

# Project Place 'At A Glance'

Winter 2019 Agency Performance Update



## Our Mission

Project Place provides opportunities for homeless and low-income individuals by providing the skills, education, resources and personal supports necessary to obtain and retain employment and housing.

## Indicators of Success



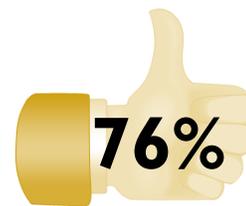
Client Housing Placement Rate <sup>2</sup>



Client Housing Retention Rate <sup>3</sup>



Client Employment Placement Rate <sup>4</sup>



Job Retention After One Year <sup>5</sup>

## Comparative Indicators

### Cost of Service    Hourly Wage    Job Placement



\$8,878

Cost for One Successful PP Client <sup>6</sup>



\$14.62

Average Wage of Employed PP Graduate <sup>8</sup>



72%

Social Enterprise Placement Rate <sup>4</sup>



\$11,500

Boston Annual Cost to Shelter One Homeless Person <sup>7</sup>



\$11.00

MA Minimum Wage



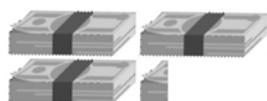
44%

National Employment Placement Rate <sup>9</sup>

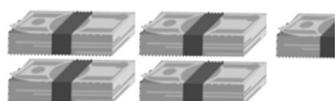
## Social Impact <sup>10</sup>

By providing people with the tools to achieve stability and supporting them in their efforts to get jobs and housing, we help to **transform lives**. This helps more than the individual: there is a greater social return for every individual investment in our programs. We calculate the impact of our services by examining the resources invested in the agency and comparing that to the contributions a graduate makes to society and the savings society reaps once he or she is healthy and functioning.

\$3M



\$4.4M



For every dollar contributed, society receives 100% of its investment, plus a return.

## Agency Highlights

- Credential Training increased by 100%, promoting higher wages at initial job placement. Participants received certificates in: ServSafe, OSHA, Customer Service, and Commercial Driver Licenses (CDLs)
- Students were able to find their voices this February as they participated in lobbying efforts at the Statehouse for two line items supporting the transition of homeless individuals into permanent housing (more info on reverse)
- Agency-wide activities supported our ability to:
  - Engage more volunteers and expand workshops to include personal development topics such as math, budgeting, nutrition, and goal-setting
  - Increase the number of contracts for our Social Enterprises to allow more opportunities for clients
  - Gain new employment partners such as Wayfair and Stop & Shop who participate in mock interviews, help design the curriculum of Work Ready classes, and hire our graduates.
- **Save the Date:** Open Door Gala 2019, April 23 at the Boston Cyclorama.<sup>11</sup>

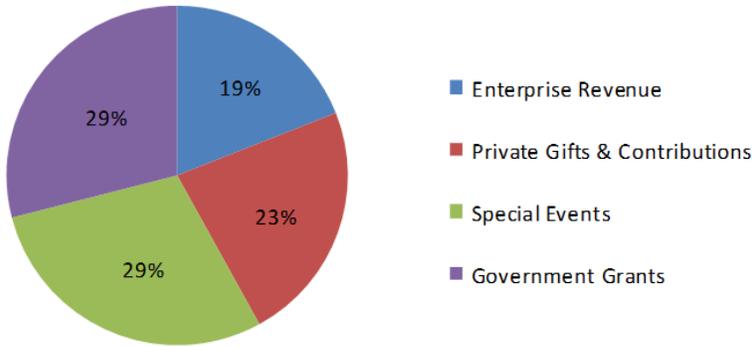
## Noteworthy Numbers

In 2018...

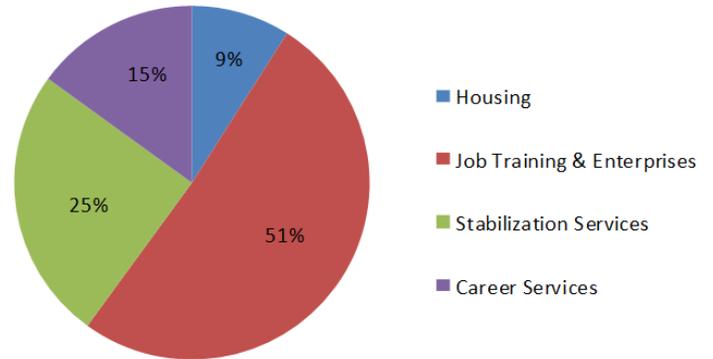
- 1,541 received stabilization services and referrals
- 395 clients were enrolled in programs
- 223 clients were prepared to be "Work Ready"
- 196 received housing placement assistance
- 86 were employed in one of our social enterprises

# 2019 Budget

## Revenue



## Expenses



## Agency Spotlight: Lobby Day

On February 7th, clients and staff took a trip to the State House to have their voices heard by legislators. Three powerful speakers, including our own Project Place Graduate Lawrence Brown, were able to share their stories of progress, success, and hope. Two line items were up for funding, 7004-0102 and 7004-0202, both of which directly support our job training and house placement efforts. Following the speakers, clients and staff alike were able to visit the offices of their representatives to voice their opinions, talk about their own experiences, and ask questions. While lobbying for the line items alone was worth the trip, there was another important reason to go.

“Never in my life did I think I'd go to the State House. I didn't know an ordinary citizen could do that. Now I know I can.”

- Frank, a student of Project Place who participated in Lobby Day

This fact became even more apparent the following day as freshly graduated Project Place students sat down one-on-one with Public Officials at an event hosted by colleague Pine Street Inn, as part of a collaborative effort through our membership in the Coalition for Homeless Individuals (CHI). From politics to baseball, each graduate had the opportunity to directly speak to Officials and, later, their aides in an intimate setting away from the hustle and bustle of the State House.

For those reasons and more, Lobby Day is an important event for us. In addition to preparing them for the workforce, we believe it is imperative to our mission to instill the confidence that makes long-term success achievable. Through functions like Lobby Day, clients are encouraged to stand up not just for themselves, but for their community.

## Notes

1. Reported agency statistics are for FY18 (July 1, 2017 to June 30, 2018) Figures do not include unknowns
2. Placement rate for Betty's Place; 58% agency-wide
3. Retention rate for all housing programs; 73%
4. Placement rate for Social Enterprises; 56% agency-wide
5. Retention rate for Social Enterprise employees placed in permanent jobs; 65% for all programs
6. Success measured by obtaining a job or finding housing. Based on annual costs and includes client wages
7. Source: Dept. of Housing and Urban Development
8. Includes all Workforce Development clients.
9. 44% of general homeless population have jobs as reported by National Coalition for the Homeless
10. Social impact calculated by adding total tax base contributions, taxpayer savings and rental contributions of clients placed in permanent jobs and clients placed in stable housing in FY 2017
11. Open Door Gala 2019 will be April 23, 2019 at the Boston Cyclorama and from 6-9:30 pm. For tickets or to sponsor the event, visit our website [www.projectplace.org](http://www.projectplace.org) or contact Rose Lovett at [rlovett@projectplace.org](mailto:rlovett@projectplace.org)

Performance Update Enclosed

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