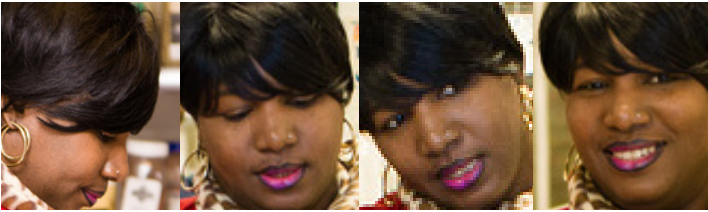


ANNUAL REPORT

2011-2012



opportunity



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James Stowe, *Vice President*
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Gloria Snyder, *Clerk*

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Executive Director

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*Director of Finance
& Social Enterprises*

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Sarah Argeropoulos
Development Associates

Programs & Services

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Director of Veteran Services

Polly Hanson
Director of Client Services

Sean Pierce
Director of Education and Training

Don Sterrett
Enterprise Operations Manager

Paul Szafranski
Food & Beverage Manager

Beth Carter
Case Manager, Betty's and Gatehouse

Crystal Galvin
Employment Specialist

Azeb Girma
Case Manager/Career Coach

Aaryn Manning
Instructor/Case Manager

Carol Reid
*Betty's Transitional Housing
Program Coordinator*

Joel Reyes
Clean Corners Site Supervisor

Lauren Stants
CREW Case Manager/Career Coach

Ilana Zablou
CREW Instructor/Career Coach

Since 1967, Project Place has offered a supportive community of programs assisting homeless individuals who are committed to transforming their lives. We work with more than 1,000 men and women each year, helping them overcome the numerous barriers they face in obtaining employment and housing. During the past 18 years we have placed significant emphasis on workforce development as a means to engage clients in employment, and have coupled it with corresponding support services so each individual can begin the life-long process of building a productive, self-sufficient life. We offer a model that comprehensively provides employment and work training classes, social enterprises offering employment experiences, case management, and career counseling developing tools clients need to move out of the shelter system and successfully reintegrate into the community with dignity.

ROADMAP TO SUCCESS



FROM THE EXECUTIVE DIRECTOR



Dear Friends,

The first thing a person receives when they walk through our doors is a copy of the *Roadmap to Success*. It is not a list of programs, services or requirements. It is a simple map similar to the large poster that hangs on our wall. It is a recognition that walking into Project Place is the first step on an important path and that the end result, though different for each person, is a Future.

For so many homeless men and women, the idea of a future has long ceased to be thought of as a possibility. With each program, class, counseling session, interview or job placement we are rebuilding the belief that the future is real and success is truly possible. Bianca, a resident in Gatehouse apartments tells this best:

I was homeless and in drug treatment. Now I live at Gatehouse. I have been working at getting back into society. I have been able to get housing, a job, and a whole lot of other things. I was tired of not having anything, of living with other people, of living on people's couches, of not working but just existing. I knew there was more to life than that. I knew I was smart enough and capable enough. Changing our life requires hard work, patience, perseverance and not giving up when something doesn't go right... I had to change my whole life.

I have more joy now. Every day I learn and see something new. I work as a chef. I have a small apartment... but I don't want to get comfortable; I want to expand. I want a bigger apartment. I want to have my children and grandchildren come over and stay the night. I go to work. I come home and it is quiet. I don't have a lot of chaos and confusion in my life. On Wednesdays I go to church; on Thursdays I have choir rehearsal. A lot of things are now happening in my life. I have to pinch myself: is this really happening to me? Yes, it's really happening... And there is going to be so much more.

At Project Place we work with homeless men and women to create that future. With their motivation and our resources we create opportunities that result in sustainable self-sufficiency.

Our goal is stable jobs and housing, but for Project Place clients a job is more than work. It signifies a new chapter in life. It is both the beginning of a transformation and the culmination of years of hard work. It is often the first tangible accomplishment an individual has made. In addition to the opportunity a job offers, it represents confidence and hope.

The past few years have been ones of incredible hard work for all of us. Our clients struggled to overcome their pasts and their barriers in one of the most difficult economic environments we have ever faced. As an organization we worked hard to provide effective services and programming to meet the growing demand for our help.

In the face of these challenges, we remained focused on our goals:

- Help individuals make life changes they can sustain over the long term
- Create programs that respond to a challenging job market
- Maintain outcome-based programming with measurable and successful results

Over the past two years, in addition to over 735 program enrollees, more than 800 people received information and referrals and 466 alumni received follow-up services in 2011 and 2012 at Project Place. Most significantly, on average 77% of program participants found employment, educational advancement and/or housing.

We have always focused on providing individuals with the resources they need to get on their feet and stay standing. We tell each person with whom we work that “we are here to help and it starts one step at a time.” As a friend of Project Place we know you share this commitment. Your generosity has helped hundreds of adults change their lives. With your continued support we will help many more men and women take the first step towards a bright future.



Suzanne Kenney
Executive Director

2011-2012 ACCOMPLISHMENTS

Project Place is guided by our mission to help homeless men and women accomplish significant life changes, by providing proven, effective programming through efficient operations. Specific program highlights include:

Social Enterprises, hired 91 men and women in 2011 with 73% of graduates securing mainstream employment upon completing job training and 85% participating in education and computer literacy training classes. The businesses secured a number of new commercial contracts, generating \$192,500 in new income and contributing 19% of agency revenue. In 2012, 92 men and women were hired and 64% transitioned into

overcoming obstacles

96% of Project Place's clients experience homelessness. They ranged in age from 18-68, with the majority in their mid-thirties and came from throughout the Greater Boston area. On average:

- » 47% had been previously incarcerated
- » 74% had problems with substance abuse
- » over 52% had been diagnosed with mental illness
- » 57% did not have a high school diploma or GED
- » 54% were parents
- » 65% had been victims of abuse sometime in their life
- » 28% of our clients were veterans
- » most had limited family support, little work experience and no stable housing

our job placement rate averaged **64%**

jobs were retained at **78%** after 6 months

66% of jobs were retained after 2 years

the average hourly rate
of placed clients was **\$10.37**

stable employment. Commercial contracts increased slightly with 18 contracts for Clean Corners and Janitorial Services; over 30 catering jobs for HomePlate and one permanent off site food service contract; and 30 accounts for Project Pepsi generating \$421,000 in income.

Work Skills and Employment Services provided classroom instruction in three sessions of pre-employment and life skills training, concurrent with case management and career employment counseling to 219 new clients. The program was strengthened in 2012 through new curriculums and provided 244 individuals with classes, training and employment counseling with 67% obtaining permanent jobs.

Betty's Place served 40 women, with 77% securing permanent housing, 65% finding employment and 45% reunifying with their families in 2011. In 2012, 38 women were served, with 100% securing permanent housing and 84% finding employment.

The Homeless Veterans Reintegration Program, funded through the Department of Labor, served 152 veterans, offering support services to meet the unique needs of veterans seeking stable housing and employment. In 2011 53% participated in basic work training, computer and/or education classes, 10% enrolled into advanced job or education training programs and 50% obtained employment. Veterans remained a priority in 2012 and we served 156 individuals: 66% participated in works skills and employment services and 66% obtained employment.

Gatehouse provided affordable housing for 17 previously homeless individuals in 2011 all of whom received support services. In 2012, 19 individuals were housed here, with 74% remaining stably housed and 71% finding stable employment.

CREW, Community Re-Entry for Women is a critical partnership with the Suffolk County Sheriff's Department, provided employment, education case management and computer training to 38 incarcerated women in 2011. The program remained strong in 2012, serving 44 women and successfully placing 20% in jobs and 58% in stable housing post release.

FINANCIAL STATEMENTS

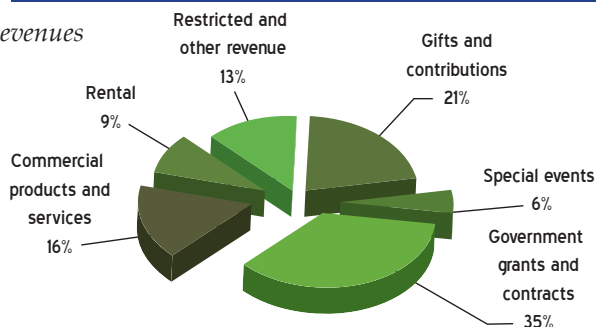
Financial information is excerpted from our audited financial statements.

Consolidated Statements of Financial Position		
Comparative as of June 30,		
	<u>2012</u>	<u>2011</u>
<u>ASSETS</u>		
Current assets		
Cash	\$ 133,186	\$ 74,438
Cash - Security deposits	2,790	3,658
Investments	145,984	143,366
Accounts receivable, net	168,785	313,613
Pledges receivable	100,000	27,500
Prepaid expenses and other	18,125	16,116
Inventory	<u>12,352</u>	<u>8,987</u>
Total current assets	<u>581,222</u>	<u>587,678</u>
Property and equipment		
Property and equipment	11,174,388	10,945,507
(Less) accumulated depreciation	<u>(1,974,211)</u>	<u>(1,599,241)</u>
Total property and equipment, net	<u>9,200,177</u>	<u>9,346,266</u>
Other assets		
Restricted deposits and funded reserves	273,884	284,866
Notes receivable	<u>5,575,325</u>	<u>5,575,325</u>
Total other assets	<u>5,849,209</u>	<u>5,860,191</u>
TOTAL ASSETS	<u>\$ 15,630,608</u>	<u>\$ 15,794,135</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current liabilities		
Accounts payable	\$53,474	\$55,964
Accrued expenses	105,200	85,950
Deferred revenue	35,680	26,870
Security deposits	5,420	6,362
Line of Credit	<u>-</u>	<u>49,750</u>
Total current liabilities	199,774	224,896
Long-term debt	<u>11,103,039</u>	<u>11,103,039</u>
Total liabilities	<u>11,302,813</u>	<u>11,327,935</u>
Net assets		
Unrestricted	4,176,708	4,380,173
Temporarily restricted	<u>151,087</u>	<u>86,027</u>
Total net assets	<u>4,327,795</u>	<u>4,466,200</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 15,630,608</u>	<u>\$ 15,794,135</u>

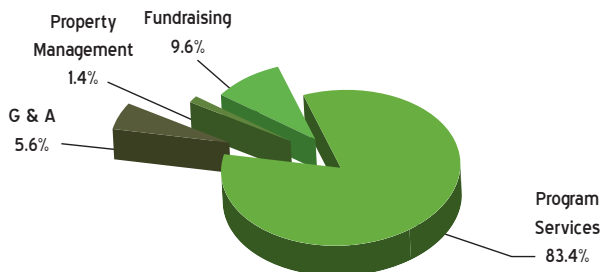
Consolidated Statements of Activities and Changes in Net Assets
Fiscal Years ended June 30,

	<u>2012</u>	<u>2011</u>
REVENUE AND SUPPORT		
Gifts and contributions	\$ 708,686	\$ 504,612
Special events	165,236	180,518
Contributed services and materials	800	2,420
Government grants and contracts	945,787	1,020,119
Commercial products and services	421,008	470,539
Investment revenue	3,661	13,361
Rental revenue	232,194	237,522
Other income (loss)	<u>182,827</u>	<u>50,200</u>
TOTAL REVENUE AND SUPPORT	<u>2,660,199</u>	<u>2,479,291</u>
EXPENSES		
Program services	2,333,686	2,453,560
Management and general	197,204	210,727
Fundraising	<u>267,714</u>	<u>259,280</u>
TOTAL EXPENSES	<u>2,798,604</u>	<u>2,923,567</u>
CHANGE IN NET ASSETS	(138,405)	(444,276)
NET ASSETS - BEGINNING	<u>4,466,200</u>	<u>4,910,476</u>
NET ASSETS - ENDING	<u>\$ 4,327,795</u>	<u>\$ 4,466,200</u>
<i>Supplemental information:</i>		
Depreciation	380,791	368,075
Interest	83,604	80,551

2012 Revenues



2012 Expenses



SUPPORTING OPPORTUNITIES FOR TRANSFORMATION

Project Place could not accomplish so much without the generous support of so many. We gratefully acknowledge and thank the following donors during Fiscal Years 2011 and 2012. Donations are listed for the period July 1, 2010 to June 30, 2012. Respecting our privacy policy individual donor names, except for some event sponsors, generally are not listed.

contracts

Massachusetts Dept. of
Housing and Community
Development/Mass.
Housing Shelter Alliance
City of Boston, (HUD)
Emergency Shelter Grant
City of Boston Community
Development Block Grant
City of Boston, (HUD)
Supported Housing Program
and Shelter Plus Care
Suffolk County Sheriff's
Department House of
Corrections
Department of Labor:
Homeless Veterans
Reintegration Program

private support

The Acorn Foundation
Winifred and Harry B. Allen
Foundation
Beatrice Fox Auerbach
Foundation Fund at the
Hartford Foundation
Bank of America Charitable
Foundation/Neighborhood
Builder Award
Bank New York Mellon
Charitable Giving Program/
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The Boston Foundation
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Raymond Marciniowski and
Janet A. Cooper Fund
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Fred Burnham
The Ink Spot
Lee Lighting/Michael Lee
Rich DiGregorio
FLYNN/North River Films
Rule: Boston Camera

A special thank you to
Goulston and Storrs, PC for
their continued generosity,
support and hard work.

*We have made every effort to ensure
the accuracy of this list of donors and
apologize in advance for any misspellings,
omissions or other errors. Please let us
know of corrections required.*



Our mission is to promote hope and opportunity for homeless individuals by providing the skills, education, resources and personal support necessary to obtain employment and housing and sustain economic stability and independence over a lifetime.

