
 Susan Emery
 Mary Ann & Guy Esposito
 Peggy Evans & Carl Leech
 Exeter Rentals
 Dianne Fallon
 Bruce & Janice Farmer
 Fat Belly's Grill & Bar
 Joan Feldmeier
 First Christian Church
 First Congregational Church of
 Kittery Point

First Parish Congregational Church
 Drew Fitch
 David Flavin
 Kirsten Fleming
 Darel & Barbara Fletcher
 Robert & Cynthia Flolid
 Marjorie Foote & Phil McGranahan
 Carolyn Foster
 Dana Foster
 Elaine Fuller
 Marshall Gaffney
 Gap Foundation
 Gap, Inc.
 Scott & Kimberly Gardiner
 General Linen Service
 Michael Getty & Sheila Pilkenton
 Carolyn Giberti
 Golden Harvest
 Michael & Catherine Goodwin
 Jeff Gordon & Donna Ahigian
 Gosselin Realty Group
 Greg & Kathy Gosselin
 Donald & Susan Gough
 Granite State United Way
 Green Pages
 David Greer
 Alexa Haberle
 Stephen & Stella Hall
 Donna Hanson
 Charles & Lynn Hatch
 Wayne & Erin Hennessy
 Tom Hibschan & Clare Rogers
 Dale R. Higgins
 Hillside Flowers
 Bradley & Linda Hirst
 Hilda & Gerald Hoffstetter
 Andrea Holden
 The Housing Partnership
 International Women's Club
 Bill Irish
 Nancy and Robert Jackson
 Walter & Judith Jackson
 John Johnson
 Matthew & Catherine Jones
 Neil D. Jorgensen
 Paul & Marianne Kazemsky
 Barbara Kelleher
 Kennebunk Savings
 Laura Kenney & William Sundstrom
 Jean Kerr & Bud Fisher
 Spruill Kilgore
 Kittery Block Party
 Kittery Community Center
 Diane & Michael Kleist
 Knights of Columbus
 Mitch Kostoulakos
 Elizabeth Kowal
 Martha Kowal
 David & Mary Krempels
 Shirley Kupka
 Mary Lamstein
 Edie Lander
 Elaine Landry
 Donna Lee & Gary Goldstein
 Legacy Corp.
 Richard & Gail Leonard

Melissa Lesniak
 Grace Lessner
 Liberty Mutual
 Lil's Cafe
 Paul & Anita Lindstom
 Benjamin Lord
 Charline Ludgate
 Kellie Maguire
 The Alice K. Mansfield Trust
 Peter & Linda Mascelli
 Lainey & David McCartney
 A.M. & Garvin McCurdy
 Wanda McDonough & Michael Lee
 Barbara McGaughey
 Sharon McLaughlin
 Diana & Mark McNabb
 Elizabeth McPhee
 MEat
 Meetinghouse Village
 Alan Milinazzo
 Linn G. Miller
 Horace Mitchell School
 Karyn Scharf Morin
 Sharon Morrill
 Marian & Christopher Musto
 Evelyn & David Nocella
 Erin O'Connell
 Margaret M. O'Neil
 Mary Oplinger & Charlie Simpson
 Orange Circle Farm
 Sharon Orr
 Mark Otis & Ellen Ratner-Otis
 Kathy Oxford
 Parker Hannifin Foundation
 Chris Parsons
 Peoples United Community
 Foundation
 A Perfect Move
 Judy Perley
 Ann Peters
 Piscataqua Savings Bank
 Jessica Pitts
 Karen Plantec
 Portsmouth Womenaid
 Ben & Judy Potter
 Diane Potter
 Prelude
 Regina Pyle
 Joanne Reed
 Jody Record
 Amanda Reynolds
 Rex Richards
 Robert's Maine Grill
 Doug Roberts
 Carol Rodenberg
 Rosamond Thaxter Foundation
 Rotary Club of Portsmouth
 Carroll & Mary Jane Rowan
 Thomas & Laurie Rowan
 Nancy Roy
 Rudder's Public House

Colleen Ryan
 Ava & Charles Saurman
 Jack Savage
 Lucy Schlaffer & Paul Bonacci
 Sara & Kenneth Schoman
 Second Christian Church
 Second Christian Congregational
 Church
 Seeds of Faith
 Paul & Carol Sendak
 Leroy & Karen Shea
 Diann Sherbak
 Shoofly Creative
 Margaret & James Simpson
 Sara Simpson
 Spencer Smith
 Lorraine Soukup
 Jeffrey P. Spaulding
 Suzanne Spignese
 Spring Hill
 Spruce Creek TV
 Harold Jr. & Polly Ann Stanwood
 Morris Stettner & Marjorie Wachtel
 Janet & Michael Stitt
 Joanne Stone
 Mike & Jerra Sullivan
 Sara Sulloway
 Robert & Joanellen Sweeney
 Terrance Swiger
 Wanda Syphers
 tayla mac Boutique
 Teledyne
 Terra Cotta Pasta
 Tommy Hilfiger
 Town of Kittery
 Tributary Brewing Co.
 Heather Thouin
 Margaret Tully
 United Way of Greater Portland
 United Way of MBMV
 United Way of the GS
 Unitil
 Barbara Upton
 V Dogg Enterprises
 Carrie Varney
 Vincent & Constance Vieten
 Jan Walsh
 Ann-Marie Waterhouse
 Earledean & Roger Wells
 Wentworth Gardens
 Wilma Wheeler
 Jim White
 James & Margery Wieder
 Tamara Wieder
 Judy Wilson
 Frank Witham
 Tracy Wood
 York Flower Shop

If we have mistakenly misspelled or omitted your name, please accept our sincerest apologies. Let us know our error: (207) 439-6376 or email: executive_director@fairtide.org



Fair Tide, Inc.

15 State Road
Kittery, Maine 03904

NONPROFIT ORG.

US POSTAGE

PAID

PERMIT #35

KITTERY, ME

Fair Tide is a long-term solution to homelessness.



PLEASE CONSIDER A DONATION TO FAIR TIDE AS PART OF YOUR HOLIDAY GIVING.