

pathwaystohousing.org

The Pathways Model

Pathways to Housing is widely credited as the originator of the revolutionary Housing First model of addressing homelessness among people with mental health challenges. The Pathways Housing First model is simple: provide housing first, and then combine that housing with supportive treatment services in the areas of mental and physical health, substance abuse, education, and employment to facilitate recovery and integration into the community.

Since its founding Pathways has housed over 3,000 people and had enormous success in keeping them housed. Over the past 20 years, housing retention rates have remained at 85-90%, even among individuals who have not succeeded in other programs. But the greatest benefits go far beyond housing, to recovery and transformation. Individuals who once bounced between hospitals, shelters, jail and the streets now have the support and stability of a home to transform their lives.

Not only is Housing First effective at keeping people housed and moving toward recovery, it is proven to be incredibly cost effective. Research shows that the cost of providing a home and support services to someone who is homeless and mentally ill is significantly less than the expense of cycling in and out of emergency rooms, shelters, psychiatric hospitals and jails. Pathways to Housing provides the dignity of a home, and so much more, at a fraction of the cost of the alternatives.

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* NYC Mayors Report 2012: http://www.nyc.gov/html/ops/downloads/pdf/mmr0912/0912 mmr.pdf ** NRI, Inc. Revenue and Expenditure Reports: http://www.nri-inc.org/projects/Profiles/Prior RE.cfm *** Corporation for Supportive Housing: http://documents.csh.org/documents/pubs/full new beginnings.pdf

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Letter From Our Founder & CEO

Dear Friends:

2012 was Pathways to Housing's first year as a national organization, and it was a remarkable one! This annual report represents the current state of the agency which began twenty years ago as an experiment in lower Manhattan, and is now a network of affiliates -- Pathways NY, Pathways DC, Pathways PA and Pathways VT. In 2012 these programs continued their critical on-the-ground work of ending homelessness and supporting recovery in their communities by providing housing and services in New York, Washington DC, Philadelphia and Vermont. And the newly formed Pathways National began its work in earnest of dissemination, training, innovation, and research on ending chronic homelessness through *Housing First*.

Embracing change and growth and seeking new solutions have always been part of Pathways' culture. At the inception of the *Housing First* movement twenty years ago, we were not at all certain that we, or more importantly our clients, would succeed. In our belief that those with severe psychiatric and addiction challenges could go directly from the streets and into apartments of their own, we learned that people are more capable, resilient and creative than we ever imagined. And by letting our clients lead the way in their own recovery from homelessness, mental illness and addiction, we also learned the true power of *Housing First* as an instrument of change. One of the greatest testaments to this power was our convening of the first ever *Housing First Partners Conference* in New Orleans in March of this year. With over 650 attendees, including federal, state and local leaders, providers, researchers, advocates, foundations, and clients from the United States, Canada, and Europe, this ground-breaking conference spoke volumes to the impact and transformative potential of our *Housing First* model.

The Pathways program model is being implemented in hundreds of communities across the United States, Europe, Australia and Japan. And here in the United States, our affiliate programs in Philadelphia and Washington DC are partnering with the Veterans Administration to implement a major new public/private initiative using *Housing First* as the cost effective solution to ending homelessness and promoting recovery among veterans.

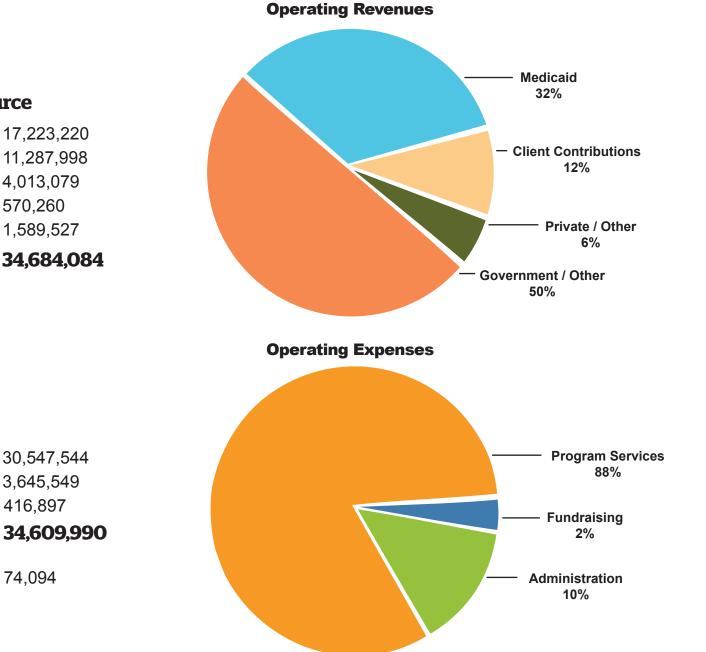
The growth and groundswell of support for the work of Pathways to Housing network is exhilarating. But as the founder, and now CEO of the organization, I continue to be inspired and humbled by those who have truly achieved success – those clients who, despite severe disabilities and history of homelessness, are now living and thriving members of their communities. It is to their continued success and recovery that we dedicate Pathways' next twenty years.

With gratitude,

Sam Tsemberis, PhD Founder and CEO



Consolidated Financial Statements*



Operating Revenues by Source

| Total Revenue | 34,684,08 |
|-----------------------------|------------|
| Other income | 1,589,527 |
| Private contributions | 570,260 |
| Client rent contribution | 4,013,079 |
| Medicaid | 11,287,998 |
| Government and other grants | 17,223,220 |

Operating Expenses

| Total Expenses | 34,609,99 |
|------------------------|------------|
| Fundraising | 416,897 |
| Administration | 3,645,549 |
| Total Program Services | 30,547,544 |

Net surplus (deficit)

74,094

* Unaudited

Pathways to Housing National

Pathways to Housing National 186 East 123rd Street, 4th Floor New York, NY 10035 pathwaystohousing.org

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Sam Tsemberis, PhD, Founder and CEO Marcia Santoni, Chief of External Affairs Juliana Walker, Director of Training Jessie Ulsoy, Director of Policy and Development Ana Stefancic, Director of Research



Housing First Partners' ConferenceNew Orleans2012

Highlights

Pathways National was established on July 1, 2011, in order to make Pathways' vision of becoming a national leader in homelessness and recovery a reality. National's role is to support a network of Pathways affiliates with strong, distinct local identities, and to disseminate, train and partner with others in furthering *Housing First* and other clientcentric models. Our first year was a banner one – we surpassed expectations with the groundbreaking, sold-out *Housing First Partners Conference* in New Orleans, partnered with the Veterans Administration in an innovative public/private initiative to end homelessness for vets, and saw the evidence of our successful work with the Canadian government in implementing Housing First in five cities. Having trained hundreds of communities and organizations in the Pathways model, the National team is hard at work on expanding its *Housing First Partnership* to offer a robust online curriculum to reach a greater number of providers.

Operating Revenues by Source

| Government and other grants | 197,293 |
|-----------------------------|-----------|
| Medicaid | 0 |
| Client rent contribution | 0 |
| Private contributions | 38,757 |
| Other income | 1,289,579 |
| Total Revenue | 1,525,629 |
| | |
| Operating Expenses | |
| Total Program Services | 1,238,720 |
| Admin | 197,585 |
| Fundraising | 93,723 |
| Total Expenses | 1,530,028 |
| | |
| | |
| Net surplus (deficit) | 4,399 |

Pathways to Housing NY

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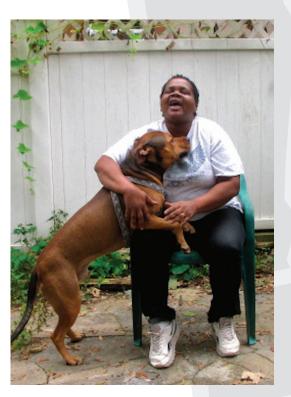
Pathways NY Staff Leadership

Georgia Boothe, Executive Director Densingh Thambiraj, Director of Finance Carla Mims, Program Director, Supportive Housing Services Mark Graham, Program Director, ACT Services

| Operating Revenues by | Source |
|-----------------------------|------------|
| Government and other grants | |
| Medicaid | 5,561,750 |
| Client rent contribution | 1,083,678 |
| Private contributions | 202,579 |
| Other income | 123,199 |
| Total Revenue | 18,520,422 |
| | |
| Operating Expenses | |
| Total Program Services | 17,342,537 |
| Admin | 1,570,000 |
| Fundraising | 160,000 |
| Total Expenses | 19,072,537 |

Net surplus (deficit)

Pathways NY 2256 3rd Ave New York, NY 10035 pathwaystohousingny.org



Highlights

This marks Pathways' 20th year providing housing without preconditions and support services to individuals in New York with mental health challenges who have been homeless for years. And we are thrilled to report that this year our clients reached remarkable milestones on the road to their personal recovery and growth. Twenty-seven individuals "graduated" from ACT services, the highest level of support services, to a lower intensity level of services, in recognition of the progress they had made in their recovery. This transition was marked by a joyous ceremony attended by hundreds of family and friends. This year our clients also shared lessons about the power of client-driven services and peer wellness services with other providers making a total of 16 presentations across three conferences. After two decades, Pathways NY continues to innovate in consumer-led services backed by research.

(552, 115)

At the end of the year Pathways NY was awarded a significant gift from the Rona and Randolph M. Nelson Foundation to launch *Community Connections for Recovery and Employment*, an employment training and support program. The program will serve over 75 individuals who wish to return to the world of work in 2013.

Pathways to Housing DC

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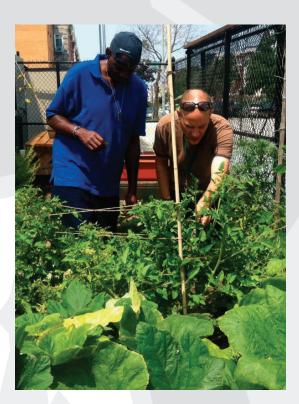
Pathways DC Staff Leadership

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Operating Revenues by SourceGovernment and other grants1,725,688Medicaid2,741,102Client rent contribution2,534,669Private contributions215,627Other income671Total Revenue7,217,757

| Operating Expenses | |
|---------------------------|-----------|
| Total Program Services | 6,317,586 |
| Admin | 937,249 |
| Fundraising | 78,937 |
| Total Expenses | 7,333,772 |
| Net surplus (deficit) | (116,015) |

Pathways DC 101 Q Street NE, Suite G Washington, DC 20002 pathwaystohousingdc.org



Highlights

Pathways DC's robust services and reach have dramatically expanded over the past year through several revolutionary initiatives including the renovation of our onsite primary health care clinic and wellness suite, the growth of our community partner and landlord network, and the addition of three new cutting-edge programs. Other highlights include a 300% increase in employment opportunities for our clients and a more than 50% reduction of homelessness in downtown Washington, DC as a result of the efforts of our Street Outreach team in conjunction with the Downtown DC Business Improvement District. Most significantly, we have increased our work with veterans as part of a nationwide commitment to end veterans' homelessness by 2015. Through an innovative partnership with the Department of Veterans Affairs, Pathways DC is moving 50 chronically homeless veterans with mental illnesses and other serious medical challenges into permanent supportive housing. This multi-agency effort has strengthened our relationship with the DC Housing Authority, and inspired other agencies to take an integrated, holistic approach toward combating homelessness. Pathways DC's capacity and community involvement has expanded through the addition of the Urgent Care Clinic at the DC Superior Court, one of the first of its kind, allowing judges to immediately refer arrestees to onsite mental health and addiction treatment. The data gathered from this program will provide a challenge to the federal and local governments to provide more affordable housing and housing vouchers for our most vulnerable neighbors.

Pathways to Housing PA

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Pathways PA Staff Leadership

Christine Simiriglia, Executive Director Colleen Bonner, Director of Clinical Services Marques Storr, Director of Finance John Lambert, Director of Housing Services

| Operating Revenues by Source | | |
|------------------------------|-----------|--|
| Government and other grants | 2,530,605 | |
| Vedicaid | 2,983,382 | |
| Client rent contribution | 394,732 | |
| Private contributions | 3,943 | |
| Other income | 173,606 | |
| l'otal Revenue | 6,086,268 | |

| Operating Expenses | |
|---------------------------|-----------|
| Total Program Services | 4,334,635 |
| Admin | 857,877 |
| Fundraising | 69,627 |
| Total Expenses | 5,262,139 |
| Net surplus (deficit) | 824,129 |

Pathways PA 5201 Old York Rd,4th Fl. Ste.108 Philadelphia, PA 19141 pathwaystohousingpa.org



Highlights

Pathways PA started its work in Philadelphia in September of 2008, with contracts to serve 125 of the city's most vulnerable citizens. The housing and wellness outcomes for those 125 people proved so positive that the program has since doubled in size, and moved to larger office space. This year, Pathways PA served 250 individuals and is expected to serve over 300 in 2013. The scope of the program has also expanded, reaching out to people with HIV and AIDS, those with serious alcohol dependency, Veterans, and those with major untreated medical issues through our position as the lead program in the 100,000 Homes Philly Campaign. Pathways PA has also expanded its Integrated Healthcare project to ensure that program participants are getting the medical care they need, in addition to the program's mental health and substance abuse services. Our staff motto is: "whatever it takes", in reference to helping people reintegrate into the community and regain their place as our neighbors.

Pathways to Housing VT

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Pathways VT Staff Leadership

Hilary Melton, Executive Director Tom Simpatico, MD, Medical Director

| Operating Revenues by Source | |
|------------------------------|-----------|
| Government and other grants | 1,320,418 |
| Medicaid | 1,764 |
| Client rent contribution | 0 |
| Private contributions | 9,354 |
| Other income | 2,472 |
| Total Revenue | 1,334,008 |

| Operating Expenses | |
|---------------------------|-----------|
| Total Program Services | 1,314,066 |
| Admin | 82,838 |
| Fundraising | 14,610 |
| Total Expenses | 1,411,514 |
| Net surplus (deficit) | (77,506) |

Pathways VT 1233 Shelburne Road, Ste D4 South Burlington, VT 05403 pathwaystohousingvt.org



Highlights

In its third year, not only has Pathways VT continued to provide guality services and support to our tenants in Chittenden and Washington counties, but has notably expanded our program to impact the lives of more Vermonters in need. With an additional grant from SAMHSA and the VT Department of Corrections we have expanded our services to Franklin and Windham counties, making our operation truly statewide in scale. To date, Pathways VT has housed 136 individuals in nine different communities in Vermont.

In addition to expanding our state-wide Housing First services, Pathways VT has also been involved in the transformation of Vermont's Mental Health System. In December 2011 we received a Mental Health Transformation Grant from the Department of Mental Health to develop a peer-run community center in Chittenden County. To date, two proposals have been approved by the Department of Mental Health— one for the development of a 24/7 Statewide Peer Warmline, and one for the development of a residence based on the Soteria House Model.

Contributors

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Pathways to Housing DC

Government and Other Funders

DC Department of Human Services DC Department of Mental Health DC Housing Authority Department of Housing and Urban Development Department of Veteran Affairs Downtown DC Business Improvement District SAMHSA The Community Partnership for the Prevention of Homelessness

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Pathways to Housing PA

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Our Mission

As originators of the Housing First Model, Pathways to Housing believes housing is a basic human right. Our missions is to transform the lives of people experiencing mental health challenges and homelessness by supporting self-directed recovery and community integration. We work to change mental health and housing services by:

Providing immediate, low-barrier access to permanent housing, without preconditions

Setting the standard for services that support recovery and community integration

Advocating for people's right to live free from stigma and discrimination

Conducting research to find innovative solutions and best practices for those who are experiencing homelessness and psychiatric disabilities, addictions, and complex medical issues.



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