



facing the challenge

"...If you are willing to help yourself and go the distance, there is nothing that the counselors, staff and case managers won't do for you to become self-sufficient."

Monique, C.R.E.W. Program and HomePlate employee

LETTER FROM THE EXECUTIVE DIRECTOR

There is a principle at Project Place that has guided us for the past 42 years: create programs that provide solutions to ending individual homelessness. We offer more than hope and opportunity; we provide a path out of homelessness and back into the community with respect and dignity. Armed with the right skills, education and training each of our clients can take critical steps to obtain stable employment and housing and make significant life changes.

When we moved into our new home we made a promise: *to serve more individuals in need.* We have now settled in and can proudly say we kept that promise. Our social enterprises and job training programs grew by 50%. The studio apartments we built on our top two floors are home, on average, to 16 individuals over the course of a year. Agency wide our case managers place more than 100 individuals in permanent housing annually. In 2008, nearly 800 individuals sought our help and 400 enrolled in programs and participated in post placement career services. In 2009, 40% more men and women walked through our doors. We celebrated the advancement of our clients as they took strides to improve their lives – **77% of our participants obtained employment, found housing or furthered their training.**

Providing individuals with the resources and tools to succeed impacts not only the lives of our clients but also the lives of their families. The results are long term. To maximize that success we make a commitment to individuals for a minimum of two years post placement,

supporting the positive strides our clients make in becoming healthy, productive citizens. Whether it is helping an individual achieve the education they need to advance in their career, update their resume and conduct a job search, obtain additional computer instruction, or gain peer and mentoring support when they hit an obstacle, we are in touch with 66% of our graduates. They know we are here to help them in their progress toward independence.

When we moved into our new home we made a promise: to serve more individuals in need. We... can proudly say we kept that promise.

Project Place imparts critical skills to clients that help them build a future and manage life's challenges. Likewise, we as an agency must be skillful and responsible in managing today's uncertainties and meeting economic challenges through strong fiscal responsibility. Project Place has worked tirelessly to develop a diverse funding base that supports agency stability and sustainability while constantly keeping an eye towards future growth.

Diversifying our income, creating revenue through our small businesses and keeping our donors engaged has fortified Project Place as a community resource to those in need for more than four decades. On behalf of the board of directors, our staff and every client who walks through our doors, I remain, as always, grateful for your generosity and belief in the work of Project Place.



Suzanne Kenney
Executive Director
Project Place

The following financial information is excerpted from our consolidated financial statements which were audited by G.T. Reilly & Co. LLP for the years ended June 30, 2009 and 2008.

Consolidated Statements of Financial Position

Comparative as of June 30,

	2009	2008
ASSETS		
Current Assets		
Cash	\$ 182,204	\$ 237,561
Cash – Security deposits	5,625	4,149
Investments	121,276	125,315
Accounts receivable – program, net	77,830	149,578
Account receivable – other, net	45,437	14,649
Pledges receivable	216,000	241,000
Prepaid expenses and other	39,035	34,830
Inventory	4,101	6,485
Total current assets	<u>691,508</u>	<u>813,569</u>
Property and Equipment		
Property and equipment	10,854,837	10,862,610
(Less) accumulated depreciation	(888,282)	(548,406)
Total property and equipment, net	<u>9,986,555</u>	<u>10,314,204</u>
Other Assets		
Restricted deposits and funded reserves	266,150	278,208
Notes receivable	5,575,325	5,575,325
Total Other Assets	<u>5,841,475</u>	<u>5,853,533</u>
TOTAL ASSETS	<u>\$ 16,499,538</u>	<u>\$ 16,981,304</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 66,572	\$ 51,271
Accrued expenses	131,146	129,796
Deferred revenue	50,523	63,773
Security deposits	6,670	6,787
Current maturities of long-term debt	224,587	260,000
Total Current liabilities	<u>479,498</u>	<u>511,627</u>
Long-term debt	11,103,039	11,103,039
Total liabilities	<u>11,582,537</u>	<u>11,614,666</u>
Net Assets		
Unrestricted	4,701,001	5,090,638
Temporarily Restricted	216,000	276,000
Total Net Assets	<u>4,917,001</u>	<u>5,366,638</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 16,499,538</u>	<u>\$ 16,981,304</u>



Consolidated Statements of Activities and Changes in Net Assets

Fiscal Years Ending June 30,

	Unrestricted	Temporarily Restricted	2009 Total	2008 Total
REVENUE AND SUPPORT				
Gifts and contributions	\$ 359,811	\$ –	\$ 359,811	\$ 1,034,905
Special Events	207,945	–	207,945	212,646
Contributed services and materials	1,000	–	1,000	–
Government grants and contracts	712,071	–	712,071	738,589
Commercial products and services	356,262	–	356,262	325,215
Investment revenue	1,627	–	1,627	24,460
Rental revenue	250,728	–	250,728	220,912
Other revenue	(12,004)	–	(12,004)	40,920
Net assets released from restriction	60,000	(60,000)	–	–
TOTAL REVENUE AND SUPPORT	<u>1,937,440</u>	<u>(60,000)</u>	<u>1,877,440</u>	<u>2,597,647</u>
EXPENSES				
Program services	1,894,990	–	1,894,990	1,900,405
Management and general	193,233	–	193,233	253,939
Fundraising	238,854	–	238,854	201,438
TOTAL EXPENSES	<u>2,327,077</u>	<u>–</u>	<u>2,327,007</u>	<u>2,355,782</u>
CHANGE IN NET ASSETS	<u>(389,637)</u>	<u>(60,000)</u>	<u>(449,637)</u>	<u>241,865</u>
NET ASSETS-BEGINNING	<u>5,090,638</u>	<u>276,000</u>	<u>5,366,638</u>	<u>5,124,773</u>
NET ASSETS-ENDING	<u>\$ 4,701,001</u>	<u>\$ 216,000</u>	<u>\$ 4,917,001</u>	<u>\$ 5,366,638</u>

Highlights

The outcome numbers tell how strong we are. The highlights of the past two years show the full picture of our programs' success.

- **HomePlate**, our food and beverage enterprise, rolled out a new **Gelato Cart**, a second pushcart employing more individuals and selling delicious gelato. First season sales were higher than anticipated: we can taste sweet success in our future endeavors.
- We received **LEED Certification** (Leadership in Energy and Environmental Design) for our building, making us a "green" facility and doing our part to help sustain the environment.
- **Gatehouse** continued to provide a safe and affordable place to live for those recently experiencing homelessness. Since the first tenant moved in 23 individuals have called



Gatehouse home and benefited from both the housing and support services of our programs. Seen as a starter apartment, 9 individuals have moved on, many relocating to a bigger unit to make a home for their family.

- Since the move into the new building, **Social Enterprises** have grown from serving 40 individuals a year to serving, on average, 64 homeless men and women.



- An **Alumni Mentor Program** was started to pair graduates and current female clients to provide additional personal support in helping individuals in their job search and transition. 67% of the mentees in these relationships obtained employment.
- The **Project Place Gatehouse** building received recognition and awards from the AIA (American Institute for Architects) for great design in producing affordable housing and from the US Housing & Urban Development and the AIA in the category of Creating Community Connection.
- The **Circle of Champions**, a new initiative, was launched with the help of an anonymous challenge grant to strengthen our individual giving program and build a strong donor base for the future.



- We have created several **Strategic Alliances** to capitalize on our core competency and to provide our client services in a cost effective manner to specialized populations, including veterans, women in recovery and chronically homeless individuals.

Outcomes 2008-2009

2008 was the first full year in our new home. Over 800 homeless men and women walked through our new doors in 2008 and 30% more came in 2009. Many came for the first time, some had come before but sought help once again and others were alumni continuing on their path towards self-sufficiency. We are happy to report the following outcomes and highlights of Fiscal Years 2008 (July 1, 2007- June 30, 2008) and 2009 (July 1, 2008 - June 30, 2009).

	2008	2009
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JOB TRAINING AND EMPLOYMENT

Job Training (Project 90 and C.R.E.W.)

Enrolled: **111** **95**

Eligible: **96** **75**

OUTCOME

Completed: **44**¹ **35**²

¹15 continued into next year

²14 continued into next year

Success Rate: **46%** **47%**

Social Enterprises

#Enrolled: **71** **60**

#Eligible: **60** **40**

OUTCOME

Completed: **39**³ **24**⁴

³11 continued into next year

⁴20 continued into next year

Success Rate: **65%** **60%**

CLIENT SERVICES

Served: **156** **140**

OUTCOME

Remained in jobs

at 3 months **69%** **64%**

Education

Served: **92** **85**

OUTCOME

Completed Assessments: **100%** **100%**

Received Advanced

Training Certificates: **18** **18**

Achieved Educational

Development Plan Goals: **43%** **100%**

Eligible is determined by the number of individuals who exited a program and can then be placed in a job or housing.

Success Rate is determined by number of clients obtaining job and/or housing.

	2008	2009
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Alumni Services

Served: **222** **187**

OUTCOME

Tracking with

Continued Support **66%** **69%**

Computer Learning Center

Served: **163** **134**

OUTCOME

Program Graduates: **91%** **95%**
completed the core computer skill rubric

Basic Services

Served: **525** **837**

through daily intake and assessments

OUTCOME

Referrals: **1,538** **1,433**

made to outside services and programs

Meals Served: **8,688** **9,068**

HOUSING

Housing – Transitional (Betty’s Place)

Enrolled: **48** **48**

Eligible: **33** **33**

OUTCOME

Completed: **28** **29**

15 continued into following year for 2008, 2009

Success Rate: **85%** **88%**

Housing – Permanent (Gatehouse)

Enrolled: **16** **17**

Eligible: **16** **17**

OUTCOME

Completed: **15** **16**

Success Rate: **94%** **94%**

