

THE STOCK LINE

Berlin-Gorham Operations
Berlin-Gorham, New Hampshire

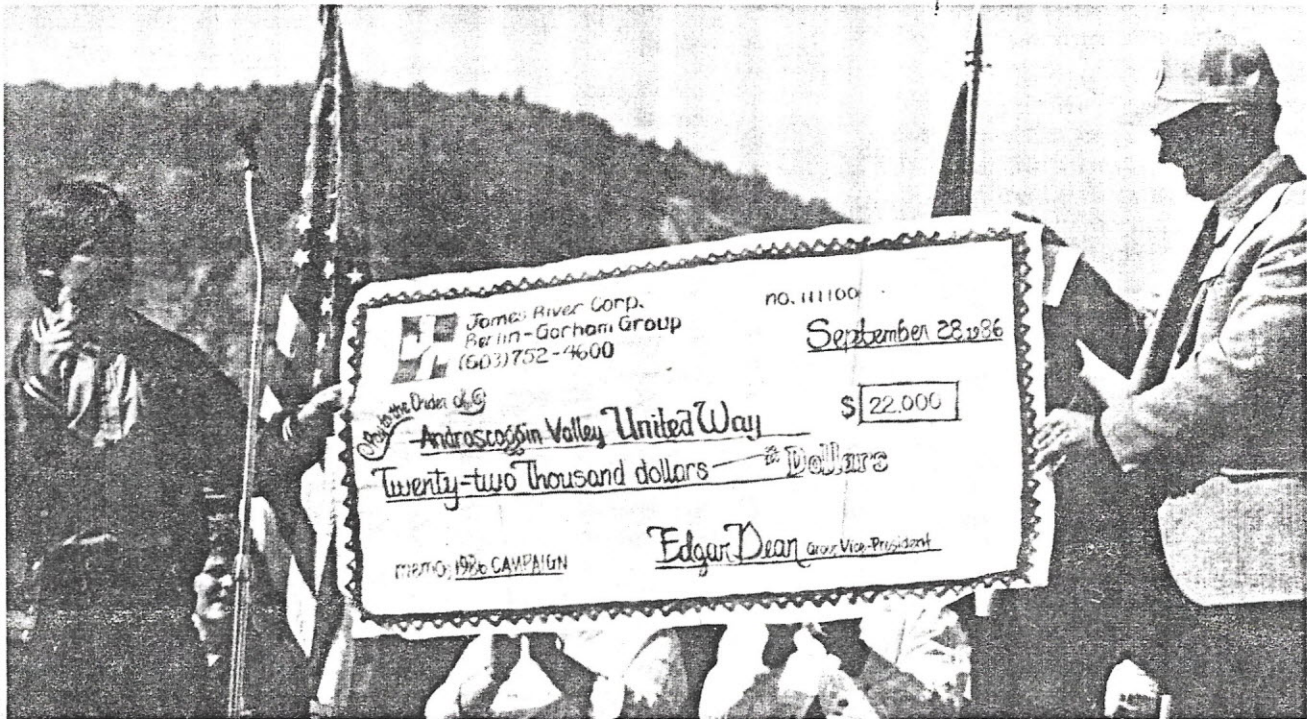
VOL. 2 NO. 11

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SPECIAL EDITION



ANDROSCOGGIN VALLEY UNITED WAY



Greg Nolin presents Walter Crabtree with James River's corporate donation of \$22,000. (Photo by Paul Charest)

Dear Fellow Employee:

It's that time of year again when we get a chance to show thanks for our good fortune and help our neighbors who are less fortunate. We get an opportunity to do this through the Androscoggin Valley United Way.

As you know, the United Way is a non-profit central collection agency which does the "leg work", so to speak, for those charitable organizations which participate.


We all know people in our community who have been served by local agencies funded through the Androscoggin Valley United Way. For many years, this service has been made possible only because of our care for the people in our area.

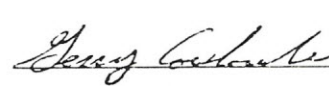
Our James River campaign will take place October 20 through November 1. Individual solicitors will be traveling throughout our plants looking for your generous

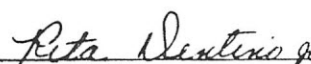
pledge. Our goal this year is \$55,000 and 100% participation, both Hourly and Salaried.

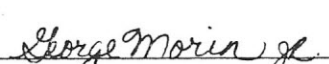
Please join the Management of James River and our local Union officers to pledge your fair share to keep these local human service agencies open.

Sincerely,


Edgar Dean
Group Vice President


Gerry Coulombe
Local 75 Business Agent


Rita Dentino
Local 345


George Morin
Local 516

UNITED WAY ALLOCATIONS

In an effort to keep you informed as to where your contributions to the A.V. United Way are going, the 16 member agencies, their allocations, and a brief description of each agency are listed below.

The 1986 Agencies allocations are as follows: American Red Cross, \$3,500; Boy Scouts, \$2,500; Community Action Program, \$3,000; Northern New Hampshire Council on Alcoholism, \$8,000; Family Health Services, \$17,000; Girl Scouts, \$2,100; Golden Age Club, \$200; Holiday Center, \$7,000; Home Care Services, \$7,800; Legal Assistance, \$8,000; A.V. Mental Health Center, \$1,000; North Country Senior Wheels, \$5,000; RSVP, \$4,000; Salvation Army, \$4,185; Upward Bound, \$2,000 and the White Mountain Day Care Center, \$10,500.

According to United Way Executive Director Rolanda Duchesne, this year the local United Way Board has followed the lead of other New England United Ways' to fund specific programs provided by the Salvation Army. "This way, they feel they can continue to support these important activities while remaining separate from their religious organization," she says. "The designated funding will be used to provide a week of summer camp at Lake Sebago - Salvation Army Camp for 10 Androscoggin Valley children. Funding will also supplement a summer one week Day Camp Program, a weekly Youth Program for children during the school year, and transportation and supplies needed to maintain these programs for the youth involved," notes Duchesne.

"The American Red Cross is fortunate this year to be receiving payroll deduction accounts from AT&T. Many human service agencies are suffering the loss of funding due to the federal budget cuts," says Duchesne. "The payroll deduction accounts have allowed the Red Cross to purchase much needed equipment and still be able to meet the urgent needs of the community."

According to Duchesne, United Way funding to the Androscoggin Valley Mental Health Center will be used specifically to supplement Out-Patient Services. At Coos County Family Health Services, United Way allocations will go primarily to the RESPONSE Program and to supplement the Prenatal Care program through this agency.

According to Duchesne, the United Way Campaign Drive raised about \$125,000 last year. The majority of that money is being used for the various allocations. In

addition, another \$8,400 has been used to absorb shrinkage from the previous campaign. Duchesne added that \$3,200 will be kept on hand for emergency funding to help the community. Finally, a portion of the \$125,000 will go towards the maintenance of the office space at 164 Main Street as well as salary for Androscoggin Valley United Way staff.

Listed below is each United Way Agency and an explanation of what services they provide to the North Country.

American Red Cross - North Country Chapter: Offering disaster relief, health and safety services, a free blood program, services to military families and volunteer programs.

Androscoggin Valley Home Care Services: Provides Homemaker/Home Health Aide services for the elderly, mentally ill, developmentally disabled and the physically handicapped on a long term or short term basis. Services include light housekeeping, personal care, shopping, medication checks, emotional support and other support needed to prevent or reduce inappropriate institutional care.

Androscoggin Valley Mental Health - Outpatient Services: Providing outpatient services, including counseling, emergency services, partial hospitalization, inpatient service, and case management.

Boy Scouts of America - Daniel Webster Council: A program emphasizing character development, citizenship training, mental and physical fitness.

Community Action Program: Finding jobs, providing crisis assistance, helping low income people move into and stay in the main stream society. The A.V. United Way funds the Food Pantry and Soup Kitchen.

Coos County Family Health Services-RESPONSE: Meeting the social, emotional, nutritional, and medical needs of more than 2,500 women, infants and children through four separate but related programs. A.V. United Way funding has gone primarily to help sustain the RESPONSE program and for prenatal care in our communities.

Coos County Retired Senior Volunteer Program: Recruits seniors for volunteer positions in over 40 agencies in Coos County attributing to 40,000 volunteer hours in our communities. An RSVP volunteer may provide telephone

reassurance, friendly visiting, and to a local day care or assistance to one of the United Way member agencies.

Golden Age Club: Organizes leisure activities, bus trips and other social events for active retired senior citizens.

Holiday Center: Multipurpose center offering older citizens a place to meet with their peer group while being involved in workshops, classes, sharing meals and reading and writing for the blind. An Adult Day Care Center.

New Hampshire Legal Assistance: Providing legal advice, referral, and representation for low-income and elderly in non-criminal cases. Aiding in problems concerning housing, health, employment, family, education, consumer rights and income maintenance.

North Country Senior Wheels: Providing transportation to the elderly and handicapped citizens of Coos County on a demand responsive basis. Transportation priorities are medical (with weekly medical trips to Hanover), nutritional and social/recreational.

North Country Upward Bound: Assists low and middle income high school students attain a post-secondary education by providing tutoring, motivational, educational and financial aid counseling.

Northern New Hampshire Council on Alcoholism - Derby's Lodge: A comprehensive community-based approach to the problem and prevention of alcohol-drug abuse through education outpatient counseling on alcohol and drug abuse. Derby's Lodge is a post-detoxification residential program for those 18 and older.

Salvation Army: Providing emergency services in times of disaster. Gifts and food are provided to needy families at Thanksgiving and Christmas. A.V. United Way funding will sponsor 20 children for a camping experience at the Salvation Army Camp Sebago in Sebago, Maine, and youth programs throughout the calendar year.

Swift Water Girl Scout Council: Helping girls from 6 to 17 reach their full potential as girls, as women, as citizens - a program emphasizing individual values and self-worth.

White Mountain Day Care: Providing quality child care for working families of all income levels. For ages 2 to 8 years, children are given loving child care in a safe and pleasant environment. Transportation to and from kindergarten is also offered for a small fee.

UNITED WAY FACTS

ORGANIZATION

Androscoggin Valley United Way
 164 Main Street
 Post Office Box 614
 Berlin, NH 03570
 Phone: 752-3343
 Information & Referral: 752-6540

1986-1987 CAMPAIGN CO-CHAIRPERSONS

Walter Crabtree, Manager, J.C. Penney - Berlin
 Priscilla Woodward, B.S.N. Director of Nursing, Coos County
 Nursing Home
 Dawn Chambers, Insurance Agent, Prudential Insurance Co.

CAMPAIGN SLOGAN

"Up, Up and Away"

CAMPAIGN KICKOFF

Super Sunday VI, September 28

1986-1987 CAMPAIGN GOAL

\$130,000

AREA SERVED

Shelburne, Randolph, Gorham, Berlin, Milan, Dummer, Stark,
 Errol (some agencies cover a further area)

AGENCIES RECEIVING FUNDS

There are presently 16 agencies.

NUMBER OF PEOPLE SERVED

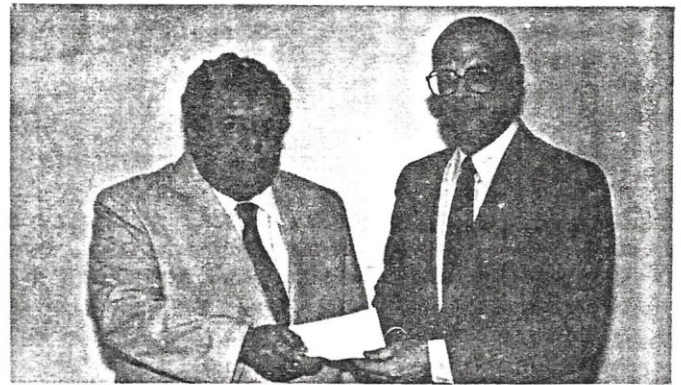
Approximately one out of every five area people receive
 service from a United Way Agency each year.

DOLLAR BREAKDOWN

Approximately 90 cents of every dollar collected is returned
 to the community through agency services.

VOLUNTARY EFFORT

It is because of the efforts of hundreds of volunteers that the
 administration and campaign costs of the United Way are



Walter Crabtree accepts a check from United Brotherhood Local 75, for the United Way! (Photo by Rose Dodge)

minimal. Year-round volunteers are essential to the work
 of the agencies, the tasks of planning services and deciding
 allocations of United Way funds.

FOR CAMPAIGN ASSISTANCE

Androscoggin Valley United Way Office 752-3343
 Rolanda M. Duchesne, Executive Director
 Diane O'Connor, Administrative Clerk/Secretary

The following employees have volunteered to participate in
 this year's United Way Campaign as solicitors:

Burgess	Sandra Hanson Louise Gagne Ed Mears	Research Floc Railroad	Roland Aube
Cascade	John Clark Coreen Aulie Pete Plummer Bob Peters	Main Office Engineering E.I. Power	John Schroeder Hunky Rodrigue
APD	Gary Coulombe Ricky Blais	Woods I.R. Local 516	Bill Pike Greg Nolin

QUESTIONS ABOUT UNITED WAY

- How much of the money that I give goes to the agencies?
 Approximately 90%. The United Way has the lowest overhead of any large fundraising organization in the country. Why? Because of the large commitment of volunteer hours, not only within the fundraising arm of the United Way, but also in Allocations, Social Planning, Communications and in the Agencies themselves. Over 3,000 volunteers are involved annually.
- I work for a living. I pay my way. I'm not going to use these services; why should I support them?
 It's possible that you might not ever use United Way services, but quite candidly, the statistics show that you will. Some people do give because they recognize the "insurance" factors... they want to maintain the services in case they do need them, like disaster assistance or home health care for an elderly relative, or youth development programs. Other people support United Way in order to take advantage of the many recreational and enrichment programs which are available to them through United Way agencies. And, a number of people give because there are people in our community who cannot pay their own way... who really cannot help themselves as much as they would like... an abused child, a handicapped youngster, an elderly invalid, the mentally ill. They need help... service so that they can learn to help themselves.

- How does an agency become a member of the United Way?
 The agency applies for admission. A volunteer committee reviews the application based on the needs of the community, the services the agency provides and its financial situation. The committee then makes a recommendation to the Board of Directors of the United Way and a decision is made based on the findings of the committee and the funds available to provide support to another agency.
- What is United Way's position on individual giving?
 United Way encourages each individual to consider seriously a guideline gift since this is a once a year appeal of 16 agencies. However, we understand that everyone's financial obligations are different. United Way appreciates all donations.
- Do agencies ever leave the United Way?
 Yes, sometimes. Occasionally an agency may leave by choice, and there are some instances when an agency may be asked to leave. An agency may be asked to leave for several reasons, all of which are clearly spelled out in the United Way policies. The United Way Board of Directors, made up of volunteers, would make the final decision.
- Why should I give to United Way when their agencies charge fees?
 United Way agencies operate on a not-for-profit basis. Your contribution helps make services available to all at lower cost. Those who can afford to pay for all or part of

the service at a not-for-profit rate are asked to do so. In fact, most people prefer to pay what they can. That makes United Way dollars available to insure that no one will be refused just because they cannot afford to pay for the needed service.

7. Can I designate my gifts to a specific agency?

Yes. However, please consider that the United Way agencies have chosen to be part of this united fundraising approach because they feel it is most beneficial to them and they support the allocations process. Furthermore, processing designations increases administrative costs. Therefore, we do not encourage designations. But if you feel strongly about letting an agency know that you support them through the United Way, just write the name of the agency on the back of the card.

8. How can I get help or use a service?

You may either call the agency directly or call the Androscoggin Valley United Way office at 752-3343 or the new Community Information & Referral Service at 752-6540.

WHY THE UNITED WAY?

- (1) Because it's practical - United Way compacts the nuisance of many fund drives into a single, well defined, annual campaign.
- (2) Because it's locally accountable - funds are raised here, services are administered here, benefits accrue here. The United Way's close scrutiny of agency budgets provides an effective handle on duplication of services. Helps keep all agencies accountable for your United Way contributions.
- (3) Because it's voluntary - volunteers do the campaigning. This holds administrative costs to a minimum and frees agencies to concentrate their efforts on providing needed social services.
- (4) Because contributions are matchable - funding through United Way membership can qualify some agencies for federal or state matching funds up to 4-to-1.
- (5) Because it's flexible - contributors who wish to designate funds for specific United Way agencies may do so on the pledge card.

- (6) Because it's Local - United Way embraces Androscoggin Valley from Errol to Shelburne and includes Randolph and Stark. By itself, no one of these communities could support the many social services now available to all of them.
- (7) Because the essence of United Way is community self help, based on a solid tradition of neighbor helping neighbor, without state or federal direction.
- (8) Because of you it works, for all of us.

ATTENTION SPECIAL BULLETIN

SUPER LOTTERY

Open to all James River employees in the Berlin-Gorham Group.

DATE: October 20th to November 1st

RULES: To enter just be a participant in the 1986 United Way Campaign. All participants are eligible for the first 3 drawings. These 3 prizes are: a day off with pay.

Super Drawing - All participants who pledge \$1.00 or more a week for 52 weeks will be eligible for one of the following prizes:

- 1st PRIZE - 1 week's vacation with pay.
- 2nd PRIZE - A weekend for two at the Balsams.
- 3rd PRIZE - A season ski pass at Wilderness or Wildcat, or a VCP
- 4th PRIZE - A \$200 gift certificate at any local store.

This is a lottery that will make you feel great if you win and still feel good if you don't. The real winners are those that you have helped with your generous donation. The prize winners will be you or a fellow worker, not some stranger.

Our goal this year is \$55,000 and 100% participation.

Thank you and good luck!



SPECIAL EDITION



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JAMES RIVER CORPORATION

BERLIN-GORHAM GROUP
650 Main Street, Berlin, NH 03570

Bulk Rate
U.S. Postage
.00 PAID
Berlin, N.H. 03570
Permit No. 25