2020

ANNUAL REPORT

PathStone

Connecting You to Opportunities

For over 50 years,

PathStone has been committed to excellence and dedicated to the clients we serve.

2020

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PathStone

Connecting You to Opportunities

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JUSTICIA PARA LOS
TRABAJADORES AGRICOLAS
JUSTICE FOR FARMWORKERS

Table of

CONTENTS

5 PathStone Leadership

6 A Message from the President/CEO and Board Chair of PathStone

7 Where and How We Help

8 PathStone's Services Matter

10 2020 Financial Overview

11 Funders and Corporate Donors

12 Individual Donors

PathStone Leadership

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Housing

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Kathryn Bryan,
Senior Vice President of Property Management

Susan Boss,
Senior Vice President of Housing Services

Direct Services

Jeffrey Lewis,
Senior Vice President of Direct Services
New York, Ohio, Vermont, Puerto Rico

Nita R. D'Agostino,
Senior Vice President of Direct Services
Pennsylvania, New Jersey, Virginia

A Message...

from the President/CEO and Board Chair of PathStone

Alex Castro,
President & CEO

Arlene Wilson,
Chair, Board of Directors

WHAT A YEAR!

Did we ever think that there would be a global pandemic? Never. But here we are. 2020 seems like a dream in many ways. There is much sadness around the COVID-19 pandemic and we want to take the time to give our deepest condolences to those that we have lost in our communities. We also want to thank our essential workers and all those that kept us moving forward toward the light during such darkness.

We at PathStone never skipped a beat. Being faced with uncertainty, fear of the unknown and confusion, we managed to keep moving. Our staff were priority. Alex met with the senior team daily to work out details on how to make sure our staff was taken care of and safe. Most of our 500+ employees at PathStone were able to continue the work we do in some form. Those who were deemed essential workers were able to keep working on location by being in compliance with all health regulations.

We then turned our attention to how we could safely continue providing vital services to our communities. Every effort was made to keep our residents safe. Working remotely, from our housing counselors to our direct services team, our staff found innovative ways to continue education services with virtual learning. ZOOM meetings became the new normal for meeting with board members, staff, clients, funders, and other organizations. Being thrust into using virtual arenas for communication actually proved to be quite efficient, and we have seen an increase in productivity.

It was challenging for 2020 to have been the year in which leadership transitioned. Upon reflection, it was also quite rewarding. Even in the midst of dealing with the pandemic, we were able to work on several critical initiatives across our organization. These initiatives included: strategic planning, Racial Equity Diversity & Inclusion (REDI), tightening cyber security and in-depth disaster recovery planning. We were even able to roll out a new initiative to help farmworkers in Pennsylvania and New York hit hardest by the pandemic! We are grateful to our predecessor, Stuart Mitchell, for his guidance in this transition, not to mention all that he did in building our organization.

We are very proud of our team- its tenacity and bandwidth in getting so much accomplished. As we return to our offices, we continue to evaluate efficiencies and how we can tighten operations. We are not out of the woods yet, but we are optimistic about the future! On behalf of the entire PathStone family, we encourage you to continue to learn more about the wide range of work we do and how you can help by visiting our PathStone Facebook page. We need your friendship and support more than ever now.

Thank you.

Where We Help

In 1969, PathStone was founded as an advocacy and supportive services organization for seasonal and migrant farmworkers. At that time, we operated a few programs in Wayne, Monroe and Orleans counties in New York State. PathStone operates in scores of counties across seven states and within all 78 municipalities in Puerto Rico. Over fifty years later, we continue to provide partnership and expert support to individuals and families hungry for opportunities to achieve the goals they set for themselves.

For more information about where our services are provided, please visit our website at www.pathstone.org

How We Help

Working collaboratively with a broad network of community partners in our local service areas, PathStone delivers services in five chief interrelated arenas:

Advocacy

PathStone senior staff leadership and Board of Directors are committed to representing the needs and rights of participants with governmental, business, and community institutions for the purpose of promoting economic and social justice.

Community Development

PathStone invests in emerging entrepreneurs who are eager to expand their business and create employment opportunities in their communities.

Education & Health

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

Housing Services

PathStone connects individuals and families with appropriate, affordable places to live that ensure a roof over their head with the opportunity to thrive in their community of choice.

Workforce Development

PathStone is the bridge between employers in need of a skilled and productive workforce and the untapped reservoir of untrained – often underemployed or unemployed – prospective workers.

PathStone's SERVICES MATTER

Workforce Development

PathStone is the bridge between employers in need of a skilled and productive workforce and the untapped reservoir of untrained – often underemployed or unemployed – prospective workers.

3,067
Adults and Youth Enrolled in Programs

778
Adult and Youth Placed in Unsubsidized Employment/Education

Housing Services

PathStone connects individuals and families with appropriate, affordable places to live that ensure a roof over their head with the opportunity to thrive in their community of choice.

5,864
Families and Seniors Received Rental Assistance

$38,087,000
Invested to create 272 new homeowners

Education and Supportive Services

PathStone provides a range of education and supportive services designed to promote and enhance lifelong learning, healthy living and employability for low income individuals and families

849
Children Enrolled in Head Start Programs

1,339
(over 12,000 less from the prior year because staff was unable to provide pesticide safety during COVID19) Participant Received Workplace and Personal Safety Education

Community Development

PathStone invests in emerging entrepreneurs who are eager to expand their business and create employment opportunities in their communities.

$3,434,000
Small Business Loans Provided

$44,256,000
Invested in new or rehabilitated homes

PathStone
50

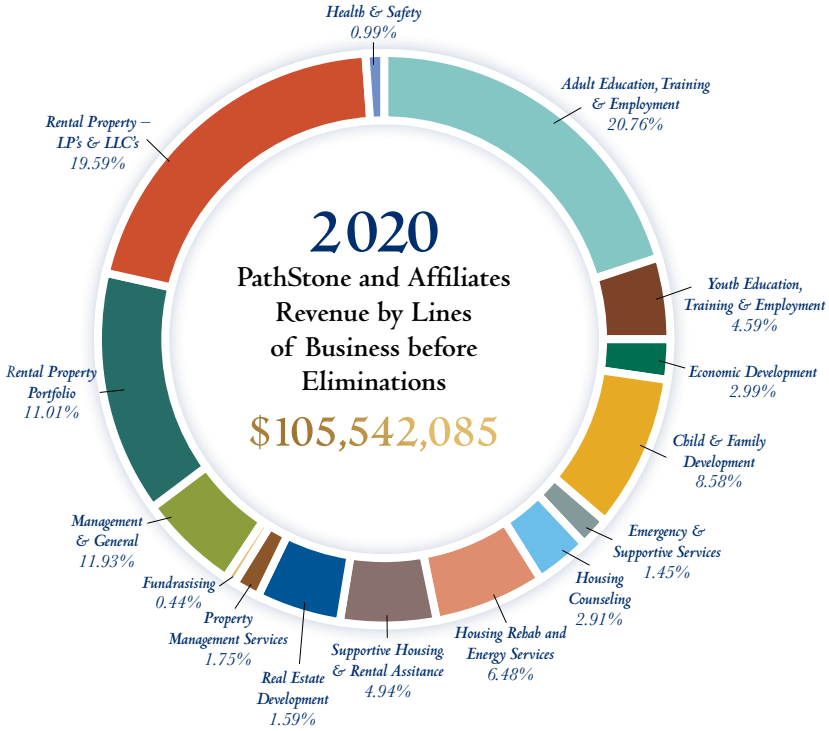
EMT

PathStone

2020

Financial Overview

Categories	Revenues		Expenditures		
	REVENUES	PERCENT	TOTAL EXPENSES	EXPENSES *(net of deprec)*	PERCENT
Adult Education, Training and Employment	$21,636,695	20.50%	$21,483,176	$21,469,309	20.76%
Youth Education, Training and Employment	$4,986,357	4.72%	$4,741,663	$4,741,663	4.59%
Ecomomic Development	$2,114,543	2.00%	$3,090,534	$3,090,534	2.99%
Child and Family Development	$9,251,612	8.77%	$8,873,057	$8,873,057	8.58%
Emergency and Supportive Services	$1,788,488	1.69%	$1,503,894	$1,503,894	1.45%
Housing Counseling	$3,239,400	3.07%	$3,004,300	$3,004,300	2.91%
Housing Rehab and Energy Services	$6,702,049	6.35%	$6,704,822	$6,704,822	6.48%
Supportive Housing and Rental Assistance	$5,713,547	5.41%	$5,128,270	$5,113,214	4.94%
Real Estate Development	$5,029,814	4.77%	$1,640,896	$1,640,896	1.59%
Property Management Services	$1,654,066	1.57%	$1,814,633	$1,814,633	1.75%
Fundraising	$504,756	0.48%	$454,163	$454,163	0.44%
Management and General	$6,075,743	5.76%	$12,571,333	$12,331,791	11.93%
Rental Property Portfolio	$14,437,849	13.68%	$15,977,567	$11,385,135	11.01%
Rental Property - LP's & LLC's	$21,284,951	20.17%	$29,267,043	$20,257,261	19.59%
Health and Safety	$1,122,215	1.06%	$1,023,372	$1,023,372	0.99%
Total Before Eliminations	$105,542,085	100.00%	$117,278,723	$103,408,044	100.00%



Funders and Corporate Donors

County:
Bucks County, PA
Chautauqua County, NY
Chester County, PA
Cumberland County, PA
Dutchess County, NY
Monroe County, NY
Orange County, NY
Ulster County, NY

County:
Chautauqua County, NY
Chester County, PA
Cumberland County, PA
Dutchess County, NY
Lackawanna County, PA
Monroe County, NY
Orange County, NY

Local:
City of Muncie's Department of Community Development
City of Rochester
City of Utica
Town of Irondequoit

Federal:
Community Services Block Grant
United States Department of Agriculture
United States Department of Commerce
United States Department of Education
United States Department of Energy
United States Department of Health and Human Services
United States Department of Homeland Security
United States Department of Housing and Urban Development
United States Department of Labor
United States Department of Treasury
United States Department of Veterans Affairs
United States Environmental Protection Agency

State:
Commonwealth of Puerto Rico Department of Housing
Indiana Housing and Community Development Authority
New York Housing Trust Fund
New York State Division of Homes and Community Renewal
New York State Department of Labor
New York State Department of State
New York State Office of Aging
New York State Office of Temporary Disability Assistance
Ohio Department of Alcohol Drug Addiction Services
Ohio Department of State
Ohio Housing Finance Agency
Pennsylvania Department of Community and Development
Pennsylvania Department of Economic Opportunity
Pennsylvania Department of Education
Pennsylvania Department of Human Resources
Pennsylvania Department of Public Welfare
Pennsylvania Housing Finance Agency
Puerto Rico Housing Finance Authority
State of New York
State of Ohio
State of Pennsylvania
State of New Jersey

Corporation, Non-Profits, Religious Groups:
84 Lumber
Action for Better Community
Allendale Columbia School
Allied Universal
Asbury First United Methodist Church
Bank of America
Bergmann, PC
Billone Mechanical Contractors
Black Murphy Fund at the Rochester Area Community Foundation
Brown & Brown of New York, Inc.
Buckingham Properties
Canandaigua National Bank
Cardinal Lawn & Landscape, Inc.
Catenary Construction
CCA Development
CHASE
Chicago Title Insurance Company
Christa Construction
City Blue Imaging
CloudDOCX
Comfort Systems USA
Common Ground Health
Conifer LLC
Courtyard by Marriott
DePaul
DreamBikes
East Coast Migrant Head Start
EFPR Group
Enterprise Community Partners, Inc.
Episcopal Seniorlife Communities
ESL Charitable Foundation
ESL Federal Credit Union
Excellus Blue Cross Blue Shield
Farash Foundation
Federal Home Loan Bank of New York
Five Star Bank
Flaherty Salmin CPAs
Frederico Demolition
Greater Living Architecture, PC
Harter Secrest & Emery LLP
Henry Isaacs Quality Home Remodeling Inc.
Heveron & Company CPAs PLLC
Home Leasing
HR Works, Inc.
Hudson Housing
Intivity
Ithaca Urban Renewal Agency
Jensen/BRV Engineering, PLLC
Kenyon Excavating
KeyBank
Labella Associates, PC
Larsen Engineers
Lecesse Construction
Legal Aid Society of Rochester
Lisa's Liquor Barn
Local Initiatives Support Corporation of PA
M & T Bank
Manpower
Marathon Engineering
MM Development Advisors
Monroe Community College
Monroe Roadways
Morgan Stanley
National Council on Aging
National Equity Fund, Inc.
National Low Income Housing Coalition
NeighborWorks America
Passero Associates
Paychex
Public Health Solutions
Quality Carpets & Linoleum, Inc.
RADEC Electric Corporation
Red Stone Equity Partners, LLC
Relph Benefit Advisors
Rimkus Marciano & Associates, Inc.
Rochester Area Community Foundation
Rochester Management, Inc.
Rochester's Cornerstone Group, Ltd.
RYAN
S&T Bank
Spoleta Construction
Sustainable Comfort
SWBR
The Community Preservation Corporation
The Greater Rochester Health Foundation
The Upstate Bank
TheCaseMade
TMD Contracting
Town and Country Pest Solutions
Trillium Health
Underberg & Kessler, LLC
United Way of Greater Rochester
Upstate Roofing and Painting
US Ceiling Corp.
Waste Management
William & Sheila Konar Foundation
WinnCompanies
WinnResidential
Wise Home Energy
WM B Morse Lumber Co.
YWCA

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Paul Tankel
Dion and Jennifer Terwilliger
Elliot Test
Sue Tharrett
Brennon Thompson
Bruce Thompson
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Patrick Tobin
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Michael Tonovitz
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Jordan Varano
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Jeff Wight
Brian Wight
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Heather Williams
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Marla Wiltse
Leonore Wiltse
Lee Wiltse
Gilbert Winn
Robert Winters
Jonathon Wolfson
Tricia Yarger
Helen Zamboni
Miriam Zinter (CPC)
Alicia Zona

PathStone Board of Directors & Executive Leadership

PROGRAM ADVISORY COMMITTEES

New York
Ester Cruz

New Jersey
Yahaira Perez

Puerto Rico
Esmeralda Perez Santa
Luis Lopez Banks

Vermont
Ernest Caswell *

Pennsylvania
VACANT

CHILD AND FAMILY DEVELOPMENT PROGRAM ADVISORY COUNCILS

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Corine Lesher

RESIDENT ADVISORY COUNCIL

Monique Oliva-Kulp*

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Yvonne Thompson

The Housing Council
Orlando Ortiz *

PathStone Community Development of Puerto Rico
Wilma Alejandro

PathStone Development Corporation
Patrick Tobin

PathStone Enterprise Center Inc.
Wilma Alejandro

COLLABORATIVE ORGANIZATION REPRESENTATIVES

Pennsylvania Association of Non-Profits
Patricia Mogan

INDIVIDUAL/AT-LARGE REPRESENTATIVES

Andre Harper, Head Start

Fernando Santiago, Attorney *

Eric Shoen, Fundraising

Ralph Sinistro, Employment and Training *

Arlene Wilson, Agricultural *

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**Names with asterisk denote Executive Committee members*