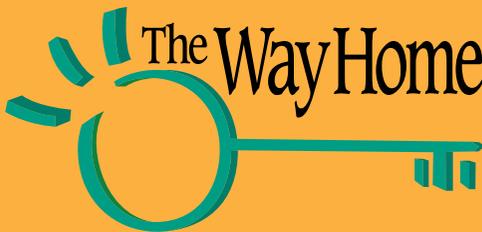


Help us create a brighter tomorrow for those at risk of being homeless.

Because everyone deserves a home.



2 0 1 9   A N N U A L   R E P O R T



---

## Thank you for your friendship. Enclosed please find a donation envelope. Your contribution of any amount will play a major role in supporting the lives of extremely low-income families and individuals right here in Greater Manchester!

---

Dear Friend,

Imagine waking up each day in a car or a tent with your children.

The night might have been cold or rainy. You are sleeping with one eye open because you are worried about how to keep your family safe. Now add in the prospect of the COVID-19 pandemic and its impact on the services you had hoped to access. Prior to the virus and schools closing, you at least knew that for a few hours a day, your children had a safe place to be and a meal. Now that is gone.

You don't know when you will get paid because your work was considered unessential and there are additional food cost because your children are now "home schooled" (with no home), you might not even have access to a computer. When your unemployment check does come in a few days, what should you spend it on first? No matter what choices you make, there will be sacrifices and they will be deep ones. What would you do?



The above are just some of difficult choices many Greater Manchester families – perhaps even people you know- likely need to make. Use your limited funds to buy gas for your car (if you have one), provide food for their family, or put down a security deposit and last month's rent to find safe housing. It's an impossible choice. That is why The Way Home is devoted to ensuring every family and individual has access to safe and affordable housing. That is why we are relying on you!

The Way Home remains committed to continuing to offer vital services for those with housing insecurity. Will you help us continue our vital work by making a donation to your 2020 Annual Fund? None of our work is possible without people like you. Here are a few things your gift can do:

\$2000 allows The Way Home to bring in additional staff to work directly on homeless services

\$1000 provides a security deposit or assistance with back rent to prevent eviction

\$750 provides housing counseling to help break the cycle of homelessness

\$400 helps provide budget education, emergency preparedness, and assistance to other agencies we collaborate with.

\$250 provides education for families to prevent children from being sickened by lead or asthma triggers

A donation of any amount will help Greater Manchester's most vulnerable population.

Sincerely,

Bianka Beaudoin  
Chief Executive Officer

Rick Blais  
Board Chair

# The People We Serve

Over 1,000 families & individuals seeking services yearly

**458**



Households completed **Budget Classes** learning the necessary skills to manage housing costs

**33**

homeowners worked with **Foreclosure Counselors**

**484**



Homeless or at risk renters received **Counseling** on housing stability strategies



**281**

at risk households used **Deposit Guarantees** and rental assistance to secure or keep an apartment

**24**

families with at risk children moved into **Lead Safe Housing**

**235**



received information to **Protect Children** from asthma triggers and lead hazards in the home

**192**



apartments inspected for **Health and Safety**



**24**

leveraged much needed repairs through **Healthy Home Services**

People like you  
**Make a Difference**

## Mandy (Steps to Success/Supportive Housing)

For Mandy and her two young sons, a day out of the inner city to Canobie Lake Park, went well beyond a family outing. "It was absolutely the best day ever," she said, smiling at the memory. "Not only did The Way Home provide us with passes to the park, we got a card to cover gas to drive there and food for my two sons. To have that day of fun and not have to worry about anything was a true blessing."

According to Bianka Beaudon, CEO of The Way Home, caring for the agency's clients by offering them a respite from "daily stresses of life" is almost as important as housing programs and services. "Our clients, in just about every case, have faced some type of trauma. Some have been abused. That's why we seek to provide opportunities for people to have some down time and enjoy being a family."

Beaudon, who became the agency's CEO in 2019, says that The Way Home builds partnerships across Greater Manchester and the state of NH in support of its mission. In this instance, she worked with the Queen City Rotary Club to secure support for the Canobie field trip. In all 8 families with 27 children attended the park that day.



Our Steps to Success coach will help the homeless or at risk person identify strengths they already have, assist in setting housing-related goals with clearly defined action steps, and help to develop new skills.

Mandy's path to The Way Home has been an eventful one, to say the least. Her home environment growing up was not a stable one and she turned to drugs in her teens. She became a mother in her early 20's but had to give her children up to foster care while she went through a treatment program.

Upon successfully completing her treatment plan, Mandy was referred to The Way Home. She also reunited with her two children (boys now ages 2 and 5). The agency has provided the family with an apartment and Mandy is attending the steps to success program while at the same time taking courses at Manchester Community College (MCC) to attain a degree in Mechatronics. With her degree from MCC, Mandy hopes to pursue a career in Manufacturing.

When she looks back upon the last few years of her life, Mandy is clearly appreciative and grateful for how far she has come. She praises The Way Home for the many tools and services she has been given, but also for the small things. "For instance, when I attend classes at The Way Home, there's a place for my kids to play with other kids. I know they are having fun and in a safe place. I can then focus all my attention on the class. I can't tell you how reassuring that is."

## Housing for a Family of 6 (Rapid Re-housing)

A family of mom, dad along with their four children (all under the age of 9) found themselves literally without a place to live two days before Christmas. Enter The Way Home.

“At the foundation of our cause is helping empower and educate our clients toward a better life,” said Ms. Beaudoin. “But we also offer a rapid re-housing program for emergencies such as this. In this instance, the family was literally going to be on the street, so it was all hands-on deck.”



Stock image

Ms. Beaudoin, and agency founder and COO Mary Sliney sought to first stabilize the family's situation by housing them in a vacant apartment at one of the agency's buildings. That was step one. The second step reflects what Beaudoin calls “a hand up, not a hand-out.”

The family's primary language is Spanish, so they worked closely with Anny, an intake coordinator at the agency who is fluent in Spanish. The Way Home also helped them along with the way with a security deposit toward a new place to live, as well as connections to other social services agencies.

With Anny's help, the family shared their experiences. “We really did have not anywhere to turn and when we were connected to The Way Home, it was like an angel opened the door.” said the father. “I couldn't believe how nice and caring everyone was.”

Thanks to the support from The Way Home and other partners, the family is now in a much better place. They are expecting a baby in the fall and will continue to work with their housing counselor on budgeting, and other coaching that is needed to assist them in reaching their housing goals.

It is expected that by later this year, the family will be well on the path to self-sufficiency.

The Way Home has worked with clients across “the full spectrum of the homeless issue. Our staff is small but experienced in the field. We also feel that we're very agile when it comes to problem solving because there is no one solution or approach.”

– Bianka Beaudoin  
The Way Home

## A Valued Contributor

### Partner Spotlight

To hear Steve Vigneault, Co-Founder of Data Evolution, tell it, his firm's longtime role as a contractor for The Way Home is more like a family relationship than a business arrangement. "We are pleased to have a lot of excellent clients who do great work but when an organization like The Way Home crosses your path, it makes a deep impact," he said. "You get to know the staff and learn about what they do, day to day. You also learn about how they tackle the issues of housing insecurity. As a business partner, we feel like we're part of their mission."



While working on projects at The Way Home, Steve and his team have gotten to know the staff as well as some clients. "The commitment and drive these people have for their work is inspiring," he said. "I knew Mary Sliney as a neighbor long before we became a contractor for the organization. She's made this her life's work and her passion for the cause really draws you in." Steve shared that The Way Home has been client of his firm for nearly 20 years and has valued his "front row seat in watching the agency's progress. "It has truly been a privilege to work with this organization and view their impact upon those in need," he said.

## A Sympathetic Ear

### Staff Spotlight

To hear Cindy Bringhurst tell it, each new client interaction is not only a chance to make a difference in someone's life, but also a glimpse at a better future for the person sitting across the desk from her. "I love every aspect of my job," Cindy says. "But one of my most favorite things is when we honor our 'Steps to Success' graduates each spring. It's so exciting to look back on how far someone has come and the strides they have made."

As a housing counselor and manager of supportive services at The Way Home for the past four years, Cindy has worked with dozens of individuals and families, helping each to build better lives for themselves. She freely shares that her own challenges several years ago have helped form her personally and professionally. "As a young mother, I experienced a very rough period and there were many things to overcome," she recalls. "These were not good experiences at all, but I learned a lot." Nearly all the clients that Cindy counsels have experienced some sort of trauma or adverse events. She often uses her own background as a reference point and said that it has helped to break down barriers between her and those she helps.



"I strongly feel that the individual approach we take with each and every client is a true differentiator for our agency," she says. "While we have core programs, there is not a one-size fits all solution to the issues of homeless and housing insufficiency across the community. We very much seek to tailor each program to the individual needs of our clients."

"At the end of the day, this cause isn't just a job for me, it's now part of my life."

# Financial Report

Fiscal Year Ending June 30, 2019

## Statement of Financial Position

### ASSETS

Current Assets:	
Cash	\$ 187,098
Grants Receivable	106,396
Pledges Receivable	342
<b>Total Current Assets:</b>	<b>\$ 293,836</b>

Property and Equipment :	
Building and Improvements	\$ 2,715,146
Furniture and Equipment	194,819
Less: Accumulated Depreciation	(854,913)
<b>Net Property and Equipment:</b>	<b>\$2,055,052</b>

Other Assets:	
Accounts Receivable	\$ 83,911
Loans Receivable	233,959
LSRLF Receivable	29,153
Pin and Book Inventory	1,830
Prepaid Expenses	23,619
<b>Total Other Assets:</b>	<b>\$ 372,472</b>
<b>Total Assets:</b>	<b>\$2,721,360</b>

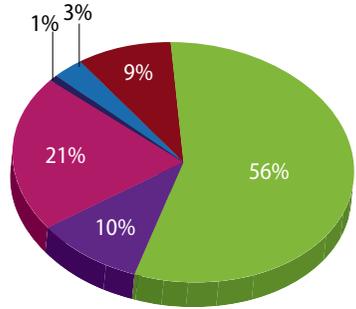
### LIABILITIES AND NET ASSETS

Current Liabilities:	
Guaranteed Security Deposits	\$ 438,364
Funds Held in Trust	11,537
Accounts Payable	122,807
<b>Total Current Liabilities:</b>	<b>\$ 572,708</b>

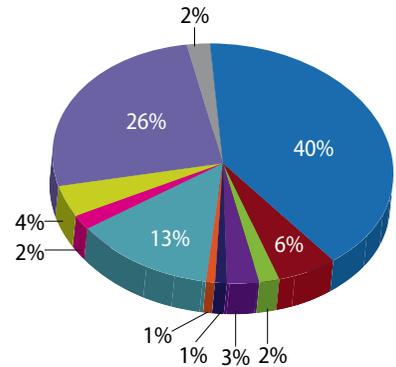
Long-Term Liabilities:	
Long-Term Liabilities-Notes Payable	1,951,627
<b>Total Long-Term Liabilities:</b>	<b>1,951,627</b>

Net Assets:	
Without Donor Restrictions	\$ 46,350
With Donor Restrictions	150,675
<b>Total Net Assets:</b>	<b>\$ 197,025</b>
<b>Total Liabilities and Net Assets:</b>	<b>\$2,721,360</b>

## Statement of Activities



Revenue	
Government Grants	\$ 887,854
Rental Income	\$ 329,565
Contributions and Special Events	\$ 144,282
In-Kind Contributions	\$ 42,008
Foundation Grants	\$ 158,703
Misc. Income	\$ 5,733
Debt Forgiveness	\$ 6,670
Interest	\$ 2,812
<b>Total Revenue</b>	<b>\$1,577,627</b>



Expense	
Staff Expense	\$ 660,087
Assistance to Individuals	\$ 432,751
Facility Expense	\$ 217,775
In-Kind Expense	\$ 42,008
Depreciation	\$ 71,127
Professional Services	\$ 99,086
Office Expense	\$ 37,461
Program Expense	\$ 32,532
Administrative Expense	\$ 35,140
Fundraising Expense	\$ 17,833
Misc. Expense	\$ 14,689
<b>Total Expense</b>	<b>\$1,660,489</b>

# Thank You to our Donors

Your contributions are making a difference in the lives of people in our community.

Advanced Benefit Design

Ajah Sullivan

Alan Parker

Alicia Finn

Allstate The Giving Campaign

Alpha Delta Kappa Gamma Chapter

Andrew Orcutt

Anne Vaccarest

Anne Rawson

Anne Ketterer

Awilene LLC

## **Bank of America**

## **Bank Of New Hampshire**

Barry Nielsen

Bianka Beaudoin

Bill Kirmes

## **Bishop's Charitable Assistance Fund**

Brian Shaughnessy

Brian Romanowski

Carl Starke MMC

Chickering & Company PLLC

Christopher and Helen Dugan

Claudette & Richard Heiring

Clifford Lopate

## **Comcast Cable**

Craig Lombardo

Cyrilla Prescott

Grinley Creative

Daniel and Judy Russell

## **Darald & Julie Libby Foundation**

## **Data Evolution**

Dave Hogan

Dave Kounelas

Deb McCloud

Denise Timmons

Denise Roberge

Derek Pinheiro

Diane Goulet

Don Provencher

Douglas Campbell

Douglas Shufelt

Douglas Campbell

Eleanor Healey

Elliot Berry

Emile Tetu

Felicia McKone

Frank Previti

Fred Savage

Gary Miles

Gerald & Julie Pavelich

Gertrude Sutherland

Give with Liberty

Henry Wojtkiewicz

Hilaise Thomas and Brenda Bowers

Hope Pettegrew

Hsiu Chang

Ian O'Dowd

Irene Josselyn

James Freiburger

James McLeod

James Normand

James Fe

Janet Aldrich

Jayna Stevens

Jean Vardaro

Jeanne Boucher

Jessica Cruz

Jim & Amanda Edmonson

John Owen

Joseph and Louise Silvia

Joyce Robitaille

Joyce Scott

Karen Ross

Karen Hebert

Kari-Lynn Knight

Katherine Sweet

Kathleen Haight

Kendall Inman

Leadership Greater Manchester 2019

Leah Rollins

Levi Kafka

Louise Mullaey

Madonna Moran

Mark Evans

Mary Sliney

Mary and Prudence Dame

## **Mary Gale Foundation Fund**

Matt Guzzetta

Matthew StPierre

Megham McLean

Melanie Sanuth

Melinda Hill

Michael Champagne

Michael & Jessica Signer

Micheal & Shelia Holmes

Mint Bistro

Monica Leclair

Murray and Frances Towle

## **New Hampshire Charitable Foundation**

## **New Hampshire Housing Finance Authority**

## **NH Healthy Families**

Nick DiSalvo

Norman and Louise Brassard

Patricia Carrel

Patricia Laflamme

Paul Aronofsky

Paul Blais

## **People's United Community Foundation**

Peter Labombarde

Philip Mondoux

Philip Lynch Company

Phyllis DiPrima-Johnson

Phyllis Adams

## **Queen City Rotary Club Foundation Rabbi's Discretionary Fund**

Ray Wildrew

Ray Burke

Rich Stevenson

Richard & Lauriann Kelly

Rick Baillargeon

Rob Archambault

Robert Previti

Ron Derome

Ron Sayres

Rosemary Burnham

Scott Silberfeld

Scott & Nicole Spaulding

## **St. Mary's Bank**

## **Statewide Communications**

## **Stebons Lazos & Van Der Beken**

Stella Russell

Stephen Camann

Steve Letares

Steven & Lisa White

## **Stewart Property Management**

## **Sullivan Trophy Co., Inc**

Susan Germain

## **TD Bank NA/Community Development**

## **The Archibald Foundation**

Tom Christensen

## **Town Fair Tire Foundation**

Trixie Vazquez

Twisted Cycles Inc.

United Way of Massachusetts Bay & Merrimack Valley

Virginia Smith

William Ritchotte II

William & Joanne Carson

Yolande Vanzanten

# Leadership and Board of Directors

## LEADERSHIP:



**Bianka Beaudoin**  
*Chief Executive Officer*



**Mary Slincy**  
*Founder  
Chief Operating Officer  
Programs*

## BOARD OF DIRECTORS:

**Rick Blais / President**  
*Primerica Advisors*

**Sara Beaudry / Vice President**  
*Intown Manchester*

**Melissa Magoon / Treasurer**  
*BerryDunn*

**Anne Ketterer / Secretary**  
*Lavallee Brensinger*

**Ron Sayres**  
*Mid-State Healthy Center/  
SKY Counseling Services, LLC*

**Jim Foster**  
*Bank of America*

**Kari-Lynn Knight**  
*Client Advocate*

**Robert Previti**  
*Stebbins, Lazos & Van Der Berken, P.A.*

**Courtney Creighton**  
*St. Mary's Bank*

# Because Everyone Deserves a Home

## MISSION:

To assist lower income families and individuals obtain and keep safe, affordable housing, offer supportive services to nurture their independence, and advocate for greater opportunity.

## VISION:

To continue to be an innovative, responsive grassroots organization committed to creatively helping those with the least resources increase access, raise hope, and build self-esteem.

## GUIDING PRINCIPLES:

Our Integrated Approach to Success in Safe, Affordable Housing flows out of beliefs:

- that the basic human need for decent housing must be met for all persons without discrimination;
- that self-help skills learned within a caring community builds more sustainable success;
- that public / private partnerships are needed to remove systemic barriers to stable housing. Peer educators empower at-risk families to improve the lives of their own families and to use their experiences to help others. The center city housing resource center is welcoming, supportive, and challenging.

## Make a Donation!

Enclosed please find a donation envelope. Your contribution of any amount will play a major role in supporting the lives of extremely low-income families and individuals right here in Greater Manchester!

Based in center city Manchester, NH, The Way Home offers services in the greater Manchester area and works with coalitions on state-wide healthy home and affordable housing concerns. Services include: Housing Counseling, Healthy Home Services, a Rental Housing Assistance Fund, a Transitional Housing/ Shelter program, Permanent Supportive Housing Units, Homelessness Prevention and Rapid Re-Housing services.



## Get Involved



### Donate Money

By sending back the enclosed envelope, donate online, or Text to Give at 617-415-4978, you can help provide safe housing for families, individuals, and Veterans to prevent homelessness or help those that are currently homeless.



### Donate Time

#### VOLUNTEER

Play a vital role in helping us provide needed support.

#### ORGANIZE A COLLECTION DRIVE

Collect small household items.

#### HELP OUT

Volunteer for cleaning, landscaping, painting, repairing our properties.  
Community Partnership opportunities.  
Work on a committee or apply to the board.

#### PROVIDE CLERICAL SUPPORT

Data entry, filing, answering phone and making calls.

#### SPONSOR AN EVENT OR PARTICIPATE

in one of our fundraising events.



### Donate Items

If you have household items and we have a client in need we will kindly connect you!  
Contact [info@thewayhomenh.org](mailto:info@thewayhomenh.org)  
or 603-627-3491

For a complete list of items needed, please visit [thewayhomenh.org](http://thewayhomenh.org).

## See How Your Donation Helps

**\$2,000**

Allows The Way Home to bring in additional staff to work directly on homeless services.

**\$1,000**

Provides a security deposit or assistance with back rent to prevent eviction.

**\$750**

Provides housing counseling to help break the cycle of homelessness

**\$400**

Helps provide budget education, emergency preparedness, and assistance to other agencies we collaborate with.

**\$250**

Provides in-home education on preventing children from being poisoned by lead.

**\$100**

Helps provide budget education, emergency preparedness, and assistance to other agencies we collaborate with.

**\$50**

Purchases a photo ID for a homeless person.

## Making a Donation is Easier Than Ever!

Go online, call, email or use the convenient donation envelope enclosed.



Because Everyone Deserves a Home

214 Spruce Street  
Manchester, NH 03103  
603-627-3491  
thewayhomenh.org

Non-Profit Org.  
US Postage  
**PAID**  
Manchester, NH  
Permit No. 398



**Thank you for your friendship.** Enclosed please find a donation envelope. Your contribution of any amount will play a major role in supporting the lives of extremely low-income families and individuals right here in Greater Manchester!