



# 2018

## ANNUAL REPORT



**The Association of Community Employment Programs for the Homeless**  
*Empowering The Homeless • Improving Communities*

# Juan

Employed Since 2017

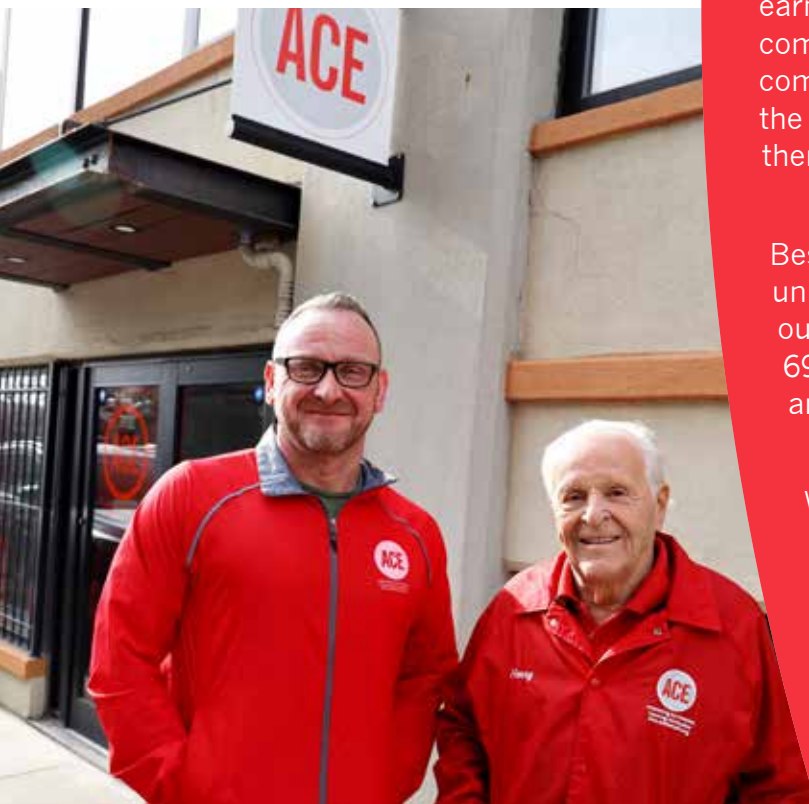
"Every chance I get I help take care of my father. Me and him just went to a family reunion. He's a veteran. I call him two or three times a week to keep his memory going and ask him questions. That's all I can do for him right now, just let him know I'm there."





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*James Martin and Henry Buhl*

Dear Friends,

Every day, the men and women served at ACE work hard to overcome employment barriers like homelessness, addiction, and a lack of work experience or training. Our programs empower them to reach their goals by leveraging their strengths and enhancing their skills. In 2018, over 600 participants and successful program graduates engaged with ACE to receive training, secure full-time employment, and access services to stay employed and earn more.

These incredible successes are attributable to the balance between our adult-education curriculum and our paid work-experience initiative. We offer classes in literacy, math, computer proficiency, as well as a series of workshops on vocational themes, financial management, and daily living skills. ACE participants take industry-specific trainings that offer certifications in competitive fields providing living wages. At the same time, participants are building their skills on the job and earning a paycheck through ACE's paid work experience component. The classroom time and the work experience compliment each other perfectly to uncover and develop the talent and confidence of our participants—propelling them forward into full-time employment.

Besides helping participants find a job, ACE offers unique long-term support through Project Stay to help our graduates stay employed. In 2018, an incredible 69% of graduates stayed employed for over 12 months and 62% for over 24 months.

Whether in our classrooms, at an interview, or at their full-time jobs, ACE participants and graduates are building a better future for themselves and their families. They have our support, but it is their work and dedication that makes inspiring success stories possible. Thank you for believing in them.

Sincerely,

Henry Buhl  
Chairman

James Martin  
Executive Director





## OUR MISSION

The Association of Community Employment Programs for the Homeless (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 STORY

On a summer morning in 1992, as Henry Buhl was leaving his SoHo office on Greene Street a homeless man asked him for \$20. Recalling the saying, “If you give a man a fish, he eats for a day; if you teach a man to fish, he eats for a lifetime,” Henry offered to pay the man for sweeping the sidewalk in front of his building. Henry rallied the local businesses to follow suit and within months word had spread about the new initiative. Men and women experiencing homelessness were eager to join the sweeping crew and start rebuilding their lives. Henry began accepting referrals from homeless shelters and soon founded the SoHo Partnership, the first of several local initiatives. In 2010, these initiatives came together to be known as the Association of Community Employment Programs for the Homeless.

ACE celebrated its 25th Anniversary in 2017 and has grown to serve more than 600 people annually. Since 1992, we have helped over 3,000 homeless New Yorkers find full-time jobs, reconnect with their families and achieve economic self-sufficiency.

**Council Member Mark Levine with ACE volunteers and participants**



# LAWRENCE'S COMEBACK:

## IN HIS OWN WORDS

Before I came to ACE, I was unemployed for more than ten years. During that time, I was caring for my mother while she was really sick. Taking care of my mother became an excuse for me to not work. In 2010, my mother passed away and my family fell apart. I had no way to pay my rent, and getting back in the job market was really difficult because I had been unemployed for so long. I got evicted and for five years I was living on the streets, in the 'invisible society'—where no one looks at you or cares about you.

My outlook on the future was very bleak. I was medicating myself to cover up the fact that I was doing nothing. When you are homeless, it's so dark, you just want to escape and the easiest way out is to use drugs. But that just makes things even darker. People fall into a vicious cycle and they think the drugs will make them happy. They end up looking for attention in all the wrong ways because they just want to be seen. The only way they can be seen is by causing some kind of trouble.

In those days, I was falling into an abyss and I knew I had to change something, so I surrendered to my higher power. It was right then, in 2015, that I saw a presentation about ACE and decided to give it a try. I also met my girlfriend right at that same time. We had a lot in common, but we were just friends at first. With a lot of hard work, things started falling into place.

Being at ACE was great. I believe they saw an individual who had potential, and they were willing to give me the opportunity to prove myself. They have a combination of classes, work and support. The most important thing, though, is the trust that they put in me.

The staff worked with me for months and sure enough I got hired as a sanitation worker. When it happened, I felt like I mattered again. Before, people would look down on me, like *he's homeless, he lives in a shelter*. Not anymore. I have my confidence back. I know I am a valuable citizen of New York City.

I've been working full-time since November 2015. Me and my girlfriend have our own place in Staten Island and we have both been clean for five years. We have a lot of the same interests, we enjoy foreign movies, we read a lot, and we are just there for each other. When I was in the 'invisible society', I didn't think I would ever find love again. Now, I just bought an engagement ring and in 90 days I'm going to propose. I remember discussing my girlfriend with my ACE counselor 3 years ago. I wasn't even ready to ask her on a date. Now, I am going to be getting married.





# PROJECT COMEBACK

**Project Comeback is ACE's workforce development and vocational rehabilitation program.** In Project Comeback, men and women who are experiencing homelessness obtain the educational, interpersonal and technical skills they need to secure and retain full-time, permanent employment. Participants are welcomed to Project Comeback from homeless shelters, substance use treatment centers, and transitional facilities located throughout New York City.

Project Comeback participants maintain a busy schedule that balances two days per week of paid work experience with three days of education and skills training. Our staff provides one-on-one support to meet each participant's needs. Participants graduate Project Comeback upon securing full-time, permanent employment.

## PROJECT COMEBACK OFFERS

**INDUSTRY SPECIFIC CERTIFICATIONS** in OSHA 30-Hour Construction Safety, OSHA 10-Hour General Industry, OSHA Flagger Certification, Department of Buildings Supported Scaffold User, Janitorial Maintenance, Forklift Training, Food Protection Certification and Customer Service.

**SOFT-SKILLS TRAINING** that develops interpersonal skills, enhances job-seeking skills, and prepares participants for the transition to self-sufficiency. Our courses and workshops cover topics such as interviewing techniques, how to maintain employment, transitioning off of public benefits, researching healthcare options, and creating a housing plan.

**ADULT EDUCATION** in literacy, math, and computer training. ACE offers a contextualized learning experience focused on vocational themes and crucial daily living skills.

**WORK EXPERIENCE** that allows participants to enhance their resumes while learning the rules and expectations of the workplace. Work experience opportunities include sanitation, horticultural services, and internships at local businesses.

**JOB PLACEMENT ASSISTANCE** to participants as they work toward securing full-time employment. Participants meet weekly with ACE's job developer to review job leads, set up interviews, and share feedback.



# PROJECT STAY

Project Stay is ACE's life-long aftercare program that helps Project Comeback graduates retain employment, increase their earning power, and complete their transition to self-sufficiency.

## PROJECT STAY OFFERS

**MONTHLY MEETINGS** where newly employed graduates receive support from their peers.

**WORKSHOPS** on financial literacy, networking, leadership, business etiquette, conflict resolution, stress management, and work/life balance.

**BI-MONTHLY RECREATIONAL OUTINGS** to bring graduates together in a positive social setting and reward them for their hard work.

**INDIVIDUALIZED SUPPORT** through on-site services and outside referrals, including assistance with accessing housing, healthcare, child-care services, educational opportunities, free tax preparation services, and addiction and mental health services.

**SCHOLARSHIP OPPORTUNITIES** to pursue educational goals and industry-specific certifications.

**FINANCIAL INCENTIVES** for graduates who maintain employment.

**SUPPORTED EMPLOYMENT OPPORTUNITIES** to participants with the most extreme barriers to employment.



# 2018 BY THE NUMBERS

## PROJECT COMEBACK

## SUPPORTED EMPLOYMENT PROGRAM

For many ACE participants barriers like extended gaps in employment, histories of homelessness, lack of work experience and training, and substance use disorders stand in the way of full-time employment. Addressing this issue head-on, ACE developed a supported employment program that provides full-time employment through the ACE Contract Services Team. While most ACE participants secure employment with outside employers, this program offers those who face the greatest obstacles with opportunities to build work experience while continuing to engage closely with ACE staff.

With the partnership of the New York City Council, New York State Senate, and several Business Improvement Districts (BIDs), the ACE Contract Services Team was a standout success in 2018. Sixty-five full-time employees, all graduates of Project Comeback, provided vital neighborhood beautification services to over 1,100 city blocks. The goal of this program, however, goes beyond keeping New York City's neighborhoods clean.

**ACE invests in the long-term success of our Contract Services Team, offering:**

- 401K matching plan
- Subsidized health insurance
- Project Stay programming
- Access to industry specific certification
- Employment retention support



99

Participants secured full-time employment



368

Industry specific training certifications earned



1,342

Hours donated by volunteers



16,461

Total classroom hours logged



64%

Of participants graduated by securing full-time employment



\$325,000

Earned by participants through paid work experience training



2

Grade levels advanced in math and reading by participants



136

Participants worked with a professional financial counselor

## PROJECT STAY



69%

One-year employment retention rate



439

Graduates accessed employment retention support services



60%

Of 2017 graduates found independent housing in 2018



39

Education and training scholarships awarded



80%

Of employed graduates had wage or benefits growth in first 12 months of employment



100%

Of graduates transitioned off of public cash assistance benefits



\$14.12

Average hourly starting wage in 2018 (compared to \$13 min. wage)

## KEEPING NYC CLEAN



19

City parks, plazas and public gathering spaces cleaned daily



150,000+

Total hours ACE team members worked keeping our city clean and beautiful



12,000,000

Pounds of trash removed



1100

City blocks received daily sanitation and beautification services

# OUR PARTNERS

On behalf of over 600 New Yorkers served at ACE this year, we would like to thank all of our incredible community partners. You make it possible for so many men and women to achieve their potential and rejoin the workforce.

## AFFILIATIONS

AVRASA  
Consortium for Worker Education (CWE) / Jobs to Build On  
New York State Department of Corrections and Community Supervision (DOCCS)  
New York City Department of Homeless Services (DHS)  
New York City Employment and Training Coalition (NYCETC)  
New York City Human Resources Administration / Department of Social Services (HRA-DSS)  
Workforce1

## EDUCATION & TRAINING

Blackhawk Security School  
Ferrari Driving School  
New York City Department of Health & Mental Hygiene  
New York Safety & Training  
WrightCo Environmental Solutions

## PROGRAM PARTNERS

Bottomless Closet  
Career Gear  
Community Service Society (CSS)  
Dress for Success  
Educational Alliance  
Good Old Lower East Side (GOLES)  
John Jay College  
Kennedy Counseling and Wellness  
Kibel Companies  
Nazareth House  
New York Public Library  
Project Renewal  
St. John's Bread & Life  
That Suits You  
The Financial Clinic  
Valley National Bank

## REFERRAL PARTNERS

ACACIA Network  
ACI Chemical Dependency Treatment Center  
Addicts Rehabilitation Center (ARC)  
Argus Community Services  
ASCNYC  
Back on My Feet  
BASICS, Inc.  
Bellevue Hospital  
Black Veterans for Social Justice  
CAMBA  
Casa Esperanza  
Center for Alternative Sentencing and Employment Services (CASES)  
Center for Independence of the Disabled (CIDNY)  
Children's Community Services (CCS)  
Educational Alliance / Pride Site  
Elmcor  
Food Bank for New York City

Greenhope Services for Women  
Harlem Justice Center  
Harlem Park Hotel  
Help USA  
JCAP  
Kings County Hospital Center  
Lower Eastside Service Center (LESC)  
MAXIMUS  
NAICA  
New Directions  
New York City Relief  
Odyssey House  
Pamoja House  
Phoenix House  
Promesa, Inc.  
Reality House  
Realization Center  
Samaritan Village  
SCAN NY  
SCO Family of Services  
Serendipity  
Services for the Underserved (SUS)  
St. Barnabas Hospital  
The Bowery Mission  
Treatment Assessment Services for the Courts (TASC)  
Vertex, LLC  
VIP Community Services  
Volunteers of America  
Women in Need

## SANITATION SERVICES

Kibel Companies  
Meatpacking Improvement Association (MPIA)  
NY State Senator Felder  
NY State Senator Peralta  
NYC Council Member Adams  
NYC Council Member Ampry-Samuel  
NYC Council Member Ayala  
NYC Council Member Chin  
NYC Council Member Constantinides  
NYC Council Member Cumbo  
NYC Council Member Dromm  
NYC Council Member Espinal  
NYC Council Member Eugene  
NYC Council Member Gibson  
NYC Council Member Grodenchik  
NYC Council Speaker Johnson  
NYC Council Member Koslowitz  
NYC Council Member Lander  
NYC Council Member Levine  
NYC Council Member Menchaca  
NYC Council Member Moya  
NYC Council Member Perkins  
NYC Council Member Reynoso  
NYC Council Member Van Bramer  
NYC Council Member Yeger  
SoHo Broadway Initiative  
Supreme New York  
The Horticultural Society of New York  
Tudor City Greens

# OUR TEAM

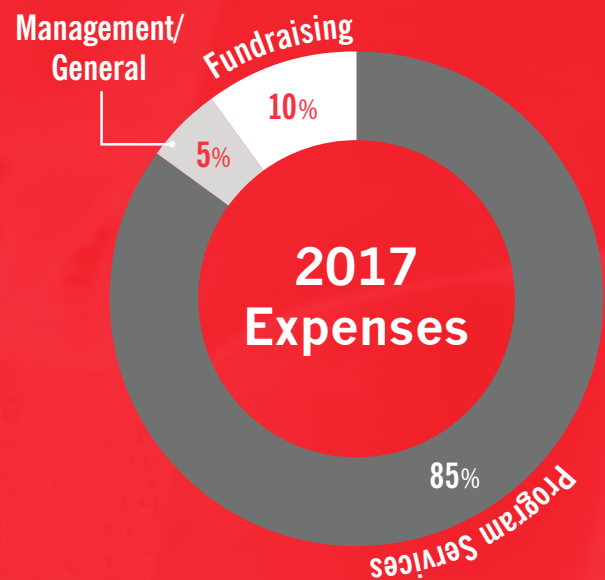
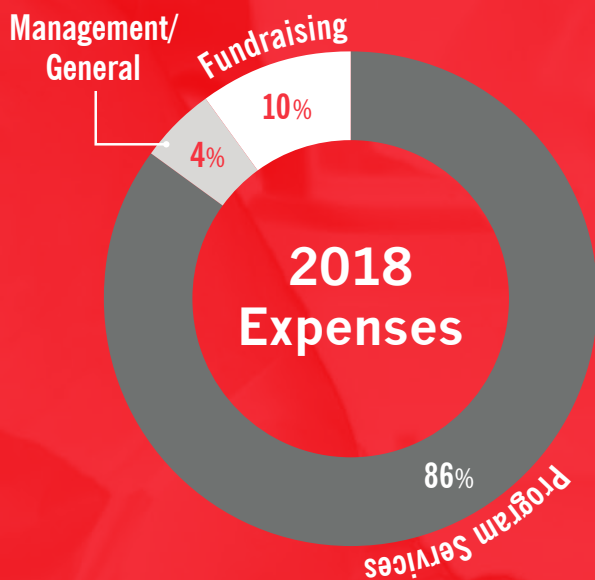
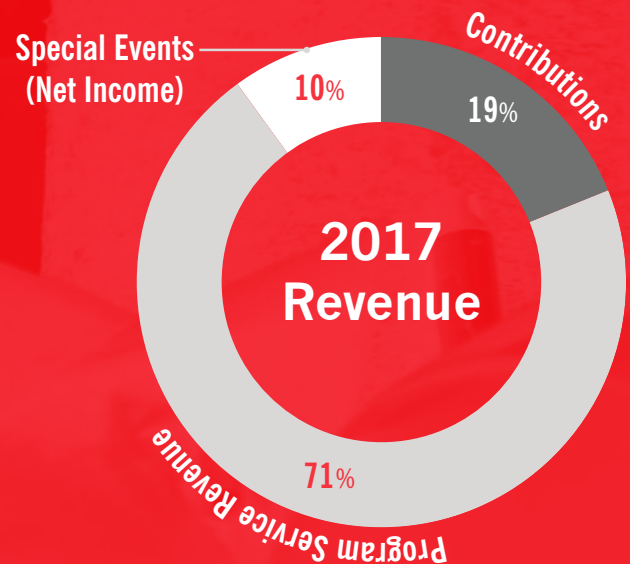
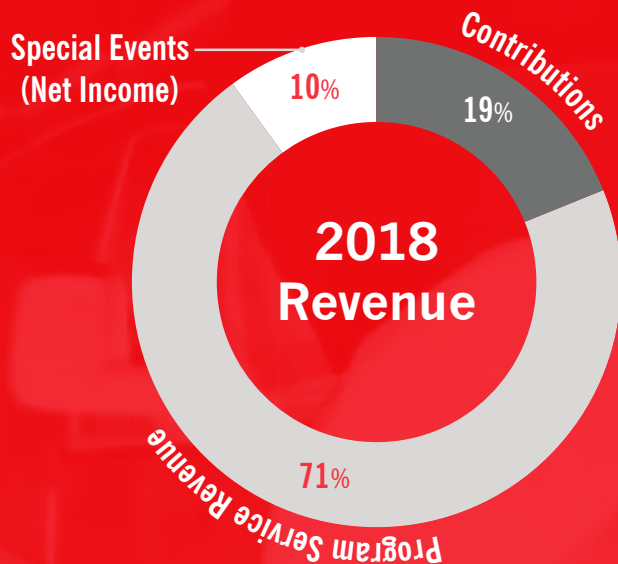
## STAFF

**Henry Buhl** *Chairman*  
**James Martin** *Executive Director*  
**Elizabeth McNierney** *Director of Program Services*  
**Sandra Sanches** *Director of Public Relations and Major Gifts*  
**Travis Tinney** *Director of Development*  
**Edward Cen** *Development Officer*  
**Emmanuel Fernandez** *Job Developer*  
**Djaratou Aney** *Education Coordinator*  
**Yanneska Quezada** *Educator/Case Manager*  
**Michelle Jasper** *Aftercare Coordinator*  
**Steve Martin** *Senior Crew Supervisor*  
**Matthew Jovic** *Work Experience Specialist*  
**Paul Manzi** *Field Supervisor*  
**Kremlin Gil** *Field Supervisor*  
**Leo Gil** *Quality Control Officer*  
**Elbert Copeland** *Assistant Quality Control Officer*  
**Herbert Hodge** *Assistant Quality Control Officer*

## BOARD OF DIRECTORS

**Henry Buhl**, *Chairman, ACE*  
**Stuart Epstein**, *Agent, Devlin McNiff Real Estate*  
**Jorge Iragorri**, *Managing Director, Morgan Stanley*  
**Kenneth Klein**, *CEO, Fair Market Life Settlements Corp.*  
**Stephanie Rader**, *Managing Director, Goldman Sachs*  
**Steven Rand**, *Executive Director, Apexart*  
**Catherine Rice**, *Consultant*  
**Richard Robinson**, *President, Chairman and CEO, Scholastic, Inc.*

# FINANCIALS



REVENUE	2018	2017
Contributions	\$900,186	\$828,438
Program Service Revenue	\$3,276,570	\$3,049,584
Special Events (Net Income)	\$477,540	\$409,321
<b>TOTAL REVENUE</b>	<b>\$4,654,296</b>	<b>\$4,287,343</b>

EXPENSES	2018	2017
Program Services	\$3,887,152	\$3,649,520
Management/General	\$187,326	\$229,452
Fundraising	\$440,109	\$401,329
<b>TOTAL EXPENSES</b>	<b>\$4,514,587</b>	<b>\$4,280,301</b>
<b>NET INCOME</b>	<b>\$139,709</b>	<b>\$7,042</b>

To view our 2018 audited financial statement please visit [acenewyork.org](http://acenewyork.org) or send a request to [info@acenewyork.org](mailto:info@acenewyork.org).



# 2018 CITYWIDE IMPACT



## LEGEND

-  Plaza Served
-  City Council District Served
-  Business Improvement District Served
-  5 Project Stay Participants Reside
-  5 Project Comeback Participants Reside

# OUR SUPPORTERS

Our work would not be possible without the generous support of the individuals, businesses, and foundations listed below. These gifts were made between 1/1/2018 and 12/31/2018.

## \$100,000 & UP

A.C.E. Housing Consortium for Worker Education, Inc.  
Anonymous

## \$50,000-\$99,999

Steven Rand  
Paulson Family Foundation  
The Eleanor Schwartz Charitable Foundation

## \$25,000-\$49,999

Bloomberg Philanthropies  
Irvin Stern Foundation  
Kenneth Klein  
Kim Jackson & Zach LeBeau  
Stephen Deckoff  
The Schneider-Lesser Foundation  
Wasly Family Foundation

## \$15,000-\$24,999

Anonymous  
Brent Nicklas  
Denise Rich  
Howard E. Stark Charitable Foundation  
Jorge Iragorri  
New York Community Trust

## \$10,000-\$14,999

Carlos Morrison  
Cynthia Wainwright-Berger  
David & Maura Collins  
Howard Greenberg Gallery  
Iroquois Avenue Foundation  
Mereville Foundation  
Nicholas Taranto North Star Developments, LLC  
Overlook Fund G.S. Gives Scholastic, Inc.  
The Janet & Tony Goldman Family  
The Leeds Family Foundation

## \$5,000-\$9,999

560 Assoc Delaware LLC  
Brown Harris Stevens Residential Sales, LLC  
Carlos & Annette Johnson  
Catherine Rice  
Colleen & Lee Roy Hess  
Henry E. Niles Foundation  
James J. & Joan A. Gardner Family Foundation  
Justine Chan  
Lloyd & Kathy Ruland  
New 594 Broadway Associates, LLC  
Stephen Ross  
The Cygnet Foundation  
The Greenwich Hotel  
The Randolph Foundation  
William H. Donner Foundation

## \$1,000-\$4,999

151 Spring Realty LLC  
376 West Broadway Enterprises  
382 West Broadway 402 West Broadway LLC  
436 Realty, LLC  
458 Grand Broadway Owners Corp.  
91 Greene, LLC  
Adam J. Oestreich  
Andrea Winter  
Annaliese Soros  
Art Base, Inc.  
Barbara and Donald Tober Foundation  
Benevity Community Impact Fund  
Benjamin Torrey  
Boo Grace  
C.A.L. Foundation  
Carlos & Patricia Ardila  
Carlos Fleming  
Christopher R. Leonard

CP, LLC, A/A/F LF 419 W. Broadway, LLC.  
CP, LLC, A/A/F LF 420 W. Bdwy LLC  
CVJ Corporation  
David & Simone Levinson  
Diane Dowd  
Dina Pavlova  
Donald and Barbara Zucker Foundation  
Donna & Richard Soloway  
Donna & Roys Poyiadjis  
Douglas Elliman  
Doyle Fund Management LLC  
Edwina K. Sandys  
Eleonora Orteiz Williams  
Elise Thoron  
Elizabeth Logan Harris & Mark Fox  
Elizabeth Thompson  
General Property Management  
Goldman, Sachs & Co. Matching Gift Program  
Herman Goldman Foundation  
Janice Meyers  
Jean-Pierre & Rachel Lehmann  
John McDonald  
Jonathan Barry  
Joseph A. Smith  
Katie & David Gerlach Merrill  
Kay & John Haxton  
Kenneth A. Totilo  
Lee Sable Freund  
Lisa & Robert Guida  
Louis Vuitton  
Lucas Rubio  
Lucy Waletzky  
Marc Fielding  
Marcia S. Wilson  
Marianna Olszewski  
Mario Kranjac

Mark & Leslie McGauley  
Mark A. Baum  
Martin Z. Margulies Foundation, Inc.  
Maurice & Lily Samuels  
MAXIMUS Foundation  
McCourt Broderick  
Metzger-Price Fund, Inc.  
Michael Parley  
Michael Zitolo  
Monique Grignard  
Navin Saigal  
Nicholas H. Gavin  
Noel Thomas Patton  
Paul Sack  
People's United Community Foundation  
R & H Healy Family Foundation  
Ralph Guggenheim  
Richard O'Connor  
Ron Noy  
Salon Realty  
AAF 396 West Broadway  
Serge Maksud  
Seymour Feldman Foundation Inc.  
Soho Centrale, LLC.  
Soho Heritage Condominium  
Sondra Gilman  
Stephanie Rader  
Stephen Corelli  
Steve Forbes  
Susan Gutfreund  
Susan Mufson  
Svetlana Smith & Dionisio Fontana  
Teliman Holding Cor.  
The Apatow-Mann Family Foundation  
The Randall and Barbara Smith Foundation

The Real Deal  
The Robert Wood Johnson Foundation  
Tiffany & Co.  
Trachtenberg Rodes & Friedberg LLP  
Vanessa Barboni  
William Martini

## \$1-\$999

115 Spring Street Condominium  
21-23 Bleecker Street Owners Corp.  
54 Greene Street Realty Corp.  
Alene Chernick  
Alexander Lerner  
Alexandra Hasson  
Alicia Raymond  
Alison Davret  
Alison Suh  
Amita Goyal  
Amy Ng  
Amy Weissler  
Andrea L. Ackerman  
Andrea Rosenberg  
Angus Bruce  
Anita Engel Malon  
Ann S. Plyler  
Annette Leach  
Anthony Greene  
Anthony Sabino  
Anuradha Sharma  
Arlene Sabino  
Arthur & Lynn Schnitzer  
Arthur & Pamela Hudson  
Ashwin Wadekar  
Aurora Vissee  
Austin Kang  
Barbara Ligeti  
Barbara Rubin  
Barney Vetrosky  
Barrie D. Mandel  
Benjamin Weiner  
Bernard & Patricia McElhone  
Berrell E. Mallery  
Bertus Valkhof  
Beth A Lacey  
Beth Rudin Dewoody  
Bjorn Flesaker  
Bonnie Pfeifer-Evans

Bonnie Slotnick  
Brent O'Leary  
Brian L. Levy  
Brownlee Currey Jr.  
Bruce Dickieson  
Bruce Schneider  
Byron Hero  
C. Gordon Beck III  
Carey Graeber-Kozinn & Andrew Kozinn  
Carl E. Johnson  
Carmen J Lopez Negron  
Carol Friedman  
Carol L. Aerenson  
Caroline Aim  
Casey Shi  
Catherine Pisacano  
Cathlin Carlson  
Chanel Lai  
Charlene Ang  
Charles & Gale Daniel  
Charles E. Rosen  
Charles Gold & Peri Wolfman  
Charles T. Isaacs  
Cher Heang Low  
Cheryl Henson & Edwin Finn  
Cheryl L. Small  
Chester Murray  
Christian Melhado  
Christine Hum  
Christopher Thompson  
Claire Montgomery & James Macgregor  
Claire W. Henriques  
Clara E. Del Villar  
Claudia L. Ganz  
Coalition for a Secure Driver's License  
Colleen Carafotes  
Collin Stewart  
CPA Group NYC  
Cynthia B. Matthews Fund  
Cynthia Smith & Gregory Petrick  
Dale M Lovelock  
Dan Merrill & Jerilyn Jurinek  
Daniel Berner  
Daniel Chen

Danielle Tilkin  
Daphne M. Marinovich  
David & Elizabeth Lowenstein  
David & Melanie Posner  
David R. Williams III  
David Wilson  
Deborah Mayer  
Dennis & Shirley Kluesener  
Development Group LLC  
DGL Property Management, Inc.  
Diana Chen  
Diane K. Fox  
Diane P. Buchman  
Donik Arabyan  
E Young  
Earle I. Mack  
Earle I. Mack Charitable Trust  
Edgar & Elizabeth Howard  
Eduardo Gaffron  
Edward & Marjeta Lederman  
Edward Baquero  
Edward Ioffreda & Mari Winkler-Ioffreda  
Edward Podlovits  
Eileen Guggenheim & Russell Wilkinson  
El Guapo Tinney  
Elissavet Stamatopoulou-Robbins  
Elizabeth I. Swofford  
Elizabeth Linker  
Elizabeth McNierny  
Elizabeth Shiell-Fekka  
Ellen L. Kozak  
Ellen Perelman  
Elspeth Ong  
Emily Wilson  
Eric L. Schlagman  
Estelle Greer  
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