



**THE
DOOR**



2017 ANNUAL
REPORT

A MESSAGE FROM OUR CEO



This year was marked by great change, including new threats to the viability of programs and the safety net that protects over one in four New Yorkers. With so much in flux, our young people are unsure about some of the most fundamental issues in their lives: if their immigration status will be revoked tomorrow, if they'll still have access to health care, or if they'll even have a roof over their heads.

Our job, though, is crystal clear: to be there for them right now. To be stalwart supporters on their path to a better future.

Or, as we see it, to continue being New York City's premiere youth development organization.

At The Door, we heard our young people's concerns for this difficult year, and we were compelled to do more. And we have.

In 2017, we:

- Expanded our reproductive health services, enabling 400 young people to access long-term, cost-effective contraceptives — such as IUDs and implants — to better protect themselves.
- Fought for and won additional funding from the New York City Council so that our Legal Services team can represent more unaccompanied minors in immigration proceedings.
- Received a multi-year grant from the Manhattan District Attorney to provide tailored career, education, and housing support to 500 additional young people who are involved in the foster care system.
- Brought on additional staff, including a full-time specialist to connect 500 of our participants to much-needed public benefits that can help them be more secure as they work towards their goals.

- Expanded our mental health care offerings, including increasing our art therapy workshops to support at least 150 young people and partnering with a substance abuse specialist who will work intensively with 35 young people.

We're thrilled with these steps forward. But there's still more to be done in the year ahead.

As Julie Shapiro shares in the subsequent pages, the spirit of The Door is the spirit of partnerships.

I hope that you are inspired to continue as a partner in our efforts. Together with our young people, we are unstoppable.

On behalf of our entire organization, thank you for being with us.

A handwritten signature in black ink, reading "Eric Weingartner". The signature is fluid and cursive, with a large initial "E" and "W".

Eric Weingartner
Chief Executive Officer

BEN

AGE
17

Ben has a long ride from Queens to Broome Street Academy each day. The school bell rings pretty early, and with five other people in his home — including 2 younger siblings — sleep can be hard to come by. But the trip is worth it when he reflects on his time at BSA... and the future ahead when he graduates this June.

MENTORED YOUTH HAVE BETTER SCHOOL ATTENDANCE AND ARE 55% MORE LIKELY TO BE ENROLLED IN COLLEGE THAN THEIR PEERS.

One relationship that keeps him motivated when he's tired or stressed is the bond he shares with his staff mentor — or CHAMPION — Mr. Hale. "I wouldn't have wanted anyone else. I have an insatiable thirst for knowledge, and he just has so much information — he helps me find answers." Seeking answers is part of Ben's curious nature and his passion for science.



Ben also gets a much-needed boost from being involved in the comic book club and being on The Door's youth leadership council. These groups have helped broaden his horizons, and he wants to pass that experience on. "I want people to come to a place of understanding and respect for one another, no matter where you come from."

With graduation coming up fast, Ben is looking ahead. He hopes to get his bachelor's and master's in ecology, and has been working with our college counselors to find the right school for him. But something bigger has happened in these short years here: he's grown up. "Before I came here, I didn't know what I wanted — I just wanted out. Being here, they taught me about all the responsibilities I'll have to manage. I'm prepared to not just survive, but to *live*."



A MESSAGE FROM OUR EXECUTIVE DIRECTOR



One of my biggest priorities as Executive Director has been to build unique and dynamic partnerships. I firmly believe these relationships strengthen our efforts to help young people advance.

Despite the challenging political and financial environment – and the many hardships our young people faced – 2017 was our best yet in creatively teaming up

with other organizations to both expand and deepen the supports we offer.

A new \$6.5 million, four-year grant from the Manhattan District Attorney's Office designates us a city-wide Youth Opportunity Hub, giving us greater opportunity to widen our impact. We are partnering with 11 fantastic organizations to enrich our services for young people, including hosting several services on-site. In our first three months alone, we engaged over 1,000 young people in opportunities ranging from culinary training with Project Renewal, to in-home academic tutoring with New York Foundling, to connection to benefits with University Settlement.

Our partnerships extend into our Bronx Youth Center as well. In the past two years, we've collaborated with Hostos Community College to train 50 Bronx youth to be Emergency Medical Technicians. Three quarters of the trainees have had experience with the child welfare and/or criminal justice system. Now, they have the opportunity to be first responders and save lives while building a fulfilling, long-term career.

We are also using partnerships with organizations such as CASES and Arms Acres to bolster our staff expertise, as we are offering training across all departments in mental health assessment, criminal

justice, and substance abuse, among other issues. These efforts allow us to play a critical role in prevention and early intervention, catching young people before they fall.

We are determined to expand our comprehensiveness as we grow in scale. To ensure that our main site in SoHo can continue to effectively support the 10,000 young people who come from throughout the city, we are embarking on a capital project to add two more floors to our building. We can't wait to fill up the space with our new programs.

Thank you for being our partner as we make The Door New York City's leading place where youth can build positive pathways to their futures.

A handwritten signature in black ink, appearing to read 'Julie L. Shapiro'.

Julie L. Shapiro
Executive Director

“NEW YORK CITY IS THE MOST AMAZING CITY IN THE WORLD. AND FOR THOSE OF US WHO ARE BLESSED, WE HAVE A RESPONSIBILITY TO PUT THE ENERGY AND CARE INTO MAKING OUR NEIGHBORS’ LIVES BETTER. THAT’S WHAT THE DOOR HELPS ACCOMPLISH.”



KATHLEEN & MICHAEL SCHOEN SUPPORTERS

Five years ago, Michael and Kathleen Schoen heard about The Door through a friend who serves on our board of directors. It took only a few minutes of conversation for them to realize the power that The Door holds in creating opportunities for young people.

Then they saw and heard from our young people themselves, and that’s when their passion for The Door really kicked in. While attending one of our events, they witnessed Door members dance their hearts out on stage and heard our young people share stories of finding a career path — and a future. It put a spotlight on something that both Kathleen and Michael connected to.

“There are so many brilliant, talented young people out there whose abilities haven’t been tapped into yet. They just need the opportunity to make a difference, and it can be difficult for them to take those steps alone. The Door becomes a stepping stone for something bigger and better,” Michael says.

Kathleen has seen this effect firsthand while volunteering with our culinary and nutrition program — her own area of professional expertise. She’s also connected a young man she mentors to our programs with the belief that here, he can find a path to success. “It’s just a warm, caring place for everyone to find their way.”

Their commitment to making sure young people have that opportunity is stronger than ever. “With everything going on right now, what The Door does is more important than ever. We want to support those who need us with pride, passion, and gusto — just as this organization does.”

10,000 TEENAGERS AND YOUNG ADULTS (AGES 12-24) ADVANCE THEIR GOALS

IN 2017

1,900

runaway and homeless youth visited our drop-in center.



3,300

young people visited our health center – the number one reason cited for joining The Door.

1,400

youth worked with our mental health counselors.

100%

of residents in our supportive housing units connected with direct support on location. 30% sought additional services at The Door's main location.

3,400

young people worked towards a better future in our career and education programs.

18,000

youth outside of The Door learned health and relationship tips from our team of peer educators.



5,300

individual and group counseling sessions were held, including in art and meditation therapy.



68%

got a job or internship, were accepted into college, or earned their high school equivalency.

THROUGH OUR COMPREHENSIVE YOUTH DEVELOPMENT MODEL EVERY YEAR.

1,300

young people expressed their creativity in our arts program — more than 2,200 hours total.



29,000

meals and snacks were served — many prepared by our culinary students.



69%

of BSA's class of 2016 graduated.

90%

of arts participants were connected to another Door program.

1,200

young people benefitted from high-quality, civil legal representation.



327

students attended our in-house charter high school Broome Street Academy.



94%

of immigration clients obtained lawful permanent resident status or other improved status.

76%

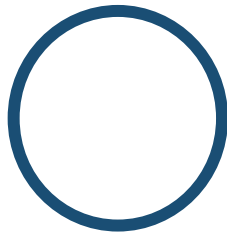
of participants ate meals and snacks with us.



72%

of BSA's 2016 graduates were accepted into college.

OUR FAMILY TABLE



Our 4th annual Our Family Table gala – benefiting our organization and our partners, University Settlement and Broome Street Academy – was a whopping success.

Guests entered the industrial space of Skylight Clarkson Sq and were whisked through a miniature cityscape, complete with stoplights, park benches, a construction wall for graffiti, and more. They were also treated to delectable food, specialty cocktails from **Michter's Distillery**, and fine champagne from **Champagne Henriot**.

Our evening's emcee was WABC-TV anchor Michelle Charlesworth, with remarks from Chief Executive Officer Eric Weingartner and Executive Director Julie Shapiro.

Performances from our participants kicked off and finished the program, showcasing our shared passion for the arts. Guests also heard from two of our participants – Solange Deschamps of The Door and Angel Sacarello of University Settlement – as they shared stirring testimonials about their personal journeys.

Our 2017 Changemaker Awards went to three distinguished honorees: **JPMorgan Chase & Co.** for their commitment to creating equal opportunity for New Yorkers

and others around the world; **Manhattan District Attorney Cyrus R. Vance, Jr.** for his commitment to social justice and the betterment of New York City; and creator of Humans of New York **Brandon Stanton** for his humanitarian spirit and innovative efforts to tell the stories of all New Yorkers. More than 500 of our closest friends joined us for this fun-filled, inspiring night – more than any of our previous years! Together, we raised more than \$1 million to support our work with New Yorkers.

We'd like to thank the sponsors, donors, and event committee for making the evening the toast of the town. We look forward to celebrating with you at our next event soon!

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JONTAE

AGE
23

Bronxite Jontae spent several years working in the fast food and retail industries. After taking time off when she had her son, she was ready to get back to work. But the jobs she'd had before weren't going to give her a career or the stability she needed. She wanted something more — not just for herself, but also for her child. She had no idea that her future would make her a power tool pro at one of the most famous cemeteries in the country: Woodlawn, right in the Bronx.

ONLY **29%** OF NEW YORK CITY'S 16-24 YEAR OLDS ARE EMPLOYED. YOUNG PEOPLE WHO DO WORK ARE MORE LIKELY TO HAVE HIGHER EARNING POWER PAST THEIR 20S.



"At first I was a bit afraid of the power tools and I wasn't good at cutting in a straight line. But after practice and some guidance, I got comfortable." Practice makes perfect — and that's what happened when Jontae honed her skills in our unique partnership with the Woodlawn Conservancy.

Each intern gets vast support to becoming a strong job prospect: not only do they get first-hand masonry and construction skills, but our staff also help them build interviewing and application skills so they can find a job — and keep it. "I worked really hard, paid attention, and learned as much as I could because I wanted to make this my career," says Jontae.



Rising to the top of her class, Jontae became a leader and a skilled tradesperson. After our ten-week intensive internship and training program, Woodlawn selected her to stay on as a full-time apprentice. Now she's transitioned to a role with a local construction union and is working downtown on the Ford Foundation building. With a job she loves and more opportunities ahead, she's happier than ever about her future.

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BROOME STREET ACADEMY

SPOTLIGHT RAHZEL

2017's valedictorian and senior class president Rahzel is a shining example of BSA's model at its best. Rahzel overcame intense personal hardships and academic obstacles with her fierce work ethic and the support of her staff mentor. With time, she enrolled in our most rigorous classes, participated in many of our afterschool clubs, and volunteered for countless community service projects. Now, Rahzel is in her second semester at New York University on a full scholarship.



“EVEN THOUGH BSA IS A SMALL SCHOOL, IT HAS PROVIDED ME WITH AMAZING OPPORTUNITIES AND SUPPORT.”

Founded in 2011, Broome Street Academy is a one-of-a-kind, tuition-free charter high school that lives inside The Door. Approximately 330 students, grades 9-12, are enrolled there.

What makes BSA special?

We give admission preference to students who are homeless or have unstable housing, or have experience in the child welfare system. 50% of our seats are reserved for these vulnerable high schoolers.

BSA was built with their success in mind. We know that when young people make strong connections to supportive adults, they learn better and develop greater

resilience. At BSA, each student has their own staff mentor who checks in with them regularly and keeps them motivated on their path to success after graduation.

We also fully integrate students with learning disabilities into our classrooms. There they can benefit from peer to peer learning and develop the kind of supportive friendships that last a lifetime.

Finally, by sharing our building, we're sharing our expertise and resources. Every service The Door offers – college counseling, tutoring, health exams, counseling, arts, and more – is available to BSA's students... just a flight of stairs away.

It's a unique model, but we know that Broome Street Academy's approach can be life changing to its students:

Attendance is up by 3 points, to

84%.

Truancy has dropped by

5
POINTS.

Out-of-school suspensions declined by

73%.

69%

of the class of 2016 graduated – and 72% were accepted into college.

Together with The Door, Broome Street Academy is reshaping the way New York City's youth experience – and succeed in – their education.

OUR FINANCIAL REPORT

Balance Sheet

Years Ending June 30	2017	2016
ASSETS		
Cash and cash equivalents	\$ 10,070,637	\$ 10,237,416
Due from related party†	1,000,000	1,000,000
Investments	33,066,038	29,230,630
Government grants & other receivables	4,157,818	2,620,639
Pledges receivable	1,765,533	2,131,873
Prepaid expenses and other assets	325,099	361,709
Land, buildings and equipment, net	18,771,814	19,643,189
Total Assets	\$ 69,156,939	\$ 65,225,456
LIABILITIES		
Accrued vacation	\$ 321,183	\$ 326,752
Accounts payable and accrued expenses	1,022,226	1,148,996
Advances under government grants	197,299	212,687
Amounts held for others	1,847,570	1,954,244
Total Liabilities	\$ 3,388,278	\$ 3,642,679
NET ASSETS		
Unrestricted: Undesignated for general use	\$ 7,100,542	\$ 4,801,194
Unrestricted: Board designated	36,606,256	33,719,064
Unrestricted: Net investment in fixed assets	18,771,814	19,643,189
Temporarily restricted	2,990,049	3,119,330
Permanently restricted	300,000	300,000
Total Net Assets	\$ 65,768,661	\$ 61,582,777
Total Liabilities & Net Assets	\$ 69,156,939	\$ 65,225,456

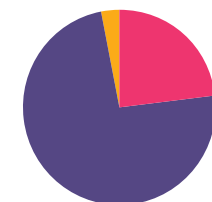
†On June 24, 2016, The Door made an interest free loan in the amount of \$1,000,000 to University Settlement to cover end of the year regular expenses. The loan was repaid in February 2017. On June 26, 2017, The Door made another interest free loan in the amount of \$1,000,000 to the Settlement to cover end of the year regular expenses.

‡The Door is a unit owner of the 121 6th Avenue Condominium. During the year ending June 30, 2014, the Condominium members approved a resolution to sell air rights relating to a neighboring property in exchange for a sum of \$32,136,467. Under the terms of the agreement, the members would each receive their pro-rata share of the proceeds of the sale, net of a state transfer tax of \$128,546. The Door's percentage interest in development rights is 81.96%, resulting in \$26,233,703 in non-operating revenue on the Statement of Activities for the year ended June 30, 2014, and is included in Board designated Net Assets as of June 30, 2014.

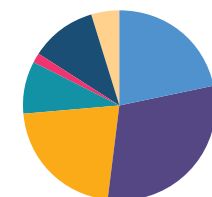
Statement of Activities

Years Ending June 30	2017	2016
SUPPORT & REVENUES		
Private support (individuals, corporations & foundations)	\$ 4,701,175	\$ 4,751,600
Government grants and contracts	14,888,361	12,311,361
Total Support	\$ 19,589,536	\$ 17,062,961
Management fee	\$ 563,379	\$ 508,082
Total Other Operating Revenues	\$ 563,379	\$ 508,082
Total Operating Support & Revenues	\$ 20,152,915	\$ 17,571,043
EXPENSES		
Program Services		
Counseling	\$ 4,400,216	\$ 4,591,526
Career & Education	6,067,805	5,638,529
Health Center	4,384,925	4,013,300
Legal	1,773,674	1,629,666
Nutrition	370,468	317,496
Total Program Services	\$ 16,997,088	\$ 16,190,517
Supporting Services		
Management & general	\$ 2,230,167	\$ 2,252,920
Fundraising	903,017	662,626
Total Supporting Services	\$ 3,133,184	\$ 2,915,546
Total Expenses	\$ 20,130,272	\$ 19,106,063
NON-OPERATING REVENUES		
Rental income, net	\$ 184,060	\$ 188,930
Gain on on exchange of property, net‡	—	7,899,864
Miscellaneous	144,213	46,885
Investment income, net	3,834,968	(1,108,152)
Total Non-Operating Revenues	\$ 4,163,241	\$ 7,027,527
Change in net assets*	\$ 4,185,884	\$ 5,492,507
Net assets, beginning of year	61,582,777	56,090,270
Net Assets, end of year	\$ 65,768,661	\$ 61,582,777

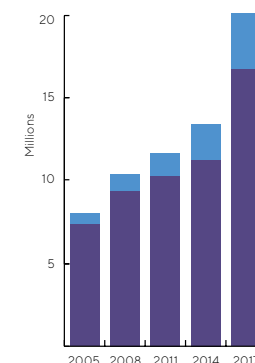
*Net of depreciation



■ Private support (23.33%)
■ Government grants (73.88%)
■ Management fees (2.80%)



■ Counseling (21.86%)
■ Career & Education (30.14%)
■ Health Center (21.78%)
■ Legal (8.81%)
■ Nutrition (1.84%)
■ Management & general (11.08%)
■ Fundraising (4.49%)



Expense Growth
■ Supporting Services
■ Programs



Your partnership is the reason
10,000 young adults and teens
have the resources and
opportunities they need to
become successful adults.

This report is a small look at the
empowering, expansive work that
you make possible every day.
We hope you know how
appreciated you are in keeping
this work alive.

Your support ensures that
we'll always be open to the people
who need us most.

MAKE A GIFT TODAY AT www.door.org/donate

Looking
for other
ways to be
involved?

VOLUNTEER

To learn more about ways
to give your time, visit
www.door.org/volunteer.

If your company is
looking to have a group volunteer
event, contact Christie at
ccorrea@door.org to learn more.

SPONSOR AN EVENT

Contact Christie at
ccorrea@door.org to
learn more about
upcoming sponsorship
opportunities.

MAKE A GIFT OF STOCK AND MUTUAL FUNDS

Donating appreciated securities
is a tax-smart approach to support
our work. Contact Catherine at
ccarpentieri@door.org to make a gift
of stock or mutual funds.

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news by following us on:

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Special thanks to our outgoing board members:

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Chief Executive Officer



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