



**HUNDRED  
NIGHTS**  
INCORPORATED



# MORE THAN A ROOF

The case for developing a safer, right-sized emergency shelter and resource center in the Monadnock Region to give those in crisis a better chance to regain stability and get back on their feet

"We are grateful that Hundred Nights has the opportunity to build a facility that will meet the outdoor and indoor needs of those with no place of their own. An adequate facility leads to adequate care, and adequate care is what Keene has wanted to provide."

The Rev. Elsa Worth  
Rector, St. James Episcopal Church

Housing First is an approach to assisting people experiencing homelessness that prioritizes housing and basic needs before addressing other important needs such as finding a job, completing education or job training, or receiving treatment for a chronic illness, mental illness, or substance abuse disorder.

Guided by this approach, Hundred Nights, Inc. provides individuals and families in the Monadnock Region with a warm, safe place to sleep at night and access to meals, clothing, basic necessities, and housing-related resources to regain stability and get back into permanent housing.

"Without the help and support of Hundred Nights, many of us would be hungry and sleeping out in the frigid weather. Hundred Nights takes care of us when we can't take care of ourselves. Hundred Nights saves us when we can't save ourselves. If we all pull together we can make this program an even better, safer place."

Mary, Former Hundred Nights Client

# VISION FOR A VIBRANT COMMUNITY



Every individual in the Cheshire County area will have access to appropriate, stable housing so they can live safe, productive and satisfying lives and be respected members of their community

At Hundred Nights, we believe *all people are worthy* and are equally deserving of *dignity, respect, and compassion*.

**Hundred Nights is a year-round emergency shelter and resource center** that helps individuals and families in the region achieve their goal of becoming more independent, self-sufficient, and in a position to secure affordable permanent housing. It is the Hundred Nights philosophy that the path to improving one's quality of life and achieving higher goals starts with housing and meeting basic needs. The agency collaborates with local and state partners to do just that.

As a member of the **Cheshire County Emergency Housing Collaborative (CCEHC)**, a **Monadnock United Way** funded coalition, Hundred Nights partners with **Southwestern Community Services** and **Monadnock Center for Violence Prevention** to provide low-barrier emergency housing and crisis-related services to individuals and families in need.

The agency works closely with **The Community Kitchen, The Doorway at Cheshire Medical Center, Keene Housing, Cheshire Housing Trust, Home Healthcare, Hospice and Community Services, Monadnock Developmental Services, Monadnock Family Services, DHHS, and City/Town Human Services** in Cheshire County to help clients meet their basic needs with meals, clothing, and health services, and to connect them with affordable housing and financial assistance programs.

Just like the unhoused, the path to improving the quality of services Hundred Nights offers to the community starts with a facility that can adequately meet the need for emergency shelter, efficiently and effectively deliver basic necessities and services, and empower clients to access programs and resources to help them get back on their feet.



Monadnock United Way



NEW HAMPSHIRE  
CHARITABLE FOUNDATION



KEENE  
NEW HAMPSHIRE

# STATE OF HOMELESSNESS

**4,451** The number of individuals and people in families that experienced homelessness in NH in SFY 2020

**43%** Percentage of NH's overall homeless population that resides in smaller, more rural communities

**1,577** The number of people in families, including children, experiencing homelessness in NH during SFY 2020

**348** The number of veterans experiencing homeless in NH during SFY 2020

Multi-Racial and Black/African-American people comprise 2.7% of the general population in NH but are almost **four times more likely to be homeless** representing 10.2% of NH's homeless population.

NH Coalition to End Homelessness, The State of Homelessness in New Hampshire Report 2020

**\$1,118**

2020 median monthly gross rent for a 2-bedroom unit in Cheshire County

**5%**

Increase in rental price of a 2-bedroom unit in Cheshire County from 2015-2020

**2.2%**

2020 vacancy rate for 2-bedroom units in Cheshire County

**1.9%**

2020 vacancy rate for all rental units in Cheshire County

**\$1,413**

2020 median monthly gross rent for a 2-bedroom unit in New Hampshire

**22%**

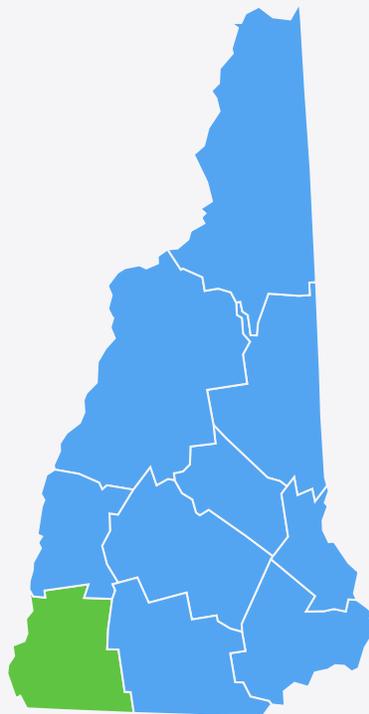
Increase in rental price of a 2-bedroom unit in New Hampshire from 2015-2020

**1.75%**

2020 vacancy rate for 2-bedroom units in New Hampshire

**1.8%**

2020 vacancy rate for all rental units in New Hampshire



**\$15,080**

Estimated annual household income of a NH worker earning federal minimum wage of \$7.25 per hour



**\$36,988**

Estimated 2020 median annual household income of Cheshire County renters



**\$44,700**

Minimum annual household income needed to afford a 2-bedroom rental unit in Cheshire County

NH Housing Finance Authority (NHHFA), 2020 Rental Survey Report



**Did you know?**

**The average number of households on the NH Housing Finance Authority's Housing Choice Voucher waitlist was 6,250 in FY20.**

Due to the high volume of households on the waitlist, it can take as long as 7-9 years before an applicant's name reaches the top of the list. (NHHFA FY20 Annual Report)

# FILLING AN UNMET NEED

Hundred Nights first opened as a cold-weather shelter to provide those experiencing homelessness with a warm place to stay during the coldest one hundred nights of the year when beds were unavailable at other shelters. In its inaugural season, the agency sheltered 96 unique guests from Keene and surrounding towns. Now a decade since it first opened its doors, Hundred Nights proudly continues to help those who have no place else to go.

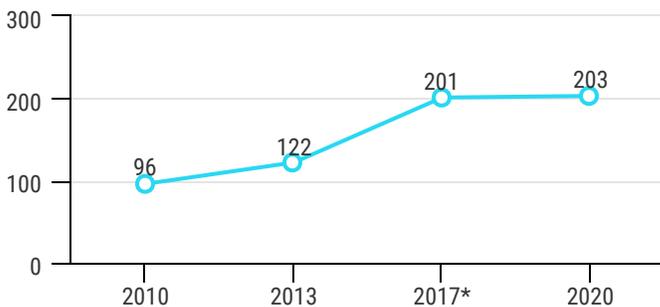
2020 Hundred Nights Client Statistics	
Number of Unique Shelter Guests	203
Number of Bed-Nights Provided	10,791 (176% increase since 2016)
Number of Households with Children	10 Families with 17 Children
Guests Reporting a Disabling Condition	60%
Guests Reporting Mental Illness/ Mental Health Issue	35%
Number of Unique Resource Center Visitors	484

The **causes** of homelessness are **complex** and often **systemic** in nature

Each of these causes has led individuals and families in the Monadnock Region to seek shelter and resources at Hundred Nights.

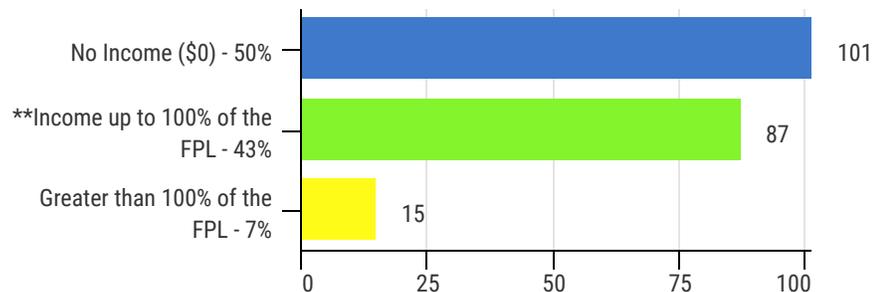
- Lack of affordable housing
- Low wages
- Unemployment
- Lack of access to services for those with mental illness and/or substance use disorders
- Escape from domestic violence
- Catastrophic illness
- Death of a household earner
- Other crises and natural disasters

Number of Unique Shelter Guests (2010-2020)



\*Hundred Nights went from sheltering 5 families with 7 children in 2016 to sheltering 14 families with 26 children in 2019.

2020 Shelter Guest Reported Income



\*\*Up to 100% of the Federal Poverty Guideline (FPL) is an income of \$1,010 or less per month.

  
**Did you know?**



**Hundred Nights primarily serves low-income individuals and families from Cheshire County**

According to nightly shelter intake data, approximately 80% of Hundred Nights shelter guests are from Cheshire County

# WE CAN DO BETTER

In 2015, the United Church of Christ (UCC) in Keene offered Hundred Nights the use of its church basement to provide 12 additional shelter beds as the demand for shelter began to regularly exceed the supply of 26 beds (including 2 staff beds) at the agency's leased facility on Lamson Street. On the coldest nights, when 38 beds were not enough, Hundred Nights kept its resource center open at night to get people out of the cold. As the resource center is not approved for overnight shelter, guests were required to stay awake the entire night.

In 2017, Hundred Nights made the decision to stay open year-round to provide shelter and resources to families experiencing homelessness who were unable to find housing by the time Hundred Nights closed in the spring and to two individuals whose doctors advocated for their patients to be sheltered as they were too ill to live in the woods.

It was at this time that the Board of Directors began to look for better solutions to address the need for adequate shelter in the region. Staff and community volunteers searched for potential buildings to lease or purchase that could better serve families, persons with disabilities, and improve the delivery of meals, clothing, and services that people need to get back on their feet.

Like many communities across the country, Hundred Nights faced challenges finding properties that were the right size and had a similar use in the two zones that permit lodging houses in Keene (the term homeless shelter does not exist in the City's zoning ordinances, which were last updated in 1968). The agency tried to acquire several promising buildings but was unsuccessful in receiving the required zoning variance approvals for those locations.

Meanwhile, recognizing the need for more beds, St. James Church in Keene opened a space in their church in 2019 to provide another 12 shelter beds so that people had a place to sleep instead of staying awake through the night in the resource center. As the number of locations for overnight shelter grew, so did the need for overnight supervisory staff. Overnight staff stay awake all night at each location to ensure the safety of guests.

## THE IMPACT OF COVID-19

Since the onset of the pandemic, the need for larger and more adequate space has intensified

The global pandemic underscored the need for a proper facility that could safely meet the need for space and service delivery during times of crisis. In March 2020, the UCC and St. James Church closed their shelter spaces because of the virus. The UCC closed its facility, while the space used at St. James did not have windows or an adequate HVAC system to provide safe shelter. Hundred Nights partnered with the Lamson Street Landlord and Monadnock Family Services to secure temporary space for shelter and the resource center to get through the spring.



The agency moved beds into the conference room at Lamson Street to distance them 6 feet apart and arranged them for head-to-toe sleeping. It also renovated bathrooms, put up curtains between beds, and installed an HVAC system with air filtration units to prevent the community spread of the virus. Starting in June 2020, Hundred Nights staff and volunteers spent hundreds of hours identifying shelter and resource center decompression spaces for the '20-'21 cold-weather season to make up for the 24 shelter beds previously provided by UCC and St. James Church. Suitable spaces were difficult to find because of zoning and extremely low vacancy rates of rental apartments in Cheshire County. Numerous locations were exhausted as viable options for temporary shelter.

After months of searching, the agency reached an agreement to lease up to 12 hotel rooms at the Holiday Inn Express in Keene starting in November, received permission to move its resource center into the former St. James Thrift Shop (it could not be used for shelter due to lack of sprinklers), and purchased a converted coach bus (pictured above) to sleep up to 12 guests that was parked in the Cheshire County parking lot across the street from the shelter.

# AND WE MUST.



The current facility on Lamson Street can only accommodate 50% of the agency's total bed capacity and is not designed to support a diverse client population with a broad range of needs.

The increase in the number of families seeking shelter is a significant factor in the overall increase in demand for shelter beds in the region. *Hundred Nights went from serving 5 families with 7 children in 2016 to 14 families with 26 children in 2019, an increase of 280%.*

Current Facility	Future Facility
Up to 48 beds in three locations, only one of which is leased and managed by Hundred Nights.	Up to 48 beds in one location owned and managed entirely by Hundred Nights.
Space is not designed to separate or support a diverse population that includes families, men, women, persons with disabilities, and those with a criminal background including sex offenders.	Women and families will be on a separate floor from the men.
There is limited space for families. One separate room can fit a family of three. If there are multiple families staying, or larger families, they stay in the women's dorm.	Families will have private rooms with a bathroom, a shared laundry room, and space for children to do their homework after school.
Beds are on the second floor and only accessible by stairs. If unable to make other arrangements, Hundred Nights staff carry guests up the stairs if they cannot climb the stairs on their own.	Two handicap accessible rooms with a shared bathroom located on the first floor. The building will also have an elevator.
The facility has 2 bathrooms each with 1 toilet, sink, and shower serving all guests, visitors, and staff.	Multiple restrooms with showers to support good hygiene and mitigate the community spread of the coronavirus.
The facility lacks a kitchen to offer regular meals. (The Community Kitchen is open for to-go dinners on weekdays and lunch on Sundays).	Adequate commercial refrigeration and freezer space to store food, and oven, stove and prep space to ensure clients have access to 3 meals per day.
Lamson Street's 600 sq. ft. resource center was too small to safely distance visitors during the pandemic and is no longer in use. HN is temporarily leasing the former St. James thrift shop for the center.	Multi-purpose space with computer work stations and rolling tables and chairs to reconfigure space for meals or for speakers and workshops. The center is adjacent to the kitchen which has pass-through serving windows. The courtyard can be accessed from the resource center.
There is no private space for clients to meet confidentially with case managers.	Multiple offices on the first floor are dedicated to counseling and case management meetings. These rooms are adjacent to the resource center to encourage informal interactions with visitors seeking resources.
Guests must be out by 7 a.m., but many have no place to go. The resource center is too small to accommodate all visitors at once and there are no outdoor grounds, meaning some guests are out on the streets for parts of the day.	A courtyard featuring benches, tables, a garden, and fruit trees will be secluded by a 6-foot fence. Clients will no longer have to spend time on the streets during the day if they have nowhere else to go.



## Did you know?

While the eviction moratorium protected many residents from losing permanent housing during the pandemic, Hundred Nights still sheltered as many as 10 families with 17 children in 2020



*All are Welcome*

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## **Hundred Nights Emergency Shelter and Resource Center**

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122-124 Water Street  
Keene, NH 03431

"To me, Hundred Nights helps to minimize one of the more dangerous and debilitating conditions—nowhere to live and sleep—while helping our guests to find permanent housing, work, and other critical assistance they need."

Bill Whyte, Founder, W.S. Badger Co.



# THE PLAN

Hundred Nights will purchase property at 122/124 Water Street in Keene to develop a three-story 15,180 sq. ft. facility that places the agency's entire shelter-bed capacity and resource center services under one roof and within walking distance of key partners and services.

The property will be redeveloped from its former use as an auto shop with two outbuildings to a modern facility and grounds that reflect the look and feel of the neighborhood. The style of the building is designed in the likeness of the workforce housing development across the street that is owned and managed by Southwestern Community Services.

Hundred Nights clients, neighbors, and the downtown community will benefit from the fenced-in courtyard that clients can use when they leave the shelter in the morning. Benches, tables, a community garden, and fruit trees are planned on-site and will provide those who don't have anywhere else to go with a safe haven away off of the streets and out of the woods. Clients will also be able to access the nearby rail trail and public basketball courts.



SOUTH ELEVATION (WATER STREET ELEVATION)

SCALE: 3/16"=1'-0"



WEST ELEVATION (COMMUNITY WAY ELEVATION)

SCALE: 3/16"=1'-0"



EAST ELEVATION

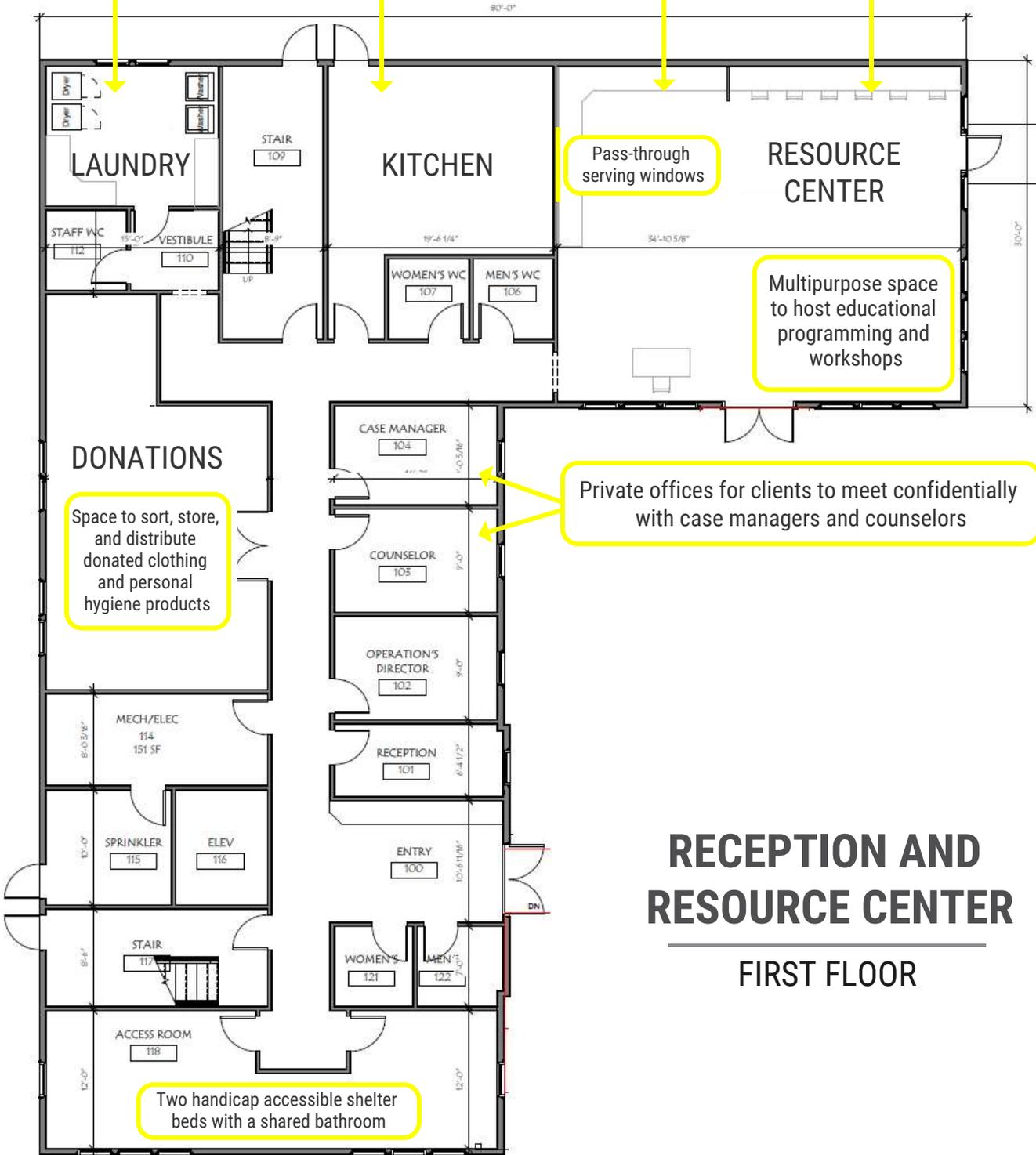
SCALE: 3/16"=1'-0"

More capacity for clients to do personal laundry

Kitchen with commercial refrigeration units, dishwasher, dry storage, and prep and serving space to ensure clients have access to three meals a day when not available elsewhere

Accommodate more than 30 visitors safely and comfortably

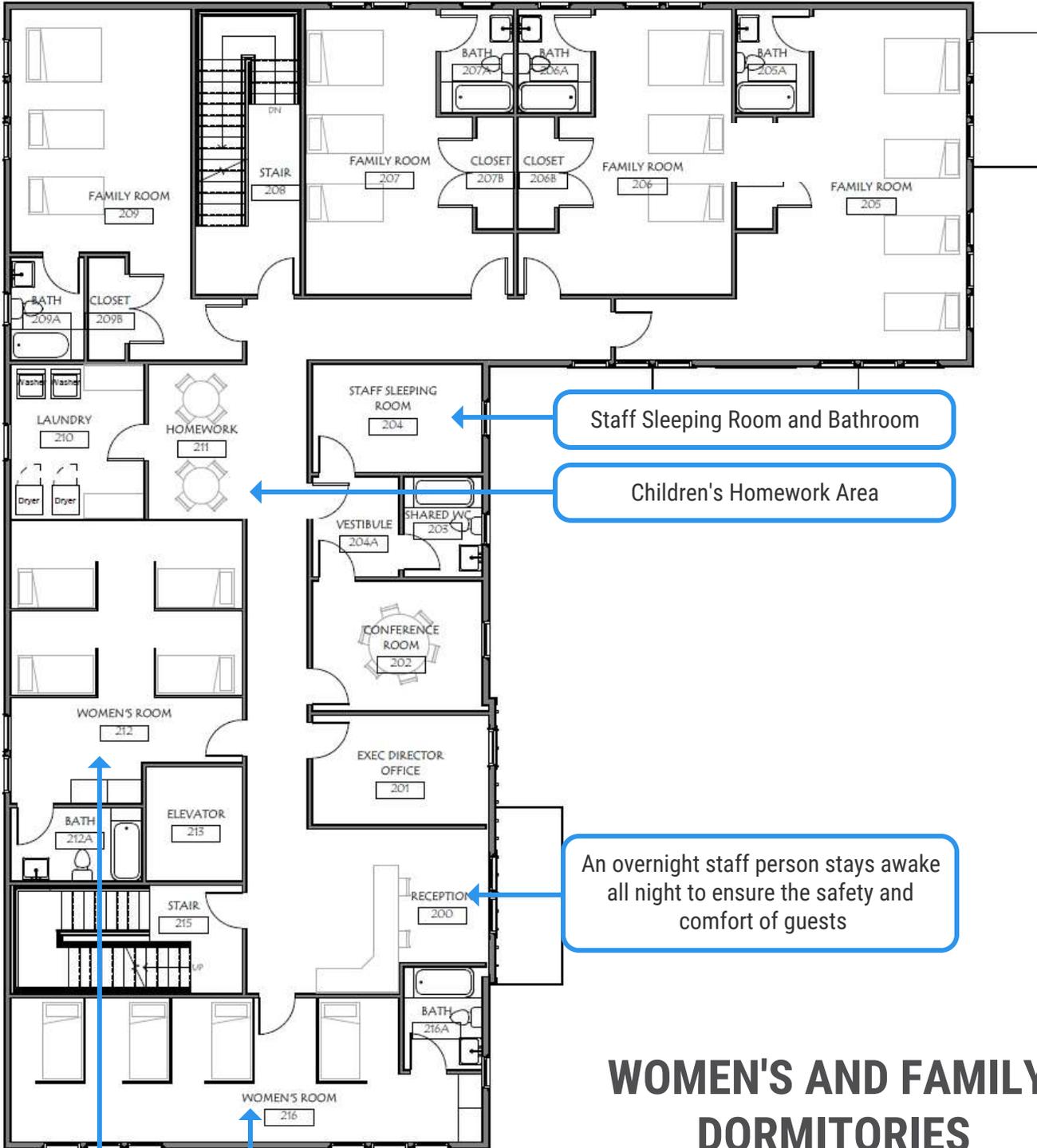
More client computer workstations to search and apply for jobs or look for permanent housing



# RECEPTION AND RESOURCE CENTER

## FIRST FLOOR

Four private rooms each with a private bathroom for families with children



Staff Sleeping Room and Bathroom

Children's Homework Area

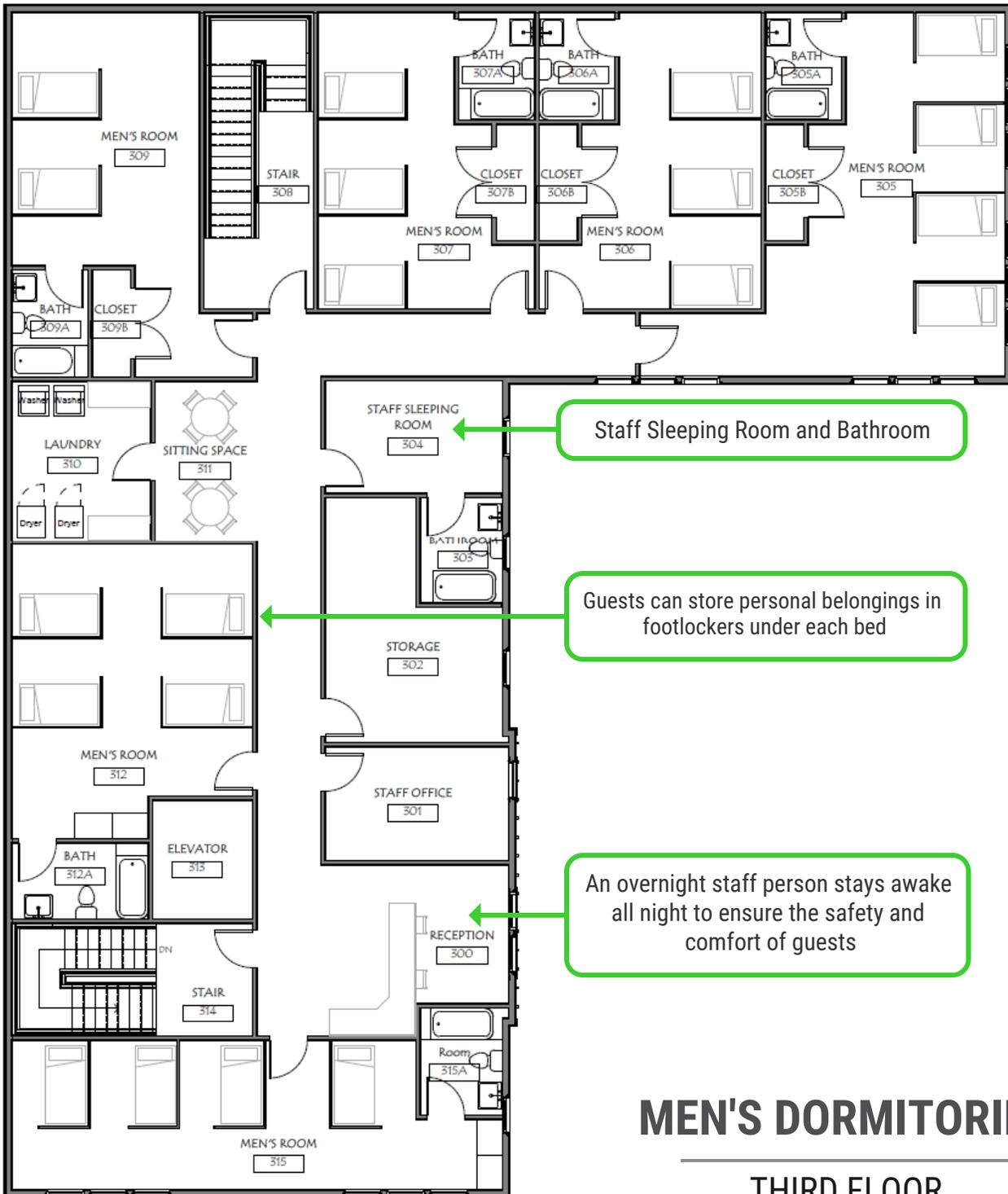
An overnight staff person stays awake all night to ensure the safety and comfort of guests

## WOMEN'S AND FAMILY DORMITORIES

SECOND FLOOR

Two women's dormitory rooms each with four beds and a shared bathroom. Single beds are spaced apart and have dividers between them to help prevent the spread of COVID-19 and other viruses.

Six men's dormitory rooms each with 2-4 beds and a shared bathroom. Single beds are spaced apart and have dividers between them to help prevent the spread of COVID-19 and other viruses.



Staff Sleeping Room and Bathroom

Guests can store personal belongings in footlockers under each bed

An overnight staff person stays awake all night to ensure the safety and comfort of guests

## MEN'S DORMITORIES

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### THIRD FLOOR

# THE TEAM

## **2021 BOARD OF DIRECTORS**

Jan Peterson, *Chair*, Retired NH Public Defender  
Chuck Mobilia, *Vice Chair*, Retired, Keene State College Information Technology  
Michael Dubois, *Treasurer*, Chief Financial Officer, Fenton Auto Sales  
Teresa Starkey, *Secretary*, Educator  
Dyllin Bates, PATH Outreach Specialist, Monadnock Family Services  
Chris Coates, Cheshire County Administrator  
Brian Conefrey, Director of Accounts Receivable, C&S Wholesale Grocers  
Jim Duffy, Community Health Worker  
Roye Ginsberg, Retired Clinical Social Worker  
Roberta Heinonen, EMT/Fundraiser  
Doug Iosue, LSW, Superintendent, Cheshire County Department of Corrections  
David Kochman, Retired Asst. Vice President of Premium Audit, Liberty Mutual Insurance  
Andrew Madison, Investigator, NH Department of Environmental Sciences  
Jan Manwaring, Retired LSW, Keene City Councilor  
Nikki Sauber, Project Manager, Behavioral Health Improvement Institute, Keene State College  
Mindy Cambiar, *Ex-Officio*, Executive Director

## **Capital Project**

Steve Horton, Steve Horton Construction Consulting Services  
Dennis Mead, Retired SVP of Construction Design and Engineering, C&S Wholesale Grocers  
Christina O'Brien, AIA, Architect, Market Square Architects  
Jim Phippard, Brickstone Land Use Consultants  
Tom Stevens, Retired/Former Owner, Tom's Auto Services  
Bill Whyte, W. S. Badger Company  
Mindy Cambiar, *Ex-Officio*, Executive Director  
Jan Peterson, *Ex-Officio*, Board Chair, Hundred Nights, Inc.

## **Finance**

Michael Dubois, Treasurer, Chief Financial Officer, Fenton Auto Sales  
Brian Conefrey, Director of Accounts Receivable, C&S Wholesale Grocers  
David Kochman, Retired Asst. Vice President of Premium Audit, Liberty Mutual Insurance

## **Program Planning Committee**

Doug Iosue, LSW, *Chair*, Superintendent, Cheshire County Department of Corrections  
Dyllin Bates, PATH Outreach Specialist, Monadnock Family Services  
Jim Duffy, Community Health Worker  
Jan Manwaring, Retired LSW, Keene City Councilor

## **Project & Campaign Advisors**

Mark Bodin, President, Savings Bank of Walpole  
JoAnn Fenton, Fenton Family Dealerships

## **Capital Campaign Counsel**

Sara Barrett, Sara Barrett Consulting LLC





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