IMAGINE THE POSSIBILITIES:

create what you value.

2017 ANNUAL REPORT
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

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.
THE MAJORITY OF PUERTO RICANS who died in the aftermath of Hurricane Maria died because they had no access to vital services like electricity. The blackout was the largest in U.S. 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 its roots on the ground in Puerto Rico—over 40 employees providing a range of services including training and workforce development, housing, and small business assistance. PathStone staff in Puerto Rico sprung into action to provide emergency services to individuals, families and small businesses around the island. The company assisted over 12,000 families and individuals. Thousands 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 Community Development Initiatives Support Corporation (LISC), a national rural community development support organization, issued a call for action to his fellow PathStone staff in Puerto Rico. Rodriguez points out that so much of what he has accomplished would have been difficult—perhaps impossible—without the financial support, opportunities and relationships forged through the partnership between the two Rochester-based organizations that have been in place since 2001. He and his team of engineers set about designing an affordable and safe solar generator to supply clean, reliable energy to power basic appliances. Worse still, his uncle was running a generator inside his home to visit family. He was shocked by how many people were relying on gasoline generators after the hurricane. Rodriguez was deeply moved by the devastation he witnessed. That was when he decided to put his money where his heart was. His uncle died in the aftermath of Hurricane Maria, which made him realize that his family and the people around him needed to transition to clean energy. The power failure created a humanitarian disaster we are still grappling with today.

By mid-summer, the new inVerSOL assembly plant began operations in Caguas, a town 30 minutes outside of San Juan. The 30,000 square foot facility manufactures two solar panel models: the 1.2 kW inVerSOL 1000 and the 2.4 kW inVerSOL 3000. The company’s engineers are currently designing a new unit—the LeanSOL 2000, a whole house generator like Tesla’s Powerwall. Production is due to begin in 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 House, training and employment coordinator for PathStone in Puerto Rico says, “Those participants who 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.”

In 2018, inVerSOL presented a solar generator to the government of Puerto Rico to replace an old, inefficient generator that was causing problems in one of the many areas still without electricity. The governor accepted the gift, saying the solar generator will help provide clean, reliable energy to the island’s most remote rural communities. The company also plans to produce a solar-powered stove that will be distributed to people in need. In December 2018, inVerSOL received a $6.67 million contract from the government to supply 6,000 units to the Puerto Rican Ministry of Education. The company will also work with the government to evaluate the impact of the new solar-powered stoves, and in 2019, the company plans to expand into other parts of Latin America.

In the summer of 2013, 3-month-old Christopher Garcia Sands arrived at New Horizons, Migrant/Seasonal Head Start program in New Jersey. His family had been coming to Bridgeton, NJ each year since he was born. In the first grade, each year thereafter, Christopher would return to the New Horizons center and PathStone head start staff 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, using the all the developed intervention training and skills, quickly referred the family to an early intervention specialist who workedChristopher on positive social development skills.

When Christopher returned to the center for the 2014-2015 school year, 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, “With the open 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. Holly also shared that she is enrolled in formal GED classes and is motivated to continue her education as a positive role model for Christopher and his siblings.

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Jennifer Was a Single Mother

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 home 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.

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.

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Housing Services

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

Jennifer Zumba

Jennifer Zumba

Jennifer Zumba

$209,514

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Bridge loan and $198,555 second mortgage

3,837

3,837

Pursuing counseling clients

3,859

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.”

Thomas Moran III

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2017, in partnership with PathStone, 390 families, including the Zumbas, became homeowners and realized a better future for themselves.

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 mentored 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.”

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Two Days After Christmas 2016, a shy and unsure young Thomas walked through the doors of PathStone’s career office seeking help with finding a job. Thomas was assigned to a Careers Developer (CD) and enrolled in a training and employment program for at-risk youth.

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 CD 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.

JENNIFER W AS 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 home 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.

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### Financial Overview 2017

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

**EXPENDITURES**

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<th>Amount</th>
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<td>Youth Education, Training &amp; Employment</td>
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<td>Economic Development &amp; Lending Services</td>
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<td>Supportive Housing &amp; Rental Assistance</td>
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<td>Total Before Eliminations</td>
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**2017 PathStone & Affiliates Expenses**
- (net of Depreciation) before Eliminations

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<th>Percentage</th>
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<td>Youth Education, Training &amp; Employment</td>
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<tr>
<td>Health &amp; Safety</td>
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<td>Total</td>
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### Highlights of Our Impact in 2017

- **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
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PathStone Board of Directors & Executive Leadership

PROGRAM ADVISORY COMMITTEES

New York
Ester Cruz
Maria Uribe

New Jersey
Ignacio Jimenez *

Ohio
Reinaldo Perez
Ronnie Rico

Pennsylvania
Brenda Whitson

Puerto Rico
Miguel Sanchez *

Vermont
Ernest Caswell

CHILD AND FAMILY DEVELOPMENT PROGRAM ADVISORY COUNCILS

New Jersey/Pennsylvania
Migrant Head Start

RESIDENT ADVISORY COUNCIL

Monique Oliva-Kulp*

YOUTH REPRESENTATIVE

Arielle Bevel

SENIOR REPRESENTATIVE

Vacant

AFFILIATE CORPORATION REPRESENTATIVES

PathStone Development Corporation
Rebecca Caico

PathStone Housing Corporation of Indiana
Yvonne Thompson
The Housing Council at PathStone
Orlando Ortiz
PathStone Housing Corporation of Pennsylvania
George Master *
PathStone Community Development of Puerto Rico
Andres Ramos*
PathStone Enterprise Center, Inc.
Joy Pacheco*
PathStone Housing Action Corporation
Carl Forty*
Sojourner Home: The House of Strength
Shelby Stenson

COLLABORATIVE ORGANIZATION REPRESENTATIVES

Pennsylvania Association of Non-Profits
Patricia Mogan

INDIVIDUAL/AT-LARGE REPRESENTATIVES

Fernando Santiago, Attorney *
Eric Shoem-Ukle, Fundraising
Arlene Wilson, Agricultural*
Ralph Sinistro, Employment and Training
Andre Harper, Head Start

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Nita D’Agostino
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*Names with asterisk denote Executive Committee members