



GREYSTON

SOCIAL ENTERPRISE • EST 1982

ANNUAL REPORT

2014

Greyston • 21 Park Avenue • Yonkers, NY 10703 • greyston.org

PATHMAKING



Alan

PathMaking is a set of guiding values and a program at Greyston that represents our most original contribution to the field of community development. PathMaking provides individuals with the support needed to give them the greatest chance for success, not only at Greyston but ongoing in whatever path they choose to pursue. It is Greyston's core belief that individuals can be supported to achieve the "wholeness and self-sufficiency" that comes from having a well-balanced and satisfying life; unlocking these "doors to opportunities" leads to personal, professional and organizational growth.



REACHING INDIVIDUALS ONE AT A TIME



45 x

Individuals pursued a Personal Development Initiative

48 x

PathMaking group activities delivered

81 x

Individual PathMaking Meetings

♥ PathMaking provides support in the following areas: ♥

- Housing
- Effective parenting
- Career advancement & skills building
- GED, Continuing Education & ESL
- Depression
- Technical Training
- Additional training & employment opportunities
- Home life
- Coaching on workplace issues
- Personal relationship issues
- Crisis- family substance abuse
- College transcripts
- Resume and career advancement
- Child care
- Driver's License

GREYSTON BAKERY & OPEN HIRING



Maria

The Bakery is one of the world's leading social enterprises. Using our pioneering employment model, Open Hiring, Greyston provides jobs to anyone who comes to the Bakery with a willingness to work. There are neither background checks nor pre-screening requirements, and as a result, the Bakery is able to reach our community's hardest to employ and provide them with jobs, skills training and the opportunity for personal and professional growth. Greyston is best known for baking the brownies in Ben & Jerry's ice cream and produces a line of brownies and cookies that can be found at Whole Foods. Profits support Greyston's community development initiatives.

THIS YEAR'S CONTINUED EMPLOYMENT SUCCESS		
130 x  Employed at Greyston Bakery through Open-Hiring	50 +  New Hires	27 x  Apprentices graduated to full-time employment
 2,386 hours of training	\$1,342,222 Paid to Open Hire Employees (Up 13% from 2012)	49 x  Employees were previously incarcerated
\$1,972,295 Savings to the County through reduced recidivism	4,682,483 Lbs. of brownies produced	\$11,420,006 in sales (Increase of 13%)

★ ★ ★ ★ Recognized as world-class food manufacturer with SQF Food Safety Certification ★ ★ ★ ★

GREYSTON PROGRAMS



Yamilet



HOUSING

- 530 People affordably housed
- 181 Individuals housed for more than 2 years – indicating a critical period of stability following homelessness
- Opened new 93 unit affordable housing building
- 50 Individuals with HIV/AIDS housed at Issan House
- 35% of Greyston's housing is reserved for the formerly homeless who receive ongoing supportive services
- \$3,125,388 Savings to Government (Greyston's housing cost is far less than the County's to shelter a homeless person/family)



CHILD CARE CENTER

- 96 Slots available for local children
- 75% of children pass the Creative Curriculum Assessment tracking them to Kindergarten readiness
- 130 Children served
- \$733,200 Income generated by parents who could work because their children were in Child care
- \$169,000 taxes generated in payment to government



COMMUNITY GARDENS

- 6 Community Gardens
- 382 Plots - 312 vegetables, 70 plants and flowers
- 23,400 Lbs. of produce created
- 3,826 Community members served



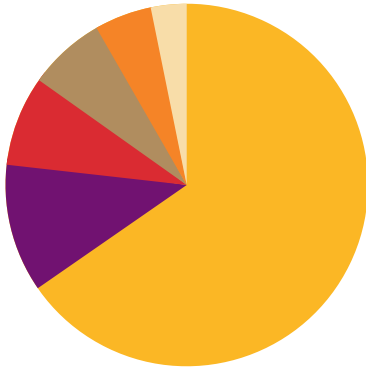
WORKFORCE DEVELOPMENT

- 101 Graduated from training
- 50 Placed in employment
- 11 Employed for six months or more
- \$139,000 Income generated

30+ Years of Successful Community Development

2013

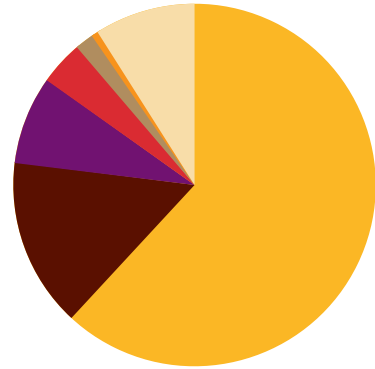
FINANCIAL SNAPSHOT



DIVERSIFIED REVENUE BASE

TOTAL 2013 REVENUE = \$17 MILLION

- Bakery Sales - 65%
- Service Fees - 12%
- Government Grants - 8%
- Private Donations - 7%
- Rental Income - 5%
- Other - 3%



DIVERSIFIED PROGRAM OFFERING

EXPENSES BY ACTIVITIES*

TOTAL 2013 EXPENSES = \$17 MILLION

- Greyston Bakery - 62%
- Human Services - 15%
- Child Care - 8%
- Housing - 4%
- Workforce Development - 1%
- Community Gardens - 1%
- Administrative & Fundraising - 9%

* Total expenses exclude the share of losses in limited partnerships

For Greyston's audited financial statements, visit greyston.org.

GREYSTON FOUNDATION INC.

CONSOLIDATED STATEMENT OF ACTIVITIES

Years Ended December 31,2013 & December 31,2012

+ REVENUES	2013	2012
Sales - Greyston Bakery	\$11,459,944	\$10,116,556
Service Fees	\$2,081,532	\$2,533,974
Government grants	\$1,425,483	\$1,579,123
Rental income	\$826,507	\$805,405
Private donations	\$1,155,223	\$1,257,202
Other	\$474,127	\$128,558
TOTAL REVENUES	\$17,419,816	\$16,420,818
- EXPENSES		
Cost of sales - Greyston Bakery	\$8,957,560	\$8,141,911
Selling & administrative - Greyston Bakery	\$1,774,065	\$1,804,652
Program services	\$5,149,480	\$5,089,955
Management & general	\$959,367	\$833,699
Fundraising	\$538,883	\$520,482
TOTAL EXPENSES	\$17,379,355	\$16,390,699
Change in Net Assets Before Other Revenues (Expenses)	\$40,461	\$30,119
- OTHER REVENUE (Expenses)		
Equity in loss of limited partnerships	(\$348,099)	(\$352,683)
Interest expense	(\$78,087)	(\$48,083)
Forgiveness of debt	-	\$34,000
Other revenue (expense)	\$70,013	\$119,513
Income taxes - Greyston Bakery	(\$135,734)	\$950
TOTAL OTHER REVENUES (Expenses)	(\$491,907)	\$246,303
Change in Net Assets	(\$451,446)	(\$216,184)
NET ASSETS		
Beginning of year	\$10,069,961	\$10,286,145
End of year	\$9,618,515	\$10,069,961

GREYSTON FOUNDATION INC.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2013 & December 31, 2012

+ ASSETS	2013	2012
Cash and cash equivalents	\$737,418	\$860,323
Accounts and grants receivable, net	\$2,089,888	\$2,165,935
Other receivables	\$88,176	\$99,714
Inventories	\$948,190	\$596,007
Prepaid expenses and other assets	\$302,392	\$114,882
Receivables from limited partnerships	\$2,699,899	\$2,699,899
Investments in limited partnerships	\$118,942	\$319,906
Property and equipment, net	\$12,297,400	\$12,490,809
Restricted cash and equivalents	\$391,358	\$410,200
Tenants' security deposits	\$28,731	\$25,147
Deferred income taxes	\$182,350	\$183,250
Deferred finance costs	\$90,166	\$100,177
TOTAL ASSETS	\$19,974,910	\$20,066,249
- LIABILITIES		
Accounts payable and accrued expenses	\$1,280,809	\$1,292,363
PILOT payable	--	\$147,905
Taxes payable	\$45,065	\$1,050
Line of credit	\$900,430	\$496,430
Tenants' security deposits	\$28,731	\$25,147
Deferred interest	\$672,395	\$551,328
Capital lease obligation	\$49,921	\$106,146
Long-term debt	\$6,746,648	\$6,929,358
Cumulative losses from limited partnerships	\$161,796	\$14,661
Deferred income taxes	\$470,600	\$431,900
TOTAL LIABILITIES	\$10,356,395	\$9,996,288
+ NET ASSETS	\$9,618,515	\$10,003,961
Unrestricted	-	66,000
Temporarily restricted	-	-
Permanently restricted	\$9,618,515	\$10,069,961
TOTAL NET ASSETS	\$9,618,515	\$9,618,515
TOTAL LIABILITIES & NET ASSETS	\$19,974,910	\$20,066,249

DONORS

Greyston gratefully acknowledges the generosity of the corporations, foundations, government agencies and individuals who supported our extensive programs and social services from January 1, 2013-July 31, 2014.

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Block Grant Program
US Department of Housing
& Urban Development
NYS Department of Labor
NYS Office of Temporary
& Disability Assistance
Yonkers Workforce Investment Board
Westchester County Dept. of Health

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Due to space limitations, we regret that we are unable to list donors of under \$100. We are grateful to all of our supporters at every level for their steadfast generosity. Every effort has been made to ensure the accuracy of this list. Please contact the Development Office at (914) 376-3900 ext. 295 with questions, concerns & comments.

GREYSTON LEADERSHIP

At Greyston, we care deeply about making Yonkers a better place, about setting an example as a social enterprise, and about making great products that provide jobs to our community's most disenfranchised members. Our goals take dedication and heart and would not come to fruition without the help of each and every member of our board and team.

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