2021

ANNUAL REPORT

PathStone

Connecting You to Opportunities

For over 50 years,

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

The *PathStone Annual Report* is a periodical published once a year by PathStone Corporation, 400 East Avenue, Rochester, NY 14607.

PathStone

Connecting You to Opportunities

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SKYVIEW PARK

JUSTICIA PARA LOS
TRABAJADORES AGRICOLAS
JUSTICE FOR FARMWORKERS

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PathStone Leadership

Rochester Headquarters

Alex Castro,
President & CEO

Ruperto Montero,
Chief Financial Officer

Leslie W. Kernan, Jr., Esq.,
Chief Legal Officer

John Harrison,
Chief Information Officer

Anne R. Babcock-Stiner, Esq.,
Senior Vice President of Human Resources

Housing

Amelia Casciani,
Senior Vice President of Real Estate Development

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

As we review the past year and look forward to the coming year, PathStone Corporation continues to provide much needed resources for thousands of children, seniors, and families confronting barriers in these challenging times. We continue to be advocates for PathStone's participants and to offer resources related to Workforce Development, Education and Health, Housing Services, and Community Development.

Notwithstanding the ongoing pandemic in 2021, PathStone had some notable achievements. The most significant was the expansion of our service geographic footprint to include Maine and Delaware. We now have offices in nine states and Puerto Rico. Additionally, we hired our first Chief Information Officer, a necessary position given our size. Recognizing the need to continue to be an agile and forward-looking organization, we adopted a revised strategic plan to guide us through 2024.

Housing and Economic Development secured $4 million in new funding to assist with housing counseling services, rental assistance, landlord programs, owner-occupied rehabilitation, and small business lending. Real Estate Development completed construction of our much-anticipated development Skyview Park Apartments (in the Town of Irondequoit, New York). This development took a "Box Store" in an old mall and created 157 units for seniors.

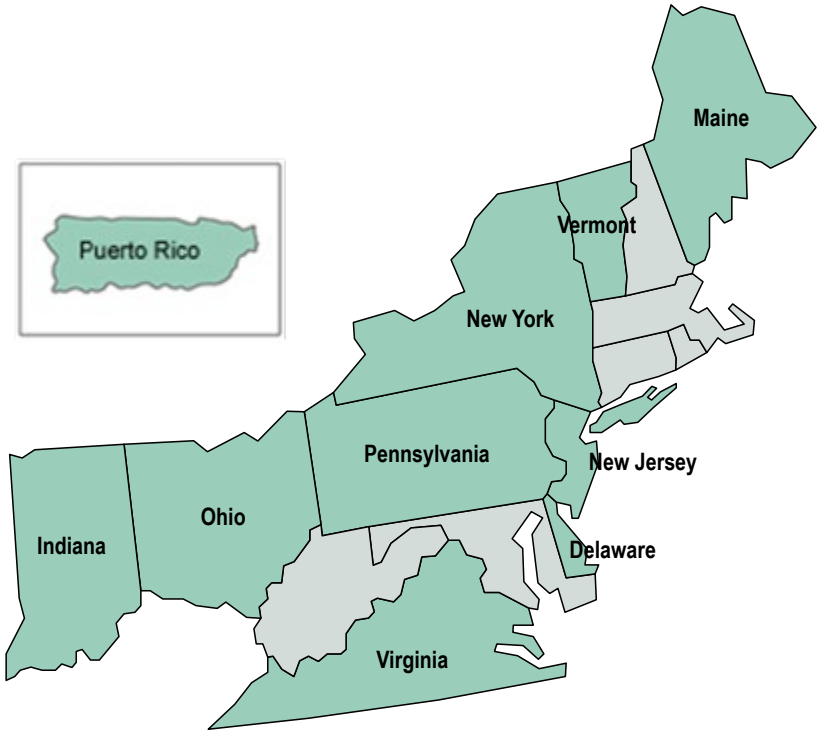
We are always mindful of and humbled by the fact that none of what we have achieved during PathStone's 50-plus years of service would be possible without our amazing staff (many of whom you will get a chance to see in our photo collage) or the support of the people who support our mission and the communities in which we work. We are grateful for what we have accomplished and look forward to our 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.

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 counties in New York State. PathStone operates in scores of counties across nine 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.

3,413
Adults and Youth Enrolled in Programs

854
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.

5,820
Families and Seniors Received Rental Assistance

$58,535,572
Invested to create 445 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

871
Children Enrolled in Head Start Programs

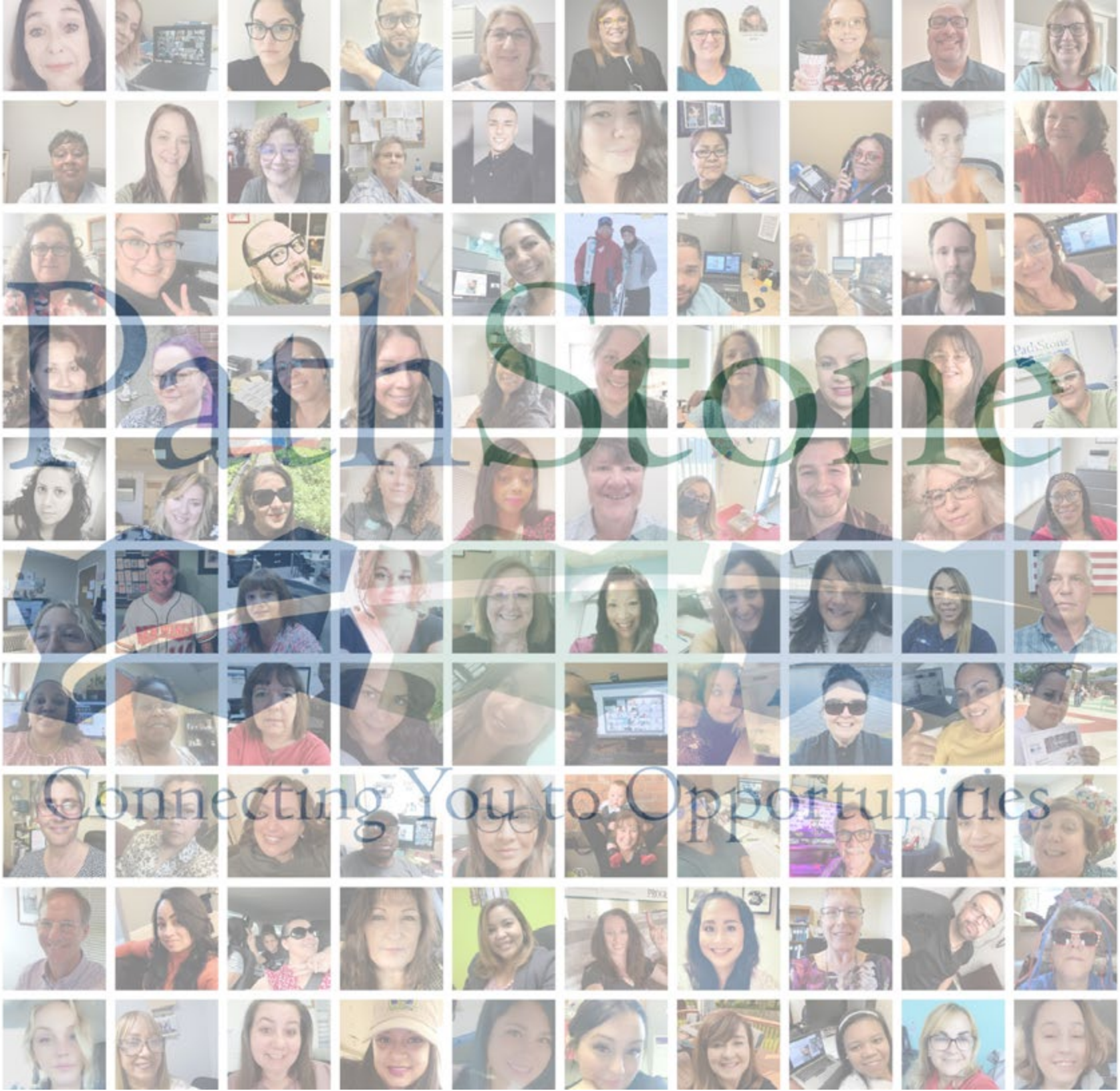
11,757
Participants Received Workplace and Personal Safety Education

Community Development

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

$1,552,096
Small Business Loans Provided

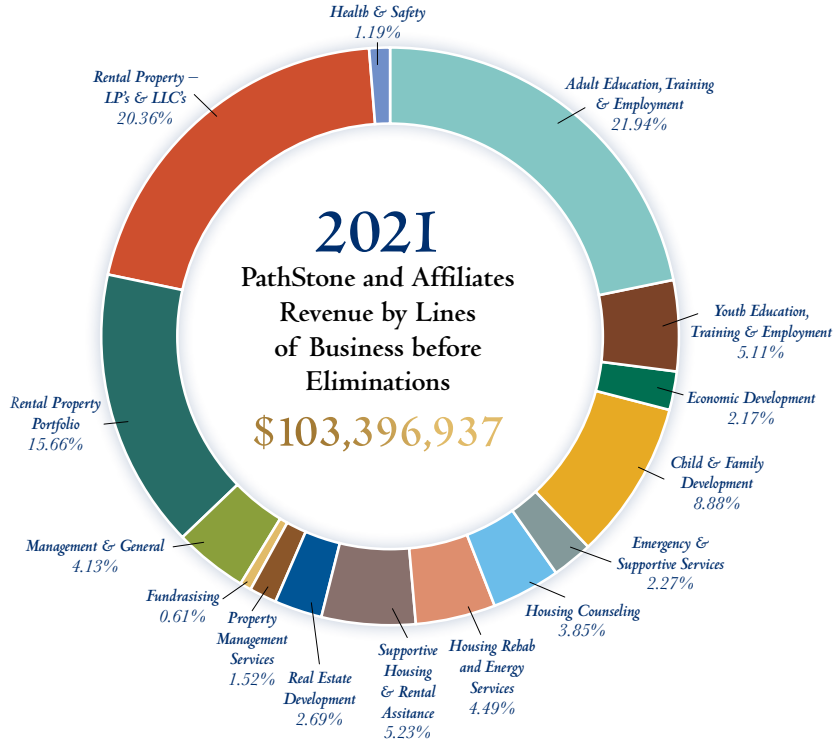
$45,980,395
Invested in new or rehabilitated homes


PathStone
Connecting You to Opportunities

2021

Financial Overview

Categories	Revenues		Expenditures		
	REVENUES	PERCENT	TOTAL EXPENSES	EXPENSES *(net of deprec)*	PERCENT
Adult Education, Training and Employment	$22,581,239	21.84%	$22,612,613	$2,594,124	22.85%
Youth Education, Training and Employment	$5,285,113	4.72%	$5,315,386	$5,315,386	5.38%
Economic Development	$2,246,781	2.00%	$1,910,053	$1,910,053	1.93%
Child and Family Development	$9,177,724	8.77%	$9,324,366	$9,324,366	9.43%
Emergency and Supportive Services	$2,351,804	1.69%	$2,267,079	$2,267,079	2.29%
Housing Counseling	$3,984,678	3.85%	$2,998,542	$2,998,542	3.03%
Housing Rehab and Energy Services	$4,642,888	4.49%	$4,649,008	$4,649,008	4.70%
Supportive Housing and Rental Assistance	$5,405,601	5.23%	$5,032,899	$5,017,843	5.08%
Real Estate Development	$2,771,793	2.68%	$1,632,710	$1,952,314	1.97%
Property Management Services	$1,570,795	1.52%	$1,801,663	$1,799,040	1.82%
Fundraising	$630,230	0.61%	$403,810	$403,810	0.41%
Management and General	$4,271,541	4.13%	$5,895,612	$5,663,599	5.73%
Rental Property Portfolio	$16,192,131	15.66%	$15,630,885	$11,421,919	11.55%
Rental Property - LP's & LLC's	$21,049,938	20.36%	$31,865,803	$22,424,621	22.68%
Health and Safety	$1,224,682	1.18%	$1,128,491	$1,128,491	1.14%
Total Before Eliminations	$103,386,937	100.00%	$112,468,920	$98,870,195	100.00%



- Adult Education, Training and Employment
- Youth Education, Training and Employment
- Economic Development
- Child and Family Development
- Emergency and Supportive Services
- Housing Counseling
- Supportive Housing & Rental Assistance
- Housing Rehab and Energy Services
- Real Estate Development
- Property Management Services
- Fundraising
- Management and General
- Rental Property Portfolio
- Rental Property – LP's and LLC's
- Health and Safety

Funders and Corporate Donors

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

Local:
City of Anderson, Indiana
City of Muncie's Department of Community Development
City of Rochester
Monroe County Division of Social Services
New York City Department of Health and Mental Hygiene

Federal:
Community Services Block Grant
Small Business Administration
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 Pennsylvania
Commonwealth of Puerto Rico Department of Housing
New Jersey Department of Children and Family Services
New York State Department of Labor
New York State Department of State
New York State Division of Homes and Community Renewal
New York State Housing Trust Fund
New York State Office of Aging
New York State Office of Family and Children Services
New York State Office of Temporary Disability Assistance
Northwest Ohio Community Action Commission
Ohio Department of State
Pennsylvania Department of Economic Opportunity
Pennsylvania Department of Education
Pennsylvania Department of Human Resources
Pennsylvania Housing Finance Agency
Puerto Rico Department of Housing
Puerto Rico Housing Finance Authority
State of Maine
State of New Jersey
State of New York
State of Ohio
State of Pennsylvania
State of Vermont

Corporation, Non-Profits, Religious Groups:
84 Lumber
Action for Better Community
Al Sigl Community of Agencies
Aristo
Beaulac Associates, LLC
Beechwood Neighborhood Coalition
Black Murphy Fund at the Rochester
Area Community Fund
Brown & Brown of New York, Inc.
Buckingham Properties
Cardinal Lawn & Landscape, Inc.
Catenary Construction
CGI Communications, Inc.
Chesapeake Community Advisors, Inc.
Chicago Title Insurance Company
Christa Construction
Colgate Rochester Crozer Divinity School
Comfort Systems Syracuse
Comfort Systems USA
Common Ground Health
Conifer Realty, LLC
Cornerstone Training Institute
DePaul Community Facilities, Inc.
East Coast Migrant Head Start
Edward & Verna Gerbic Family Foundation
EFPR Group
Enterprise Community Partners, Inc.
Episcopal SeniorLife Communities
ESL Charitable Foundation
Excellus BlueCross BlueShield
Farash Foundation
Federal Home Loan Bank of New York
Finger Lakes Service Group
Five Star Bank
FLACE- Canandaigua National Community
Foundation
Flaherty Salmin CPAs
Frederico Demolition
Friends of Penfield Public Library
Gallina Development Corporation
Greater Living Architecture P.C.
Greater Rochester Association of Realtors
Greater Rochester Health Foundation
Hamilton Stern
Handle With Care Moving Services
Henrietta Building Supplies, Inc.
Henry Isaacs Quality home Remodeling
Heritage Christian Services
Heveron & Company CPA's, PLLC
Home Leasing LLC
HR Works, Inc.
Hudson Housing
Intivity, Inc.
Ithaca Urban Renewal Agency
Jewish Communal Fund
JP Morgan Chase
Kaplan Early Learning Company
KeyBank National Association
Labella Associates, P.C.
Last Man Standing Club
Leadership Coaching, Inc.
Legal Aid Society of Rochester
Lewis Tree Service Inc.
LifeSpan
Lisa's Liquor Barn
Local Initiatives Support Corporation of PA
Marathon Engineering
Meadowbrook Neighborhood Association -
CORD Initative
Monroe Community College Foundation, Inc.
Monroe Roadways
Morgan Stanley
National Council on Aging
National Equity Fund, Inc.
National Low Income Housing Coalition
Nazareth College
NeighborWorks America
Passero Associates
Pearce Memorial Church
Quality Carpets, Linoleum & Design Center
R2 Capital Management, LLC
RADEC Electric Corporation
Red Stone Equity Partners
Reliant Federal Credit Union
Rochester Management, Inc.
Rochester's Cornerstone Group, Ltd.
Ruth I Morton Fund at Rochester Area
Community Foundation
Ryan Plumbing, Heating, Air Conditioning, &
Fire Protection
Simon Business School - University of
Rochester
Spoleta Construction
St. Paul's Episcopal Church
Sustainable Comfort, Inc.
SWBR
The Community Preservation Corporation
The Greater Rochester Health Foundation
The Reh Family Foundation, Inc.
The Strong National Museum of Play
TMD Contracting, LLC
Tompkins Financial
Town and Country Pest Solutions
True Insights Consulting
United Way of Greater Rochester
US Ceiling Corp
Waste Management
William & Sheila Konar Foundation
Winn Managed Properties, LLC
WinnResidential
Wise Home Energy, LLC
Woods Oviatt Gilman, LLP

Individual Donors

Adam Smith
Ajamu Kitwana
Alanna Wilcox
Alex Robinson
Alex Wilkason
Alicia Jinks
Amy Olds
Amy Vars
Andrew Crossed
Andrew Gallina
Andrew McDermott
Angela Sims
Ann Marie Cook
Arline & Fernando Santiago
Arnold Moss
Barbara Johnston
Bernard & Bernice O'Sullivan
Betty & Joseph Hamm
Brenden Mance
Bret Garwood
Brian Reh
Bruce Thompson
Charlene Johnson
Charles Mott & Alicia Fernandez Mott
Charlie Davis
Chris Stern
Christian Verghese
Christopher Passero
Claude & Andrea Adair
Clay Osborne
Dan Mendelson
Daniel Randall
Daniel Rybka
David Alberti
Doug Sample
Elizabeth Reinhart
Ellen & Frank Hagelberg Fund
Ellen Garfinkel
Emily Kernan
Eric Shoen
Ethan & Janet Welch
Fabricio Morales
Frederick Beer
Gail Morelle
Gary Passero
Gilbert Winn
Gina Campbell
Glenn & Lynn Peck
Gretchen Wood
Hal Kaplan
Helen Zamboni
Henry Isaacs
Herb Escher
Herbert Engman
Hubert & Lois Van Tol
Jacylyn Whitney
Jaime Saunders
James C. Weis
James Moriarty
James R. Tobin
James Yockel
Janet Mejias
Jean Lowe & Alan Reddig
Jeff Flaherty
Jeffrey Bruckel
Jeffrey Cook
Jennifer Canning
Jennifer Leonard
Jennifer Townsend
Jess D. Sudol
Jessica Laursen
Jim Carpenter
Joan Hoover
John & Lois Palomaki
John Engels
John Fields
John Heveron
John Smith
John Stapleton
John Wilcox
Joseph Billone
Joseph Chavez
Joseph Searles
Joshua Sankowski
Joy Pacheco
Justin Murphy
Karen Accorso
Karyn Giese
Kathleen Revene
Kelly Beauchamp
Kevin & Kathleen Hill
Kevin & Molly Kommer
Kim Salvato
Kimberly Creveling
Laurence Guttmacher
Laurie Capozzi
Lawrence & Robyn Gage
Lynn & Glenn Peck
Lynn Harris
Margaret Sanchez
Marilynn Grant
Marisa Geitner
Mark Bender
Mark Frederico
Mark Shortino
Mary Leo
Matt Tomlinson
Matthew Kuhlenbeck
Michael Spoleta
Mike Johnston
Miriam Zinter
Nancy & Peter Gaess
Nancy Mullins
Nelson Leenhouts
Pamela Stiles
Patrick Tobin
Peggy Hill
Peter Gerbic
Philip Muscato
Raymond Castronovo
Richard & Estella Watkins
Richard DiMarzo
Robert Fogel
Robert Pepe
Robert Picken
Robert Rapoza
Roger Brandt
Rosalie Remarias
Ruperto Montero
Samuel King
Sandy Goldrich
Scott Craft
Scott Dempsey
Shane Wiegand
Shelly Pauley
Stephen Neubert
Steve Hogan
Stuart Cooper
Stuart Mitchell & Martha Neubert
Susan Murphy
Susan Ottenweller
Tarek Eldaher
Thomas & Patricia Mitchell
Thomas Fink
Thomas Gears
Thomas Rogers
Tim Flaherty
Tim Tompkins
Timothy Dewey
Tom Gears
Tom O'Connor
Tony Lyons
Vicki & Richard Schwartz
Willard Beaulac
William Farmer
William Wagner

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

Gregorio Uribe
Corine Lesher

RESIDENT ADVISORY COUNCIL

Monique Oliva-Kulp*

AFFILIATE CORPORATION REPRESENTATIVES

PathStone Housing Corporation of Indiana
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*