Greetings from Fairlee, Vermont
Dear Family and Friends of the Foundation,

What's your picture of a camp summer in Fairlee or a learning adventure at the Foundation's outdoor center in the fall, winter or spring?

A postcard tells a very short story usually to a relative or friend, in a photo and a few penned words -- “I’m loving this place right now. I think you’d like it too. Wish you were here.”

That’s how campers and counselors, school children and teachers, and families on a holiday together feel about the times they spend with one another at Aloha, Hive, Lanakila, Horizons, Ohana and Hulbert.

Almost any day of the year around here there’s a scene worth picturing, to remember and share with someone who would enjoy it as much as you:

★ A perfectly still silvery lake, asleep in the morning mist.
★ A cast iron pan of fresh breakfast eggs, sizzling over a campfire.
★ Tents on a hillside, flaps furled for airing in the sun.
★ Archers in a field, bows drawn on yellow bulls-eyes down range.
★ Little girls weaving baskets on a dock, bare feet dangling in the water.

★ Boisterous boys storming the battlements of Lanakila’s play castle.
★ A city pupil teetering on the high ropes, safely belayed by her schoolmates.
★ 600 campers and counselors around a giant 4th of July bonfire, faces glowing in the flames.

The camp photographers always have their cameras in hand, ready to record images of special beauty, energy, joy or festivity. So we have hundreds of great photographs in our archives, stretching back to the early 1900s.

Once upon a time, before smartphones and selfies, fold-out collections of postcards found favor as mementos of experiences not-to-be-forgotten. Being creatures of tradition at The Aloha Foundation, we send this oversize version of that old show-and-tell device to you with greetings from the camp directors.

As you will see in this Annual Report for 2013 we have happy pictures to share of yet another fine year in Fairlee - healthy in fun, friendship and finances, too.

And of course it goes without saying that we wish you were here. Until then... Aloha to All,

Jim Zien
Executive Director
Greetings Aloha,

It’s the resting time for camp... the land is covered in snow, the lake is frozen and the woods are quiet, but the spirit and the beauty of Aloha shines through. The spring transformation is beginning... days are getting longer, the sun is higher in the sky and every so often, a warmer breeze blows. Very soon, our resting camp will come alive and be ready to welcome you home.

A home filled with fun, adventure, friendship and magic and most importantly, a place where you discover and become your best self. And it is your home, whether you visit it every summer, once in a great while, or by keeping the Aloha spirit in your heart as you travel this wide world. How lucky are we to share our beloved Aloha home? With best Aloha wishes,

MJ
Greetings from Aloha Hive!
Even in the middle of the winter, the Comb echoes with music and songs of the summer, and Aloha Hill keeps watch over the pines, lake, and simple life we have treasured for the last 100 years. The winter quiet will soon give way to spring, and before we know it, on June 25th, the giggles, conversations and love that fills our beautiful camp every summer will return. Each and every one of you is a part of the spirit that is Aloha Hive, created by our traditions, relationships, songs and simple living. The consistency of our camp life is balanced and enriched by each camper and counselor that has contributed to what we all know and love as Aloha Hive.

Buzzzzz from Kathy
Buzzzzz from Kathy

Dear Lanakila,

Wish you were here! 2013 was amazing! From the opening bugle to the final Council Fire, traditions and memories were built and maintained so that Vikings of all ages could say, “Yes, this is the Lanakila I know and love. It still feels the same.” What changes, stays the same by changing, and what stays the same, changes by staying the same. The great Aloha paradox.

In 1953, I first heard Mrs. Carol say at Council Fire, “I pledge allegiance to Lanakila and to the ideals for which it stands.” In a world often confused with both what it does and why it does it, we have held our ground; each of you can be proud of the Lanakila you added to as a camper or as staff, and the Lanakila we are today.

Peace and Skol, Barnes
Sending A Big Horizons Hello To You All!

As I look out on Horizons right now, I see the campus is still quietly blanketed with snow. It’s beautiful and peaceful, but I know that underneath that snow lie the treasured memories of past summers and the promise of summers to come. When the snow melts in spring and the sun warms our fields, forests, and lastly, our lake, the magic of Horizons will be released and the camp will be quiet no more! I look forward to hearing the sounds of wind in the sails, singing voices in the Lodge, tumbling in the Wolf Den, splashes on the lake, arrows hitting their target, pounding hammers in the Crafts barn, running feet on the court and brighter everywhere! It will take all of us to create new magical memories for the summer of 2014!

Until then…Aloha, Tracey
Aloha from Ohana!
Each year our family grows a bit more and Ohana sings with the memories and laughter of seasons past. I hear it every time I walk to the waterfront by the gnome homes or wander through the garden before heading to the archery field. In 2013 it was families meeting families, soccer in the rain, campfire moments, a dip in Lake Fairlee, camp-wide weaving, what’s it!, music and dancing, family meals on the porch and long afternoons relaxiing at the lake.
The spirit and tradition of families coming together is alive and growing. The doldrums of winter will soon give way to the exuberance of camp. What will this year bring? I can’t wait to enjoy the conversations and celebrations all season long. Wish you were here!
From our Ohana to yours, Vanessa
Dear Friends,

This week I looked around at a group of 60 amazing kids participating in our inaugural Success Leadership Program. Most of them arrived with little idea of what they would be doing at this conference, but three days later I heard them talking about what kind of person and leader that they want to be. The students discussed their hopes for the future and how they could take action to make their communities better places. The Aloha spirit was strong during these three days and the staff were amazed to see just how much of that spirit resonated with these students and faculty in such a brief span of time. What a great feeling it is to see the energy, enthusiasm, and love that weaves through all of our many programs at Hulbert.

Aloha, Jason
Dear Camp Alumni, Parents and Donors,

The Aloha Foundation continues to thrive, almost 50 years after its founding, led by a visionary group of alumni, parents and staff. The Foundation’s volunteer Board Of Trustees meets four times a year in Fairlee to work with the talented staff of the organization to help ensure the institution that has had such a profound impact on generations of campers will continue to do so in perpetuity. The current crop of trustees includes former campers and staff and former and current parents who are all deeply committed to the Foundation.

The Foundation is financially strong and the resident camps have enjoyed virtually full enrollment the past several summers. Our investment portfolio performed very well in 2013. The growth of our operations-supporting endowments to $12.2 million at present testifies to the exceptional generosity of the Aloha community.

After several years in `start-up` mode, Ohana family camp is operating on all cylinders and providing a rich and rewarding Aloha experience to families. Horizons day camp and Hulbert Outdoor Center continue to meet the needs of families, schools and other participants with their quality programs. In short, the state of the Foundation is excellent.

While the Foundation is in a very comfortable position, in true Aloha spirit, we look to challenge ourselves to exceed even the high expectations of our community. We ensure that our “places” (the buildings and grounds) are in excellent shape, and we work hard to preserve their timeless, rustic feel. We challenge ourselves to hire the best people, maintaining a full-time Foundation staff that is second to none, and building an unparalleled seasonal counselor staff each summer. We also challenge ourselves to provide camperships to a diverse group of boys and girls whose participation in camp enriches the experience for the entire community.

As we look to 2014 and beyond, I’m extremely excited about where The Aloha Foundation is today, and the work that is being done to ensure that it is poised to continue for generations to come. With thanks,

Peter Gaillard
President, Board of Trustees
The Aloha Foundation had another strong year in 2013. Slightly higher than budgeted enrollment on the revenue side and no extraordinary issues on the expense side resulted in stable operations. Revenues from tuition were up 3.5%, while operating expenses excluding non-cash expenses increased 3.8%. Total giving in 2013 was approximately $2.4 million, comprised of $358,000 to the Annual Fund and just over $2 million from other restricted gifts. This amount exceeded the $1.5 million total contributed in 2012, making 2013 the fifth consecutive year that total giving has exceeded $1 million. In fact there were 948 donors to the Annual Fund, a 3% increase over 2012, thanks to more members of the Aloha community engaged in first time giving.

The investment portfolio achieved substantial gains in 2013, with long term investments of $18.7 million at year end.
compared to $15.5 million at the end of 2012. This increase came as a result of high investment appreciation, and significant additions to long term investments from donor gifts.

The independent third party auditors again praised the Foundation staff for its financial leadership, which was exhibited by best-in-class metrics such as reinvestment back into property and equipment, liquidity, and return on equity.

Although it might seem that these indicators have little to do with campers enjoying summers at our pristine campuses, without strong financial commitment and achievement, we would not be able to sustain such quality operations. We thank Chief Financial Officer Jane Huppee and the entire Aloha Foundation accounting team for another year of strong performance.
GIVING 2013: A BANNER YEAR

TOM MILLER, DIRECTOR OF DEVELOPMENT

2013 was a most important year for the Foundation. Building on the success of 2012, the Aloha family set an Annual Fund record, with 948 donors making gifts to support camperships. This new high marks the success of our continuing effort to increase annual support through doubling our donor base. Since 2011, when the doubling initiative began, the number of donors to the Annual Fund has increased 26%. We continue to benefit from—and are hugely grateful for!—the residential camps’ counselors’ enthusiastic support of the Annual Fund. With nearly 100% of the counselors making gifts, as well as supporting the three camps summer phonathon, we are looking forward to another record year in 2014.

The Gift of Generations Campaign, dedicated entirely to building the Foundation’s permanent endowment, is in its early and...Shhhhhhh!...quiet phase and the results are heartening. The Board of Trustees has pledged their unanimous support and, with the help of a few leadership level commitments, new gifts and pledges were received totaling $2.7 million. The Campaign is focused on strengthening endowments in the three most important areas of our ongoing operations: leadership, in the form of staff salaries; camperships, guaranteeing the continuing diversity of our communities; and campus preservation, keeping the 250+ buildings of our five campuses forever young.

Total gifts and pledges received for all purposes in 2013, including Annual Fund, restricted gifts and The Gift of Generations Campaign amounted to $3,142,019, the second highest total in the Foundation’s history. We are grateful to the many donors—campers, counselors, parents new and old, camper and staff alumni, foundations and friends—who helped make this year such a resounding success. Thank you!

We recognize donors who have contributed to The Aloha Foundation regularly for at least five consecutive years with the mark of the Kanaka (♥) a figure that represents the spirit in nature in the Hawaiian culture, which Mother and Father Gulick loved and commemorated. Continuous giving by so many alumni and friends ensures our ability to promote the Gulicks’ vision for Aloha long into the future.

= Deceased

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Veivers-Carter
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Grace von Simson
Taylor Vonk
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Jennifer Blackburn Walker
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Al & Sherry Willumitis
Erin Wilson
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Carol Kingsley Woodley
Jacqueline Worth &
Reed Abelson
Sonia Voskuil
Mr. & Mrs. Marc Ye
Dorsy Yoffie
Emily Zea
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RESTRICTED FUNDS

We are especially thankful to the following generous donors who contributed to specific programs and projects in 2013.

Doug Ballard
The Jack and Dorothy Byrne Foundation
Mr. and Mrs. Peter F. Conway
Joe & Carol Dobronyi
Celia Dunlap
Finlay T. Ferguson
Brian Hanechak
Ms. Arlene Levit & Mr. Bernard Shore
Molly Loomis
Elyse and Lloyd Lyons
Wilson Madden & Deirdre Featherstone
Brian E. Maggiotto
Mr. & Mrs. Harold Manning
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Margaret Pennoyer
Robbie & Polly Pennoyer
Cara Raether & The Raether Trust
Tracey & Ben Saunders
Padraic X. Scanlan
Jacob Scheckman and Rose Teng
The Schwarzer Family
Natalie C. Smith
Ryan H. Smith
Sun Multisport Events LLC
Allen Symonds
KT Taylor
United Congregational Church of Orford NH
Vermont National Guard Charitable Foundation
Richard and Jan Wade

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Holly Ameden & David Gold
Ms. Jody Pratt Ameden
Maria Devito
Emily Morgan Doe
Mary Fowler-Huston
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Tom Miller & Colleen Lawlor
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PEGGY MOGCK
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Jane E. Fossum
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Mary Ann & Donald Jolly Newman & Company, Inc.
Judy Pavlick
Daniel Wallick & Jennifer Mogck

HOLLY NOBLE
Tracey Kelsey & Hannah McFadden

COLIN REED
Kathryn Mohn Wooters

MORGIE ROBERTS
Nancy M. Taylor-Roberts

BETSEY BOURNE TRACY
Molly Tracy Rosen & Seth Rosen
A growing number of alumni, parents, and friends have found ways to ensure that the Aloha Camps will thrive for many generations to come. They have become members of the Gulick Legacy by making planned gifts such as bequests, charitable remainder trusts, charitable gift annuities and insurance policies to benefit The Aloha Foundation. Our heartfelt thanks to the following members of the Aloha family who have notified us of their plans:

Anonymous (2)  
Anonymous (2)  
Jane B. Ackerman  
Elizabeth & David Ackerman  
Ginia Schauffler Allison  
Mr. & Mrs. David E. Baines  
Matthew Bender IV  
Peter & Betty Lou Bowles  
Tracy (Skip) Brown & Jane Bayley Brown  
Peter & Kathy Christie  
Christopher C. Dorion  
Harriet F. Dwyer  
Elizabeth C. Evans-Iliesiu  
Ginger Fischer Farquhar  
Sallie Findlay & Gene Nelson  
Laura Gillespie  
Mr. Arthur W. Gregg  
Erica Ruben Hadzic  
Charles & Leila Helms  
Mary Kohring Highberger  
Susan Carr Hirschman  
Chas Howell  
Marcia J. Hunkins  
Juliana Johnson  
Karen & Bob Kenagy  
Peter M. Kohn  
Kate Shockey Lafrance  
Ledge Ledyard  
Susan Buckingham McFarvey  
Cynthia McGeoch  
Kate Merritt  
Patricia Michaelson  
Walter Klisiwecz  
Margaretta K. Mitchell  
Robert W. Morris  
Suzanna (Burgy) Anstine Norbeck  
Faith J. Parker  
Lara & Kristin Ramsey  
Sally C. Reid & John D. Sigel  
Kathy Rines  
Ginny Hazelwood Stevens  
Mark & Emelie Bean Ventling  
Dr. Gwyneth Walker  
John & Marilyn Werst  
Harrison B. Wetherill, Jr.

Established in memory of Ed Gulick (L36-42). The Ed Gulick Campership Endowment provides financial aid to families who lack the means to support a camp tuition. Beneficiaries include campers referred to the Foundation by youth and community service agencies in New Hampshire, Vermont, Boston, New York City and elsewhere.

Anonymous  
Leeds Gulick  
Tad, Julie & Graeme Gulick  
Lydia Gulick  
Rick Werner

Established in memory of Lilian Gulick (A*36-69). The Lilian Gulick Endowment supports projects in landscape care and garden creation on every Foundation campus.

Anonymous  
Tad, Julie & Graeme Gulick

Alice C. Jones Charitable Trust
MATCHING GIFTS

GENERAL ELECTRIC FOUNDATION, Mr. & Mrs. Alan J. Jankowski

GOLDMAN SACHS MATCHING GIFT PROGRAM
Lizzy Schulzinger ▶
Jennifer Mogck ▶

HUMANITY UNITED
David Abramowitz

ROCKEFELLER BROTHERS FUND
Janet M. & Benjamin R. Shute, Jr. ▶

TIFF ADVISORY SERVICES
John Lodge Gillespie, Jr. & Anne Sarah Rubin ▶

THE EDGERTON NATURAL HISTORY ENDOWMENT
Established in memory of Clarissa B. Buffum Bassett Edgerton (H23-25). The Edgerton Natural History Endowment supports nature education programs at the summer camps and the Hulbert Outdoor Center, as well as stewardship of campus natural environments.

Robert D. Bassett ▶
Chippy Wolf and The Hans and Elizabeth Wolf Foundation ▶

CLIFFORD LOVERING HAPPY WANDERER ENDOWMENT
For camp alumni, Clifford Lovering (A*43,52 84,H*44,L*47-50,93-94) defines the Aloha spirit. For decades, Cliffie drove the camp trucks and vans carrying campers to their wilderness adventures. Handing out his famous fireballs and patiently listening to another round of “Hi Ho, The Rattlin Bog,” Cliffie was the driver and much more. He cheered and encouraged in times of challenge, he supported in times of trial, he befriended always. In 2013, the following donors made gifts in Cliffie’s memory to The Happy Wanderer Endowment, which is part of the Foundation’s endowed support for camperships.

Elizabeth C. Evans-Iliesiu
John & Judy Currier ▶

LOVE MUSIC ENDOWMENT
Established in Memory of Bob Love (L*43-48,50-52, 66-83,85-01). The Love Music Endowment helps sustain the cherished musical heritage of the Aloha camps, through maintenance of pianos and other music equipment, revision and publication of song books, and presentation of special musical programs.

Anonymous ▶
Elizabeth C. Evans-Iliesiu
Leeds Gulick ▶
Tad, Julie & Graeme Gulick ▶
Robert M. Kingsley
Robbie & Polly Pennoyer
John S. Thorne ▶
Rick Werner ▶
THE GIFT OF GENERATIONS ENDOWMENT-BUILDING CAMPAIGN

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Alice C. Jones Charitable Trust  
Holly Ameden and Dave Gold  
Ms. Jody Pratt  
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The Beal Family  
Peter & Kathy Christie  
Susan B. Clearwater  
Jan Coates  
Virginia Connor  
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the Corbin Family Fund  
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Kathryn Friedman  
Randy Grayson  
Tad, Julie & Graeme Gulick  
Mary Kohring Hightberger  
Mr. & Mrs. Peter B. Holland  
Joanne & Alan Houghton  
Mary Hulbert & Annie Morehouse  
Mr. Stephen Judd  
Karen & Bob Kenagy  
Robert M. Kingsley  
Kirsten & Roderick Kunz  
Tom & Holly Mayer  
Tracey McFadden  
E. Franklin Robbins Charitable Trust  
and Joyce Michaelson  
Patty Michaelson  
Tom Miller and Coleen Lawlor  
Caroline & Ted Murray and  
The Murray Family Fund  
Newman & Company, Inc.  
Judy Pavlick  
Robbie & Polly Pennoyer  
George and Gail Richardson  
Peggy & Norm Rickard  
and Solera Capital, LLC  
Kathy, Jackie, and Ellie Rines  
Molly Tracy Rosen & Seth Rosen  
The Rosenfeld Family  
Linda Pennell & Leon Schulzinger  
Phyllis Shea  
John S. Thorne  
Mark and Emmie Bean Ventling  
Daniel Wallick & Jennifer L. Mogck  
Robert Y. White, Jr.  
Donald R. Williams, Jr.  
Boniface & Alison Zaino  
Jim Zien & Helena Binder

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Posie Merritt Taylor

GIFTS IN KIND

Lycia Carmody  
Charles Hirschler  
Dennis Kaufman  
Keith Keeler  
Clarence & Mindy Trummel
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<td>New York, New York, Trustee 2010-Present</td>
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<td>Mount Desert, Maine Trustee 1999-2013</td>
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<td>Cambridge, Massachusetts Trustee 2004-Present</td>
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<td>Fairfield, Connecticut President Trustee 2004-Present</td>
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<td>Kathleen Harvard</td>
<td>Hanover, New Hampshire Trustee 2008-Present</td>
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<td>Shaker Heights, Ohio President 2010-2012, Trustee 1999-2012</td>
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