PathStone

IMAGINE THE POSSIBILITIES:

create what you value.

2017 ANNUAL REPORT

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PathStone
Connecting You to Opportunities

CELEBRATING
50
YEARS

CREATING OPPORTUNITIES SINCE 1969

A Message...

from the Board Chair and President/CEO of PathStone

Stuart J. Mitchell,
President & CEO

Arlene Wilson,
Chair, Board of Directors

FOR 50 YEARS PathStone has been a life changing resource for thousands of children and families confronting challenges that often seem insurmountable. We offer practical, proven, self-selected resources in the arenas of Workforce Development, Education and Health, Housing Services, and Community Development.

Our comprehensive array of services creates new opportunities and skills leading to improved family health and security. We listen for the inescapable clues that motivate, inspire and challenge our participants to create and embrace a new path! Most importantly, through our daily interactions with those we serve, we build trust and partnerships that make it possible for them to live a more productive and purposeful life..

When you invest in PathStone, you are supporting a successful and seasoned anti-poverty organization that consistently demonstrates our ability to make a difference in the lives of those struggling to break from the cycle of poverty. When you support a cause you believe in, you are demonstrating your support for the values that you hold close to your heart.

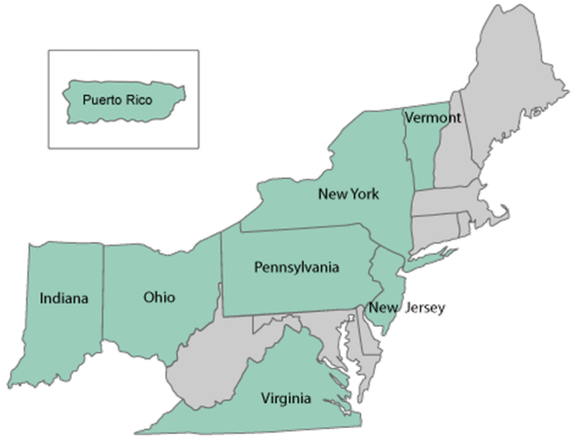
We are always mindful and humbled by the fact that none of what we have achieved over 50 years of service and hope to achieve in the future would be possible without your generous support. If you wish to learn more about our organization, our mission and the services we offer please visit our website at www.pathstone.org

Thank you for imagining the ways you can make a difference!

PathStone is a visionary, diverse organization empowering individuals, families and communities to attain economic and social resources for building better lives.

Our Mission: *PathStone builds family and individual self-sufficiency by strengthening farmworker, rural and urban communities. PathStone promotes social justice through programs and advocacy.*

Service Areas



NeighborWorks®
CHARTERED MEMBER

How We Help

41,396 Participants Served, Benefiting 78,644 Family Members

Community Development

PathStone creates opportunities for people to live and work in thriving, diverse communities from which they can create family assets and access robust community services.

Education & Health

PathStone provides a range of education and health services designed to promote and enhance lifelong learning, healthy living, and employability for eligible individuals and families.

Housing Services

PathStone promotes access to personal counseling and financial resources designed to stabilize living environments and provide the foundation for economic security

Workforce Development

PathStone delivers quality training and employment services that enhance the skills, performance, and potential of individuals, leading to meaningful employment in desired career pathways.

Community Development

"The support from PathStone has been immeasurable."

THE MAJORITY OF PUERTO RICANS who died in the aftermath of Hurricane Maria died because they lacked access to basic lifesaving services like electricity. The blackout was the largest in US history, and most of the island was left without power. The power failure created a humanitarian disaster we are still grappling with today.

For over 25 years, PathStone has had boots on the ground in Puerto Rico with over 40 employees providing a range of services including training and workforce development, housing, and small business assistance. After the hurricane, PathStone staff in Puerto Rico sprang into action to provide emergency services to individuals, families and small businesses around the island. The PathStone team provided food boxes to more than 11,000 families and individuals. Hundreds of families received solar lights, gas stoves, cell phone chargers and assistance with medical and relocation costs.

In December 2017, Puerto Rico native, David Rodriguez president of Council Rock Enterprises, LLC, a telecommunications engineering company, returned to Puerto Rico to visit family. He was shocked by how many people were relying on gasoline generators to power basic appliances. Worse still, his uncle was running a generator inside his home because he feared it might be stolen. Rodriguez, haunted by what he saw in Puerto Rico, decided to put his money where his heart was. He and his team of engineers set about designing an affordable and safe solar generator to supply clean reliable energy to power basic home appliances.

Shortly after Rodriguez's return from Puerto Rico, a serendipitous encounter with PathStone President and CEO, Stuart J. Mitchell, began a powerful partnership between the two Rochester-based organizations that have deep roots in Puerto Rico. In February 2018, Rodriguez launched his Council Rock subsidiary, inverSOL. Mitchell states, "PathStone is honored to work with David and his team on this venture. David is a risk-taking entrepreneur with a deep and abiding commitment to invest in his homeland."

Rodriguez' vision of inverSOL is to bring power back to the people of Puerto Rico, both literally and metaphorically. Building a manufacturing plant in Puerto Rico and employing Puerto Ricans allows the islanders whose livelihood was destroyed by Maria to rebuild their lives and their communities.

By mid-summer, the new inverSOL assembly plant began operations in Caguas, a town 30 minutes outside of San Juan. The 10,000 square foot facility manufactures two solar generator models: the 1.5kw/hr inverSOL 1500 and the 2.4 kw/hr inverSOL 3000. The company's engineers are currently designing a new unit – the Lumen 5000, a whole house generator like Tesla's Powerwall. Production is slated to begin by March 2019.

inverSOL currently has 11 employees – two of whom were former farmworkers and participants in PathStone's National Farmworker Job Training Program (NFJP). Blanchet Monagas, training and employment coordinator for NFJP in Puerto Rico says, "Those participants that were placed have benefited in many ways: learning new skills, better pay, and a better working environment. They are very happy and highly motivated. inverSOL has improved their quality of life." Awilda Cáez, inverSOL's director of marketing, forecasts the company will hire 30 more people by the end of 2019 and will continue to work with PathStone to supply the labor force.

Recently, PathStone took its support of inverSOL to a new level by providing the company with a $250,000 loan through our small business lending affiliate, PathStone Enterprise Center, Inc. (PECI). PECI also entered into an inter-creditor agreement with Local Initiatives Support Corporation (LISC), a national rural community development support organization, to provide an additional $250,000 in loan capital.

Rodriguez points out that so much of what he has accomplished would have been difficult without PathStone's assistance, "The support from PathStone has been immeasurable. They loaned us money to get production up and running. Without the financial support, it would have taken much longer to launch this initiative. PathStone has been a great resource for employees as well as introductions to other supporters. We hope to continue to nurture this relationship."

3,361 Apartments that provided high quality homes for 7941 residents in 84 affordable housing communities

$6,671,554 Invested in business loans thrugh in the PathStone Enterprise Center

Education & Health

"It is our mission to not only get children ready for Kindergarten, but to prepare the entire family for life beyond PathStone."

THE NATIONAL HEAD START ASSOCIATION (NHSA) describes Head Start as a program designed to help break the cycle of poverty, providing preschool children of low-income families with a comprehensive program to meet their emotional, social, health, nutritional and psychological needs.

Migrant/Seasonal Head Start includes those children from birth to five years old whose families earn their income primarily from agricultural work. PathStone's Migrant/Seasonal Head Start program began in 1985 and operates in PA and NJ. Holly Strait is the senior director of Child and Family Development Services and Administration for PathStone. She reports that, on average, 93% of all annually enrolled children meet and exceed developmental expectations and 183 children are prepared to move on to kindergarten each year. Holly states, "It is our mission to not only get children ready for Kindergarten, but to prepare the entire family for life beyond PathStone. We do this by providing holistic high-quality early childhood education services in a nurturing, culturally-sensitive environment and advocating for children and families in their areas of need."

Christopher Garcia Sands

In the summer of 2013, 3-month-old Christopher Gracia Sands started PathStone's New Horizons, Migrant/Seasonal Head Start program in New Jersey. His family had been coming to Bridgeton, NJ each season to work in the fields. Each year thereafter, Christopher would return to the New Horizons center and PathStone head start teachers were able to observe the progress of Christopher's developmental milestones.

When he was four, Christopher's family faced significant challenges which impacted Christopher's social and emotional development and his problem-solving skills. He was unable to appropriately interact with other kids at the Center, and mom had a hard time controlling his outbursts at home. The trained PathStone staff at the center, seeing all the delayed development warning signs, quickly referred the family to an early intervention specialist who worked Christopher on positive social development skills.

When Christopher returned to the center for the 2018 season, with the support of his family and coordinated care from teachers and community resource partners, Christopher, now five years old, was able to achieve all developmental milestones needed to transition into kindergarten. Holly concludes, "Without the expert care and support Christopher and his family received at New Horizons, his developmental trajectory would have continued to spiral downwards seriously impacting his long-term ability to learn and thrive in traditional classroom settings."

Recently, Christopher's mom, Heather shared that Christopher is an honor roll student in kindergarten. Heather also shared that she is enrolled in formal GED classes and is motivated to continue her education to be a positive role model for Christopher and his siblings.

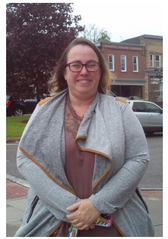
1,296 Received HIV prevention, education, and housing services

10,310 Farmworkers received workplace and personal safety education

Housing Services

"The PathStone staff has become a second family for me, supporting me along the way."

JENNIFER WAS A SINGLE MOTHER with two young children living in a homeless shelter when she saw an ad for a PathStone property, Seldon Square apartments, and applied. She was approved immediately and lived at Seldon Square for almost 10 years. During those years, Jennifer married, started a new job and saved up enough money to purchase her first home. She enrolled in the PathStone First Time Homebuyer program and purchased a house in Holley, New York. It was a dream come true for Jennifer and her family until two months later when the basement flooded. Jennifer had to spend the rest of her savings to pay for the repairs and have the basement waterproofed.



Jennifer Zumba

As the saying goes, when it rains it pours. Other problems started cropping up around the house. There were plumbing issues and her shower and toilet both stopped working at the same time. For two months, Jennifer and her family showered at the YMCA. Then problems with her husband's health forced her to take time off from work. It was extremely difficult to support her now family of five on just her husband's disability. She was ready to give up and walk away from the house.

Then fate intervened. Jennifer saw an ad for PathStone's Regional Rehabilitation program. This program uses both state and federal funding to correct existing health, safety and code deficiencies in eligible owner occupied properties. Jennifer applied and was approved right away. PathStone's grant allowed her to make her home livable again. "With no relatives in the area for support, the PathStone staff has become a second family to me. I am so grateful for PathStone being there for me every step of the way—from my days at Seldon Square until now," Jennifer shared.

Asset building and planning for the future is crucial for individuals and families looking to lead meaningful and productive lives. Owning a home is the most valuable asset a family can have. In 2017, in partnership with PathStone, 390 families, including the Zumbas, became homeowners and realized a better future for themselves.

$209,514	Bridge loans and $198,555 second mortgages
3,837	Housing counseling clients
3,859	Received supportive housing services throughout the PathStone rental property portfolio

Workforce Development

"I have a place that can help you, but you have to be serious about getting things done."

TWO DAYS AFTER CHRISTMAS 2016, a shy and unsure young Thomas walked through the doors of PathStone's central office seeking help with finding a job. Thomas was assigned to a Career Services Developer (CSD) and enrolled in a training and employment program for at-risk youth.

Thomas Moran III

After graduating from School of the Arts in 2016 with a major in Visual Arts, Thomas Moran, III enrolled at Monroe Community College to study Still Photography. Unfortunately, Thomas had to put continuing his education on hold to care for his disabled mother. With limited workplace skills and experience, Thomas struggled to find work. However, the former Junior Reserve Officer remained resilient and had one thing going for him: he loved taking photographs and was actually pretty good at it!

Thomas had always had an interest in photography, and at age 19, it had become a passion. He never went anywhere without his 35mm Nikon he had saved up to buy. Thomas and his CSD decided to work together to develop his talent. He enrolled in photography classes and with funds from the youth program, he was able to buy photography equipment.

In February 2017, PathStone gave Thomas what he called "the opportunity of a lifetime." He was hired to be the photographer for our Winter Social and he did a first class job! Behind the lens of his camera, Thomas is a confident and charismatic young man able to coax his subject into the perfect shot.

Throughout 2017, PathStone gave Thomas more opportunities to hone his skills. He produced quality photos and his work ethic was impeccable.

Today, Thomas is the proprietor of his own business, TM Views Photography. He stays busy photographing weddings, graduations, baby showers and more. He continues to care for his mom and was even able to buy her a van so she would no longer have to struggle to take the bus.

Thomas is thankful for the opportunities PathStone has provided him. Of those opportunities, he says, "PathStone is a great place to learn and grow. They motivated me to do things I'd never do on my own. They told me, 'You can do this!'" As he is out and about in his community, he tells other young men in his circles, "I have a place that can help you, but you have to be serious about getting things done."

1,181	People placed in employment
215	Youth completed training and 197 received credentials

Highlights of Our Impact in 2017

create what you value.

3,187 People enrolled in Workforce Development Services

751 Children enrolled in Head Start programs

390 New homeowners created

8,579 Individuals and families assisted with emergency and support services

655 Entrepreneurs received information, technical assistance and/or loans from PathStone's Enterprise Center

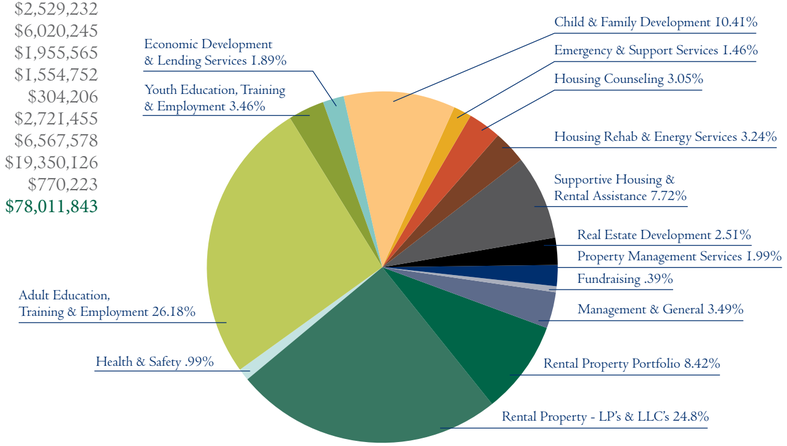
$48,550,544 Invested in affordable home communities

Financial Overview 2017

REVENUES	
Program Related	$79,100,697
Other	$4,060,613
Total	$83,161,310

EXPENDITURES	
Adult Education, Training & Employment	$20,426,537
Youth Education, Training & Employment	$2,695,498
Economic Development & Lending Services	$1,472,466
Child & Family Development	$8,124,417
Emergency & Support Services	$1,137,627
Housing Counseling	$2,381,916
Housing Rehab & Energy Services	$2,529,232
Supportive Housing & Rental Assistance	$6,020,245
Real Estate Development	$1,955,565
Property Management Services	$1,554,752
Fundraising	$304,206
Management & General	$2,721,455
Rental Property Portfolio	$6,567,578
Rental Property - LP's & LLC's	$19,350,126
Health & Safety	$770,223
Total Before Eliminations	$78,011,843

2017 PathStone & Affiliates Expenses
(net of Depreciation) before Eliminations



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CELEBRATING

50

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