



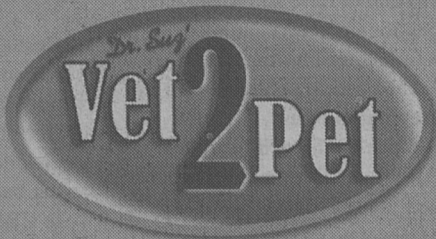
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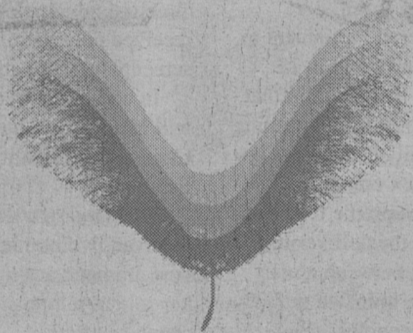
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**SUZANNE STOFFLER** continued from p.1 >>

“His experience is the experience I lack. We will work well together as a team. I have experience he lacks.”

Stofflet has spent the last two years as the New Hampshire Charitable Foundation, which is organized into seven regional organizations. “I’ve seen what works well and what works less well. We can create a model that will help Vermont organizations and other gblt funders if we get it right.”

Increased sustained funding, explained Crane, “depends on cultivation of long-term relationships and constant development work. With an all-volunteer board and a half-time director, we haven’t been able to do that.”

“My job right now is to listen and learn,” Stofflet declared. “I’m not advocating any sweeping changes. I do, however, have a couple of preconceived notions.

“Samara should remain volunteer-based. A working board means a healthy organization. The more things become staff-driven, the more out of touch the board becomes.”

“We need to be technology-savvy and employ the technology to our advantage. My vision is about connecting the dots, getting people who want to work with the community connected to Samara.

“We should be infrastructure-light. Every dollar I don’t spend on infrastructure is one I can give away.”

While there will still be a small office in Burlington, Stofflet plans to work primarily from home via computer and cell phone. “We don’t see clients, so it’s not like we need

a big office,” Stofflet said. Crane added, “We plan to continue to be real estate-poor and program-rich.”

Stofflet said she heartily



‘help’ and support would look like. He admitted that playing a larger role in the community might place the foundation in danger of being too assertive in setting the agenda. At the same time, he hoped the organization could help “create a culture where good ideas can bubble up and we can give support.”

Further, it is important to make sure that fundraising is targeted in a way that does not poach from the donor streams of grantee organizations.

In that, Stofflet has experience. She’s been on the board of directors of the Upper Valley Planned Giving Council, was president of the board and an

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**– SUZANN STOFFLER, PRESIDENT OF SAMARA FOUNDATION OF VERMONT**

agreed with the goals the foundation’s board had generated at its annual retreats for the past four years. “The board is committed to getting more money out the door, and to being more than a gay United Way. They want to be instigators, convenors, take a bigger role.”

One of Samara’s most important roles, Crane amplified, is to help organizations help themselves, to listen and find out in various areas what

interim director of the Upper Valley Haven (a homeless shelter for families) while raising \$200,000 in annual support and initiating and completing a \$2.4 million capital campaign, and just left a position as Senior Foundation Officer for the New Hampshire Charitable Foundation.

It seems clear the community can reasonably expect great things from Samara’s new CEO. Stay tuned. ▼

**JAY SCHUSTER** continued from p.6 >>

The company’s philanthropy began because “of all the small businesses around, we had the nicest photocopier. So when organizations asked us, we always said, ‘Sure!’ But now we ask how big the job is and beyond a certain point, we’ll ask for an invoice for the printing.” Otherwise, PCC’s generosity is aimed primarily at health-oriented causes, those serving children, and arts organizations. “We each have our pet organizations,” Jay

said, “and there’s a pool of money for distribution by our donation committee. We also try to leverage our donations. We sponsor certain shows at the Flynn, and then they can go to bigger businesses like IDX [another Burlington-based medical-software company] and say, ‘PCC is sponsoring, why aren’t you?’”

On Jay’s ‘public’ webpage (the one that can be accessed through the PCC website, pcc.com) you’ll find out that he

loves speculative fiction (known to non-initiates as “science fiction”), especially award-winning black gay author Samuel Delaney. His fan website on Delaney is cited with respect on many other websites. Astronomy, weather, 19th century issues of *Scientific American*, maps and geography, independent bookstores, movies, and NPR’s *Car Talk*, among other items, are also favored with links. Of course, the page does note that the last time it was updated was 1997. ▼