

R E S P E C T • H O P E • T E A M W O R K • E X C E L L E N C E

R E S P E C T • E X C E L L E N C E • T E A M W O R K • H O P E • R E S P E C T

R E S P E C T • H O P E • T E A M W O R K • E X C E L L E N C E



## 2005 Annual Report



All pictures courtesy of the Chestnut Center Art Therapy Program

*"We all  
chase  
the  
same  
dreams  
but we  
have  
different  
ways  
to get  
there."*

[www.gatewayindustries.org](http://www.gatewayindustries.org)

R E S P E C T • H O P E • T E A M W O R K • E X C E L L E N C E

## Thoughts from the CEO and 2006 Board President

Dear Friends,

The British philosopher and politician Benjamin Disraeli once said, "The secret of success is constancy to purpose". When using that statement as a measure, 2005 was a very successful year. Our Board and our staff kept mission, vision, and values constantly in mind, while assuring that our consumers' needs were being met. The year was all about partnerships and celebrations.



Established partners were there for us. Our staff forged new ones with housing consortia, in school districts, and with funding agencies. We took every opportunity to work with referral sources, business customers, local colleges, community leaders, long time supporters, trade organizations, and legislators. A grant from the Ulster Savings Charitable Foundation allowed us to restart the Chestnut Center Art Therapy Program. A legislative grant from Senator Larkin provided for a new transportation van. We celebrated ten years of service for Continuing Day Treatment, Day Habilitation, Job Shop, Office Products, and Lighting. Consumers were recognized for their achievements. We broke ground for our new state-of-the-art, handicapped-accessible Gateway Manor Community Residence.

The year brought many challenges. We balanced our budget while funding remained at risk. Recruiting and retaining a qualified and caring staff in a competitive environment required diligence. The need for community based, safe housing became more difficult in today's market. Finding work opportunities was more difficult in a global economy.

The supports received and skills learned in our programs are vital to our consumers' ability to achieve success and satisfaction in their lives. At one end of the spectrum, consumers are becoming older with all of the life style and health needs of their generation; at the other end, some are just aging out of the school system needing special preparation for their next life phase. We asked all of them what makes them satisfied. Work, a home, a chance to socialize, a feeling of independence, and support, when necessary, all made the list of our surveys and meetings.

Our teamwork allowed us to end the year on a positive note and we provided the needed supports. Thank you to our partners, our supporters, our staff, and our Board of Directors and Foundation Board for all the hard work and commitment. Together we can look back on a successful 2005.

**Steven L. Kelley**  
President, Board of Directors

**Françoise C. Dunefsky**  
President and CEO

### 2005 Board of Directors

**Cheryl Bowers**  
President

**Steve Kelley**  
First Vice President

**William Gessner**  
Second Vice President

**Michael Shaughnessy**  
Treasurer

**Joyce Minard**  
Secretary

Janet Bell  
Jeff Fredenberg  
Henry Gleich  
Edward T. Hill, Jr.  
Greg Howard  
Joanne Liguori  
Sara Rabbino  
Steven Silverman  
Betsy Zubroff

### 2006 Board of Directors

**Steven Kelley**  
President

**William Gessner MD**  
First Vice President

**Edward Hill, Jr.**  
Second Vice President

**Michael Shaughnessy**  
Treasurer

**Joyce Minard**  
Secretary

Janet Bell  
Cheryl Bowers  
Jeffrey Fredenberg  
Henry Gleich  
Joanne Liguori  
Sara Rabbino  
Betsy Zubroff  
Robert Seidman: Ex- Officio

### Administration

**Françoise Dunefsky**  
President & Chief Executive Officer

**William Harper**  
Sr. Vice President, Consumer Services

**Douglas Maloney**  
Vice President, Business Services

**Eva Marie Graham**  
Chief Financial Officer

**Alice Dickey**  
Director of Human Resource

**Evelyn Flavin**  
Executive Office Manager

# Our Mission



*It is our Mission to assist individuals with disabilities or economic disadvantages in choosing, acquiring, using, and maintaining the skills and supports necessary to achieve success and satisfaction in their lives. We accomplish this through Vocational, Therapeutic, Residential, and Business Services*

## **Residential Services**

- Residential Rehabilitation
- Community Integration
- Rental Stipends
- Case Management
- Financial Management
- Family Services
- Transportation

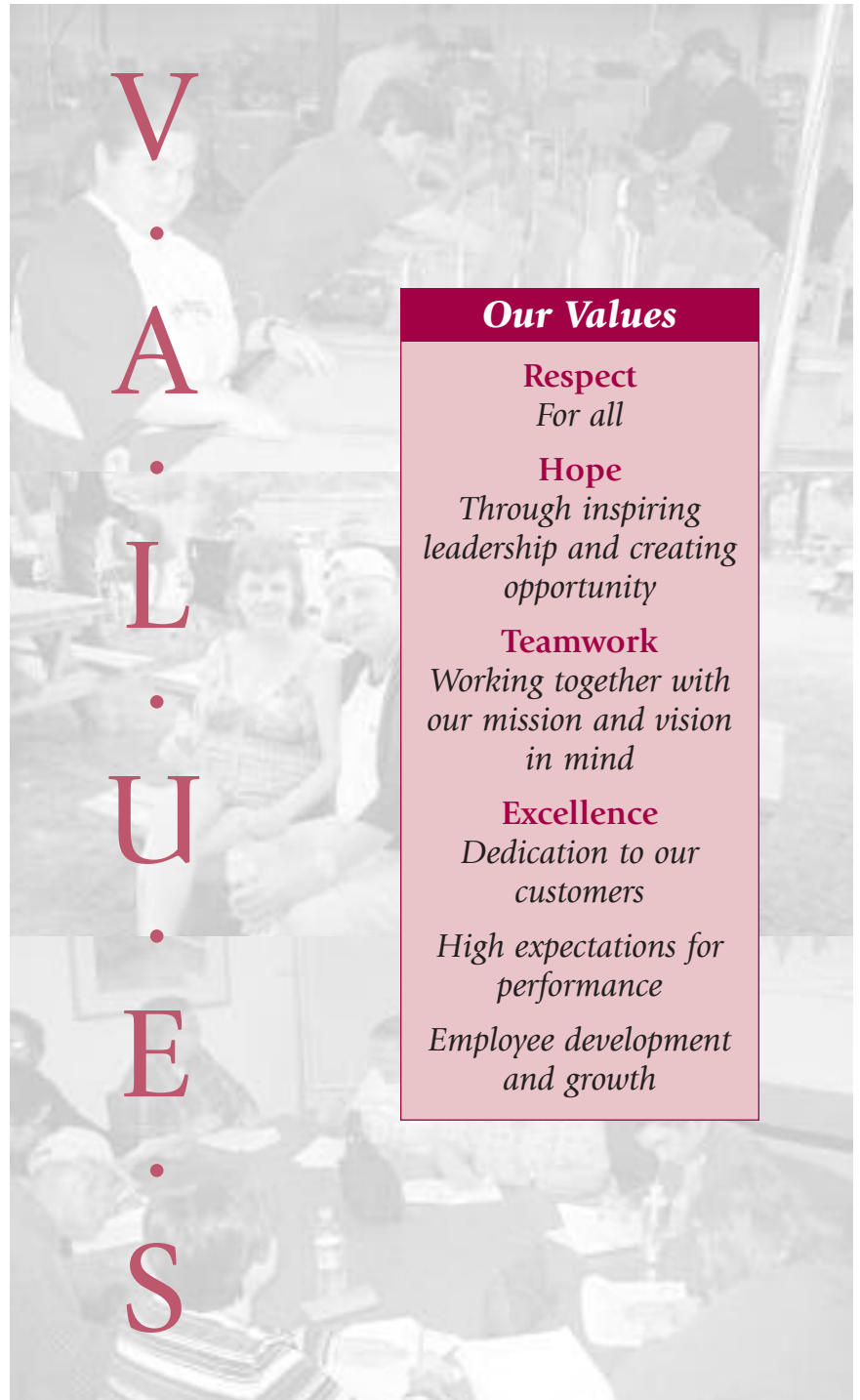
## **Rehabilitation Services**

- Vocational
- Therapeutic
- Psychiatric Rehabilitation
- Vocational Evaluation
- Job Training
- Job Placement
- Community Employment
- Continuing Day Treatment
- School to Work
- Day Habilitation

## **Business Services**

- GCI Industrial Operations**
- Sub-Contract Manufacturing
  - Office Products
  - Lighting
- GCI Cleaning Services**
- Custom Cleaning
  - FDR Janitorial Services
  - Ever Clean Floor Care
- GCI Food Service Management**

Learn more about each program by visiting our website at [www.gatewayindustries.org](http://www.gatewayindustries.org)



## **Our Values**

**Respect**  
For all

**Hope**  
Through inspiring leadership and creating opportunity

**Teamwork**  
Working together with our mission and vision in mind

**Excellence**  
Dedication to our customers  
High expectations for performance

Employee development and growth

## Rehabilitation Services

The Rehabilitation Services Department provides a variety of programs and services to individuals in need of vocational, treatment and/or habilitation services.

In 2005, the Rehabilitation Services Department served over 1700 individuals in both Ulster and Dutchess Counties through the following programs/services:

### Vocational Work Center

Training in the areas of basic assembly, food service, custom cleaning, clerical and facilities maintenance; development of future goals based on consumer choice and development of appropriate work habits and work attitudes through Vocational Counseling services; other Support Services, as needed, including transportation, pre-vocational groups, remediation and occupational health.

### Continuing Day Treatment (The Chestnut Center)

Supportive skills development; psycho-education; symptom management; rehab readiness development; group and individual psychotherapy; medication assessment and management; art therapy; co-occurring disorders track; and trauma track for individuals with psychiatric disabilities.

In 2005 Gateway received a \$10,000 grant from the Ulster Savings Charitable Foundation. Over 60 clients have participated in various creative art therapy activities as a result of this funding. See pictures on front cover.

### Day Habilitation

Community based social, cultural and educational activities that promote integration for individuals with developmental disabilities.



Through the auspices of Ulster County BOCES, Gateway is able to provide remediation classes to interested trainees in both its Kingston and New Paltz Work Centers. In 2005, 85 individuals were served.



255 Individuals were served in the Kingston and New Paltz Vocational Work Centers. 472 training opportunities were offered in the Work Centers to help individuals in identifying their vocational goals. Pictured, the consumers are preparing meals served in the Gateway cafeteria.



The Day Hab consumers are enjoying a picnic lunch.

**Celebrating  
10 Years**

**Celebrating  
10 Years**

## The Vocational Transition Center

### Employment and Support Services

Internship and job development; employment readiness training; on and off-site coaching; benefits counseling; transportation planning; post employment services.

### Medicaid Service Coordination

Assists, encourages and supports individuals with mental retardation and/or developmental disabilities in identifying, developing and reaching their valued outcomes.

### VERIZON Technology Center

Provides opportunities to gain exposure and expertise in utilizing technology to enhance career development and employability.

### Intensive Psychiatric Rehabilitation Treatment (Center for Self-Development)

Classes in goal setting and career exploration; workshops on recovery and making changes; seminars in skills assessment and resource development, and vocational internships skills training.

### School to Work

Assists students transitioning from school to work through a classroom/community based curriculum to enhance the student's career development and employability.

### The Job Shop

Provides vocational assessment; career exploration; job search counseling and job development.



Community Employment opportunities are provided through local employers, both in Ulster County and Dutchess County. 249 individuals were assisted in securing/maintaining these opportunities. Left, Richard Carlson works at the FDR Presidential Library working with GCI Custom Cleaning.

## Rehabilitation Services



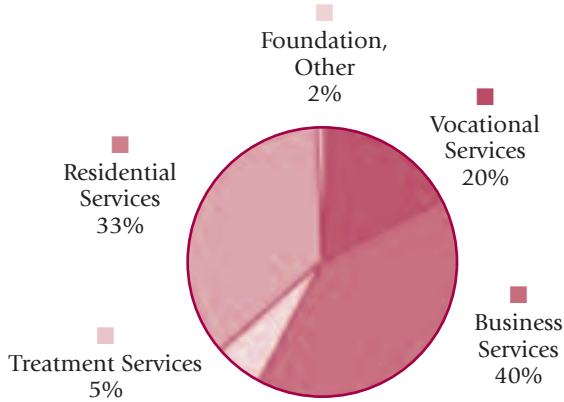
With the assistance of a video consultant, students from Wallkill High School produced the "Smoke Free Homes and Cars" video in 2005 as part of Gateway's School to Work Program. This project would not have been possible without a grant from the Ulster County Department of Health in the amount of \$3,400.



In 2005 over 500 individuals were served in the Job Shop. Celebrating 10 years, the Job Shop helps individuals develop skills to find employment. Veronica Strout and Linda Hallas help to provide these services.

## 2005

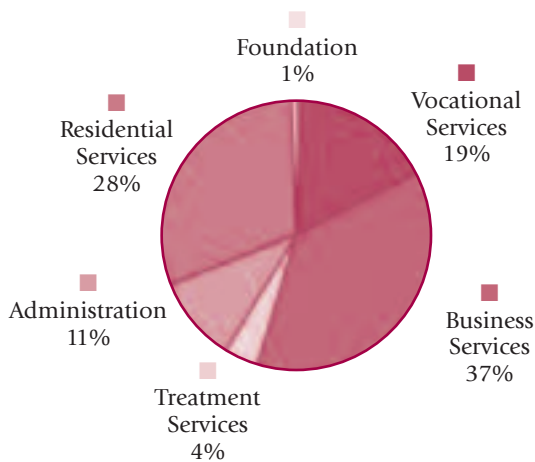
### REVENUE



#### Revenue

Vocational Services	19.70%	\$2,238,000
Business Services	40.98%	\$4,655,000
Treatment Services	5.16%	\$586,000
Residential Services	32.61%	\$3,704,000
Foundation, Other	1.56%	\$177,000
<b>Total</b>	<b>100%</b>	<b>\$11,360,000</b>

### EXPENSES

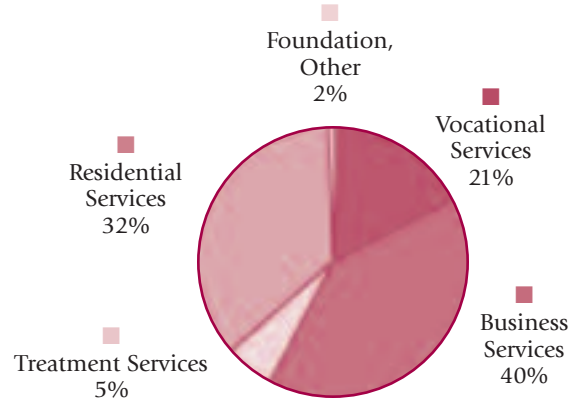


#### Expenses

Vocational Services	18.54%	\$2,095,000
Business Services	37.37%	\$4,223,000
Treatment Services	4.20%	\$475,000
Administration	11.22%	\$1,268,000
Residential Services	28.12%	\$3,178,000
Foundation	0.72%	\$63,000
<b>Total</b>	<b>100%</b>	<b>\$11,302,000</b>

## 2004

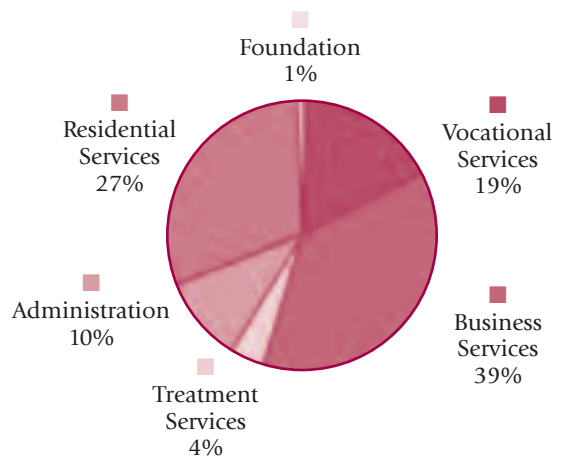
### REVENUE



#### Revenue

Vocational Services	20.87%	\$2,392,000
Business Services	40.96%	\$4,695,000
Treatment Services	4.79%	\$549,000
Residential Services	31.63%	\$3,626,000
Foundation, Other	1.75%	\$201,000
<b>Total</b>	<b>100%</b>	<b>\$11,463,000</b>

### EXPENSES



#### Expenses

Vocational Services	18.89%	\$2,076,000
Business Services	38.65%	\$4,247,000
Treatment Services	4.26%	\$468,000
Administration	10.07%	\$1,107,000
Residential Services	27.49%	\$3,021,000
Foundation	0.63%	\$69,000
<b>Total</b>	<b>100%</b>	<b>\$10,988,000</b>

# 2004 Program Services Results



## Rehabilitation Services Department

### Vocational Evaluation

Persons Served	349
Diagnostic Vocational Evaluation	58
Short-term Testing	291
Median Age of Persons Served	28
Primary Diagnosis Served: Physically Disabled	

### Primary Sources of Referrals:

1. New York State Office of Vocational and Educational Services for Individuals with Disabilities (VESID)
2. Office of Employment and Training
3. New York State Department of Social Services

### Community Employment

Community Job Placement:	249
Average Hourly Entry Wage	\$7.84
Community Internship	85

### Work Centers

Total Persons Served	255
Disability Groups Served	
1. Mental Retardation/ Developmental Disability	61%
2. Mental Illness	36%
3. Physical Disability	3%
4. Median Age of Persons Served	45

### Day Habilitation, Psychiatric Rehabilitation, Service Coordination and Treatment Programs

Total Served	141
--------------	-----

## Residential Services Department

Total Persons Served in 2005: 231 for 181 Contracted Beds

- Primary Disability: Mental Illness
- Secondary Disability: MR / DD
- Other Disabilities: MICA / Physical / Medical
- Other Population Targets: Homeless women with children

Screened in 2005: 235 candidates

Accepted in 2005: 46 candidates

Leased and Supported 139 Apts. for 166 residents in 2 counties

Primary Source of Referrals: Other Non Profit Case Management Agencies

Secondary Referral Source: County Mental Health Agencies

Average Length of Stay

Certified Housing: 1893 days

Supported Apartments: 1892 days

### Congregate Housing

<i>Ulster County</i>		<i>Dutchess County</i>	
Gateway Manor CR	14	Beacon CR	12
Penrose CR	12		

### Certified Apartments (Supportive)

<i>Ulster County</i>			
Newkirk	10		
Scattered Site	17		

### Supported Apartments

<i>Ulster County</i>		<i>Dutchess County</i>	
Scattered Site	50	Scattered Site	26
Stuyvesant	16	Family Apartments	5
Family Apartments	3	MICA	3
Additional	7		

### IRA Apartments

<i>Ulster County</i>		<i>Dutchess County</i>	
Apartment Units	6	Apartment Units	5

<b>Totals</b>	<b>137</b>		<b>51</b>
---------------	------------	--	-----------

## Business Services Department

Business Service Sales for 2005 were \$2,867,289.

### Custom Cleaning (including Ever Clean)

Sales	\$422,468
FDR Sales	\$648,039
Private Contracts	38
NYSID Contracts	8
NISH Contracts	1

### Food Service

Sales	\$242,865
Private Contracts	5
NYSID Contracts	1
Catered events	120

### Industrial Operations includes:

#### Subcontract Manufacturing

Sales	\$213,856
Amount of Contracts	26

#### Lighting Operations

Sales	\$272,425
Lights manufactured	32,654
Varieties of lights	69
NYSID Contracts	1

#### Office Products

Sales	\$1,067,636
NYSID Contracts	47 (87 different items)
NISH Contracts	2 (6 different items)
Folders shipped	543,981
Envelopes shipped	2,625,392
Binders shipped	8426

## Residential Services

As an agency that supports individuals in a variety of ways we must also take care of our houses and homes with the same tenacity. Each residential house, apartment, structure is held in high esteem and Residential Services has worked to make the house feel like a home for those who live there. As is true in all communities, growth, development, refurbishment and renovation are occurring. The same has been true for Gateway Residential Services during 2005.

Ground breaking took place for a new 14 bed Community Residence in New Paltz. This C.R. will replace the current structure and will be fully accessible for the adults who reside there.

It was necessary to “refurbish and repair” the Beacon Residence which was restored to some of it’s previous glory. A fresh coat of paint, interior fix up, and roof repairs have helped this home shine. It’s readily visible upon entering the community and we’re proud to be one of the first homes that is seen in the area.

The physical condition of our other homes, apartments and offices remain a concern. Refurbishment began for our HUD funded Certified Apartment site in Kingston and will continue in 2006. New paint, with the assistance of the United



Gateway residents are eagerly awaiting the completion of the new Gateway Manor. In the fall, the Residential Department looks forward to inviting all to an open house.

Way and Make a Difference Projects, gave a sparkle to individual apartments. Landlords have also worked to ensure our older homes/apartments are safe and ready for occupancy.

In 2005, an aggressive effort was established to focus on true recovery based services. The focus continues to be on community based sites and our successes in recovery are measured by independence and growth.

This year and in future years, Gateway’s Residential services program will continue to provide housing that:

- Reflects choice — in style, community, and size.
- Offers the opportunities to strengthen the individual’s belief that change is possible and positive, as people move through the housing continuum to housing of one’s choice.
- Is person-centered and tailored to the individual’s needs, wants and beliefs. Housing is provided to families, couples, friends and single individuals.
- Offers opportunities for individuals to improve their functioning and status. Homes are located in a variety of communities, school districts, and geographic regions in two counties.
- Can offer support to individuals for as long as it is needed and wanted.

These essential focus points will govern our future as we continue to make each house a home for those we support.



In those cases when we have had concerns about a residential site, residential services worked to help the resident in a relocation to a community of their choice. Such opportunities have resulted in successful housing, supports and independence for a number of residents including those similar to Charlie and Susan.

## GCI Industrial Operations

**Sub-Contract Manufacturing** enhances skill development through assembly and packaging work. In 2005, consumers assembled valves for medical mannequins, shrink wrapped CDs for the NY State museum, packaged denture repair kits, packaged stickers and magnets, and blister-packed Easter and Halloween kits for distribution nationally. Our strengths continue to be high-quality services that stress quick turn-around, superior customer service, quality and inventory control, and flexible shipping. We are one of the best choices for manufacturing outsourcing in the Northeast.



The Federal Emergency Management Agency (FEMA) purchased 75,000 green classification folders from GCI Office Products. Michelle Pendell is working on these folders which will be delivered to Louisiana.

**Lighting** celebrated 10 years of manufacturing light fixtures in 2005. These lights are sold nationally and can be seen at major convention centers such as the Javits Convention Center in New York City and the Desmond Hotel in Albany. All lighting fixtures are UL approved by Underwriters Laboratory.

**Celebrating  
10 Years**

**GCI Office Products** reached a milestone of 10 years manufacturing quality folders, envelopes and binders. These products, made by the disabled, are sold to State agencies, Federal agencies and commercial customers throughout the USA and Canada. We offer a diversified product line, exceptional customer service and competitive prices. GCI offers custom products based on customer need. View our products online at [www.gciofficeproducts.com](http://www.gciofficeproducts.com).

**Celebrating  
10 Years**

## Business Services

### GCI Food Service

GCI Food Service trains consumers in all aspects of food preparation to prepare them for placement in competitive employment. In 2005, GCI continued to cater the Coleman Wine and Cheese festival, the Gateway Golf Classic, and the New Paltz Rotary/Gateway holiday lunch. The Business Resource Center used our catering services for breakfasts and lunches. 150 lunches were delivered daily to various not-for-profit groups. In addition, the cafeteria served about 200 meals daily at our Kingston location.

### GCI Cleaning Services

**GCI Custom Cleaning** trains individuals with disabilities in all aspects of janitorial cleaning. GCI continued serving about 50 private and N.Y. State janitorial contracts in 2005 including the N.Y. State Thruway buildings and the Department of Environmental Protection building in Kingston.

**The Franklin D. Roosevelt Presidential Library and Museum** is a major janitorial and grounds services contract that employs over 20 disabled individuals at the first presidential library in Hyde Park.

**Ever Clean Floor Care** specializes in carpet cleaning and vinyl tile floor care for residential and commercial customers. Ever Clean utilizes a Butler® truck powered carpet cleaning system. In 2005, Ever Clean maintained the tile and carpeted floors for nine monthly contracts with local businesses. Ever Clean also has a semi-annual floor cleaning contract for the Department of Environmental Protection in Kingston.



The janitorial services contract at the FDR site in Hyde Park expanded in 2005 to include grass cutting the 16-acre site, the home of the first disabled president.

## Foundation Events in 2005

The 7th Annual Raffle held at the Hillside Manor on March 11, 2005 was a great success netting more than \$19,000. On September 25th our Annual Golf Classic was held at the Hudson Valley Resort in Kerhonkson realizing more than \$10,800.



Golfers enjoyed the day at the Hudson Valley Resort during the 13th Annual Fall Golf Classic.



Sponsorship and prize donations from our area businesses are the main ingredient to our success and we are ever grateful for their support. Prizes above were given away at the 2006 Raffle in March.

Several GCI programs celebrated their Tenth Anniversary in 2005. A reception was held at the Joe Cornelske Center in Kingston which included informative tours of the celebrated areas. Lighting, Office Products, Continuing Day Treatment, Day Habilitation and the Job Shop were the areas honored. The evening ended honoring John Mizerak, Past Executive Director for his years of service to Gateway and the disabled.

### 2005 Results for Consumers

The fundraising efforts for 2005 allowed the Foundation to give GCI Consumers a holiday bonus and purchase new work tables and chairs for the Kingston Work Center.

## 2006 Foundation Events

### Donor Recognition

February 9, 2006  
An event to honor our 2005 contributors

### 8th Annual Raffle

March 24, 2006  
Hillside Manor  
Winner:  
Carter Hastings

### 14th Annual Golf Classic

September 10th, 2006  
Hudson Valley Resort  
Save the Date!

### Foundation Board 2005

**Robert Seidman**  
*President*

**Mary Rose Warcholak**  
*Vice President*

**Greg Eckert**  
*Secretary-Treasurer*

**Françoise Dunefsky**  
*CEO, GCI, Inc.*

**Angela Cavanna, D.O.**  
Brian Ginty

Kathleen Gordon

Barbara Klassen

Karen Lockrow

Michelle Marmo

William McCarthy

Cathy Racicot

Susan Wallace

Calvin Cunningham  
*Member Emeritus*

Evelyn Flavin  
*Executive Office Manager*

### Foundation Board 2006

**Robert Seidman**  
*President*

**Mary Rose Warcholak**  
*Vice President*

**Greg Eckert**  
*Secretary-Treasurer*

**Françoise Dunefsky**  
*CEO, GCI, Inc.*

Sylvia Alles

**Angela Cavanna, D.O.**  
Brian Ginty

Kathleen Gordon

Steven Kelley

Barbara Klassen

Michelle Marmo

Sara Rabbino

Cathy Racicot

Susan Wallace

Calvin Cunningham  
*Member Emeritus*

Evelyn Flavin  
*Executive Office Manager*

# Friends of Gateway 2005 Donations



Gateway gratefully acknowledges those who donated at a level that earned a new leaf 🍃 on the Gateway Giving Tree.

## **Lifetime Benefactor**

\$10,000+ or Endowments  
Ulster Savings Charitable Foundation 🍃

## **Gold**

\$5,000+  
The Klock Foundation 🍃  
Ryan Insurance  
Ulster Savings Bank  
Ulster Federal Credit Union  
Ulster Savings Charitable Foundation 🍃

## **Silver**

\$2,500 - \$4,999  
Benedictine Hospital 🍃  
John Christnacht  
Paul DeLisio  
Kingston Hospital  
Nina Miness  
Rondout Savings Bank

## **Bronze**

\$1,000 - \$2,499  
The Allstate Foundation 🍃  
Cellular One  
Françoise Dunefsky 🍃  
Healthstream Medical Association  
Independent Financial Services  
Kingston Rotary 🍃  
Marvin & Company, PC 🍃

Celebrating New Paltz Gala  
honoring Joyce Minard 🍃  
Wal-Mart 🍃

## **Patron**

Level Three: \$500 - \$999  
A+ Laundry  
Allstate Insurance –  
McCarthy Agency  
Allstate Insurance –  
Robert W. Meyer  
Jay Andretta  
Rose & Kiernan  
Michael Quinn

## **Sponsor**

Level Two: \$250 - \$499  
Car Pool, LLC  
Concorde Lending Services, LTD  
Henry Gleich, CPA, PC  
Wayne Graff  
Jeff Lowe Plumbing, Heating & A/C  
Anthony & Michelle Marmo  
Joseph & Gladys Mittleman  
The Reis Group  
The Valley Group

## **Contributor**

Level One: Up to \$249  
A & D Plumbing  
Judith & Nancy Ball  
Cheryl Bowers

Brent Financial Group  
Joseph L. Canino  
Centennial Mortgage  
Don Oakley & Co.  
Greg Eckert  
Nancy Ells  
Roy & Judy Fruiterman  
William & Judith Gessner  
Lew & Cathy Helmbold  
Kingston Risk Management  
Edward G. Kirschner  
Lake Associates, Inc.  
La Manna Dental Studio  
Loria Family  
Joyce Minard  
McDonalds  
Mortgage Bankers Corp.  
River City Abstract, LLC  
River Radiology  
Schain & Company  
Michael Shaughnessy  
Linda & Robert Seidman  
Shamrock Associates  
Len Shapiro  
Don & Stephanie Smith  
Spiegel Bros. Paper Co.  
Waste Management  
Wright Builders

**Let's  
Give  
Thanks!**

We are grateful to the contributors and supporters who have given so generously to Gateway Community Industries through the Foundation's fund raising events and individual or corporate donations. We greatly appreciate your support.

If you would like to contribute to Gateway Community Industries, you may send your donations to:

The Gateway Foundation, PO Box 5002, Kingston, NY 12402-5002



One Amy Kay Parkway  
PO Box 5002  
Kingston, NY 12402-5002

Non-Profit Org.  
US Postage  
PAID  
Permit No. 6165  
Newburgh, NY 12550

Member  
Agency



United Way of Ulster County

## Gateway Community Industries

### Joe Cornelske Center

One Amy Kay Parkway  
PO Box 5002  
Kingston, NY 12402-5002

Main Phone: (845) 331-1261  
Toll Free: (800) 454-9395  
Fax: (845) 331-2112

### Vocational Transition Center

Phone: (845) 339-0155  
Fax: (845) 331-4920  
Job Shop: (845) 334-9496

### Ever Clean Carpet Cleaning/Floor Care

Phone: (845) 331-2234

### New Paltz Facility

137 North Chestnut Street  
New Paltz, NY 12561

Phone: (845) 255-6700  
Fax: (845) 255-6706

### Chestnut Center (CDTP)

Phone: (845) 255-1149  
Fax: (845) 255-1285

### Dutchess County

Vocational Transition Center  
Phone: (845) 473-7127  
Fax: (845) 473-9427

To reach the operator or any of our business services, rehabilitation programs, residential programs or administration, please dial the main number.



Check us out  
on the Web!

[www.gatewayindustries.org](http://www.gatewayindustries.org)

[www.wecleancarpet.com](http://www.wecleancarpet.com)

[www.gciofficeproducts.com](http://www.gciofficeproducts.com)

Email us your comments at:  
[info@gatewayindustries.org](mailto:info@gatewayindustries.org)

