



# 2010 ANNUAL REPORT



empowering the homeless  
improving communities

THE ASSOCIATION OF COMMUNITY EMPLOYMENT PROGRAMS FOR THE HOMELESS





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# EXECUTIVE MESSAGE

## Transformation doesn't happen in a day.

It happens slowly, and only with great perseverance, patience, and support. That it is such a challenge to achieve makes the transformations that happen at ACE all the more remarkable. Whether it's one of our clients bursting through the front door, sharing the happy news that she has landed a job, or a past graduate checking in to proudly announce he has just received the keys to his new apartment, these milestones mark the incredible changes ACE effects.

Not all the proof of our impact is so dramatic. Every day, dozens of current clients descend upon the streets of Manhattan, equipped with a bucket and broom, and the determination to transform their lives. And with the private support of our communities, they do. They take advantage of the job and training we offer and they begin to build a resume, and with it, a brighter future. No longer are they panhandling on sidewalks or sleeping in prisons or shelters. They are proud members of New York's workforce.

And we do our best to keep them there. Our success is a direct result of the personal attention our staff pays to each client who walks through our doors. This level of individual consideration is unparalleled in our field, and—we believe—instrumental in helping our clients make a lasting transition to economic self-sufficiency.

Of course, none of this would be possible without the generosity of the individuals and organizations who contribute to ACE. We take our donors' trust seriously, which is why we have recently taken steps to cut back on administrative and fundraising costs, consolidating our Partnerships and streamlining our operations, while at the same time refusing to compromise the quality of services we offer our clients and our communities.

ACE is the story of what can happen when dedicated people working together provide a second chance to those who need it most. We hope you will read the following pages and be as inspired as we are by what our staff and clients have achieved this year.

With our deepest gratitude,

Henry Buhl  
Founder

James Martin  
Executive Director



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## MILESTONES

- 1992 — SoHo Partnership is founded
- 1996 — Association of Community Employment Programs for the Homeless is established as a fundraising mechanism for the Partnerships
- 1997 — Tribeca Partnership is founded
- 2008 — NoHo/Bowery Partnership is formed
- 2009 — Nolita Partnership is formed
- 2010 — ACE secures its first BID contract
- 2010 — Partnerships are consolidated under the ACE umbrella

## OUR MISSION

ACE works with homeless men and women throughout New York City, providing job training, work experience, and a lifetime support network to help our program participants achieve their goals and establish economic independence.

## OUR PROGRAMS

### PROJECT COMEBACK

Our intensive four to six month job-training program provides real-time work experience and a wide array of resources and support. Our clients—who are referred to us from outpatient facilities, shelters, and substance abuse programs—work 20-24 hours each week keeping the streets of New York clean and beautiful. Working on the crew earns them a paycheck, but more importantly, it teaches the rules and requirements of the workplace and helps build their resumes.

Project Comeback participants attend classes and workshops, and our counselors meet with clients individually to identify and address any challenges that may arise during the program. Additionally, we partner with several other social service organizations to provide comprehensive assistance in the areas of housing, substance abuse, mental health, and career counseling. Our clients must also continue to attend their ongoing treatment programs to maintain sobriety and stability.



In 2010, we introduced a new phasing structure to Project Comeback, as a means to provide extra incentives for our clients to get through what can be a rigorous and challenging program. As clients progress from one phase to the next, their work stipend increases, as do our expectations of them.

Phase 1: Introduction to Project Comeback. Clients are expected to demonstrate professional work ethic and exhibit good attendance.

Phase 2: Clients must complete 15 job-readiness training workshops.

Phase 3: Clients begin their job development, completing a job application template, writing a resume and cover letter, obtaining a letter of reference, and participating in a mock interview.

Phase 4: Clients work with our job developers to actively search for full-time employment and are expected to find job leads on their own, in addition to following up on leads we provide them.

### Adult Education Offerings

- Financial Coaching
- Adult Beginning Education Classes: Numeracy (Practical applications of math) and Literacy
- Introductory computer classes





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## PHOTOS THROUGH THE YEARS



## OUR PROGRAMS (CONTINUED)

### PROJECT STAY

Once a program participant has secured employment and graduated from Project Comeback, they enter Project Stay, our employment retention program. Project Stay is a lifelong support network designed to assist our graduates in their transition to self-sufficiency. Highly unique in structure and content, Project Stay provides a positive resource for program graduates to do positive things.

More than 70% of all Project Stay participants maintain full-time employment. However, should a graduate lose his or her job, for whatever reason, Project Stay is there to help them update their resume and secure new employment. Support is available to graduates for as long they choose to take advantage of the opportunities we provide. Currently, Project Stay has more than two hundred program graduates actively participating and receiving services, including participants who graduated as far back as 1999.

Among the perks of remaining connected to Project Stay are the field trips we organize. These excursions expose clients to new and cultural experiences, helping them feel a part of the New York community in which they live. We also host a variety of workshops. All events are a great opportunity for them to reconnect with staff and their old fellow crew members, who can provide camaraderie and support.

Here is just a sampling of our 2010 Project Stay Events:

- Financial Fitness Seminar
- Goal-Setting Workshop
- Networking Workshop
- Brooklyn Cyclones Baseball Game
- Tax-Prep Clinic





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## PHOTOS THROUGH THE YEARS (CONTINUED)



# OUR YEAR

## CONSOLIDATION

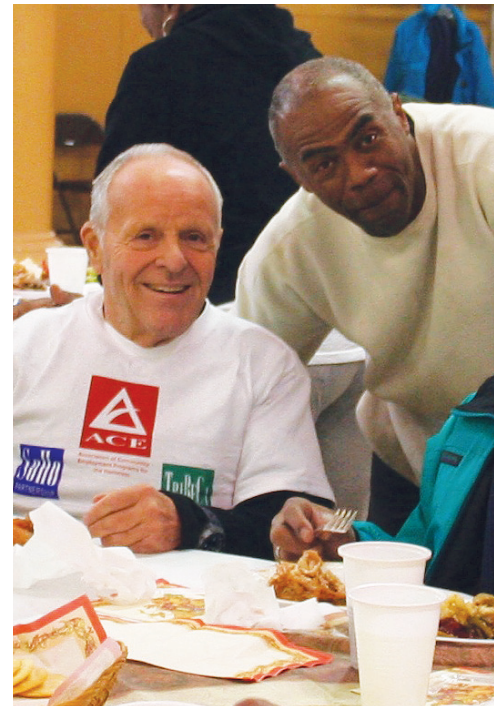
Nearly two decades ago, we began helping homeless individuals and cleaning up New York as the SoHo Partnership. As more supporters in more neighborhoods grew to embrace our mission and request our street sweeping services, the TriBeCa and NoHo/Bowery Partnerships followed. In 2010, in an effort to increase our efficiency, we consolidated these Partnerships under our long-time umbrella organization, The Association of Community Employment Programs for the Homeless. Since then, the bright-red ACE logo, emblazoned on uniforms and trash receptacles, has quickly become a fixture of Downtown New York.

## SUCCESS STORY

Larry's problems with drugs began when he graduated high school. He explains, "I met this girl and we had three kids. I worked at one job for thirteen years. And I was working... doing a little marijuana, drinking. And it led up to cocaine, crack, stuff like that. And I thought I could control it, but I couldn't. It destroyed the family." Larry moved to upstate New York and spent the next decade working in various hotels, jumping from job to job. He explained, "I was stealing and stuff like that. Thinking I could control it; telling myself I was okay."

In early 2000, Larry entered a shelter, but recalled, "It was still the same thing. Drugs, drugs, drugs. And I went to my counselor and told them I was really tired of doing drugs." Larry decided to enter inpatient treatment to face his addiction head-on. He achieved sobriety and, in August 2007, his substance abuse counselor referred him to Project Comeback to begin vocational preparation and the journey towards self-sufficiency.

Larry's initial reaction to working on the street sweeping crew was less than enthusiastic. "When I first got there, I said 'Aw man'... getting dressed in the mornings, getting out to clean the street; I saw no future in it. But someone told me, 'At least you have a start.' And after that, I was always consistent at Project Comeback." Larry quickly formed strong bonds with other clients and staff and started to excel. He was soon offered an internship with our community partner, Patagonia. He attributes much of his success there to job skills he learned in Project Comeback workshops. Larry worked diligently with our job developer and, in March 2008, he found employment at Lifespire, an organization that assists individuals with developmental disabilities.



Larry explains, "I'm a Housekeeper/Cook. I love it. I love the people I work with. I get along with everyone. On March 2<sup>nd</sup>, I'll be working here for three years." He also enjoys the opportunity to give back to his community and assist the consumers at his program. When asked what his favorite part of the job is, he explained, "I enjoy it all. I do it all. If something needs to be done, I do it." Through his employer, Larry receives full benefits, paid vacation, and specialized trainings.

Reflecting on his life, Larry is happy. His favorite part? "I got my family back. We have so much fun together. My daughters are always calling me. I got my grandson. He's always laughing. It's like a new life." He currently lives with family and is enthusiastic about advancing his career. "I want to become a manager. They give you a vacancy list every two weeks, so I'm just waiting for a spot to open up."





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PHOTOS THROUGH  
THE YEARS (CONTINUED)



## 2010 BY THE NUMBERS

**160** clients who received vocational rehabilitation services and job readiness training of Project Comeback

**224** program alumni who took advantage of the job search assistance, employment retention services, and individual counseling provided by Project Stay

**68** men and women who obtained full-time employment

**88** participants who completed ACE's vocational rehabilitation curriculum

**12** peer group meetings that were held as forums for program alumni to discuss employment issues, housing concerns, and personal progress toward financial independence

**14** formerly homeless individuals who opened checking accounts

**78** men and women who were given access to interview-appropriate attire

**70** program participants who completed introductory computer training

**54,990** hours logged by ACE workers sweeping the streets of New York

**200,000+** bags of trash collected

**2,880,000** pounds of debris and litter removed from city streets





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## OUR NEIGHBORHOODS

We have a cleaning presence in the following neighborhoods, but keep your eyes open for the bright red ACE uniforms, which could be coming to your community soon!

SoHo

Nolita

NoHo

TriBeCa

West Village

Belmont, The Bronx



## THE BUHL SCHOLARSHIP

The Buhl Scholarship is a full scholarship that provides the opportunity for up to two ACE graduates a year to pursue a Bachelors degree in Human Services at Metropolitan College. Education is an essential component of increasing one's earning power and achieving vocational success, and with the funds provided by the Buhl Scholarship, we can help the formerly homeless men and women we serve achieve that education. To be eligible, graduates must have maintained full-time employment for at least six months and be actively participating in Project Stay.

## INTERNSHIPS

As one of the ways we help our clients build their resumes, we have established a number of internships with local businesses and organizations. These internships provide additional real-world work experience to our graduates, and give them an opportunity to try out different fields of work so they can decide on a career path. Our current internship programs include:

Patagonia Outdoor Clothing and Apparel  
Saint Patrick's Old Cathedral  
RE:FORM SCHOOL

L'Artisan Parfumeur  
33 Club for Senior Citizens  
Use Your Head Boutique





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## DEVELOPMENT UPDATE

### GALA

This year, founder Henry Buhl celebrated his 80th birthday, and the ACE family celebrated in style by hosting our annual Gala in his honor. The ACE Black & White Ball brought together ACE supporters and New York City luminaries to commemorate the incredible work Henry has done to strengthen our communities. The event raised important funds in support of the hardworking men and women of ACE!

## OUR FUTURE

As our city and our nation continue to grapple with the economic challenges that accompany record-high rates of unemployment, ACE remains at the forefront of vocational rehabilitation and job retention services. Our success rates are among the highest for programs of our kind, and we will continue to offer our unique services to any homeless individual who is ready to make a change for the better.

### EMPOWERING THE HOMELESS

In this job market, education has never been more important. That's why we have begun to enhance our educational offerings. We are working with Pro-Literacy—a nonprofit that promotes literacy to improve the lives of adults and their families, communities, and societies—to develop a more comprehensive curriculum. To ensure that all our clients can excel in their careers and increase their earning power, we will work to build upon and formalize the classes we currently offer, and explore new areas of teaching and instruction that might enable our graduates to achieve their full potential.

### IMPROVING COMMUNITIES

As the city makes necessary cuts to the sanitation services it is able to offer, ACE is there to ensure our neighborhoods do not fall into disarray. We are working to secure contracts with Business Improvement Districts across the boroughs to generate reliable revenue for Project Comeback and Project Stay, and to provide additional employment opportunities for ACE graduates. More job opportunities mean more formerly homeless men and women can become independent, tax-paying citizens again—role models to their children and to their communities.







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## OUR TEAM

### OUR STAFF



Henry Buhl, Founder



Jim Martin, Executive Director



John Ellert, M.S. Ed. CRC, Director of Program Services



Elizabeth McNierney, Project Stay Coordinator



Adam Edrington, Director of Finance and Human Resources



Maire O'Malley, Director of Development

### OUR BOARD OF DIRECTORS

Henry Buhl, Founder, ACE Programs for the Homeless

Stuart Epstein, Principal, Devlin McNiff Real Estate

Curtis Erickson

Ricardo Hollingsworth, Partner, K&L Gates LLP

Kenneth Klein, CEO, Fair Market Life Settlements Corp.

Richard Kobusch, Trustee, Caleb C. & Julia W. Dula Educational & Charitable Foundation

Ray Merritt, Willkie Farr & Gallagher

Marianna Olszewski, Founder, Visions of Hope Foundation

Richard Robinson, Chairman, Scholastic, Inc.

Jed Root, President, Jed Root, Inc.

Monsignor Donald Sakano, Monsignor - The Basilica of St. Patrick's Old Cathedral

Ron Shapira, Certified Financial Advisor

Connie Tarrant

Elia Zois, Director

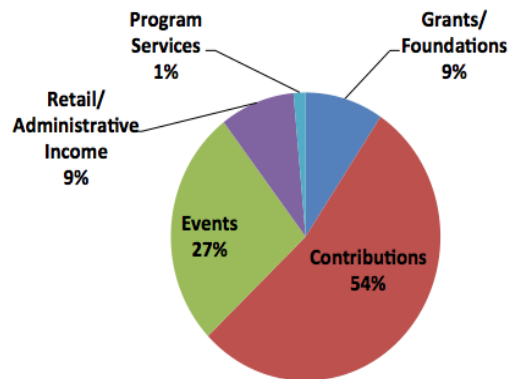


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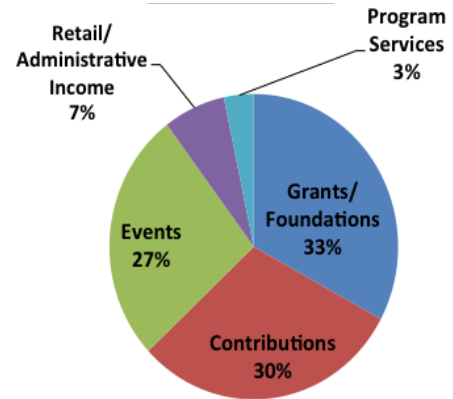
A copy of our audited Annual Financial Statement is available by e-mail request to [info@ACENewYork.org](mailto:info@ACENewYork.org) or by visiting [www.ACENewYork.org](http://www.ACENewYork.org).

## OUR FINANCIALS

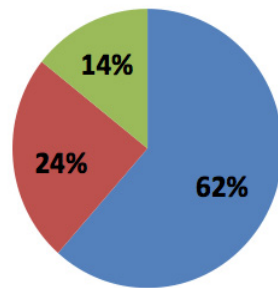
2009 Income



2010 Income

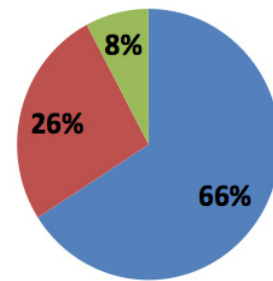


2009 Expenses



■ Program Expenses  
■ Fundraising  
■ Administrative Support

2010 Expenses



■ Program Expenses  
■ Fundraising  
■ Administrative Support

Revenue	2009	2010
Grants/Foundations	\$120,444	\$667,800
Contributions	\$ 687,371	\$ 613,193
Events	\$343,044	\$542,235
Retail & Administrative Income	\$115,054	\$141,205
Program Services	\$18,480	\$67,734
<b>Total Revenue</b>	<b>\$ 1,284,393</b>	<b>\$2,032,167</b>
Expenses	2009	2010
Program Expenses	\$ 1,370,996	\$1,308,118
Fundraising	\$ 537,990	\$521,739
Administrative Support	\$319,325	\$154,338
<b>Total Expenses</b>	<b>\$2,228,311</b>	<b>\$1,984,195</b>
<b>Net Income</b>	<b>\$(943,918)</b>	<b>\$47,972</b>





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