PathStone

Connecting You to Opportunities

ANNUAL REPORT

2022

For over 50 years,

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

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PathStone

Connecting You to Opportunities

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Certificate of Achievement

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Senior Vice President of Direct Services

Brenda Lee Soto Colón,
Senior Vice President of Direct Services

Holly Strait,
Senior Vice President of Child & Family Development Program

Corporate Development

Isha Torres,
Senior Vice President of Corporate Development

A Message...

from the President & CEO and Board Chair of PathStone

Alex Castro,
President & CEO

Orlando Ortiz,
Chair, Board of Directors

Dear Valued Supporters,

It is with great pleasure and gratitude that I welcome you to our annual report. At PathStone, our mission is to strengthen individuals, families, and communities by providing opportunities for sustainable self-sufficiency and to promote social justice through programs and advocacy. This annual report serves as an opportunity to reflect upon our achievements, challenges, and progress toward creating lasting impacts in the lives of those we serve.

Over the past year, PathStone has remained steadfast in its commitment to empowering individuals and promoting self-determination. As an organization dedicated to community development, we have continued to prioritize initiatives that address the needs of underserved populations, fostering economic growth and building resilient communities.

The past year has brought both triumphs and challenges, and PathStone has risen to meet those challenges, demonstrating resilience, adaptability, and innovation. We have strived to maintain the quality and effectiveness of our programs and services, ensuring that those who rely on us receive the support they need.

We have also gone through a significant transition in our leadership team. Three of our long-term staff retired after serving our clients for many years. As a result of our succession planning, we have successfully transitioned new leaders in our organization. This transition also extended to our new Board of Directors Chair, Orlando Ortiz.

I am proud to share that our dedicated staff, volunteers, and partners have remained unwavering in their commitment to our mission. Together, we have achieved significant milestones and have made a positive impact in the communities we serve. Through our wide range of programs, such as affordable housing, workforce development, education, and related services, we have helped individuals and families overcome barriers and achieve self-sufficiency.

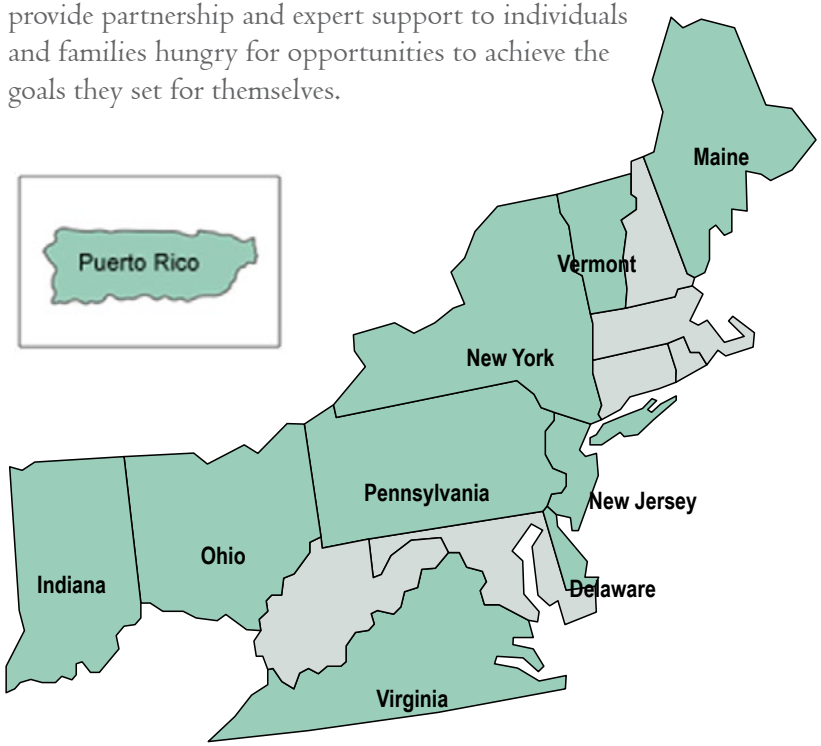
None of our accomplishments would have been possible without the support and trust of our community partners and supporters. Whether you are a PathStone employee, donor, partner, volunteer, or advocate, your contributions have played a crucial role in the success of our work and the positive outcomes we have achieved. We extend our heartfelt appreciation for your unwavering support and commitment to our cause.

As we look ahead to the future, we remain committed to creating thriving communities where all individuals have access to opportunities for growth and success. PathStone will continue collaborating with our partners, leveraging our expertise, and empowering individuals and families to build prosperous lives. Together, let us celebrate our progress and renew our dedication to the transformative work that lies ahead.

Again, Thank you for your continued support and belief in PathStone's mission. Together, we can build a brighter future for all.

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 now 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.

4,598
Adults and Youth Enrolled in Programs

952
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.

5,673
Families and Seniors Received Rental Assistance

$88,044,395
Invested to create 612 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.

11,046
Participants Received Workplace and Personal Safety Education

607
Children Enrolled in Head Start Programs

Community Development

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

$2,045,042
Small Business Loans and Leveraged Funds

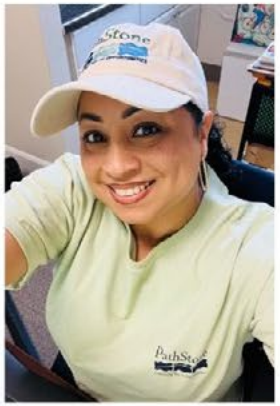
$20,634,359
Invested in new or rehabilitated homes

PathStone

Connecting You to Opportunities

www.pathstone.org

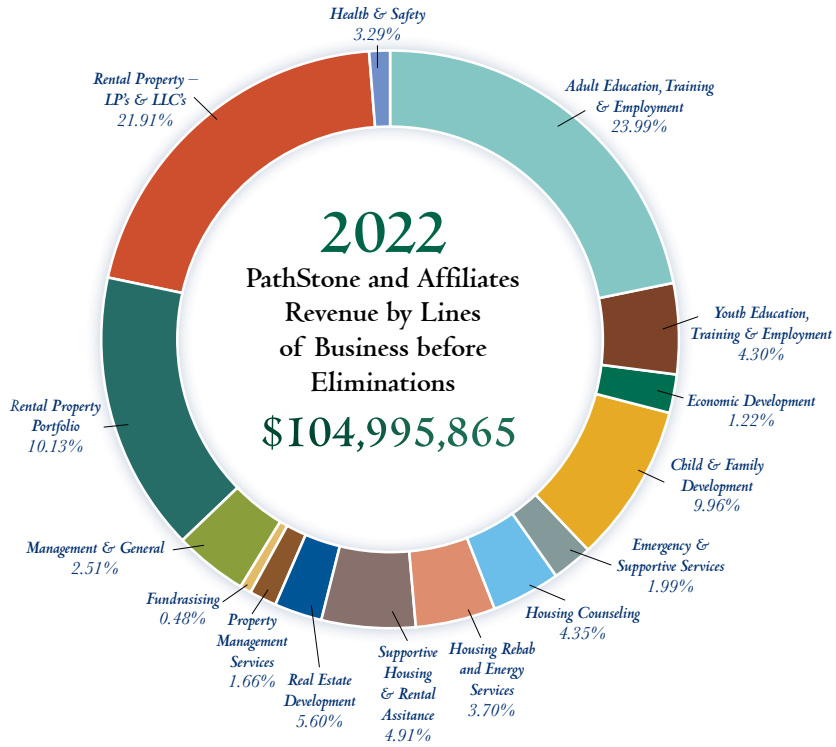
Spirit Week



2022

Financial Overview

Categories	Revenues		Expenditures		
	REVENUES	PERCENT	TOTAL EXPENSES	EXPENSES *(net of deprec)*	PERCENT
Adult Education, Training and Employment	$25,185,562	23.99%	$25,172,211	$25,153,722	24.25%
Youth Education, Training and Employment	$4,516,819	4.30%	$4,499,574	$4,499,574	4.34%
Economic Development	$1,284,603	1.22%	$1,834,198	$1,834,198	1.77%
Child and Family Development	$10,454,749	9.96%	$9,954,348	$9,954,348	9.60%
Emergency and Supportive Services	$2,087,859	1.99%	$2,037,640	$2,037,640	1.96%
Housing Counseling	$4,569,703	4.35%	$3,809,859	$3,809,859	3.67%
Housing Rehab and Energy Services	$3,886,848	3.70%	$3,927,936	$3,927,936	3.79%
Supportive Housing and Rental Assistance	$5,150,240	4.91%	$4,776,850	$4,761,794	4.59%
Real Estate Development	$5,881,106	5.60%	$2,464,051	$2,930,239	2.82%
Property Management Services	$1,747,259	1.66%	$1,808,282	$1,805,659	1.74%
Fundraising	$500,200	0.48%	$386,337	$386,337	0.37%
Management and General	$2,635,056	2.51%	$3,395,792	$3,173,919	3.06%
Rental Property Portfolio	$10,638,073	10.13%	$17,711,147	$13,303,545	12.83%
Rental Property - LP's & LLC's	$23,006,096	21.91%	$24,192,437	$23,006,096	12.83%
Health and Safety	$3,451,692	3.29%	$3,145,971	$3,145,971	3.03%
Total Before Eliminations	$104,995,865	100.00%	$109,116,633	$103,730,837	100.00%



Funders and Corporate Donors

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

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
City of Utica
Town of Irondequoit

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
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
Ithaca Urban Renewal Agency
New York State Department of Housing and Community Renewal
New York State Office for the Prevention of Domestic Violence
New York State Division of Criminal Justice

Corporation, Non-Profits, Religious Groups:
Action for a Better Community
Al Sigl Community of Agencies
Alera Group, Inc.
Aristo
Asbury First United Methodist Church
Beaulac Associates LLC
Bergmann Associates
Beyond The Sanctuary, Inc.
Bill's Carpet
Black Girls Do Bike
Black Murphy Fund at the Rochester Area Community Foundation
BOCES Geneseo Migrant Center
Brite Computers, Inc.
Brown & Brown of New York, Inc.
Buckingham Properties
Canandaigua National Bank & Trust
Cardinal Lawn & Landscape, Inc.
Catenary Construction
CGI Communications, Inc.
Child Care Consultants
Christa Construction
Colburn
Colgate Rochester Crozer Divinity School
Common Ground Health
Community Services for Children, Inc.
Conifer Realty, LLC
Coordinated Care Services, Inc.
Courtyard Marriott Rochester Downtown
Democrat and Chronicle
DePaul
Discovery Charter School
DTM and Associates,Inc..
East Coast Migrant Head Start
Edward & Verna Gerbic Family Foundation
Empire Justice Center
Enterprise Community Investment, Inc.
Episcopal SeniorLife Communities
ESL Federal Credit Union
EthanMaya Development Corp.
Excellus BlueCross BlueShield
Federal Home Loan Bank of New York
Finger Lakes Service Group Inc
First American Equipment Finance
Five Star Bank
Flaherty Salmin CPAs
Foley, Maldonado and O'toole
Foodlink
Gallina Development Corporation
Genesee Co-op FCU
Genesee Country Village & Museum
Genesee Land Trust
Geralds Home Improvements
Greater Rochester Association of REALTORS
Greater Rochester Health Foundation
Hamilton Stern
Handle With Care Moving Services
Hanlon Architects
Headon Properties
Henry Isaacs Quality home Remodeling
Heritage Christian Services
Heveron & Company CPA's, PLLC
Home Leasing LLC
HR Works
I. Gordon Corporation
Intivity, Inc.
iuvo BioScience
JP Morgan Chase
Kaplan Early Learning Company
KeyBank National Association
Klein Steel
KLR Consulting LLC
Konar Properties
LaBella Associates
Last Man Standing Club
Legal Aid Society of Rochester
Lewis Tree Service Inc.
LifeSpan
Linda Hillery Homes/ REMAX Plus
Lisa's Liquor Barn
Local Initiatives Support Corporation of PA
Marano Perspectives
Marathon Engineering
Margaret Hinton Consulting
MAS Translation & Interpreter Services
Monroe Community College Association, Inc.
Monroe Community College Foundation, Inc.
Monroe Roadways
Muncie Human Rights Commission
National Council on Aging
National Equity Fund
Nazareth University
NeighborWorks America
Passero Associates
Passero Realty Services, LLC
PathStone Corporation
PathStone Enterprise Center
PathStone Housing Action Corp.
PDC
Pearce Memorial Church
Public Health Management Corporation
Public Health Solutions
Quality Carpets, Linoleum & Design Center
Radec Electric
RCSD
RDDC
REACH Advocacy, Inc
Red Stone Equity Partners
Renaissance Charitable Foundation
Retzlaff-Peloquin Charitable Fund
Rimkus, Marciano & Associates, Inc.
Roberts Wesleyan College
Rochester ACTS
Rochester Gas & Electric
Rochester Management, Inc.
Rochester Regional Health
Rochester's Cornerstone Group, Ltd.
Sanchez & Associates
St. Paul's Episcopal Church
Strong National Museum of Play
Summit County Ohio
SWBR
T&T Racing
Temple B'rith Kodesh
The Housing Council at PathStone
The M&T Charitable Foundation
The Reh Family Foundation, Inc.
The Strong National Museum of Play
Third Presbyterian Church
TMD Contracting
Tompkins Enterprises
Trillium Health
True Insights Consulting
U.S. Ceiling Corp
University of Rochester
Upstate Roofing & Painting, Inc.
Usherwood Office Technology
Vazquez Business Consultant
Waste Management
Wayne Action for Racial Equality
William & Sheila Konar Foundation
Wise Home Energy LLC
Wm. B. Morse Lumber Co.
Woods, Oviatt, Gilman, LLP

Individual Donors

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Karen Accorso
Jean Lowe and Alan Reddig
Charlie Albanese
David Alberti
Andrew Aligne
Colwyn Allen
Carmen Allen
Jerry and Kate Alonzo
Joe Anello
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Robert Attardo
Caroline Atti
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Lisa's Liquor Barn
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Gretchen Wood
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Lorna Wright
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James Yockel
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Javier Zapata
Lisa Zhu
Mary Ziarniak
Conrad Ziarniak
Alan Ziegler
Heidi Zimmer-Meyer
Joyce Zimowski

PathStone Board of Directors & Executive Leadership

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New York
VACANT

New Jersey
Luis Luna

Puerto Rico
Leslie Vazquez
Belsy Velez

Vermont
Ernest Caswell *

Pennsylvania
Ricardo Hernandez

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Aliz Perea-Jimenez
Todd Carter

RESIDENT ADVISORY COUNCIL

Monique Oliva-Kulp*

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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

**Names with asterisk denote Executive Committee members*

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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PathStone
Connecting You to Opportunities

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