

# AT-A-GLANCE

Facts & Figures (April 1, 2020 - March 31, 2021)



**Founded in 1990**

## Key Metrics

**\$68.7m** 2020 operating budget

**570+** employees

**9,426** people served\*

**4,350** units of housing

**758** units in development

\*unduplicated across programs & housing

## STREET OUTREACH

**4,363** people served

**482** placements to housing

**21,625** total client contacts

- Covering Brooklyn, Queens, and Midtown Manhattan (23rd Street to 59th Street, river-to-river)
- Major provider of outreach services to street homeless individuals in New York City
- 24 hours per day, 365 days per year
- Approach people with compassion, patience and persistence
- Engage with homeless individuals and connect them with services and housing utilizing Housing First and harm reduction approaches
- Make placements to Safe Haven transitional housing and permanent housing, reunite with family, access shelters and drop-in centers
- Bring psychiatric and medical care to people where they are

## HOUSING & PROGRAMS OVERVIEW

Breaking Ground's continuum of services helps unsheltered New Yorkers overcome homelessness, and other vulnerable New Yorkers avoid homelessness. From the streets to a safe, affordable, supportive home, our programs and housing touch the lives of more than 8,000 people each year.

### PERMANENT HOUSING

**22** buildings

**4,043** supportive & affordable apts.

**Bronx** 7 buildings

**Manhattan** 7 buildings

**Brooklyn** 5 buildings

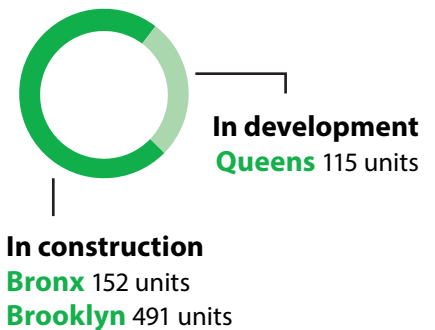
**Connecticut** 2 buildings

**Rochester, NY** 1 building

### DEVELOPMENT PIPELINE

**3** sites

**758** units in development



## TRANSITIONAL HOUSING

**307** units

**527** people served

**78** placements to permanent housing

- Offers street homeless individuals a safe retreat from life on the streets
- Onsite case management and clinical services meet the needs of clients and help them secure permanent housing
- Safe Haven units are a low-threshold alternative to shelters, making them more attractive to chronically homeless individuals
- Utilizes Housing First and harm reduction approaches
- Onsite services include intensive case management, harm reduction specialists, medical and psychiatric services, and more—all with a focus on helping each individual secure permanent housing

## DROP-IN CENTER

**299** people served

**27** placements to housing

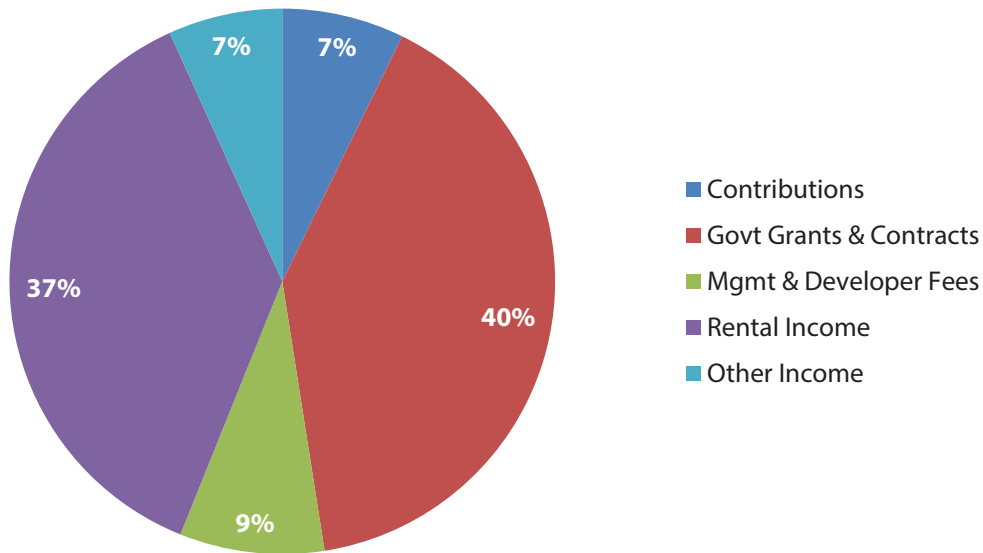
- Currently a small pilot program serving up to 16 people at a time
- Moving toward full intended capacity of 75 people by 2022
- Only facility serving street homeless individuals in Queens
- Wide variety of services—from meals to medical care—help build trust and engage people in the housing process.

### COVID-19 EFFECTS

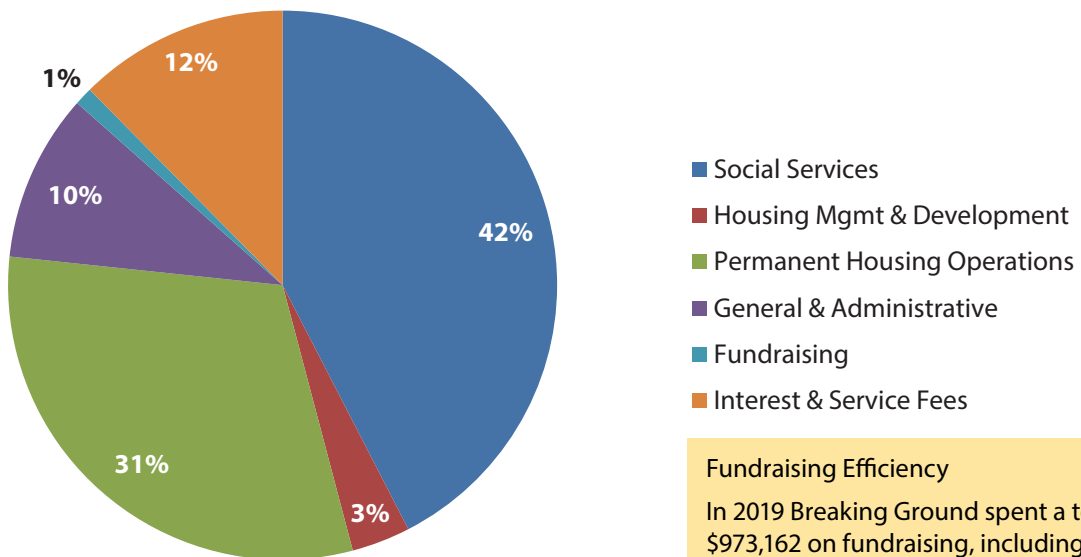
The novel coronavirus has required nearly 50% of our staff to transition to remote work. However, our frontline teams have continued to serve clients without interruption, and we have also expanded a key resource - stabilization beds - to help more of our most vulnerable street homeless clients come indoors to housing.

**FINANCIALS - FY 2019 AUDIT**

**2019 Revenues - \$92.1MM**



**2019 Expenses - \$91.7MM \***



\*Excluding depreciation and non-recurring items

**Fundraising Efficiency**  
In 2019 Breaking Ground spent a total of \$973,162 on fundraising, including salaries allocated to fundraising. This represents 1% of overall expenses, and 15% of total philanthropic revenue of \$6.7 million.