



CROSSFIRE MINISTRIES, INC. *Help Us Help Those in Need*

2016 Annual Report



# A Word from the Board

Dear Friend of Crossfire Ministries,

As I spent the past couple months reflecting on the most important things to share with you in this annual report, two things came to the forefront: prayer and dedication.

Prayer, because all that we do has been and must be bathed in prayer. How do we even begin to do this work without talking with our Father? Daily, moment by moment, we need Him to guide and direct us, and with His guidance and direction, we cannot fail. There may be temporary setbacks, but nothing can stop the will of God. Nothing. As busy as we get, we have to remember to take time to seek and listen to Him. That is why we start every day at Crossfire by gathering with our volunteers in prayer - prayer for one another, for our clients, and for the ministry. I firmly believe that it is because of these prayers that we are able to do all that we do, and that our clients are able to see the very hands and face of God in action here.

Then there is dedication. How could Crossfire Ministries even exist without the dedication of countless volunteers, donors, supporters and prayer warriors? The truth is, we couldn't. It is because of this absolutely amazing dedication of our volunteers that clients are able to receive food, clothing, toiletries and household items to help them in their daily struggles. There are the volunteers who come in day after day to help clients in our pantry. Others sort and hang the clothes. Some spend hours pouring laundry soap into baggies or breaking down 40-pound bags of rice and beans into small bags. Some volunteers set up for sales, bake at home for our bake sales, or crochet, knit and sew thousands of items to give away at Christmas. Volunteers drive hundreds of miles each year to stores to pick up food donations and to the farmer's market to glean food. Everything we do can only succeed with the help of our dedicated volunteers, many of whom serve quietly behind the scenes.

Just as important as meeting physical needs, our volunteers also meet the spiritual needs of our clients. Dedicated prayer warriors are available to pray with our clients every moment we are open. These volunteers show the love of Christ by listening to our clients and offering them prayer. They also have the opportunity to hear how God has answered their prayers! These prayer warriors are a blessing to our clients and volunteers alike, and we praise God for their dedication.

So to all who give of themselves in any capacity to Crossfire Ministries, I offer my most sincere "thank you!" It is an honor to serve alongside you. I will conclude with a verse that is dear to my heart. "...but whoever is kind to the needy honors God." Proverbs 14:31b

Sincerely,  
*Debbie O'Toole*



## Board of Directors

Debra O'Toole, President  
Joel Malick, Vice President  
Leslie Miller, Treasurer  
Michelle Dickerson, Secretary\*  
Chip Shaw\*  
Mike Gibbs\*

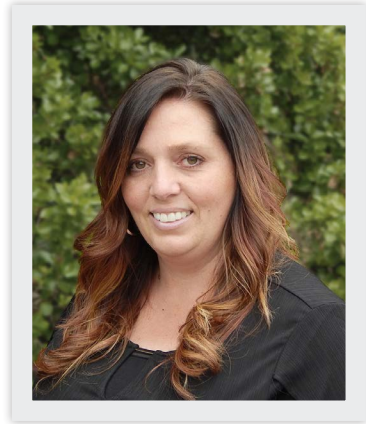
\*Trustees

Non-Voting Board Attendees:  
Renee Beebe, Executive Director  
John Miller, Operations Manager  
Dave Goodrich, Accounting

# Meet the New Executive Director

Dear Friends,

It has given me great joy to step into the position of Executive Director at Crossfire Ministries. I have been moved to tears many times as I look at where God has brought the ministry, and I am excited to see what he has for us over the next few years.



The statistics reflected in this report – the numbers of people we served, the pounds of food given – are impressive. **But it's the stories of lives being changed that cannot be recorded in charts or numbers.** This is why we are here. These stories make the hard days easier and are a continual reminder of the hand of God that still moves today. Below I have shared two of these stories that have touched me deeply, and throughout this report I am including thoughts from our clients, in their own words, about what Crossfire has meant to them.

We hear a lot in the media these days about homelessness. The population in Colorado Springs is 456,568, with 1,500 individuals considered homeless; that represents 0.3% of the population. Homelessness is a definite concern in our community - one that other organizations are working to address. However, we at Crossfire also see an urgent and widespread need to help families make ends meet and stay in their homes. This includes single parents, grandparents raising grandchildren, and military families that are without benefits for a period of time. Statistics show that one in eight Coloradans struggle with hunger. One in seven Colorado seniors and one in five Colorado kids may not know when or where they will get their next meal. These numbers are startling! These are the people we are able to help weekly. This is why we do what we do. In 2016, we reached out 86,000 times with help for families in need, and gave away 1,1000,000 pounds of food. Reread that and let it sink in.

When you partner with Crossfire, you are helping keep families together in homes, helping kids have food on their table, and supporting grandparents raising grandchildren. You are helping to combat hunger in your community.

Let's change the hunger numbers in our community...together we can! Thank you for partnering with us! YOU are making a difference!

*Renee Beebe*

## Jill's Story

**Jill's family had been without heat for three years.** Her husband works and she stays home to care for their three children. They make sure their bills are paid and there's food on the table, but there was nothing left over to fix their furnace. When Jill came in for food, she shared with me that we had prayed for her situation. The very next weekend the sewer backed up into the furnace room, and as a result, the insurance adjuster tagged the furnace as ruined. It was going to be replaced! Jill praised God that they would finally have heat again. Listening to her story I thought about the cold nights we had just experienced and what it would be like to have no heat. My heart ached knowing Jill's family is not the only one living without heat. Working families are struggling just to feed and house their family, and have nothing left over for home or car repairs. What a privilege it is to serve these families!

## Amber's Story

Amber and her family hadn't had anything substantial to eat for over a week. She would go without to make sure her daughter had enough. When Amber first came into Crossfire, we had our "Christmas Store" set up, where parents could pick out gifts for their children. When she was offered the opportunity to choose gifts for her daughter, Amber wept. The family had doubted that they would have any sort of Christmas this year. As I walked with Amber through the Christmas store, she told me of their struggles that had brought them to Colorado. Suddenly she held up a doll, and with tears in her eyes, she told me her daughter had begged her for the very same doll in a thrift store recently, but they just couldn't afford it. I believe things happen for a reason, so I know that doll was waiting at Crossfire especially for her little girl. Amber also found a coat for herself. I watched with tears in my eyes as she put it on with such care, pulling it close and basking in the warmth. Moving from Florida, **she had found herself in the bitter cold of Colorado without the simple warmth of a coat.** As she finished "shopping," Amber threw her arms around me and wouldn't let go, sobbing on my shoulder as she thanked me for giving her family food to eat... and a Christmas! I walked away thinking of the many other families who go without food, and may not experience the joy of a Christmas celebration or even a warm coat. This is why we are here... to provide not only food and clothes but hope, love, and the comfort of a hug for those in need.

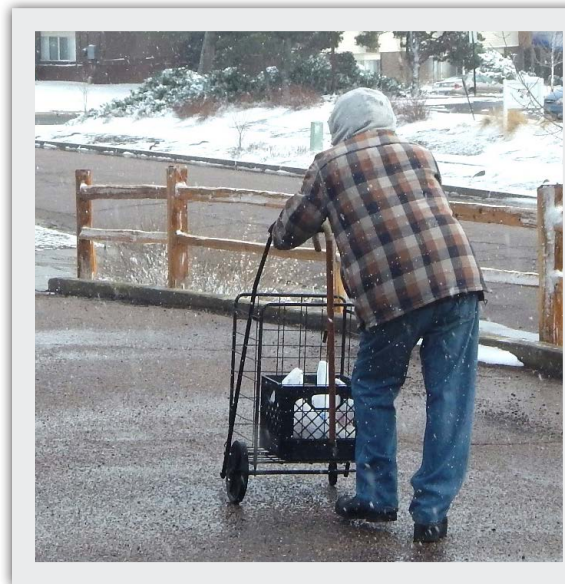


## Mission

Crossfire Ministries is a Christian, faith based, non-profit organization seeking to put God's love into action, dedicated to offering hope and encouragement for a changed life by furnishing the daily necessities to those in need.

## Vision

We show up for the short term and with loose hands allow God to guide the long term. We go where God leads.



## Our Core Values

### Support for the Ministry

We believe God builds the house; as such, we are led by God's provision.

### Service to All

Crossfire strives to serve all who need help. We are to be the hands and feet of Jesus Christ. We honor the dignity and worth of those we serve and our volunteers. We strive to treat all with respect and kindness, as we would our own family.

### Faith-Based

Crossfire is faith-based and Bible centered, according to II Timothy 3:16-17. "All Scripture is given by inspiration of God and is profitable for doctrine, for reproof, for correction, for instruction in righteousness: That the man of God may be perfect, thoroughly furnished unto all good works."

### Accountability, Stewardship, and Transparency

We believe everything belongs to God and comes from God therefore, Crossfire strives to be good stewards of all that God has blessed us with and we strive to operate with integrity, excellence, and transparency.

### Volunteerism

We believe that God wants all to serve. Crossfire, through faith, has open arms to volunteers in order to allow them the opportunity to grow and serve others.

### Collaboration

Crossfire strives to work with other agencies and other non-profit organizations in the community, exemplifying a spirit of cooperation and helpfulness.

## The Key Ingredients

### Provision

We are called to feed the hungry, clothe the naked and take care of the widows and orphans (including single parents) by providing the basic necessities of life, including food, clothing, toiletries and household goods.

### Guidance

Crossfire provides helpful guidance to those who choose it. Bible studies are available to help people grow spiritually, and knowledgeable volunteers provide information on community resources as well as one-on-one engagement to deal with the problems of life. We also offer cooking classes, samples, and *Thrifty Tips* for *Trying Times* articles to help people better use the food they receive.

### Community

Crossfire considers clients and volunteers as family. We offer a listening ear and one-on-one prayer to everyone who would like it. Crossfire also provides opportunities for families and those with special needs to experience the joy of helping others through volunteering.

My income is less than \$1,800.00 gross a month and there is six people, 3 adults and 3 children, and no one is on Government assistance...Here is the basic reason I am overwhelmed with gratitude - I print coupons, I go to Crossfire's pantry every week and I shop sales so when my light bill comes in I can pay it ... my mortgage gets paid. Why is this possible? Because I can feed and clothe my children with the help and love of Crossfire.





## More than a box of food...

Basic necessities like food and clothing are essential. But people need so much more. Crossfire also ministers to the social and spiritual needs of those who come to us for help.

Volunteers take time to listen and to share guidance. From pointing people to other helpful resources in our community, to giving them a Bible, or offering them a recipe to help make the best use of the food they receive, we want our client families to leave with more than a box of food.



## Building Community

Crossfire builds community through events like our Women's Luncheon, by providing a special place for families to serve together and by welcoming those with disabilities into our volunteer family.

We also stay connected with the broader Colorado Springs community, sharing at local churches and organizations about the work of Crossfire, and hosting one of the 2016 Community Roundtable Luncheons.

## Food for the spirit

We offer prayer to every individual who comes through our doors, with no pressure to accept. Many have told us how much the prayer means to them, and we love hearing stories of how God has answered many of those prayers.

Anyone who wants a Bible is welcome to take one, and we offer weekly Bible studies for those who want to learn more about the transforming truth of God's Word.

## Volunteers

With only one paid staff position (funded by a perpetual grant), the ministry would not exist without volunteers. These passionate, committed men and women are the hands and feet of Jesus at Crossfire. Many first came to us as clients, and some have served daily for years.

Using the Independent Sector for the State of Colorado value of \$25.96 for a volunteer hour, Crossfire received an estimated **\$1,038,800 worth of volunteer hours in 2016.**



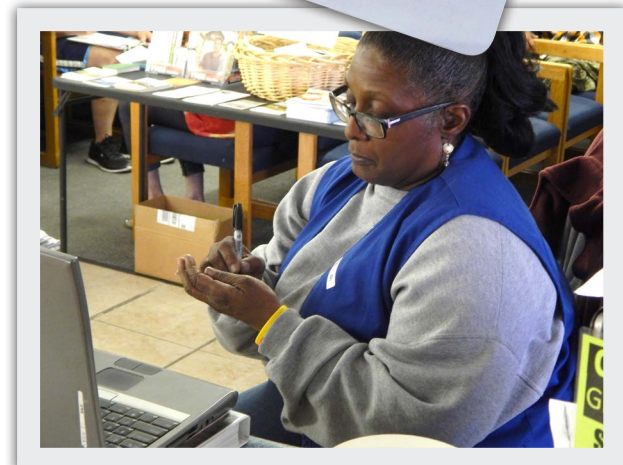
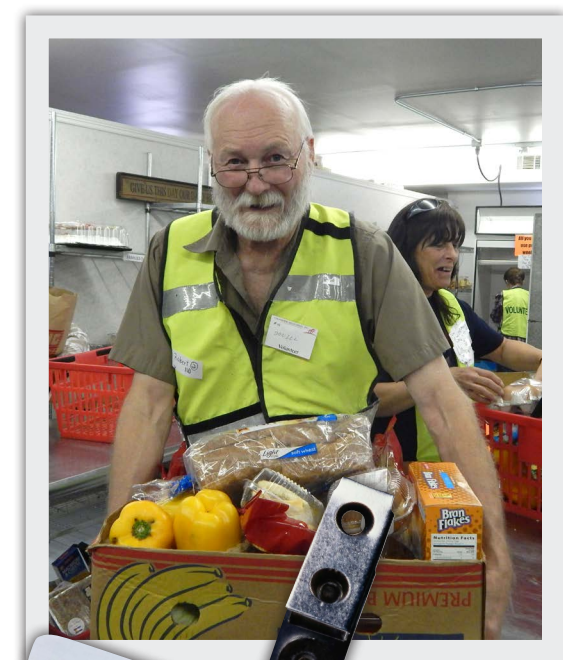
Crossfire also provides community service opportunities for those working to complete requirements to earn food stamps (SNAP - Supplemental Nutrition Assistance Program and CWEP - Community Work Experience Program), as well as for teens and adults in the court system.

Families and homeschool groups have an opportunity to serve together at Crossfire. Developmentally and physically challenged adults also serve with us. In the year ahead, we plan to expand and enrich our volunteer opportunities by offering additional training, as well as internships.



## The Comforters & Yarn Spinners

Two groups of special ladies work year-round making quilts, afghans, and other beautiful and practical items for Crossfire benefit sales, Thanksgiving, and to give away at Christmas and in cold weather.





# 2016 Impact

**86,622 services given to  
30,453 families\***

(We helped an average of one family every 1.9 minutes we were open!)

Through God's faithful provision, and the generosity of our volunteers and donors, Crossfire was able to provide those in need in our community with the following:

**1,100,000 pounds of food**

**125,361 pounds of clothing**

**49,262 toiletry items**

**\$77,541 worth of household items**

## And that's not all...

### 1,000 backpacks

filled with school supplies were distributed in partnership with Discovery Church and the community

### 1,291 families

received Thanksgiving Food Boxes and Meals

### 253 books for inmates

were donated to the El Paso County Jail

### 1,049 children

received new and used toys through our Christmas store

### 1647 Bibles

were given to all who wanted them

### 1,206 coats

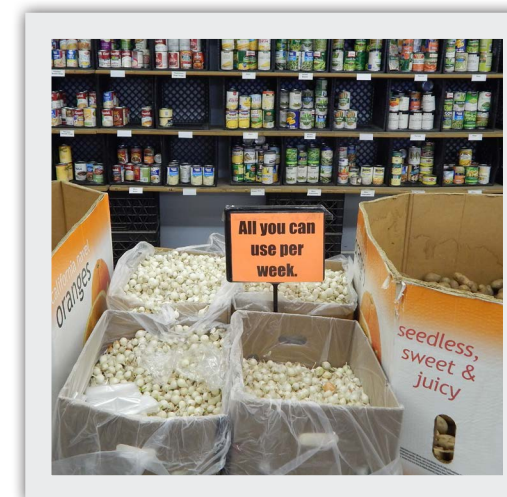
were distributed

### 48 Baby Bags

filled with necessities were given to new and expectant mothers

### 2,000 handmade hats

as well as many handmade afghans and quilts were given at Christmas and during cold weather, and 1500 handmade potholders accompanied our Thanksgiving food baskets



My daughters, ages 8 and 1, eat hot meals every morning – hot rice cereal or fried potatoes and eggs directly because of Crossfire's "take what you can use for the week" I also have my grandson who also eats hearty and healthy but is picky. Crossfire has allowed me to give options to my children for their meals – no not every time but they don't ever go hungry.

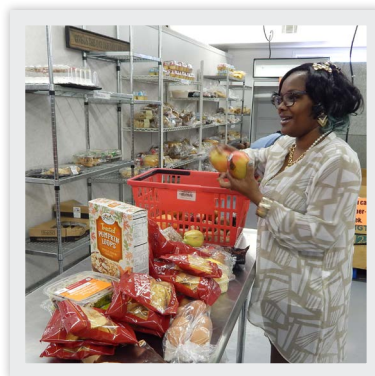
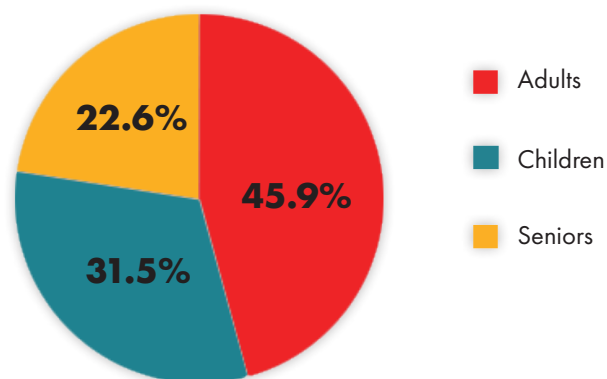
We launched our fully redesigned website in 2016 and added a blog! Check it out at [www.crossfireministries.org](http://www.crossfireministries.org)

\*Families and individuals are counted per visit, including repeat visits by the same family/individual.

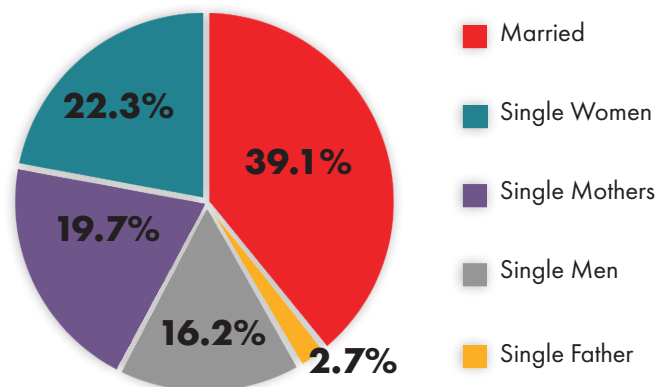


## Who do we serve?

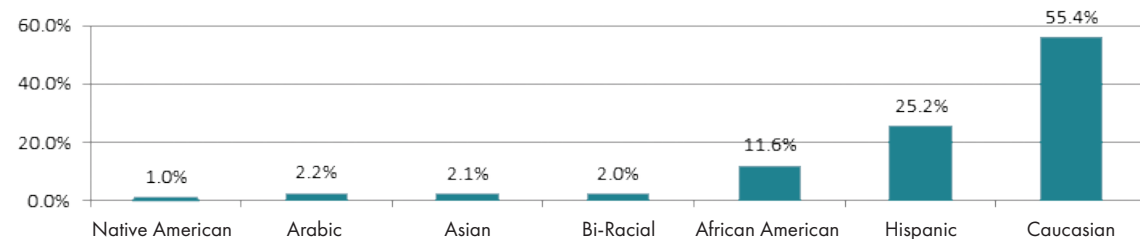
2016 Ages Served



2016 Families Served



2016 Ethnicities Served



## Resources

### The food we give



Approximately 65% comes from Care and Share (some we purchase and some we receive as allotment).

35% comes from the community.

We also purchase large quantities of beans and rice in 50 pound bags from farmers and local distributors, which we put into smaller bags for distribution.

We receive approximately 60,000 to 80,000 pounds of fresh produce from the Farmer's Market during the summer and from the Miller Farm in Platteville (no relation to John and Leslie Miller).

Our walk-in freezers and cooler, along with two semi-trailers, one converted to a freezer and one to a refrigerator, as well as two refrigerated trucks, enable us to store perishable foods, providing a greater variety of food to our clients.

### Other funding sources

- When shoppers select Crossfire as their designated charity on Smile.Amazon.com, the ministry receives 0.5% of the purchase price from all eligible AmazonSmile purchases.
- When shoppers purchase and use a pre-loaded Safeway/Albertsons or King Soopers gift card through Crossfire, the grocery donates 3-4% of their total purchases to Crossfire each time they shop. The program generated \$2,535 in revenue for Crossfire in 2016 alone, and \$11,102 since 2014.
- Colorado taxpayers receive a tax credit equal to 25% of their cash gift to Crossfire Ministries made through the El Paso County Enterprise Zone.
- Crossfire partners with United Way

*\* Year-end donations are a critical source of funding, so please remember Crossfire in December!*

### Boutique and Sales

Crossfire is committed to putting all our resources to good use. Donated goods that are not used to meet basic living necessities are offered for sale through our Boutique, helping to fund the ministry. The Crossfire Boutique is open every Thursday to the general public, as well as clients, offering high quality second-hand goods and books at thrifty prices. In addition, Benefit sales are held the first Friday and Saturday of the month. Select items are offered for sale on Crossfire's Ebay store at [www.ebay.com/usr/Crossfire\\_ministries](http://www.ebay.com/usr/Crossfire_ministries). In 2016 we also sold books through an online bookstore.



CROSSFIRE MINISTRIES, INC.  
Statement of Financial Position  
December 31, 2016 and 2015

	2016	2015
<b>Assets</b>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 212,902	\$ 151,810
Marketable securities	60,839	57,338
Current portion Note Receivable - 307 N. Union	5,546	6,165
Current portion Note Receivable - 311 1/2 N. Union	3,641	2,903
Due from El Paso County	15,681	15,758
Food inventory	32,300	69,200
Clothing inventory	36,750	9,000
Toiletries inventory	5,100	7,200
Household inventory	34,500	21,000
Total current assets	407,259	340,374
PROPERTY AND EQUIPMENT:		
Buildings	245,725	245,725
Land	228,250	228,250
Equipment and fixed assets	120,347	120,347
Vehicles	38,500	38,500
Less accumulated depreciation	(155,859)	(133,794)
Property and equipment - net	476,963	499,028
Other Assets		
Note Receivable - 307 N. Union	134,160	138,970
Note Receivable - 311 1/2 N. Union	36,941	40,377
Total Other Assets	171,101	179,347
TOTAL ASSETS	\$1,055,323	\$1,018,749

We are grateful that Crossfire remains completely debt-free. The board of directors and our Operations Manager strive to provide the best possible services while operating within our annual budget, limiting overhead costs and maximizing the effective use of donations. We value your confidence in the stewardship of Crossfire Ministries and your faithful support, and we are deeply grateful for your prayers, which are the life-blood of the ministry.

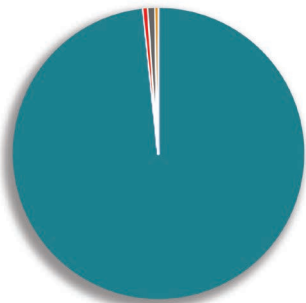


Crossfire Ministries is accredited by the Evangelical Council for Financial Accountability and is a GuideStar Platinum Participant.

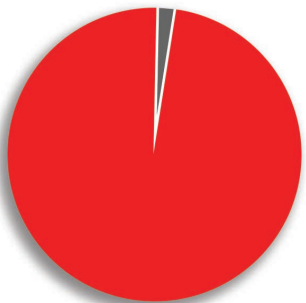
CROSSFIRE MINISTRIES, INC.  
Statement of Financial Position  
December 31, 2016 and 2015

	2016	2015
<b>Liabilities and Net Assets</b>		
CURRENT LIABILITIES:		
Accounts Payable	\$ 3,470	\$ 4,400
Credit cards payable	3,352	4,666
Sales tax payable	290	310
Due to Restricted Fund	4,221	3,785
Total current liabilities	11,333	13,161
NET ASSETS:		
Unrestricted	923,889	927,506
Unrestricted - Unrealized loss on Investments	(2,340)	(5,264)
Temporarily restricted	122,441	83,346
Total net assets	1,043,990	1,005,588
TOTAL LIABILITIES AND NET ASSETS	\$1,055,323	\$1,018,749

<b>Revenue</b>			<b>Expenditures</b>		
Contributions (Financial and In-Kind Donations):	\$ 2,710,341	98.37%	Administrative and Fundraising	\$ 55,047	2%
Grants	12,500	0.45%	Programs	2,664,710	98%
Benefit Sales	23,094	0.84%	Total Expenses	\$2,719,757	
Interest, Dividends, Gain on Investments:	9,300	0.34%			
Total Expenses	\$2,755,235				



Contributions (Financial and In-Kind Donations)  
Grants  
Benefit Sales  
Interest, Dividends, Gain on Investments



Administrative & Fundraising  
Programs

WEICHMANN BOYCE & ASSOCIATES, LLP performs our annual review and Form 990. The Form 990 may be viewed on our website at [www.crossfireministries.org](http://www.crossfireministries.org). A copy of the Form 990 is on file, available for review, during our normal business hours.



# The Road Ahead

These are some of our priorities and goals for 2017 through 2020.

## Volunteer Development

Our faithful volunteers are our lifeline. Therefore Crossfire is developing a plan to attract and retain volunteers, and to ensure that serving at Crossfire is a rewarding experience. This includes:

- Evaluating our systems to ensure volunteer efficiency
- Enhancing volunteer orientation and training
- Defining our organizational map to better communicate volunteer job descriptions and responsibilities

## Funding the Ministry

Crossfire has always recognized that the relationships we develop through fundraising are as important as the money we raise. As we move ahead we are working to:

- Strengthen and build our donor base
- Obtain additional training for effective grant writing
- Create more FUNdraising opportunities to connect with the community

## Internships

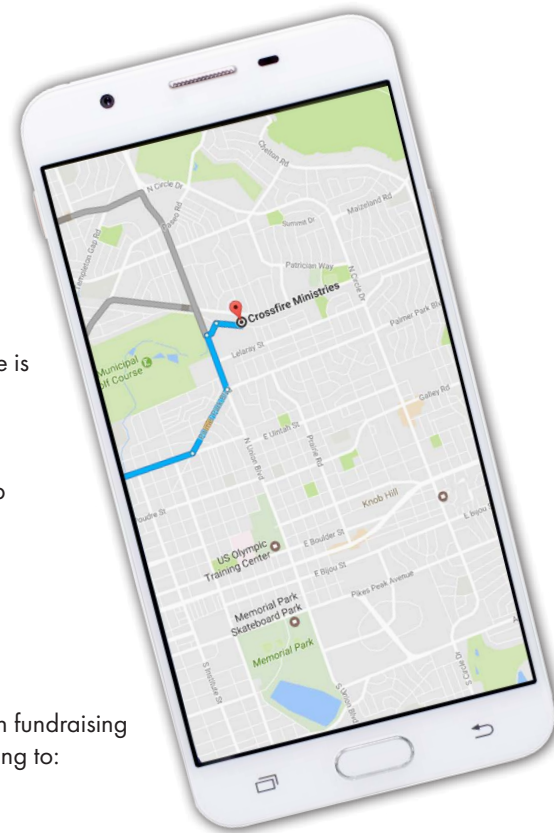
We want to create an internship program to help participants gain a deeper understanding of the issues we address and the work we do at Crossfire. This will also help us with longer-term staffing needs. Our strategy includes:

- More fully defining staffing needs
- Creating a diverse internship program geared to multiple learning levels, including youth and people with disabilities
- Securing program funding
- Securing an Intership Coordinator and securing and training Intership Leaders

## New Building

With the growth we see on the horizon, we would like to realize our vision for a new building by 2020. Throughout this process, we are committed to remaining debt-free and allowing God to lead. The realization of this goal will call for much prayer and careful preparation. The steps ahead include:

- A monthly prayer time dedicated to seeking God for the vision, new building, volunteers, direction and needs of the ministry
- Evaluation of our current locaiton, size, lack of space and program needs
- Drawing up a preliminary vision/plan for the new building
- Researching available locations and costs
- Selecting a commercial realtor to assist in the process
- Communicating with other organizations and ministries to identify potential partners
- Creating a detailed capital campaign and fundraising strategy to be fully funded and remain debt-free



The food fills my family's bellies... that warms my heart... but the people here strengthen my Soul

Thank You !! 😊

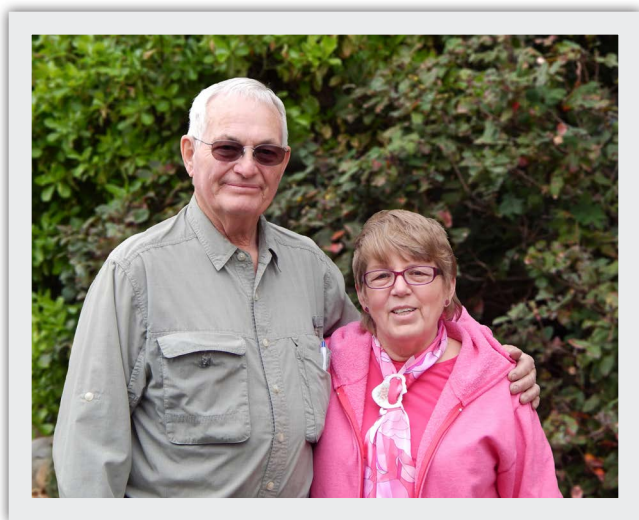
## Thank You!

We are deeply grateful for the following business and individual donors who have supported us in 2016, and for anyone we may have inadvertently left off the list.

Acacia Project	ECA – Evangelical Christian Academy	Passionate Hope Church
Academy Christian Church	Focus on the Family	Pepperidge Farm
Air Tech HVAC	Front Range Alliance Church	Radiant Church
All Smiles Dental Group	Gethsemane Christian Fellowship	REO Foundation
Assistance League	Great Harvest Bread Company	Safeway Corporation
Austin Bluffs Evangelical Free Church	Highland Park Baptist Church	Safeway - Rockrimmon
Bestway Disposal	Hilton Garden Inn	Sonshine Orchards, Washington
Biblica	Holy Cross Lutheran Church	Springs Life Fellowship (SDB)
Born Again Used Books	JL Davis Financial Group	Sprouts
Bob Hellem Auto Repair	Just Between Friends	Starbucks
Calvary Fellowship Fountain Valley	King Soopers	Sunnyside Christian Church
Calvary Worship Center	KTLF Radio	Trader Joe's
Care and Share	Marcos Pizza	Vanguard Church
Center for Nonprofit Excellence	Masterservice Company LLC	Ventimiglia Foundation
Chipotle	Miller Farms, Platteville, Colorado	Village Christian Church
Circle Drive Baptist	Myers Sewing Machine Co.	Walmart
Comfort Dental, York Street, Dr. Natalie Jones	Natural Foods	Wiechman Boyce & Associates LLP
CSCS - Colorado Springs Christian School	Navigators	Wells Fargo Bank
Curves at Carefree	North Springs Alliance Church	Whole Foods
Dawning Light Ministries	Northeast Community Church	Word in Life Ministries
Discovery Christian Church	Olive Garden (Darden)– Citadel Crossing	Yarn Outlet
	Panera Bread	Your Way Handyman's Service



Thank you for the talks, prayers and positive words. Crossfire has changed my life. I never thought I would have a relationship with God again. You have shown me that it's OK to hope and look forward... I am so happy that I came to Crossfire.  
- a grateful client



John and Leslie Miller, founders

## CROSSFIRE MINISTRIES, INC.

*Help Us Help Those in Need*



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Colorado Springs, CO 80909

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[www.crossfireministries.org](http://www.crossfireministries.org)