CREATING PATHWAYS TO SELF-SUFFICIENCY
MISSION STATEMENT:
Restoring hope to Westchester County’s men, women and children in need by providing them with food, shelter and support—and lifting them to greater self-sufficiency with dignity and respect.

VISION STATEMENT:
Lifting Up Westchester respects the dignity and full potential of every individual. We assist those struggling to overcome the challenges of poverty, homelessness, hunger, health and education. We work with men, women and children as they create their own unique path to a more fulfilling, healthy and independent life. Striving to never turn anyone away, we enlist the generosity of a caring community through donations and volunteerism.
Dear Friends,

Organizations like Lifting Up Westchester are creations of the communities in which they operate and, ideally, reflect the values of those communities.

In our case, almost 40 years ago a bold group of parishioners at Grace Church in White Plains identified an emerging homeless problem in our county and founded this organization to address it. Their values – that a vibrant, healthy community takes care of its neighbors in need – remain our values to this day.

But some things have changed...

The gap between those of us who are doing well and those who are struggling has widened over the past four decades. There is a diminished availability of entry level jobs, affordable housing, quality public education and adequate healthcare. As a result, more than 100,000 county residents – right here in our backyard – are living below the federal poverty line. Most of them are surviving, but they are struggling. Many are just one medical bill, lost job, personal crisis or relapse away from going hungry or becoming homeless.

Our clients are susceptible to the same human frailties as every one of us. No one is immune to the afflictions of unemployment, mental or physical illness, unhealthy relationships, loss, trauma, or addiction. But here is the difference… unlike our clients, most of us have the advantage of a financial cushion and/or family or community support to help us weather these personal crises.

The reality is that poverty and isolation, not mental illness or substance abuse, is what causes homelessness.

That is where Lifting Up Westchester comes in. We provide both the material and emotional support that our clients need to overcome the challenges they are facing. More importantly, we do so with a focus on creating permanent change in our clients’ lives.

Underpinning the hot meals, warm beds, rental assistance, tutoring and other material support we provide our clients is the consistent personal investment made by our staff in each of our clients’ futures. Their absolute belief that, with the right support, every one of our clients can live a better life, is the secret sauce that allows us to successfully move so many clients toward independent living.

But we can’t do it without our donors and volunteers. It is a privilege to work in this community side by side with so many people of good will and even greater action. We cannot thank you enough for your material and moral support of our mission and our clients. With your help, Lifting Up Westchester will remain a place,

Where Hope Takes Flight.. One Person at a Time!

Yours truly,

[Signature]

Anahaita Kotval
Executive Director
For almost four decades, Lifting Up Westchester (LUW) has worked to change the lives of thousands of our neighbors in crisis by providing them with basic necessities such as food and shelter, and helping them to find stable housing. In 2017, we began to focus more of our efforts on the creation of programs that will result in permanent solutions for our clients’ challenges.

Our goal is to help at-risk men, women and children achieve greater self-sufficiency so that they can reduce their dependence on LUW emergency services and public assistance and become happier, more productive members of our community.

Going forward, our focus will be on the following four pillars of support:
BOARD OF DIRECTORS 2017

Helen Hamlyn, President
Language Testing International

Carol Schiro Greenwald, Vice President
Marketing Partners

Donna Drumm, Treasurer
Drumm Advocacy

E. Barbara Wiggins, Secretary
US Army Retired

Diane Aparisio
Retired Westchester County
Deputy Commissioner

Mike DiNizo
Capital One Bank

Linda Gallo
Gallo CPA's, P.C.

Joseph Gallo
Gallo CPA's, P.C.

George Kontogiannis
Marino Partners LLP

Hannah Nelson
Retired Hospital Executive

Gina Romanello
Innerspace Electronics, Inc.

Walter Simon
Retired Chemist

MANAGEMENT 2017

Anahaita Kotval
Executive Director

Barbara Bento-Fleming
Chief Residential
Program Officer

Isis Djata
Director Neighbors
Home Care Services

Chris Schwartz
Director of Development

Eileen Torres
Director of Youth Services

Carl Williams
Controller

PROGRAMS

Brighter Futures Summer
Camp & Mentoring
35 Orchard Street
White Plains, NY 10603

Eileen Torres
914.420.6265

Charlie Bevier
Shelter & Homeless
Outreach Services
33 Church St., Parish Hall
White Plains, NY 10601

Ada Raiford
914.469.4096

Grace’s Kitchen
33 Church St., Parish Hall
White Plains, NY 10601

Deborah Williams
914.948.3075

Open Arms Men’s Shelter
86 East Post Rd.
White Plains, NY 10601

Jennifer Smart
914.948.5044

Neighbors Home Care Services
148 Hamilton Ave.
White Plains, NY 10601

Ada Raiford
914.949.3112

Rainbow Outreach for
the Developmentally Disabled
33 Church St., Parish Hall
White Plains, NY 10601

Samaritan House
Women’s Shelter
33 Church St., Parish Hall
White Plains, NY 10601

Deborah Williams
914.949.3075

Supportive Housing Services
35 Orchard St.
White Plains, NY 10603

Danielle Ahmed
914.949.0925 ext. 9729

Volunteer & In-Kind Services
35 Orchard St.
White Plains, NY 10603

Nancy Inzinna
914.949.3098 ext. 9735
EMERGENCY FOOD & SHELTER...
AND BEYOND

On any given day... 200,000 people in Westchester don’t know where their next meal is coming from.

At Grace’s Kitchen, the largest soup kitchen in White Plains, free meals and takeaway food bags are provided for 60-100 individuals every weekday and on all holidays. For some, the meal they get at our soup kitchen is the only meal they’ll eat all day.

On any given night... approximately 2,000 homeless individuals in Westchester need a safe place to rest their heads.

At LUW’s Open Arms Men’s Shelter and Samaritan House Women’s Shelter in downtown White Plains, up to 80 homeless individuals receive beds, meals, clothing and case management services daily. Clients are referred to mental health, substance abuse and other rehabilitative services and assisted in finding housing and employment.

Lifting Up Westchester goes beyond emergency services.

The Charlie Bevier Outreach Program was established in 2017 to help our soup kitchen and emergency drop-in center clients achieve greater self-sufficiency. The three person team offers informal counseling, referrals to medical, mental health and substance abuse services, assistance finding employment and housing, and dissemination of information about public assistance programs such as Medicaid, emergency heating assistance (HEAP), SSI for seniors, etc.
More than 800 chronically homeless men and women received emergency beds and meals at Open Arms or Samaritan House. They visited Grace’s Kitchen for nutritious mid-day meals and received assistance from the Charlie Bevier Outreach Program which helped them receive food stamps and other social services.

Guests at Grace’s Kitchen received more than free meals. They also received warm clothing and toiletries. For many, the soup kitchen also provided daily camaraderie.

The Charlie Bevier Outreach Program headed by Ada Raiford (right) helped emergency drop-in client Norma Sewell enroll in the LUW free Home Health Aide Training Program. Upon graduation, Norma was hired by our Neighbors Home Care Services Agency.

Volunteers helped provide 16,000 mid-day meals and more than 2,000 holiday meals at Grace’s Kitchen. They were shocked to learn that 200,000 individuals in Westchester are hungry every year.

Our case managers worked with individuals in crisis to understand their challenges and helped them develop plans to build the skills they need to remain stably fed and housed.
Housing Stabilization

Stable housing is the cornerstone of self-sufficiency.

Research has shown that providing homeless individuals with stable housing can significantly improve their health outcomes and well-being. Once the constant stress of finding a place to live/spend the night is removed, individuals can focus more on their physical and mental health issues and maintaining a healthier lifestyle. As a result, visits to the emergency room and use of social services become less frequent.

Not everyone can live independently without some extra support.

Lifting Up Westchester operates an extensive Supportive Housing Program which identifies safe and affordable housing options and provides rental assistance for individuals living with HIV/AIDS, mental illness, substance abuse and/or chronic homelessness. Ongoing case management is provided for most clients to give them the support they need to overcome problems that could impede their success at independent living.
Over 200 individuals currently live in LUW supportive housing units - 90% of them have been stably housed for more than 5 years!

Chronically homeless individuals who have consistently experienced difficulty finding housing in the past received help finding safe, affordable apartments with the help of programs like Turning Point and the Rental Assistance Program (RAP).

Our Supportive Housing Program remained the major Housing for People With AIDS (HOPWA) provider in Westchester County.

Individuals living with HIV/AIDS, mental illness, and/or substance abuse received ongoing case management assistance after moving into new homes to ensure that they maintained treatment regimens and did not encounter any other obstacles to successful independent living.
Employment is important for health and well-being and reduces dependence on public assistance.

Many of the individuals assisted by Lifting Up Westchester have limited education, lack job skills and have very poor prospects for employment. Case managers at our homeless shelters provide our clients with linkages to training programs and share job postings to help them find and maintain employment so that they can achieve greater self-sufficiency. They also guide individuals through the job search and application process.

Free training and guaranteed employment.

Our Neighbors Home Care Services agency provides free training to low-income women and men, primarily from minority backgrounds, to certify them as Home Health Aides and prepare them for employment in the rapidly growing home care industry. All graduates are guaranteed jobs at Neighbors Home Care Services, our licensed home health care services agency which currently employs more than 150 aides. Those choosing to work elsewhere can easily find employment at one of the county’s other home care services agencies.
Free Home Health Aide training classes targeted at low-income women and men with poor education and poor job prospects certified them for employment in home care, one of the fastest growing industries in the nation.

Graduates from our five training programs were offered employment at Neighbors Home Care Services. 70% accepted and are now providing better lives for themselves and their families. The effects will be felt for generations to come.

Neighbors employed more than 150 Home Health Aides who provided compassionate care to hundreds of Westchester’s elderly residents so that they could remain in the comfort of their own homes.

Case managers at our Open Arms Men’s Shelter and Samaritan House Women’s Shelter worked with clients to identify job openings, and helped them prepare resumes, fill out job application forms, and practice interview skills.
Students from low-income families who earn a four-year degree are 80% less likely to live in poverty.

Lifting Up Westchester’s youth programs work hand-in-hand to provide educational enrichment programs for 500 homeless and at-risk youth ages 5-19. Our goal is to ensure that they are the first in their families to go to college and the last to live in poverty.

Our programs provide positive role models and educational support to motivate participants to stay in school, improve their grades and go on to college.

- **Brighter Futures After-School Mentoring Program** provides literacy programs, academic tutoring, standardized test prep, STEM education and college prep to approximately 400 children and teenagers.

- **Brighter Futures Summer Camp** gives nearly 100 children, most of them homeless, the same opportunity as their housed peers to play, learn new skills and make new friends. Academic activities are always an important part of the camp curriculum.

- **College Scholarships** ensure that low-income students aren’t forced to drop out of college due to financial hardships.
Homeless children in our KidzLit program improved their reading skills by one or more reading levels. Research shows that children who are behind in reading by 3rd Grade are less likely to graduate from high school.

10 students received college scholarships to ease the financial burden of tuition and books.

Students in our STEM program participated in three science fairs, completed independent projects, visited Six Flags on STEM Day and heard from a series of speakers who motivated them to pursue high demand STEM careers.

87 campers, most of them homeless, enjoyed four weeks of summer fun and academic enrichment thanks to camp scholarships funded by our generous donors.

Elementary school children received homework help and motivation to improve their grades so that they could start to see college as part of their future.

For the third consecutive year, 100% of the high school participants in our College Prep Program graduated on time. All enrolled in college or some other form of post-secondary education and are now on their way to brighter futures.
WE LOVE OUR VOLUNTEERS!

Volunteers are the backbone of our agency. We couldn’t continue our work without their assistance. Each year, more than 1400 individuals serve meals, donate goods, organize drives, hold fundraising activities, volunteer their time and show their generosity and kindness in countless other ways. We are extremely grateful to them for all they do.

Volunteers from Wells Fargo Advisors helped serve meals at Open Arms for the Support and Serve Initiative.

Mastercard volunteers represented Lifting Up Westchester at ShopRite’s Power of 1 Day.

29 volunteers from Cognitive Behavioral Consultants cleared brush at our administrative office.

Manhattanville College students helped homeless children improve their literacy skills through our KidzLit Program.

Our friends from D’Errico Jewelry hosted a fundraising event at their Scarsdale store to raise money for camp scholarships.

Berkeley College volunteers pitched in to collect toys for our holiday toy drive.

Many volunteer groups baked cookies and other goodies to make holiday meals at Grace’s Kitchen a little tastier.

Youth volunteers assisted at our annual Cocktail Party to thank donors.
Students from Bruno M. Ponteiro Ridge Street School made Valentine treat bags for the kids in our Brighter Futures Mentoring Program.

Volunteers from AvalonBay Communities gave a holiday lift to Grace’s Kitchen.

The Business Council of Westchester Rising Stars 2017 ran a fundraiser and did a Day of Service to support our soup kitchen.

Employees from York International gave back on Giving Tuesday by painting the common areas at Samaritan House.

Markhoff & Mittman closed their offices for the afternoon so that their employees could volunteer at our camp carnival.

Bartaco volunteers donated holiday hams to help provide 2,000 holiday meals and fill 500 holiday food bags.

Karuna Charities served a meal at Samaritan House.

Students from Bruno M. Ponteiro Ridge Street School made Valentine treat bags for the kids in our Brighter Futures Mentoring Program.

Volunteers from AvalonBay Communities gave a holiday lift to Grace’s Kitchen.
THANK YOU!

Your donations are helping to create better lives for Westchester County’s men, women and children in need.

$10,000 and Above
Corporations, Foundations, Community & Religious Organizations
21st Century Fox
City Of White Plains- CDBG
Con Edison
David and Katherine Moore Family Foundation
Episcopal Charities
Feeding Westchester
Silvon Software Inc
Springleaf Finance Foundation
St. Faith’s House Foundation
Thomas And Agnes Carvel Foundation
Westchester County Youth Bureau

Individuals
Lauren & Robert Fales
Helen Hamlyn
Anahaita Korval & Zubeen Shroff
Kassie & Carlos Muñoz
Hannah & John Nelson
Chris & Rick Schwartz

$1,000- $4,999
Corporations, Foundations, Community & Religious Organizations
ACBL Charity Foundation
Active International
Adobe
Atlantic Tomorrow’s Office
Blue Hill Data Services
Business Council of Westchester
Capital One
Commvault
Dell EMC
D’Errico Jewelry
Dilemma, Inc.
Divney, Tung, Schwalbe, LLP
Dow Jones
Dropbox
Eileen Fisher Inc.
EPAM Systems, Inc.
Fisher Brothers
Friedlander Group
Gallo & Associates CPA’s P.C.
Grace Episcopal Church
HRG North America
J V Kelly Group, Inc.
K.I.D.S. Intl Union Of Operating Engineers
KeyBank Foundation
Klopotek North America
Kozera Family Foundation
KPMG LLP
Level3
LSC Communications
Madison Square Garden
Markham & Mittman
Markit North America
Microsoft
Mintz & Gold LLP
People’s United Community Foundation
Presbyterian Women Of Hitchcock Church
Presidio
Progressive Computing
Scarsdale Golf Club
Scarsdale Middle School
SLD Commodities Inc.
Sprague Operating Resources LLC
St. Matthew’s Church
Stagg Group
Stop & Shop
Temple Israel Center Hungry & Homeless Fund
The Hudson Gateway Realtor Foundation, Inc.
The Kroll Family Charitable Fund
The Mack Goldner Memorial Foundation
The PMK Foundation
Tomkins Financial Advisors
United Way Of Westchester And Putnam, Inc.
UPS
VMWare
Webster Bank
Wells Fargo Advisors
Westhab, Inc.
White Plains Hospital Nurses
Xerox Corp.
York International Agency, LLC

Individuals
Wendy Aglietti
Amy & Paul Anderson-Winchell
Margie Anik
Robin Buchanan & Alan Bannister
Marlene & Richard Battista
Anne & Luvaghn Brown
Camilla & Ted Chiappari
Peter Coviello
Donna Drumm
Lois & Stephen Fendler
Aldo Forlini
Bob Katz & Ida Bloodworth-Cruz
Anita & Samir Khushalani
Daular & Pesho Korval
James Krantz
Maggi Landau
Susan LaVallee
John Lonski
Deborah & Barry Lucas
Douglas Lynch
Susanne & John Manley
Carol & René Mathis
Joanna & Ken Nilsen
Bonnie Peritz
Margaret Postlewaite & Gerard Kiernan
Sharon & Charles Primerano
Ina Rose
Barbara & Michael Satow
Joan Schechtman
Tina & Richard Shedden
Veronica & James Shipp
Sylvia & Walter Simon
Yoav Spiegel
Alexis & Louis Ventre
Nicole & David Visaggi
Barbara & Charles Wiggins
Richard Zuckerman

$500 - $999
Corporations, Foundations, Community & Religious Organizations
Bob and Shelley Fischel Charitable Fund
Canfin Gallery LLC
Church of St. John & St. Mary
County Recycling LLC
FlaggStaff Technology Group Inc.
HarperCollins Christian Publishing
Holland & Knight LLP
Houlihan Lawrence
Housing Action Council Inc.
IBM Employee Services Center
Immaculate Heart Of Mary
Space does not permit us to acknowledge every individual, corporation and community group that provided assistance in 2017. However, we are very grateful for your generous outpouring of financial, in-kind and volunteer support. We couldn’t do our work without your help.

Joshua A. Massey Charitable Account Fund
Julia B. Fee/Sotheby’s International Realty
Karuna Charities Inc. NY
Kiwanis Club Of Hartsdale
Mayflower Construction
Mid-Westchester Elks Lodge
Moneypaper Publications
Neuberger Berman Gift Matching
New York Life Insurance Company
PSG Talent Management
Riverbank Banjo Band
Scarsdale High School
St. John’s Episcopal Church
Verrex Corporation
White Plains Presbyterian Church
Y-COP Of Mount Vernon

Individuals
Janet & John Bailey
Mary Baker
Idie Benjamin
Carolyn Bethel
Laura Brill & Frederic Goldstein
Janine & John Bullock
Jenna & Owen Clancyce
Bob Cummings
Renate & Cormac Daly
Anissa & Stephen DeMatteo
Michael Didovic
Gregory Federbush & Stephanie Blum
Maria & Richard French
Furniture Sharehouse Board
Virginia & Andrew Geist
Tiffany Gallo & Michael Gennarelli
Margaret & Arthur Gilman
Donna & Daryl Graves
Ilise & Alan Harris
Clyde Hicks
Rennison Jagdeo
Patricia & Martin Kleinman
George Kontogiannis
Lisa & Thomas Krouskoff
Barbara McCune & Richard Kunz
Maria Lewis

Jane & Dan Lindau
Eileen & Barry Lyon
Ellen Massey
Robert Miss
Shobha Nayar
Amy Null
Lucille & Gregory O’Connor
Joseph O’Neill
Michael Palumbo
Sharon & Irving Picard
Tricia Riccio
Gregg Rosh
Elayna Rubens
Rosemary & Thomas Sacken
Svati Shashank
Barbara Smith
DJ Spellman
Cathy & Steve Sprague
Elizabeth Stanton
Elvira Swender
Olin Thurston
Christopher Tisi
Eileen Torres
Daniel Toskaner
Susan Turnbull
Danielle & Christopher Vignone
Betsy & James Walkup
Ronnie & Lee Wiederkehr
Steve Wrede

Howie Marketing & Consulting, Inc.
Human Development Services Of Westchester
Jeffrey N. Allen, CPA
Long Island Louver & Damper Co Inc.
McMahon, Lyon, & Hartnett Funeral Home, Inc.
MS3
North Broadway Citizens Association
North White Auto Inc.
Pepsico Foundation
Rachele Rose Day Spa
Raji Management DBA Ardsley Acres Hotel Court
Ro-Ro Automotive Corp.
Scarsdale Oral Surgery
Taryana Girshin Medical
The Artists Company, Inc.
Tompkins Mahopac Bank
Trillo & Associates
United Way of Rhode Island
Westchester’s Christmas Dinner, Inc.

Individuals
Maureen Barry
Anna & Wayne Battista
Gino Bello
Barbara Bento-Fleming
John Bonanno
Jefferson Boyce
Elizabeth & Neal Bronzo
Judith & Fred Chaise
Harvey Chambers
Chi Chu Chen
Brian Chiodo
Jeanne & Thomas Conlin
Angela Corcoran
Angela Cozzi
Evelyn Cruz
Ellen & Glenn DeSoto
Eugene Dougherty
Lisa Ernst
Barbara & Victor Ferguson
Karen Finkbeiner
Sheila Foley
Michael Friedman
Mark Friedman
Sunaganata Gadseh
Gina & Pablo Garcia
George Gluck
Cindy & Eric Goldberg
Andrew Herz
Nathan Hogan
Andrea Hughes
Robin & David Ingram
Naomi & David Isaacs
Rona Katz
Theresa Kilman
Deidre Kimble
Joanne & Bob Kirpatrick
June Krepow
Rhoda & Sherman Levine
Janet & Stephen Lippman
Harriet Lowell & Neal Earhart
Sandra & Stuart Madden
Maria Anna Maida
Ralph Marsh
John Martin
Michael Millek
Daniel Moretti & Mary Beth Evans
Natalie Neely
Benjamin Noble
Daniel O’Brien
Lola Onatolu
Esth & Sassoon Peress
Pierre Poux
Mary & Allen Reichman
Terrence Robbins
Carolyn Rogers
Sandra Samberg
Marion & Thomas Simon
Gisele Tawil
Anita & Maurice Tawil
Sue & Stewart Teichman
Jane Traulse
Erika Tsang
Rob Weisstuch
Lucy Werner
# Statement of Consolidated Financial Position

## Year Ended December 31, 2017 (Audited)

### Assets

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>371,816</td>
</tr>
<tr>
<td>Receivables</td>
<td>2,542,529</td>
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<tr>
<td>Prepaid Expenses and Other Current Assets</td>
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</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>3,030,492</td>
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<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Property and Equipment Net of Depreciation</td>
<td>7,388,592</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Security Deposits/Notes Receivable</td>
<td>70,397</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>10,389,485</strong></td>
</tr>
</tbody>
</table>

### Liabilities and Fund Balance

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>138,418</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>389,719</td>
</tr>
<tr>
<td>Accrued Payroll</td>
<td>537,462</td>
</tr>
<tr>
<td>Line of Credit</td>
<td>99,936</td>
</tr>
<tr>
<td>Current Portion of Notes Payable</td>
<td>79,979</td>
</tr>
<tr>
<td>Current Portion of Mortgage Payable</td>
<td>58,863</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>118,854</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>2,572,949</strong></td>
</tr>
<tr>
<td><strong>Long-Term Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Notes Payable</td>
<td>97,330</td>
</tr>
<tr>
<td>Mortgage Payable</td>
<td>1,052,388</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>2,572,949</strong></td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>7,647,797</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>168,739</td>
</tr>
<tr>
<td><strong>Total Liabilities and Fund Balance</strong></td>
<td><strong>10,389,485</strong></td>
</tr>
</tbody>
</table>

### Revenues

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Contracts</td>
<td>5,078,196</td>
</tr>
<tr>
<td>Fundraising</td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>192,081</td>
</tr>
<tr>
<td>Contributions</td>
<td>269,837</td>
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<tr>
<td>Inkind Contributions</td>
<td>76,649</td>
</tr>
<tr>
<td>Events &amp; Mailings</td>
<td>228,672</td>
</tr>
<tr>
<td>United Way Allocations</td>
<td>125</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>6,292,336</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3,682</td>
</tr>
<tr>
<td>Relaxed Gains (Losses)</td>
<td>15,272</td>
</tr>
<tr>
<td>Unrealized Gains (Losses)</td>
<td>4,299</td>
</tr>
<tr>
<td>Other</td>
<td>12,095</td>
</tr>
<tr>
<td><strong>Total Operating Revenue</strong></td>
<td><strong>12,173,045</strong></td>
</tr>
</tbody>
</table>

### Operating Revenues

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>10,921,579</td>
</tr>
<tr>
<td>Management and General</td>
<td>934,358</td>
</tr>
<tr>
<td>Fundraising</td>
<td>265,625</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td><strong>12,173,045</strong></td>
</tr>
</tbody>
</table>

### Operating Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>10,921,579</td>
</tr>
<tr>
<td>Management and General</td>
<td>934,358</td>
</tr>
<tr>
<td>Fundraising</td>
<td>265,625</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>12,121,562</strong></td>
</tr>
</tbody>
</table>

### Changes in Net Assets

| Amount | 51,483 |

### Net Assets - End of Year

| Amount | 7,689,792 |

---

**Revenue Sources**

- Government Contracts: 51.7%
- Program Service Fees: 41.7%
- Grants: 1.6%
- Donations: 4.7%
- Other: 0.3%

**Program Revenue Allocations**

- Rainbow Center: 0.3%
- Supporting Housing: 25.2%
- Shelters & Homeless Outreach: 18.1%
- Soup Kitchen: 0.9%
- Summer Camp & Mentoring: 2.1%
- Neighbors: 53.4%

**Uses**

- Management and General: 7.7%
- Fundraising: 2.2%
- Program Services: 90.0%

---
# Lifting Up Westchester

## 2017 At A Glance

- **Clients Assisted**: 3,445
- **Meals Served**: 82,694
- **Nights of Shelter Provided**: 18,632

### Client Breakdown

#### By Program:

<table>
<thead>
<tr>
<th>Program</th>
<th>Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open Arms</td>
<td>777</td>
</tr>
<tr>
<td>Mentoring</td>
<td>457</td>
</tr>
<tr>
<td>Samaritan House</td>
<td>302</td>
</tr>
<tr>
<td>Neighbors Home Care</td>
<td>274</td>
</tr>
<tr>
<td>Supportive Housing</td>
<td>179</td>
</tr>
<tr>
<td>Soup Kitchen</td>
<td>122</td>
</tr>
<tr>
<td>Summer Camp</td>
<td>87</td>
</tr>
<tr>
<td>Rainbow</td>
<td>50</td>
</tr>
</tbody>
</table>

#### By Ethnicity:

- **Caucasian**: 36%
- **African American**: 46%
- **Hispanic**: 16%
- **Other**: 2%

#### By Gender:

- **Male**: 59%
- **Female**: 41%