

HARBOR HOMES' STATEMENT

At Harbor Homes, serving the most vulnerable populations in our communities comes first, and to do that, we have comprehensive and responsible financial oversight and management so we can be always there for those in need.

We are actively working with the State of New Hampshire to implement a series of procedural changes that will enable us to better meet regulations for all non-profits contracted with the State, some new this year, related to financial metrics. In particular, we are working to change the Days of Cash on Hand to a minimum of 30 and meet the state's new guidelines for our Current Ratio (1.5). Through the dedicated work of our staff and Board of Directors, we are well on the way to meeting these goals.

For nearly four decades, we have measured success at Harbor Homes by the number of citizens in need that we have served and the number of communities in our state we have supported. The needs in our State have always been great, and today they are greater than ever. This has led to our growth as a non-profit. As we all know, despite similarities, like any other company, each non-profit is unique. Harbor Homes and its affiliates has an estimated \$10 million in assets through property holdings, which are not reflected in the financial ratios mandated by the state and highlighted above.

Harbor Homes has always been on the frontline, successfully operating dozens of critically needed services for individuals and families struggling to overcome homelessness, severe behavioral health disorders, and other chronic disabilities. We are proud to be a "go-to" agency, often the first to stand up and help when a problem arises that others may be wary to address. This approach requires a lean operating model, which means when we were needed, we sometimes rose to help before all funds were 100% secured, trusting that our community of donors and grant funders would join us to solve some of NH's most pressing issues.

For example, when the City of Nashua asked us to join them in creating a Safe Station program, we said **yes** – and got started saving lives, knowing that the funding would come. Today, thanks to Safe Station, Nashua's overdose rate has declined by 22% and the overdose death rate has declined by 24%¹. When the State of NH asked us to join them in moving individuals with severe and persistent mental illness out of years of institutionalization and into the community, we said **yes** – and secured the funds to make it happen. And when the number of homeless veterans in Greater Nashua became overwhelming, we said **yes** – and started building "veteran helping veteran" transitional housing and other programming that helped lead to an effective end to veteran homelessness since 2017.

For nearly 40 years, Harbor Homes has made a difference in the lives of tens of thousands of NH community members: homeless veterans and families, individuals living with severe and persistent mental illness who may otherwise be institutionalized, individuals struggling to overcome drug and alcohol misuse, and those living with HIV/AIDS or other chronic disabilities. Commensurate with the need for critical services in our State, we have grown from a single group home to a large multi-faceted \$40 million non-profit organization quickly, growing by 67% in the past four years. With that growth comes change, and we are actively working to update and improve our organizational infrastructure to streamline our bookkeeping, while simplifying and clarifying internal processes and procedures. Harbor Homes is strong, and the work of our dedicated staff each day is critical to the health and well-being of our fellow Granite Staters. We are grateful for the opportunity to serve our State and with these updates, look forward to continuing our service in the years ahead.

¹ Rates compare the overdose rates the year before Safe Station Nashua began to the current year.