

# ANNUAL 20 23 REPORT

**CROSSWINDS**  
COUNSELING & WELLNESS

## MESSAGE FROM THE BOARD PRESIDENT

CrossWinds Counseling and Wellness is off to a running start in 2024. With staff moving into new offices at the Sauder Family Center and renovations continuing at our Merchant Street building, the horizon holds so much to look forward to.

Staff did an incredible job of working through all the changes that happened in 2023 as part of CrossWinds' evolution from a Community Mental Health Center (CMHC) to a Certified Community Behavioral Health Clinic (CCBHC). As we move forward into the new year, CrossWinds will continue to focus on our mission of delivering high-quality, whole-person, behavioral health care to all those who need support in our seven-county area of service. Our vision is to provide all the necessary tools that people need to better cope with and manage the circumstances of daily life.

In 2023, CrossWinds grew to over 200 employees throughout Chase, Coffey, Greenwood, Lyon, Morris, Osage, and Wabaunsee counties. As such, our Board of Directors has prioritized the future of CrossWinds to allow for continued longevity and sustainability for the communities we serve. Still, this absolutely would not be possible without all the local volunteers and community advocates who support CrossWinds with either their finances or their time.

Our ongoing capital campaign, "Breaking Stigma, Breaking Ground," has now raised over \$5 million and our fundraising teams are working diligently to finish out strong. While we work to conclude the campaign, this is a good time to think about whether you too can support CrossWinds on a monthly or annual basis. All contributions, no matter how large, support the overall wellness of the thousands of clients we serve throughout the year.

I want to thank Linda Johnson for the 3 years she has served for us as Board of Directors President. She has done tremendous work on the capital campaign, and I look forward to continuing a trend of positive momentum over the next two years. Amanda Cunningham and all CrossWinds staff have done a great job during this transformational time for our agency, and I want them to know that they are extremely appreciated by so many people. Keep up the good work!

*"Life Happens, We Teach You  
How To Handle It."*

**CROSSWINDS**  
COUNSELING & WELLNESS

**Jacob Welsh**  
President, Board of Directors



LYON

**Monica Wullschleger**  
*Secretary*  
monica.wullschleger@gmail.com  
Member since 2015

**Lucas Markowitz**  
lmarkowitz@newmanrh.org  
Member since 2022

**Kevin Meyer**  
*At Large*  
superkev002@gmail.com  
Member since 2020

**Chelsie Dieker**  
chelsie@cpawright.com  
Member since 2022

**Susan Severin**  
susan.severin@greenbush.org  
Member since 2023

**Felix Lizarrago**  
felixlizarrago@gmail.com  
Member since 2023

GREENWOOD & OSAGE

**Eva Anschutz**  
eanschutz@centurylink.com  
Member since 1973

**Ellen Dennison**  
ellen.dennison@ssa.gov  
Member since 1998

**Roxie Bush**  
*Treasurer*  
ksfarmgal@outlook.com  
Member since 2020

**Carol Hind**  
hindco706@gmail.com  
Member since 2014

**Sandra Dickerson**  
sdicerson@gwch.org  
Member since 2023

WABAUNSEE & CHASE

**Jacob Welsh**  
*Vice President*  
jacobwelsh10@gmail.com  
Member since 2020

**Tina Khan**  
lauchtk@gmail.com  
Member since 2022

**Rob Hoskins**  
rob290\_2000@yahoo.com  
Member since 2005

**Nancy Hier**  
nhier@wbcounty.org  
Member since 2023

MORRIS

**Linda Johnson**  
*President*  
lljohnson@tctelco.net  
Member since 2011

# 2024 BOARD COMMITTEES

## *Executive*

**President:** Jacob Welsh

**Vice President:** Lucas Markowitz

**Secretary:** Roxie Bush

**Treasurer:** Monica Wullschleger

## *Board Development*

Lucas Markowitz

Nancy Hier

Sandra Dickerson

Ellen Dennison

Tina Khan

## *Finance Committee*

Monica Wullshleger

Chelsie Dieker

Roxie Bush

## *Advocacy & Programs*

Roxie Bush

Ellen Dennison

Susan Severin

Kevin Meyer

Ann Fritz

## *Diversity & Inclusion*

Felix Lizarraga

## *Building Committee*

Roxie Bush

## *Inspiring Solutions*

Lucas Markowitz

## *Endowment Committee*

**President:** Eva Anschutz

**Vice President:** Linda Johnson

**Secretary:** Carol Hind

**Treasurer:** Monica Wullschleger

## MEMBER APPOINTMENTS

Chase - 2 of 2

Coffey - 0 of 3

Greenwood - 2 of 2

Lyon -5 of 5

Morris - 1 of 2

Osage - 3 of 4

Wabaunsee - 2 of 2

At Large - 1 of 2

## AGENCY COMMITTEES

### **25+ Years**

Ed Brooks  
John Griffith  
Steve Markowitz  
Dave Provorse  
Jennifer Williams

### **20-24 Years**

Amanda Cunningham  
Kurt Haberkorn  
Angie Indra  
Andrea Myers  
Jennifer Ratzlaff  
Linda Witten

### **15-19 Years**

Megan Adcock  
**Jamie Charpentier**  
Billie Pierce  
Amanda Pock  
**Vickie Ponds**

### **10-14 Years**

Courtney Cates  
Travis Fritts  
Erika Fursman  
Sibyla Hammond  
Robyn Nienstedt-Whitaker  
Dilip Patel  
Kayla Scott

### **5-9 Years**

**Drucilla Antony**  
Lauren Ballantyne-Bedford  
**Rachel Buchman**  
Deb Carter  
Jenny Crow  
**Tara Deweerdt**  
Amber Goff  
Nancy Jesse  
Kerry Moyer  
Stacey Mullikin  
**Katie Quaney**  
Mandy Rice  
Lauren Rickner  
Rachel Rodriguez  
Eric Sears  
Kiersten Smith  
**Ginger Steiner**  
Allicia Wessel

Administration - **9**

Mid-Level Managers - **24**

Support Staff - **31**

Therapists - **22**

Peer Support - **10**

Psychiatrists (MDs) - **1**

APRN - **1**

LPN - **3**

CNA/CMA - **4**

Case Managers - **63**

Attendant Care Workers - **48**

Interns - **17**

Total Staff - **216**

# REVENUE, EXPENSES & TRAININGS

## Revenue

Net Patient Fees .....	\$8,668,379 (53.48%)
State Funding .....	\$1,270,870 (7.84%)
County Mill Levy .....	\$781,171 (4.82%)
SAMHSA CMHC Grant Funds ...	\$1,409,011 (8.69%)
Other Grants* .....	\$2,436,671 (15.03%)
Alcohol/Liquor Tax Receipts .....	\$11,123 (0.07%)
Residential Income.....	\$46,376 (0.29%)
Capital Campaign Income* .....	\$1,084,464 (6.69%)
Donations .....	\$63,263 (0.39%)
Miscellaneous .....	\$240,859 (1.49%)
Interest .....	\$172,244 (1.06%)
Gain (loss) on Investment.....	\$24,816 (0.15%)
<b>Total.....</b>	<b>\$16,209,248</b>

## Expenses

Personnel .....	\$10,424,851 (70.93%)
Operating Expenses.....	\$3,466,689 (23.59%)
Bad Debt.....	\$521,209 (3.55%)
Depreciation .....	\$ 285,515 (1.94%)
<b>Total.....</b>	<b>\$14,698,264</b>

Net Income (Loss)..... \$1,510,984

Adjustments..... (\$2,284,464)

Net Income (Loss)..... (\$773,480)

## Special Trainings & Groups

MHFA/ASIST .....	137
SED WAIVER.....	85
Evergreen Residents Served.....	18
Dual Diagnosis .....	36

### Children Served in Psychosocial Summer Groups

Coffey.....	8
Greenwood .....	9
Lyon/Chase .....	67
Morris.....	11
Osage .....	39
Wabaunsee .....	7

### Children Served in Psychosocial After School Groups

Lyon.....	88
Osage .....	14

Daytime/PASS .....

Clients of Hispanic Ethnicity.....

Clients with Emergency or Crisis Service .....

## Free Services

Interns offered \$180,449 in free services to uninsured individuals.

**Note:** Other Grants\* contain \$1,200,000 in grants to implement teams required for CCBHC accreditation. Capital Campaign income is reserved for "Breaking Stigma Breaking Grounds" these funds do not constitute normal funds for Crosswinds. Without that specific support CrossWinds would have a loss of (\$773,480)

## CLIENTS SERVED PER COUNTY

<i>County</i>	Total Clients Served		2023	2022	2023	2022
	2023	Percentage	SED/SPMI	SED/SPMI	SED/SPMI%	SED/SPMI%
CHASE	102	3%	25	28	35%	31%
COFFEY	310	9%	106	151	34%	42%
GREENWOOD	272	8%	85	126	31%	47%
LYON	1643	49%	635	746	39%	41%
MORRIS	174	5%	85	92	49%	49%
OSAGE	385	12%	169	229	44%	52%
WABAUNSEE	196	6%	63	80	32%	51%
Out of Catchment	249	7%	69	94	28%	48%
<b>Total</b>	<b>3331</b>		<b>1237</b>	<b>1546</b>	<b>36.5%</b>	<b>44%</b>

### Services Provided

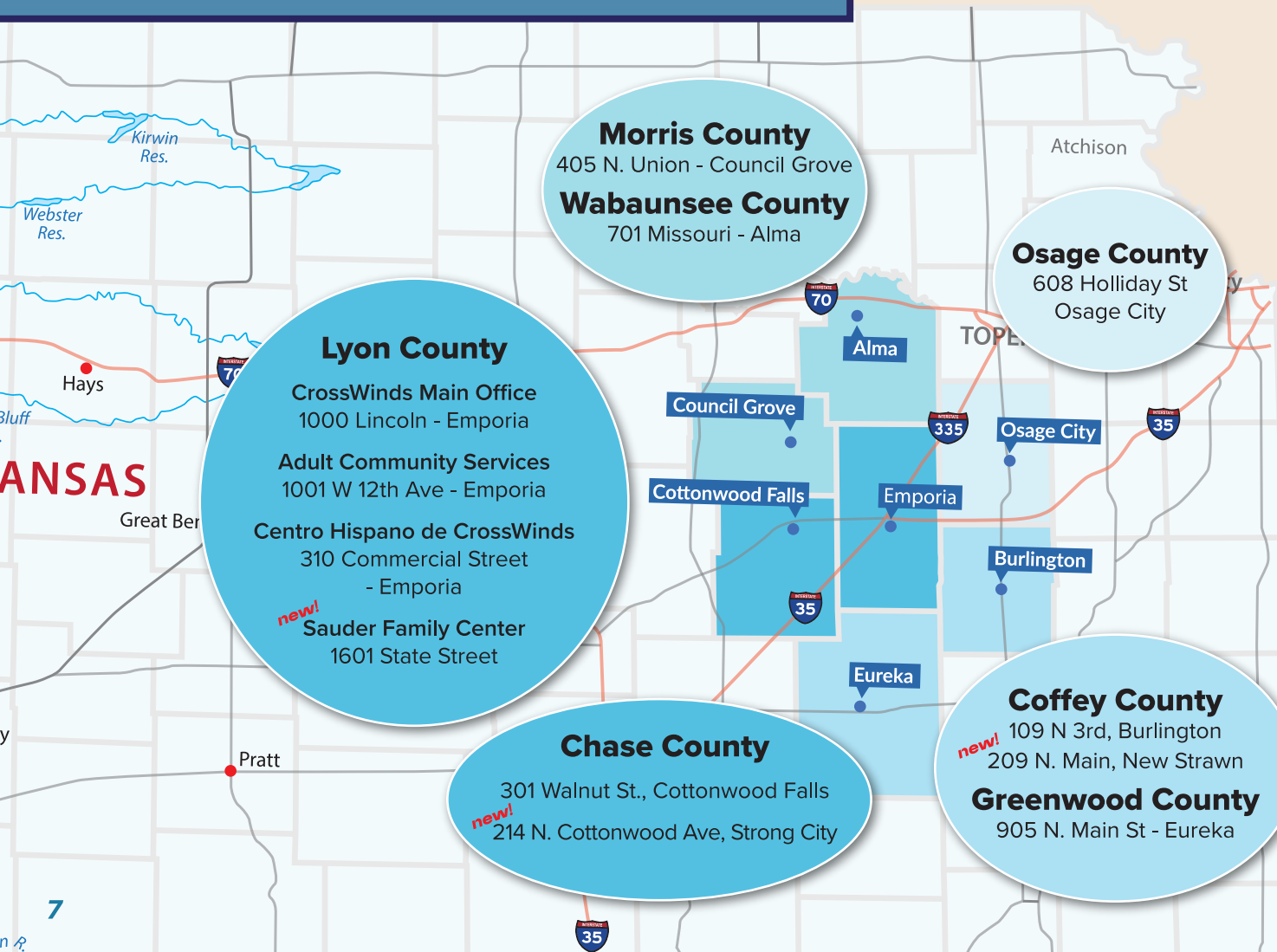
<b>2022</b>	88,661	
<b>2023</b>	112,574	(+27%)

### By Age

	Total Clients	Percentage
12 & Under	696	21%
13-18	635	19%
19-34	828	25%
35-64	986	30%
65 & Over	186	6%
<b>Total</b>	<b>3331</b>	

<i>County</i>	2023 Uninsured Clients	2023 Percentage of Uninsured	2022 Uninsured Clients	2022 Percentage of Uninsured
CHASE	34	33%	48	53%
COFFEY	53	17%	61	17%
GREENWOOD	64	24%	62	23%
LYON	428	26%	414	23%
MORRIS	27	16%	20	11%
OSAGE	76	20%	75	17%
WABAUNSEE	34	17%	26	16%
Out of Catchment	81	33%	49	25%
<b>Total</b>	<b>797</b>	<b>24%</b>	<b>755</b>	<b>21%</b>

# OFFICES & FACILITIES



**Morris County**  
405 N. Union - Council Grove

**Wabaunsee County**  
701 Missouri - Alma

**Osage County**  
608 Holliday St  
Osage City

**Lyon County**

CrossWinds Main Office  
1000 Lincoln - Emporia

Adult Community Services  
1001 W 12th Ave - Emporia

Centro Hispano de CrossWinds  
310 Commercial Street  
- Emporia

*new!* Sauder Family Center  
1601 State Street

**Chase County**

*new!* 301 Walnut St., Cottonwood Falls

214 N. Cottonwood Ave, Strong City

**Coffey County**

*new!* 109 N 3rd, Burlington

209 N. Main, New Strawn

**Greenwood County**  
905 N. Main St - Eureka

KANSAS

## 2023 Grant Summary

**Capitol Federal Foundation\***  
\$50,000

**Child Care Aware of Kansas**  
\$15,875

**City of Emporia**  
\$20,000

**Emporia Community Foundation\***  
\$4,000

**KDADS Mobile Crisis Response**  
\$125,361.62

**KDOT Grant**  
\$10,000

**Morris Community Cares**  
\$750

**Patterson Family Foundation\***  
\$150,000

**Stormont Vail Foundation\***  
\$10,000

**UCare/Wheat State Healthcare\***  
\$25,000

**United Way Community Partner Grant**  
\$8,500

**United Way United for Racial Equity**  
\$700

**Walter S. and Evan C. Jones Testamentary Trust**  
\$75,000

**Total Recieved: \$995,186.62**

## Grants Pending

**BNSF Railway Foundation\***  
\$50,000

**Frontier Farm Credit**  
\$3,000

**Kansas Capital Project Fund Accelerator**  
\$913,182

**Sunflower Foundation Capacity Building\***  
\$25,000

**United Way Community Partnership 2024**  
\$15,000

**J.E. & L.E. Mabee Foundation\***  
\$500,000

## Giving Society Members

46 (+10 from 2022)

## Social Media Stats

1,752 followers on Facebook (+178 from 2022)  
Posts Reach 55.9k

\*Funds dedicated to the Breaking Stigma Breaking Ground Campaign

# LETTER FROM THE DIRECTOR

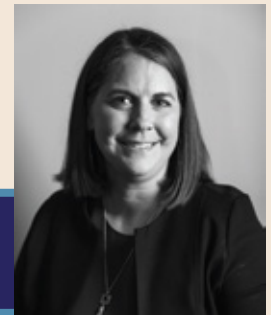
2023 was incredibly exciting, fulfilling and enriching! Great strides were taken to reach agency goals and needs to help us continue to strengthen the services we provide as the area behavioral health safety net. These achievements have helped position us to have a successful 2024! Our staff worked together and with state and community partners to achieve provisional Certified Community Behavioral Health Center (CCBHC) status, launch a mobile crisis team, and develop a robust criminal justice/mental health team as jail liaisons. We also developed a substance use (SUD) treatment program, increased training opportunities for our staff, worked closely with the Nursing Home for the Mentally Ill (NFMH) in Eskridge to help successfully discharge individuals into their home communities and brought all of our Lyon County Children's Services (Gateway, Case Management and Therapeutic Preschool) into one location. We are also close to successfully wrapping up our first ever capital campaign, "Breaking Stigma, Breaking Ground" thanks to many supportive donors and generous grants and foundations.

As a provisional CCBHC and standing Community Mental Health Center (CMHC), we have been able to grow and expand programming to provide strengthened support for our communities and individuals served. Expansions like developing an Assertive Community Treatment (ACT) team to support our most high-risk consumers and re-establishing an SUD program to include forming a Medicated Assisted Treatment (MAT) team. We also partnered locally with John North Ford for the majority of our fleet of vehicles and their maintenance in all seven counties. Another area of strength was increasing our staff numbers and budget while greatly reducing our staff turnover and improving longevity. These are just a few examples of exiting growth and success that was achieved this year!

As a community member, it is easy to see and hear about our physical advancements: two new buildings in Emporia, the purchase of a new building in Chase County and Coffey County, updating our Osage County office, and the ever-growing fleet of cars that help support consumers through having access to services and daily programs.

While these are all wonderful advancements, I am most proud of the things happening behind the scenes that are less public! The passion, commitment and innovation that our staff possess is truly amazing! To see them problem solving and communicating in regular team meetings to identify gaps and areas that we can help address as an agency, is inspiring. They each bring their own experiences and knowledge to the table on a regular basis. I see our teams using their leadership concepts to challenge and create while discussing how to: create and support reliable transportation; access fair and accessible housing; address consumer workforce challenges; and address youth transitional living challenges. There are conversations about how playgrounds could benefit not only those we serve but also our communities; how food accessibility affects everyone; and how to increase university relations, recruitment, donor relationships, grants and more. Our staff truly possess superpowers, and each and every one of them wants to strengthen our communities.

The work we ask our staff to do is challenging to say the least. I am truly grateful to have such incredible staff and a team of leaders that are willing to advocate fiercely for those we serve, our communities and each other. This year's growth and success took a team of dedicated staff, a committed board of directors and a community willing to see the importance of our mission. We are thankful for the support from our state partners, county partnerships, grants and private donations. I am humbled and blessed to be the Chief Executive Officer of CrossWinds Counseling and Wellness. It is an exceptional place to be!



**Amanda Cunningham**  
Chief Executive Officer



[crosswindsks.org](http://crosswindsks.org)

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Emporia KS 66801

620.343.2211  
800.279.3645

**SERVING:**

Chase County

Coffey County

Greenwood County

Lyon County

Morris County

Osage County

Wabaunsee County

**CROSSWINDS**  
COUNSELING & WELLNESS