



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.

# ANNUAL REPORT 2013



## board of directors

Mary Kelleher, *President*  
James Stowe, *Vice President*  
Jeff Nataupsky, *Treasurer*  
Gloria Snyder, *Clerk*

Emanuel Alves  
Rajeev Balakrishna  
Edward Belove  
Fulani Butler  
Cathy Claflin  
William Dillon  
David Dirks

Robert Lathrop  
Alan Lehmann  
Wendy Tamis  
Heather Wells

*Alumni Representative*  
Ruth Rollins

## gatehouse board of directors

Emanuel Alves, *President*  
Jeff Nataupsky, *Treasurer*

James Stowe, *Clerk*  
David Dirks

## project place staff

### **Administration**

Suzanne Kenney  
*Executive Director*

Marcie Laden  
*Director of Development*

Frank Woods  
*Director of Finance  
& Social Enterprises*

Alyssa Weintraub  
Andrew Malloy  
*Development Associates*

### **Programs & Services**

Polly Hanson  
*Director of Client Services*

Aaron Manning  
*Director of Education and Training*

Don Sterrett  
*Enterprise Operations Manager*

Paul Szafranski  
*Food & Beverage Manager*

Beth Carter  
*Director of POWR*

Kishonda Allen,  
*POWR Employment Specialist/  
Case Manager*

Maurice Alves,  
*Veteran Outreach Coordinator*

Diana DeMont,  
*CREW Instructor, Case manager*

Azeb Girma  
*Case Manager/Career Coach*

Heather Hayes  
*Career Coach/Case Manager*

Tanisha Meranda  
*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 has been working since 1967 to meet the changing and challenging needs of Boston's homeless population. Our goal has 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.



# FROM THE EXECUTIVEDIRECTOR



*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

A handwritten signature in blue ink that reads "Suzanne Kenney". The signature is fluid and cursive, with a long, sweeping underline that extends to the left.

Executive Director

# 2013

## 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 County 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 STATEMENTS

*Financial information is excerpted from our audited financial statements.*

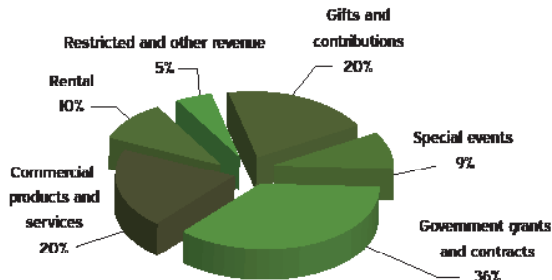
## Consolidated Statements of Financial Position Comparative as of June 30

	<u>2013</u>	<u>2012</u>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	\$353,065	\$133,186
Cash - Security deposits	2,796	2,790
Investments	151,311	145,984
Accounts receivable, net	146,709	168,785
Pledges receivable	50,000	100,000
Prepaid expenses and other	17,490	18,125
Inventory	<u>7,233</u>	<u>12,352</u>
<b>Total current assets</b>	<u>728,604</u>	<u>581,222</u>
<b>Property and equipment</b>	11,278,470	11,174,388
(Less) accumulated depreciation	<u>(2,364,255)</u>	<u>(1,974,211)</u>
<b>Total property and equipment, net</b>	<u>8,914,215</u>	<u>9,200,177</u>
<b>Other assets</b>		
Restricted deposits and funded reserves	296,170	273,884
Notes receivable	<u>5,575,325</u>	<u>5,575,325</u>
<b>Total other assets</b>	<u>5,871,495</u>	<u>5,894,209</u>
<b>TOTAL ASSETS</b>	<u>\$15,514,314</u>	<u>\$15,630,608</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable	\$73,694	\$53,474
Accrued expenses	99,206	105,200
Deferred revenue	48,229	35,680
Security deposits	5,219	5,420
Line of Credit	<u>-</u>	<u>-</u>
<b>Total current liabilities</b>	226,303	199,774
Long-term debt	<u>11,103,039</u>	<u>11,103,039</u>
<b>Total liabilities</b>	<u>11,329,342</u>	<u>11,302,813</u>
<b>Net assets</b>		
Unrestricted	4,009,973	4,176,708
Temporarily restricted	<u>174,999</u>	<u>151,087</u>
<b>Total net assets</b>	<u>4,184,972</u>	<u>4,327,795</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$15,514,314</u>	<u>\$15,630,608</u>

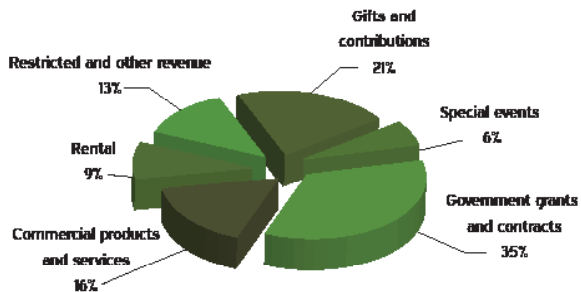
**Consolidated Statements of Activities and Changes in Net Assets**  
**Fiscal Years ended June 30**

	<u>2013</u>	<u>2012</u>
<b>REVENUE AND SUPPORT</b>		
Gifts and contributions	\$576,140	\$708,686
Special events	213,340	165,236
Contributed services and materials	51,680	800
Government grants and contracts	886,437	945,787
Commercial products and services	482,207	421,008
Investment revenue	5,980	3,661
Rental revenue	253,922	232,194
Other income (loss)	<u>(7,993)</u>	<u>182,227</u>
<b>TOTAL REVENUE AND SUPPORT</b>	<b><u>\$2,461,713</u></b>	<b><u>\$2,660,199</u></b>
<b>EXPENSES</b>		
Program services	2,161,254	2,333,686
Management and general	183,090	197,204
Fundraising	<u>260,192</u>	<u>267,714</u>
<b>TOTAL EXPENSES</b>	<b><u>2,604,536</u></b>	<b><u>2,798,604</u></b>
<b>CHANGE IN NET ASSETS</b>	<b>(142,823)</b>	<b>(138,405)</b>
<b>NET ASSETS - BEGINNING</b>	<b><u>4,327,795</u></b>	<b><u>4,466,200</u></b>
<b>NET ASSETS - ENDING</b>	<b><u>\$4,184,972</u></b>	<b><u>\$4,327,795</u></b>
<i>Supplemental information:</i>		
Depreciation	368,075	368,075
Interest	80,551	80,892

*Fiscal Year 2013*



*Fiscal Year 20*



# SUPPORTING OPPORTUNITIES FOR TRANSFORMATION

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.

## 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

## private support

Beatrice Fox Auerbach  
Foundation Fund at the  
Hartford Foundation  
Bank of America Charitable  
Foundation  
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  
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  
Saqush Foundation  
Richard and Susan Smith  
Family Foundation  
Timothy Smith Foundation  
State Street Foundation  
Anna B. Stearns Charitable  
Foundation

John H. And H. Naomi  
Tomfohrde Foundation  
TJX Foundation  
United Congregations  
Mission, Burlington

## **gospel brunch sponsors**

Commerce Bank  
Eastern Bank  
Harvard Partners  
The Insurance Center  
of New England  
John Hancock Financial  
Services  
Mary Kelleher and Brian Perry  
The Kenney Family  
The Mahoney Family  
Maloney Properties  
Mt. Washington Bank  
PricewaterhouseCoopers  
Jean C. Tempel  
Taylor Consulting  
Urban Improv  
Urbanica  
VPNE Parking Solutions

## **golf tournament sponsors**

Courier Corporation  
Eastern Bank  
Highland Street Foundation  
John Moriarty Associates  
Jean C. Tempel

## **in honorarium/ memoriam established funds**

Danielle Ontra  
Memorial Fund  
The Paul White  
Empowerment Fund

## **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

## **employer partners**

Aramark  
Block by Block, Boston  
Improvement District  
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.*