



# CROSS ROADS HOUSE

*New Directions for the Homeless*

*2019 Annual Report*  
*(July 2018-June 2019)*



*Partners Offering  
On-Site Services*

Alcoholics and Narcotics Anonymous

COAST Transportation

Families First Health & Support Center  
& Healthcare for the Homeless

Supportive Services for  
Veteran Families (Harbor Homes)

New Hampshire Legal Assistance

Rockingham Community Action Asset  
Development

Seacoast Area Attorneys

Seacoast Mental Health Center

University of New Hampshire Cooperative  
Extension Nutrition Connections and  
Department of Social Work & Family Studies

Veterans, Inc.

VA Outreach

Wells Fargo (Ready to Work Program)

*Mission Statement*

*At Cross Roads House:*

*We protect men, women and children of the Greater  
Seacoast Area experiencing homelessness from exposure  
and hunger.*

*We provide secure, transitional shelter for those seeking to  
break the cycle of homelessness.*

*We support individuals and families by providing them  
with the opportunity to move with dignity and purpose to  
stable and decent housing.*

Dear Friends,

This year's annual report is chock full of information about Cross Roads House, including our services, our resident outcomes, our financial picture, and our donors. Without this last group, our donors, none of the work we do would be possible. As has been the case for many years, our generous donors provided the majority of our operational funding, which last fiscal year totaled over \$1 million.

We are incredibly grateful to all who support our work, but also recognize that fundraising this amount from private sources year over year is not ideal, or particularly sustainable. It is for this reason that our Board of Directors continues to explore funding strategies that will ensure we have the resources to continue to meet the needs of those in our community who are experiencing homelessness, well into the future.

One consistent fundraising success for us has been our annual Benefit by the Sea gala. We are pleased to report that in May 2019, our 17<sup>th</sup> Annual Benefit by the Sea saw record breaking donations of more than \$400,000 after expenses. Please see the listing of our generous sponsors on page 14. Individual donor gifts made at the event and throughout the year are included on pages 8-12.

Another source of sustaining support comes from gifts made to Cross Roads House through our Legacy Society. We are honored that these individuals have included Cross Roads House in their estate plans. New members are joining each year and we are proud to list them on page 13.

In July, we celebrated our first full year of operating our permanent housing property located on Greenleaf Avenue in Portsmouth. This facility provides affordable rental housing for 12 formerly homeless individuals, and has been a great option for some of our clients as they have exited the shelter. More details can be found on page 7.

A lack of permanent affordable housing in the Greater Seacoast Area continues to be one of our greatest challenges. According to a study done by the NH Housing Finance Authority, the vacancy rate for market rate two-bedroom rental housing in Rockingham County has fallen from 1% to 0.3% this year. Statewide the vacancy rate is 0.8%. Complicating matters further, area rents continue to skyrocket. All this combined presents extraordinary challenges for our residents, as they work to get back on their feet, move out of the shelter, and find and keep a home.

Despite the tight rental market, we continue to help as many people as possible secure permanent housing. Some move to subsidized units owned by local housing authorities, a few receive Housing Choice Vouchers (formerly Section 8 Vouchers) and seek housing among market rate units, and others creatively find roommates and secure apartments wherever they can find an affordable unit. We are pleased to share the details related to our resident outcomes, including the number of people we served and those who successfully moved to permanent housing on page 4.

We continue to collaborate with partner agencies to make sure that each resident has access to the right intervention at the right time. Navigating the complex network of social services agencies and resources can be overwhelming for those who are experiencing homelessness. Along with our partners, Cross Roads House plays a pivotal role in providing emergency shelter, supportive services, and case management in the Seacoast Region.

We are so grateful to all our partner agencies, volunteers, Board of Directors, staff members, and donors, who help us deliver critical and often life-saving shelter and supportive services for the men, women, and children who rely on us to help them end their homelessness.



Martha Stone, CRH Executive Director, and Ben St. Jean, CRH Board President

## Board of Directors

July 1, 2018-June 30, 2019

Ben St. Jean, *President*  
Joe St. Martin, *Vice President*  
Bob Brown, *Treasurer*  
Vanda Moore, *Secretary*

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Eric Campbell  
Denis Cloutier  
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Rev. Vivan Martindale  
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Chuck Silva  
Mary Lee Worboys

## Senior Staff

Martha Stone  
*Executive Director*

Sandra Beaudry  
*Program Director*

Susan Duchesney  
*Finance Director*

Jessica Parker  
*Development Director*

## Contact Us

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Portsmouth, NH 03801

Phone 603.436.2218  
Fax 603.430.9217

info@crossroadshouse.org  
www.crossroadshouse.org

  
Ben St. Jean, Board President

  
Martha Stone, Executive Director

✦ In the Fiscal Year ending June 30, 2019:



Cross Roads House provided 34,124 bed nights of shelter to 446 people.

Our emergency shelter for single adults operated beyond our normal capacity 63% of the year.



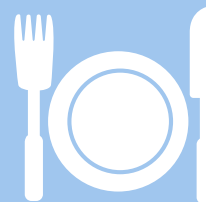
The average length of stay for all residents was 77 days.

Of residents who stayed at the shelter 90 days or more, 82% of all residents in all programs, including 100% of families, moved to permanent housing.

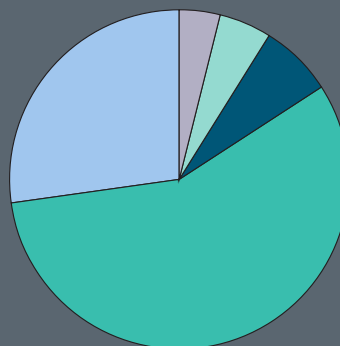


Cross Roads House provided shelter and supportive services to 30 families with 62 children.

Volunteers prepared and served more than 21,000 dinner meals.



Cross Roads House assisted individuals and families from:



- Rockingham County, 27%
- Strafford County, 57%
- Southern York County, ME, 7%
- Other NH Counties, 5%
- Out of State, 4%

### *“I wouldn’t be where I am today without Cross Roads House.”*

Before Kristy came to Cross Roads House, she was living with her fiancé’s parents. She was working towards recovery from substance use disorder, and her fiancé was in jail. When the landlord found out that Kristy was staying in the apartment but was not on the lease, he said if she did not move out, he would have to evict all of them. “They’re in their 70’s and 80’s. I couldn’t let that happen. I didn’t have a stable place, so I came here.”

Kristy was apprehensive about moving into a homeless shelter with her four-month-old infant. “Coming to Cross Roads House, I didn’t know what to expect. I was horrified. I thought it would be similar to jail. That’s the picture I had in my mind. I was surprised that the baby and I had our own room, my older son could come visit, the meals were great, and I didn’t have to leave during the day. I mean what do you do with an infant for the day if you have nowhere to be?”

Kristy worked with a Case Manager to assess her needs and formulate a plan to get her into permanent housing. She was surprised by all the community resources with which her Case Manager was able to connect her. “I had never heard of Operation Blessing, Share Fund, or Womenaid. I had no idea, other than food pantries, that there were places out there to provide help. It makes you feel more confident that if something happens, like your car breaks down, that there may be someone out there to help so you can still pay your rent.”

According to Kristy, one of the most significant connections she made while at the shelter was with Seacoast Mental Health Center. “Seacoast Mental Health was a big support for me. That was a big thing that kept me stable. Mentally, I’m probably in a better emotional place than I ever have been, so that was huge. [My Case Manager] really pushed me to go there. I really didn’t want to, but I needed to. I’m glad she pushed me. Now I wouldn’t even think twice about going to a therapist again.”

While Kristy was staying at Cross Roads House, her fiancé passed away. She credits the staff for helping her through some very difficult times. “It’s been a long year. I’ve had so much tragedy. The staff is amazing, because



*Kristy and Kollin during their stay at Cross Roads House.*

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*“I just hope someday, someone will hear my story and it will help change their life. If I could help one girl not go through what I went through, it would mean the world to me.”*

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you always had someone to talk to. If I wasn’t here I don’t think I would have had the support around me that I needed. I probably would have gone back to using drugs. I had everyone rooting for me, and I didn’t want to disappoint myself and I didn’t want to let everyone down. I feel like I have a fan club. It just helped keep me on the right path.”

Kristy’s Case Manager also connected her with the New Hampshire Employment Program (NHEP), which helps NH families become self-supporting by providing employment opportunities, job readiness, education, and training services. “It turned out to be really great for me. It got me started on the path to becoming a CRSW (Certified Recovery Support Worker). If I wasn’t here, I don’t think I would have been able to do that, and to go as far as I’ve gotten. I think that’s a huge success for me that I’m going to school again.”

Kristy is looking forward to finishing her CRSW program and helping others in the community. “I think I’m a pretty strong person. I’ve been through a lot. I think anyone battling drug abuse and mental illness could learn a lot from me. I just hope someday someone will hear my story and it will help change their

life. If I could help one girl not go through what I went through, it would mean the world to me.”

Kristy is also hoping that her success can set a good example for her oldest son. “I would love to graduate someday and to have [my son] be there just to show him that you can struggle, and you can do all the wrong things, but you can still fix it. That’s a valuable lesson for anyone to learn. You’ve just got to work really hard at it.”

Kristy is grateful for the support she received at Cross Roads House, whether from staff, volunteers, or donors. “I hope people understand how grateful I am. If I could thank each person who helped me individually, I would. That saying ‘it takes a village,’ is so true. I wouldn’t be where I am today without Cross Roads House.”

### *Providing Comprehensive Solutions To Ending Homelessness*

For homeless families and individuals in the Seacoast Area, Cross Roads House is so much more than just a place to sleep and eat. It is a lifeline, providing the critical shelter and supportive services that can help them get back on their feet and into permanent housing.

The most basic needs, warm shelter, three nourishing meals a day, laundry facilities, telephone, mail delivery, and internet access, are available on-site for all residents. Our direct care staff is on hand 24/7/365 to provide resident support, as well as maintain a safe shelter environment.

Each Cross Roads House resident works with a member of our highly skilled social work team, made up of a clinical Program Director, a master's level Social Worker, Shelter and Post-Shelter Case Managers, a Permanent Supportive Housing Case Manager, and University of New Hampshire graduate and undergraduate social work interns.

Case Managers meet residents "where they are" and create an individualized plan that will help them move from homelessness to a stable home. Case Managers work to connect residents with community resources that address their own unique challenges, which may include untreated mental illness and/or substance use disorder, no connection to physical or mental health care, no income, no ID, poor credit, budgeting issues,

and difficulty navigating the complex process of applying for public assistance and/or housing assistance. All of our residents struggle with the high cost of area rentals as well as the extremely low vacancy rate in New Hampshire.

Cross Roads House provides a host of supportive services that address the root causes of homelessness, build resident skill sets, and instruct residents how to obtain and maintain permanent employment and housing. Additionally, we partner with local providers to deliver a vast array of supportive services on-site, such as medical, dental, substance use disorder, and mental health treatment, eliminating barriers to getting the care residents need.

Once housing has been obtained, Post-Shelter Case Management is provided by Housing Stability Case Managers (HSCM). The HSCM helps these new tenants manage a budget, maintain or establish connections to community supports beyond the shelter, maintain their housing, and serves as a resource for the landlord, lessening the likelihood of a return to homelessness.

Additionally, Cross Roads House administers a HUD funded Permanent Supportive Housing program, which serves chronically homeless individuals following the Housing First model. The program provides individuals who are chronically homeless (those with a disability and who have experienced long or recurring bouts of homelessness) with permanent housing as quickly as possible. Once housing is obtained, Case Managers provide voluntary supportive services as needed. The program was recently expanded to allow the provision of services for more individuals.

*Last year, Post-Shelter Case Management services were provided to 102 people in 44 households. All but one individual and one family remained housed at the end of the fiscal year.*



*Pictured is the first class of culinary arts training students along with CRH Kitchen Coordinator, Chef Michael Jacobs (right).*

Last year, Cross Roads House residents began participating in Serve Safe certification courses and other culinary arts training programs on site in our commercial kitchen, which helps prepare them for employment in the area's booming food service industry.

This is just one example of the ways Cross Roads House and our community partners work together to provide programming that helps residents build skill sets for success outside of the shelter.

We appreciate the generous support of the donors and volunteers who provide these life changing opportunities for our residents.

### *Affordable Permanent Housing*

Access to affordable housing is critical to our efforts to end homelessness, yet it remains our greatest challenge. In the Seacoast Area, all renters are finding it increasingly difficult to find an affordable home. Vacancy rates are extremely low, and rents are extremely high. For Cross Roads House residents seeking rentals, the challenges extend beyond the lack of available housing and low wages, to include past evictions, poor credit, and poor rental history. For many of our residents, housing is still out of reach without subsidies, and the waiting list for those remains very long.

In the spring of 2018, Cross Roads House purchased a property in Portsmouth that includes 12 units of single room occupancy space with shared common areas, along with a caretaker's apartment. This facility now provides permanent, affordable rental housing for up to 12 individuals who have experienced homelessness. The property marked its first full year of operations on July 1, 2019. Nearly all tenants who have signed leases throughout the first year have come from Cross Roads House.

Located very close to our shelter facility, the property is convenient for former Cross Roads House residents who are employed in the area, because they can continue to drive, walk, or utilize public transportation to get to work. Additionally any medical, dental, mental health, and/or substance



*Our property on Greenleaf Ave. in Portsmouth provides affordable rental options for up to 12 individuals in single occupancy rooms.*

use disorder treatment that was set up while staying at the shelter can be continued locally. Also convenient for our Housing Stability Case Managers, is the ability to stop by and provide post-shelter case management services to multiple clients in a single location.

Over the course of our first year, several of our tenants were able to transition from our Greenleaf property to their own apartments at Portsmouth Housing and other areas. We are pleased with the first year of success of the building and are grateful to have this property as a housing resource for the people we serve.

## Volunteers

### *Volunteers Are Vital At Cross Roads House*



*CIT Cares volunteers helped to prepare and plant our raised bed vegetable gardens this spring.*

Cross Roads House is so fortunate to have a committed group of more than 500 volunteers who generously share their time and talents to better the lives of our residents.

While most of our volunteer opportunities involve preparing and serving dinner and breakfast for our residents, many volunteers assist in a variety of other ways, including providing child care while parents attend on-site meetings, gardening at the shelter, landscaping, legal consultations, hair cuts, tax preparation, picking up donations, bringing in a therapy dog, and much more.

The residents and staff of Cross Roads House are very grateful for the steadfast dedication of all of our volunteers.

#### **THANK YOU!!**

If you are interested in becoming a volunteer at Cross Roads House, please attend one of our monthly Volunteer Orientation sessions. Dates are listed on our website at [www.crossroadshouse.org/volunteer](http://www.crossroadshouse.org/volunteer).

# Leadership Giving Society

Members of the Leadership Giving Society are committed to making Cross Roads House one of their philanthropic priorities by contributing \$1,000.00 or more during our fiscal year. They provide vital financial stability and critical operating revenue that enables us to provide shelter and services to our residents.

The individuals and organizations listed below provided the foundation of support essential to our mission between July 1, 2018 and June 30, 2019.



Pictured left to right are Board Members and Leadership Society Members Mary Lee Worboys, Vanda Moore, and Denis Dillon.

## \$20,000 and Up

Bean Group  
The Bobbett Family  
Bottomline Technologies, Inc.  
Chapin Family Fund  
Alex Choquette  
Give With Liberty  
Thomas W. Haas Fund of the NH Charitable Foundation  
The Tony & Renee Marlon Charitable Foundation  
New Hampshire Charitable Foundation  
Lex Scourby  
Seacoast Fundraising, LLC  
Ben & Andrea St. Jean

## \$10,000-\$19,999

Anonymous (2)  
Bangor Savings Bank Foundation  
Dan Brown Charitable Foundation, a fund of the NH Charitable Foundation  
Dr. Geoffrey Clark & Ms. Martha Fuller Clark  
David & Karen Della Penta  
Gregory & Sandra DeSisto  
Steven & Karen Goddard  
Green & Company  
Chick & Carol Hayden  
Sandra & Jim Jalbert  
Lend A Helping Can  
Shaun & Kathleen Mathews  
The Provident Bank  
The TJX Foundation, Inc.  
David & Margaret Witham  
Womanaid of Greater Portsmouth

## \$5,000-\$9,999

Anonymous (1)  
Albany International Corp.  
Bank of America Charitable Foundation, Inc.  
Christopher Bellmare  
The Benevity Community Impact Fund  
The Bleczinski Family  
Bob & Gail Brown  
C & J Trailways  
Barbara Carpenter Charitable Fund  
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CIT Small Business Solutions  
Denis & Carolyn Cloutier  
Construction Services of NH  
Kevin Davis  
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Exeter Hospital, Inc.  
The Fuller Foundation, Inc.  
Granite United Way  
The Guyton Group  
Matt & Anne Healey  
Tina Ho & Jon Wendell  
Chet & Shirley Homer  
K & K Moody Fund of the Maine Community Foundation  
Little Harbour Charitable Foundation  
LTC Partners  
Ed & Fran Mallon  
Monica McCarthy  
Mills Family Charitable Fund  
New Hampshire Mutual Bancorp  
Newburyport Five Cents Savings Charitable Foundation  
Ocean Properties Ltd.  
Portsmouth Regional Hospital

## Morgan & Tara Rutman

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Seascope Capital Management  
Charles Silva & Margaret Moran  
Solomon Family Giving Fund  
Joe & Susan St. Martin  
Kevin & Lyn Swenson  
Tuscan Brands, LLC  
United Way of Massachusetts Bay & Merrimack Valley  
David & Dana Van Patten  
TJ & Jae Whitelaw  
Mary Lee Worboys

## \$2,500-\$4,999

Anonymous (3)  
Richard & Lisa Ade  
Amy Dutton Home  
Bank of America Matching Gifts  
Bardenwerper Family Charitable Fund  
Bob & Cyndi Bear  
Clarke & Sandy Beaudry  
Birch Tree Environmental Group LLC  
Dennis & Susan Burke  
Camden National Bank  
John & Peg Campbell  
Barbara & Bill Cassidy  
Greg & Robin Clark  
Steven Craige  
Michael & Susan Daigle  
Michael & Katherine Danielski  
Don & Cathy Doney  
Ramona Dow & Jerry Dionne  
Richard Dumler & Mary Reid  
Amy Dutton & Brooks Murphy  
Great Bay Corvette Club  
G.W.F. Limited Liability Co.

Katherine & Michael Hollister  
 Impax Asset Management Charitable Fund  
 Patricia C. & Kennett R. Kendall, Jr. Fund of NH  
 Charitable Foundation  
 Susan LeBlanc  
 Liberty Mutual Group  
 Living Innovations  
 Martini Northern  
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 Vanda & John Moore  
 Network for Good  
 Newman's Own Foundation  
 Neal & Darlene Ouellett  
 Partners Bank  
 Caryl Sawtelle  
 Tina Sawtelle & Mike Pilot  
 Joseph G. & Jean E. Sawtelle Fund of the NH  
 Charitable Foundation  
 Jodi & Stuart Scharff  
 Zachary & Nancy Slater  
 Spencer Thomas Group  
 Martha & Eric Stone  
 The Stone Church  
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 Unitil Corporation  
 Deb & Ray Vorce  
 Werner Mazda  
 Winthrop Charitable Gift Fund  
 YourCause, LLC

## \$1,000 - \$2,499

Anonymous (11)  
 Michael Adams & Robin Tufts  
 AmeriHealth Caritas New Hampshire  
 BANK W Holdings, LLC  
 Karin & Steve Barndollor  
 Battye Charitable Giving Fund  
 Patti & James Betti  
 Jude Blake  
 Pam & Jack Blalock  
 Joan Boyd & Theodore Stiles  
 Suzanne Bresette & Donald Gould  
 Lisa & Ashley Brown  
 Elizabeth & William Burr  
 Eric & Heather Campbell  
 Cathartes Private Investments  
 Eric & Jen Chinburg  
 Citizens Charitable Foundation

Ken & Helen Cohen  
 Gary & Jan Colby  
 Helen Commisso  
 Community Church of Durham UCC  
 Congregational Church of Exeter UCC  
 James Connell  
 Jeff & Denise Croteau  
 Barbara Deuell & Peter Whitman  
 Denis & Beth Dillon  
 Brian Dubin  
 Pauline Elkin  
 Chris & Julie Fehrstrom  
 Doug & Karen Ferguson  
 Thomas & Holly Fish  
 Ron & Karyn Fisher  
 Frontstream  
 Wes Gardner  
 Jim & Robin Giampa  
 Long Island Community Foundation, The  
 Gleason Family Fund  
 Amaro & Shelly Goncalves  
 Jeff Gordon & Donnajean Ahigian  
 Granite State Managers Association  
 Greenland Veterans Association, Inc.  
 Guardian Life Insurance Company of America  
 Joe & Dodi Guyton  
 D. A. Hamel Family Charitable Trust  
 John & Joan Henderson  
 Skip & Cathy Homicz  
 Bruce Hurley & Kimberly Weibrecht  
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 Adam & Noel Jodoin  
 James & Sam Kesseli  
 Liberty Mutual - Serve With Liberty  
 Richard & Joan Lyons  
 MacDonald Family Foundation  
 Lisa MacFarlane  
 Dennis & Laura Malloy  
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 Michael McDonald  
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 McLane Middleton - Portsmouth  
 Jenny McLeod  
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 NH Charitable Foundation

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 Katharine Moody & Kenneth Ernstoff  
 Daniel & Pamela Morrison  
 Scott Muse  
 Bruce & Laurie Myers  
 National Life Group Foundation  
 NCS Global Inc.  
 Ness/Rodenberg Family Foundation  
 Nessit  
 New Castle Congregational Church  
 Newburyport Five Cents Savings Bank  
 Novartis Charitable Giving Campaign  
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 Optima Bank and Trust  
 Sharmila Patel  
 Wesley Pike  
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 WellSense Health Plan  
 Keith & Christina Wilkinson  
 CJ Wing  
 Winthrop Family Fund  
 Charles & Diane Withee  
 Thomas Worboys  
 James & Marsha Zavez

## Annual Fund Donors

Thank you to all of our donors and supporters throughout the year.  
Cross Roads House could not provide shelter and services without your generosity.

*The following is a list of individuals, businesses, foundations, religious and civic organizations who have generously contributed \$100.00 or more to Cross Roads House between July 1, 2018, and June 30, 2019.*

### *\$500-\$999*

Anonymous (7)  
Dave & Catherine Anderson  
Karen Andronaco  
Louise & Jacques Aquillon  
Siang Kiang Beswick  
BG's Boat House  
Kathryn Bivona & David Kayarian  
Todd & Julie Black  
Joseph & Lucy Boyle  
Carole & Thomas Bunting  
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Frederick Calcinari  
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Shannon Downey  
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Echo Thrift Store  
Nancy Euchner-Corzatt  
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Seth Farmer  
First Baptist Church of Hampton Falls  
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The Flower Kiosk  
Michael & April Frey  
GE Foundation  
Jay & Mary Pat Gibson  
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Jo Ann & David Hampson Family  
Charitable Fund of the NH  
Charitable Foundation  
ML Hannay  
Heather Healy  
Henderson Family Foundation

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Jeff Levine  
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Alexis Mason  
Francesco Mauro  
William & Susan McCarthy  
Catherine McDevitt  
Linda McGivern & Benjamin Thayer  
Emanuel Moecklin  
Jim & Debbie Moffett  
Robert Mood  
Jeffrey & Karen Mountjoy  
Jack & Margery Nelson  
North Church of Portsmouth  
Northeast Auctions  
Northeast Creations, Inc.  
John & Jane O'Connor  
Joseph & Janet O'Loughlin  
Jessica & Kevin Parker  
Parsons Electric Co., Inc.  
Kerry & Kim Pope  
Portsmouth Performing & Visual  
Arts Department K-12  
Prince/Bergh Family Fund  
Robert & Jackie Refsdal  
Joe & Sue Reny  
Charles Samdperil Humanitarian  
Memorial Foundation  
John & Susan Scheinman  
Steven & Karin Scott  
Tom & Lisa Sherman  
Lance Simpson  
Christopher Smith  
Robert Snover & Darcy Davidson  
Sorenson Charitable Fund  
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Robert & Susan Thoresen

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Daniel & Karen Waintroob  
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Christina & Keith Wilkinson  
Yankee Equipment

### *\$250-\$499*

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Timothy Allison  
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Sharon & Eric Boes  
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James Deyo  
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R. Scott Dillon  
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Richard Donahue  
John DuBois  
David Dupont  
Jacqueline Ellis  
Bill & Catherine Epperson  
Family Ear, Nose & Throat, LLC  
Kelly Fish  
Andy & Mary Flanagan  
Jameson & Priscilla French  
Roger & Rose Gagne  
Greenland United Methodist Church

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James & Lucy Hamilton  
Diane Hardy  
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Joseph Keefe  
Michael Keegan  
Gail Kennedy  
Margaret Kennedy  
Leonard Korn & Elyse Barry  
Barry Krieger & Alice Passer  
Ladies Auxilliary Knights of  
Columbus - Council 140  
Ronald & Lois Laurence  
Donna Leitz  
Stephen Lichtenstein  
Kathryn Lynch & Robert Andelman  
James Macguire  
Linda MacNeil  
Keith & Linda Mahler  
Alice Mansfield  
Scott Marion & Debra Holloway  
Vivan & Esther Martindale  
Alison Maxwell  
Gregory & Elise McCormick  
Sarah McEvoy  
Wendy McKeon  
Planet Aid Inc.  
Linda Plumer  
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for the 21st Century  
Tana Ream  
Reid & Company  
Patricia Reilly  
Ricci Construction Company Inc.  
Ron & Jane Rioux  
Sanford & Helaine Roberts

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 Rye Congregational Church  
 Saltwater Integrative Agency  
 Deborah Seward  
 Valerie Shelton & Diane Morin  
 Tom & Kristine Slater  
 Kenneth & Ellen Spengler  
 St. Thomas Aquinas High School  
 Mica & Holly Stark  
 Elisabeth Bartlett Sturges  
 Barbara Sweet  
 Scott & Jeanine Sylvester  
 Charlie & Kelly Turner  
 Benjamin & Sandra Wagner  
 Andrew Ward  
 Benjamin & Michelle Wheeler  
 David & Belinda White  
 Shaylee White  
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## Legacy Society

### Cross Roads House Legacy Society

*Through a provision in their will, trust, or other charitable vehicle, members of the Cross Roads House Legacy Society make a commitment to our mission to assist the homeless in our community with shelter, food, supportive services, and the life skills needed to transition into stable and independent housing.*

Kenny Ernstoff and Katie Mooney are long time supporters of Cross Roads House, providing financial and volunteer support for many years. Kenny happily donates his time and truck, picking up donations and helping to relocate residents. Two years ago, when Cross Roads House purchased new bunk beds for the emergency shelter dorms, Kenny was the first person to show up, with tools in hand and a friend in tow, to help put the new beds together.

According to the couple, "Kenny was a local Realtor and we decided that it was appropriate to focus our philanthropy on homelessness. Cross Roads was the obvious choice! Also, Kenny's father owned real estate in New York which contributed to Kenny's desire to support those who are housing challenged."

In 2016, Kenny and Katie joined the Cross Roads House Legacy Society. "We are hopeful that our Legacy Gift will permit Cross Roads House to continue to provide much needed services to the homeless in our community. Homelessness is not a choice. We live in a community of many, and those of us fortunate enough to have stable housing ought to find ways to support those less fortunate in our community. Cross Roads House provides exceptional support systems and deserves as much community support as everyone can provide. Cross Roads provides hope and positive movement in people's lives as well as in the community."



### Cross Roads House Legacy Society Members

Anonymous (2)  
Jude Blake  
Anthony Coddling  
Denis Dillon  
Mitchell & Kathryn Gill Drew  
Ken Ernstoff & Katie Moody  
Wes Gardner  
Beverly Giblin  
Dodi & Joe Guyton  
Nancy Jackson  
Judy Marsh  
Steven McHugh  
Peg Millar  
Mary & Ted Robbins  
Caryl Sawtelle  
Lex Scourby  
Deborah Shelton  
Martha Stone  
Dave Van Patten  
Mary Lee Worboys

For more information about the Legacy Society, contact Martha Stone at 603.436.2218 or [Martha@crossroadshouse.org](mailto:Martha@crossroadshouse.org)

## Tributes in memory of:

*Paul R. Beswick*  
Beswick Engineering Co., Inc.

*Abiola & Olukemi Cahill*  
Atinuke A. Cahill

*GeGe Green*  
Christine Carberry  
Ron & Connie George  
Jean Grout  
Jean Robinson

*Bing Hawes*  
ML Hannay

*Attorney Francis G. Holland*  
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*Wyatt Wellman Hood*  
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*Dorle Kracht*  
Paul & Helen Gigley

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Monica McCarthy

*Francis Murphy*  
Judith Harvey

*Nancy Neeland*  
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*Robert Sawyer*  
Anonymous

*George Tilton*  
Gale Brown  
Dave & Elizabeth Smith

*Roger D. Worboys*  
NCS Global Inc.

*Mike S. Wyka*  
Hoefle, Phoenix & Gormley

## Tributes in honor of:

*Mr. & Mrs. Edward Balicki*  
Joanne Fitzgerald

*Bryan & Stacy Brown*  
Ashleigh Brown

*Jackie Dow*  
George & Julie Dow

*Kathryn Drew*  
Helen G. Commisso

*Joe Farro, Tuscan Brands LLC*  
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*Jenny Fredette*  
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Briana Wentworth

*Beatrice Hatch*  
Joy Copp  
Patrick Santistevan

*Roy Helsel*  
Ann Hett

*Edgar G. Hotard's Retirement*  
*from Albany International Corp.*  
Albany International Corp.

*Juliette Amity Kressler's*  
*First Full Year*  
Thomas Kressler

*Alice K. Mansfield*  
Philip Mansfield  
Keith & Monica Mansfield  
Douglas Mansfield

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Krisy Sims

*Endri Trajani*  
Vigilant Capital Management, LLC

*Leon 'Smokey' Williams*  
Alexis Mason

*Carmen & Scarlett Wilt*  
Jamie Peterson

Every effort has been made to recognize our many financial supporters in the appropriate categories. Please notify us if an omission or error has been made and accept our sincere apologies.

# Benefit by the Sea



## 17th Annual BENEFIT BY THE SEA at Wentworth by the Sea

Thank you to all the sponsors and donors who supported our annual gala. Their generosity provides critical operating revenue and makes it possible for us to fulfill our mission to help our residents move with dignity and purpose to stable and decent housing.

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KEVIN PARKER PHOTOGRAPHY

SAVE THE DATE FOR OUR 18TH ANNUAL BENEFIT BY THE SEA, SATURDAY, MAY 2, 2020

## AUDITED FINANCIAL RESULTS

Fiscal Year End June 30, 2019

### REVENUES

|                                 |                    |
|---------------------------------|--------------------|
| Private Contributions & Grants  | \$1,057,773        |
| Government Grants               | \$ 588,763         |
| Other Revenue                   | \$ 146,115         |
| <b>TOTAL OPERATING REVENUES</b> | <b>\$1,792,651</b> |

### EXPENSES

|                                  |                    |
|----------------------------------|--------------------|
| Program Services                 | \$1,445,564        |
| General & Administration         | \$ 275,040         |
| Fundraising                      | \$ 125,168         |
| <b>*TOTAL OPERATING EXPENSES</b> | <b>\$1,845,772</b> |

\*Includes non-cash expense of \$163,673 depreciation.

*In FY2019, Cross Roads House fundraised nearly two-thirds of operating funds - in excess of \$1 million - from private sources*

In the Fiscal Year ending June 30, 2019, Cross Roads House received funding from the following municipalities and government sources:

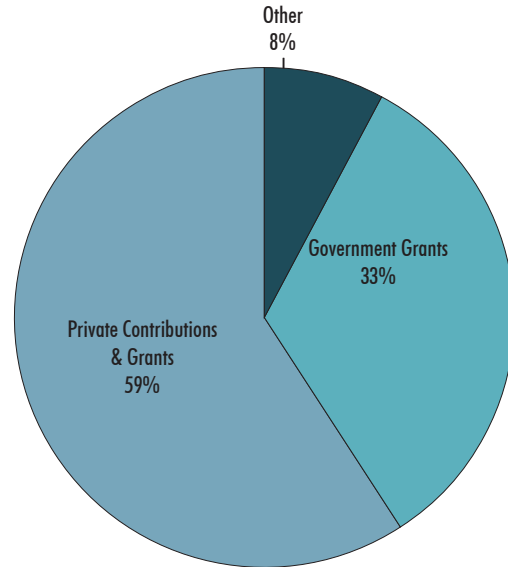
Barrington  
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Rochester CDBG

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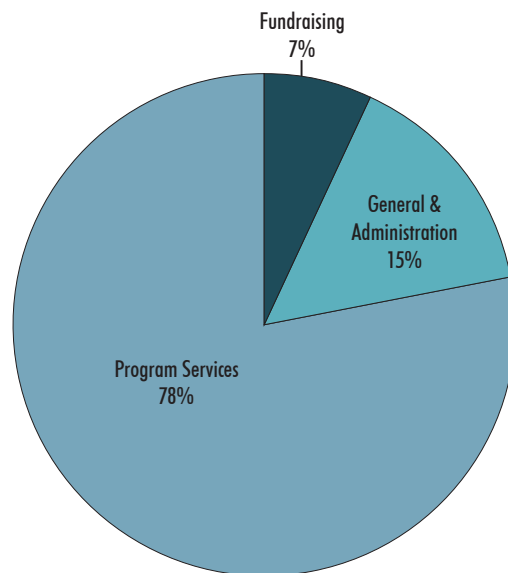
## FISCAL YEAR

JULY 1, 2018 - JUNE 30, 2019

### REVENUE



### EXPENSE





CROSS  
ROADS  
HOUSE

Cross Roads House, Inc.  
600 Lafayette Road  
Portsmouth, NH 03801-5435

Non-Profit  
Organization  
U.S. Postage Paid  
Permit No. 161  
Portsmouth, NH 03801

*Help break the cycle of homelessness*



*Make a donation*

Two-thirds of our funding comes from private donations.

*Volunteer*

Attend one of our monthly orientation sessions.

*Provide items from our wish list*

View our wish list at [www.crossroadhouse.org](http://www.crossroadhouse.org)