Our mission is to promote hope and opportunity for homeless individuals by providing the skills, education, resources and personal support necessary to obtain employment and housing and sustain economic stability and independence over a lifetime.
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Azab Girma
Case Manager/Career Coach

Heather Hayes
Career Coach/Case Manager

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Site Supervisor

Carol Reid
Betty’s Place Coordinator

Joel Reyes
Clean Corners Supervisor

Adella Ryan
Instructor/Case Manager

Zach Smola
Instructor/Case Manager
Project Place hads been working since 1967 to meet the changing and challenging needs of Boston’s homeless population. Our goal hads always remained the same: to provide real opportunities for homeless individuals to change their lives through work. Project Place realizes that every person is at a different place on their journey out of homelessness. We strive to meet people with the training, support and services that will best assist them to be successful. Every year, on average, we work with 1000 men and women, over 400 enrolling in long-term programming. Together we seek to overcome the barriers they face in obtaining employment and housing, the critical foundations for building a productive self-sufficient life.

Our model is based on delivering core services of work training, employment in our enterprises, career counseling, and retention services in conjunction with case management support sensitive to the unique needs of each client. For each individual we provide the tools they need to move out of homelessness and successfully reintegrate in to the community with dignity.
Dear Friend,

As we do each year, at the end of the 2013 fiscal year we once again reflect on our accomplishments in fulfilling our mission and share them with you in part to tell you of our work but also in hope that you will recognize the roles you played helping us to end individual homelessness and joblessness. We could not have done this without the help of a caring community.

After an intensive period of review and evaluation, we adopted the Project Place Strategic Plan, 2013-2018. With feedback from funders, graduates, program participants, staff and board, we have set our direction for the future. As we look ahead, we have committed to increasing our enterprise capacity particularly for young homeless mothers and expanding housing opportunities that include integrated workforce development services for all program participants. We know we have our work cut out for us but move ahead with optimism and a model we know works.

This year we focused on intensifying our services for women re-entering the community after incarceration and were approved for a multi-year grant from the Department of Labor called POWR - Partnerships to Opportunities for Women in Reentry. A job is a major deterrent in staying out of the prison system and this comprehensive program will offer services to address the trauma history many of the women have experienced while working to help them stabilize their housing and employment. Project Place will be leading seven partner agencies, including the Suffolk County House of Corrections, to provide a range of services for 200 women. This new program will be a formidable force in preventing homelessness.

The POWR program demonstrates in its name and structure, that partnerships remain important to carrying out our work. Other partnerships continue to help us fulfill our mission. Our diverse network of colleagues, employers, individuals and public and private funders is key to the success of the men and women we serve.
Our focus remains on ending homelessness. Supporting each individual in obtaining and retaining employment continues to be at the core of our programming. But getting a job is more than work. It is a new beginning - often the first tangible accomplishment an individual has experienced. The confidence and hope for a better future that comes from finding work is the beginning of a transformation for many. Behind each number you read in the next few pages is a personal story of triumph. Perhaps this statement from a Clean Corners...Bright Hopes graduate sums it up best: “If I did not work for a paycheck no matter how small, I would not have my dignity. I would only define myself as a homeless person. Now I am a working person looking at a future.”

On behalf of the board of directors, our staff and our clients, I thank all of you for your belief in our work, your generosity and commitment to ending homelessness and joblessness.

Suzanne Kenney

Executive Director
OVERCOMING OBSTACLES

Project Place’s clients range in age from 18-64, with an average age of 34. They come from throughout the Greater Boston area.

- 67% had been previously incarcerated
- 65% had problems with substance abuse
- 30% have been diagnosed with mental illness and many more had undiagnosed mental health problems
- 37% did not have a high school diploma or GED
- 48% were parents
- 62% had been victims of abuse sometime in their life
- 28% of our clients were veterans
- 45% are female; 55% are male
- A majority have had limited family support and little work experience

Our job placement rate averaged 68%
Jobs were retained at 60% after 12 months and 50% at 2 years.
The housing retention rate was 88% at 12 months and 60% at 2 years.
66% of jobs were retained after 2 years.
The average hourly earnings rate of placed clients was $11.31
**ACCOMPLISHMENTS**

**The Social Enterprises** employ men and women, providing training, support and work experience. Clean Corners...Bright Hopes (CCBH) provides outdoor maintenance, landscape services and indoor commercial cleaning; Project Pepsi is a vending machine service and distribution business; and, HomePlate, is our food preparation and service enterprise, operating on and offsite daily lunch programs and fulfilling catering requests. In 2013, 94 individuals worked in the enterprises. 62% moved into permanent employment and 82% retained their jobs after one year. Janitorial services grew, adding two new accounts and increasing services to existing accounts. Total enterprise income increased by over $60,000.00.

**Work Skills and Employment Services** offers pre-employment and life skills training, case management and career employment counseling. The Work Ready class is a prerequisite for all program clients including employees in the enterprises. 11 classes were held and 3 certificate programs were offered: Customer Service, ServSafe and the new Digital Literacy. 267 clients participated in the program: 66% were placed into stable employment and 45 people qualified for certifications.

**Betty’s Place** serves women seeking temporary housing while they work to stabilize their lives, typically moving from situations of domestic violence. This year, 33 women were served. 94% secured stable housing, 60% found employment and 53% reunified with their children.

**The Homeless Veterans Reintegration Program** funded through the Dept. of Labor served 135 veterans, with support services to meet the unique needs of veterans seeking stable housing and employment. 51% entered one of Project Place’s programs or enterprises; 47% obtained mainstream employment.

**Gatehouse** provides affordable housing for 17 homeless individuals all of whom are working, searching for work, volunteering or in an internship. 94% remained stably housed and 57% found employment.

**CREW**, Community Re-Entry for Women, remained a strong partnership with the Suffolk Country Sheriff’s Department and provided employment, education, case management and computer training to 42 women, pre- and post-incarceration. 74% moved into stable housing and 34% transitioned in to stable jobs, continuing to exceed the national average for this population.
Financial information is excerpted from our audited financial statements.

Consolidated Statements of Financial Position
Comparative as of June 30

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$353,065</td>
<td>$133,186</td>
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<tr>
<td>Cash - Security deposits</td>
<td>2,796</td>
<td>2,790</td>
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<tr>
<td>Investments</td>
<td>151,311</td>
<td>145,984</td>
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<td>Accounts receivable, net</td>
<td>146,709</td>
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<td>Pledges receivable</td>
<td>50,000</td>
<td>100,000</td>
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<td>Prepaid expenses and other</td>
<td>17,490</td>
<td>18,125</td>
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<tr>
<td>Inventory</td>
<td>7,233</td>
<td>12,352</td>
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<td><strong>Total current assets</strong></td>
<td><strong>728,604</strong></td>
<td><strong>581,222</strong></td>
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<tr>
<td><strong>Property and equipment</strong></td>
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<tr>
<td>11,278,470</td>
<td>11,174,388</td>
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<tr>
<td>(Less) accumulated depreciation</td>
<td>(2,364,255)</td>
<td>(1,974,211)</td>
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<td><strong>Total property and equipment, net</strong></td>
<td><strong>8,914,215</strong></td>
<td><strong>9,200,177</strong></td>
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<tr>
<td><strong>Other assets</strong></td>
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<tr>
<td>Restricted deposits and funded reserves</td>
<td>296,170</td>
<td>273,884</td>
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<td>Notes receivable</td>
<td>5,575,325</td>
<td>5,575,325</td>
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<tr>
<td><strong>Total other assets</strong></td>
<td><strong>5,817,495</strong></td>
<td><strong>5,894,209</strong></td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$15,514,314</strong></td>
<td><strong>$15,630,608</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
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<tr>
<td>Accounts payable</td>
<td>$73,694</td>
<td>$53,474</td>
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<td>Accrued expenses</td>
<td>99,206</td>
<td>105,200</td>
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<td>Deferred revenue</td>
<td>48,229</td>
<td>35,680</td>
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<td>Security deposits</td>
<td>5,219</td>
<td>5,420</td>
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<td>Line of Credit</td>
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<td>-</td>
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<td><strong>Total current liabilities</strong></td>
<td><strong>226,303</strong></td>
<td><strong>199,774</strong></td>
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<td>Long-term debt</td>
<td>11,103,039</td>
<td>11,103,039</td>
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<td><strong>Total liabilities</strong></td>
<td>11,329,342</td>
<td>11,302,813</td>
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<td><strong>Net assets</strong></td>
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<tr>
<td>Unrestricted</td>
<td>4,009,973</td>
<td>4,176,708</td>
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<tr>
<td>Temporarily restricted</td>
<td>174,999</td>
<td>151,087</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td><strong>4,184,972</strong></td>
<td><strong>4,327,795</strong></td>
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<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$15,514,314</strong></td>
<td><strong>$15,630,608</strong></td>
</tr>
</tbody>
</table>
### Consolidated Statements of Activities and Changes in Net Assets
#### Fiscal Years ended June 30

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
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</thead>
<tbody>
<tr>
<td><strong>REVENUE AND SUPPORT</strong></td>
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</tr>
<tr>
<td>Gifts and contributions</td>
<td>$576,140</td>
<td>$708,686</td>
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<td>Special events</td>
<td>213,340</td>
<td>165,236</td>
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<tr>
<td>Contributed services and materials</td>
<td>51,680</td>
<td>800</td>
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<tr>
<td>Government grants and contracts</td>
<td>886,437</td>
<td>945,787</td>
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<tr>
<td>Commercial products and services</td>
<td>482,207</td>
<td>421,008</td>
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<tr>
<td>Investment revenue</td>
<td>5,980</td>
<td>3,661</td>
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<tr>
<td>Rental revenue</td>
<td>253,922</td>
<td>232,194</td>
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<tr>
<td>Other income (loss)</td>
<td>(7,993)</td>
<td>182,227</td>
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<tr>
<td><strong>TOTAL REVENUE AND SUPPORT</strong></td>
<td>$2,461,713</td>
<td>$2,660,199</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>2,161,254</td>
<td>2,333,686</td>
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<tr>
<td>Management and general</td>
<td>183,090</td>
<td>197,204</td>
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<tr>
<td>Fundraising</td>
<td>260,192</td>
<td>267,714</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>2,604,536</td>
<td>2,798,604</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(142,823)</td>
<td>(138,405)</td>
<td></td>
</tr>
<tr>
<td><strong>NET ASSETS - BEGINNING</strong></td>
<td>4,327,795</td>
<td>4,466,200</td>
</tr>
<tr>
<td><strong>NET ASSETS - ENDING</strong></td>
<td>$4,184,972</td>
<td>$4,327,795</td>
</tr>
</tbody>
</table>

**Supplemental information:**
- Depreciation 368,075 368,075
- Interest 80,551 80,892

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*Fiscal Year 2013*

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*Fiscal Year 2020*
Project Place could not accomplish so much without the generous support of so many. We gratefully acknowledge and thank those listed below who gave during our last fiscal year, July 1, 2012 to June 30, 2013. Respecting our privacy policy, individual donor names, except for event sponsors are generally not listed.

**SUPPORTING OPPORTUNITIES FOR TRANSFORMATION**

**contracts**
- Massachusetts Dept. of Housing and Community Development/Mass. Housing Shelter Alliance
- City of Boston, (HUD) Emergency Shelter Grant
- City of Boston Community Development Block Grant
- City of Boston, (HUD) Supported Housing Program and Shelter Plus Care
- Suffolk County Sheriff’s Department House of Corrections
- Department of Labor: Homeless Veterans Reintegration Program
- Employment Retention Fund at the Boston Foundation
- Flour Bakery
- The Paul and Phyllis Fireman Charitable Foundation
- Highland Street Foundation
- John and Gail M. Hull Foundation
- Krupp Family Foundation
- Libra Foundation
- Raymond Marcinowski and Janet A. Cooper Fund
- The Martin Fund
- Massachusetts Bankers Association
- Northeastern Students 4Giving
- Office of Mayor Tomans M. Menino & The Boston Redevelopment Authority, Beautification Funds
- Amelia Peabody Charitable Fund
- Project Bread
- Rodman Ride for Kids
- Saquish Foundation
- Richard and Susan Smith Family Foundation
- Timothy Smith Foundation
- State Street Foundation
- Anna B. Stearns Charitable Foundation

**private support**
- Beatrice Fox Auerbach Foundation Fund at the Hartford Foundation
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- Bank New York Mellon/Alice P. Chase Trust
- BJ’s
- Citizens Energy Corp.
- The Clipper Ship Foundation
- Commerce Bank
- David Ferry 1990 Trust
- Eastern Bank Charitable Foundation
- Employment Retention Fund at the Boston Foundation
- Flour Bakery
- The Paul and Phyllis Fireman Charitable Foundation
- Highland Street Foundation
- John and Gail M. Hull Foundation
- Krupp Family Foundation
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- Timothy Smith Foundation
- State Street Foundation
- Anna B. Stearns Charitable Foundation
John H. And H. Naomi Tomfohrde Foundation
TJX Foundation
United Congregations Mission, Burlington

**in-kind donations**
Blue Hill Press
Burdick Chocolate
Rick DeGregorio
Fajitas and Ritas
Kristen Fontaine
Vail Fucci, Photographer
The Ink Spot
Anita Kurl Salon
Michael Lee Lighting
Aaron Lippert
Wells and Fox Design

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City of Boston
Foodies
Golden Goose
Hertz
H&R Block
Lazy Bones

A special thank you to Goulston and Storrs, PC for their continued generosity, support and hard work.

*We have made every effort to ensure the accuracy of this list of donors and apologize in advance for any misspellings, omissions or other errors. Please let us know of corrections required.*

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Jean C. Tempel

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The Paul White Empowerment Fund