



Office of the Ulster County Comptroller

Ulster County Not-for-Profits Snapshot Series: *Gateway Community Industries*

May 31, 2016

Introduction and Mission

Gateway Community Industries, Inc. (“Gateway”) was founded in 1957 and is a leader among not-for-profit, vocational, rehabilitative, training centers for people with mental and/or physical disabilities in Ulster County.

Gateway “assists people in choosing, acquiring, using, and maintaining the skills and supports necessary to achieve success and satisfaction in their lives. [Gateway] accomplishes this through integrated vocational, therapeutic, residential, and business services.”

The agency provides many comprehensive services aimed at achieving independent and successful lives for residents, including: career evaluation, training, assistance, and placement programs; transportation and housing support; meal deliveries to seniors; non-Medicaid care coordination; and psychiatric and residential habilitation/rehabilitation.

Financial

Gateway files form 990 as a not-for-profit for tax purposes with the Internal Revenue Service. The following chart illustrates Gateway’s annual budget, the amount of funds received from Ulster County Government each year, and the corresponding percentage that Ulster County contributes toward their overall budget for the last five years (including year to date information).

Year	Annual Budget	Revenues Received from UC*	% of Budget
2012	\$ 12,171,000	\$ 2,880,617	24%
2013	\$ 12,721,000	\$ 2,541,214	20%
2014	\$ 13,129,000	\$ 2,636,650	20%
2015	\$ 12,712,000	\$ 2,853,116	22%
YTD 2016	\$ 13,494,000	\$ 1,815,232	13%

*According to the County's financial management system

Gateway is governed by a Board of Directors and guided by its Board of Trustees, consisting of eleven and eight local community leaders respectively, who regularly meet. These individuals receive no salary while volunteering their time and talents in moving Gateway’s vision forward. The board is charged with approving compensation and benefits for the Chief Executive Officer (“CEO”), while the CEO approves all other leadership and executive team salaries. Currently, Gateway’s highest paid positions account for a total of \$378,885: Chief Executive Officer (\$125,000), Chief Financial Officer (\$98,885), Vice President of Direct Services (\$80,000), and Vice President of Human Resources (\$75,000).¹

Programs

Gateway provides many programs that support Ulster County individuals as they aim to realize a hopeful, satisfying, and community based life. Following is a table of the programs Gateway offers which are funded by Ulster County

¹ Salaries provided by Gateway Community Industries



either through county funds or as a pass through from New York State. As can be seen, each of these programs has specific objectives and goals that has aided many individuals within our community.

Ulster County Funded			
County Program	Program Description	Amount	# of UC Clients Served
Community Based Employment Enhanced Services OPWDD	A program designed to serve individuals with developmental disabilities who currently attend Gateway's work center who aspire to explore vocational employment options.	\$ 67,875	9
Job Shop Program for TANF recipients	Provides Temporary Assistance and Needy Family recipients with an array of services designed to assist them in obtaining employment and achieving self-sufficiency.	\$ 72,000	116
Vocational Internship	Provides a vocational internship to individuals who are: (i) participating in substance abuse treatment at UC Mental Health, and (ii) receiving public assistance benefits through UC DSS	\$ 9,000	28
Job Shop Program for SNAP recipients	Provides Supplemental Nutrition Assistance Program recipients with an array of services designed to assist them in obtaining employment and achieving self-sufficiency.	\$ 51,340	43
Job Shop Program for WIA-eligible recipients	Provides objective assessment services for Workforce Investment Act-eligible individuals by developing a worker trait profile serving as a basis of recommendation for short and long term employment goals.	\$ 27,800	6
Senior Nutrition Program	Provides 5 prepared and delivered meals per week to seniors identified eligible for service by the Office for the Aging.	\$ 2,034,621	508
Case Management Senior Nutrition Program	Provides case management services to individuals with enhanced care needs who receive meals through the Senior Nutrition Program.	\$ 93,222	245
Career Ladder Preparation Program	Provide a 3 week curriculum course designed to instruct Temporary Assistance and needy Family and Safety Net recipients on self-discovery, work readiness and resiliency skills in preparation for the Apprenticeship Program.	\$ 10,097	29



New York State Funding Pass - Through			
Program	Program Description	Amount	# of UC Clients Served
Transitional Business Model	Serves individuals recovering from psychiatric disabilities. An assigned vocational coordinator supports these individuals through the process of obtaining employment.	\$ 439,000	110
Non-Medicaid Care Coordination	A service designed to coordinate activities to ensure continuity of care for individuals with serious and persistent mental illness. It provides a process of accessing services and supports increasing life skills.	\$ 111,247	61
PROS	Program designed to assist individuals recovering from psychiatric disabilities overcome barriers related to their mental health conditions and how they affect role functioning and goal achievement.	\$ 65,276	144
OASAS Employment Program	Program that assists individuals receiving alcohol and substance abuse treatment the opportunity to develop skills to achieve work readiness.	\$ 73,740	48
OPWDD Sheltered Workshop	A workshop to assist individuals with intellectual disabilities in developing vocational and work adjustment skills necessary to maximize their potential.	\$ 799,576	66
Pine Grove Transportation	Provides transportation support for individuals with mental illness who are served at the Pine Grove Clinic.	\$ 102,996	43
Supported Housing	A program to support individuals with mental illness in the community to find apartment settings throughout Kingston and the surrounding area.	\$ 722,100	77
Reinvestment Penrose Staff Position	Funding for an additional staff position due to increased need of the dually diagnosed population.	\$ 52,027	13
NYS COLA Direct Care Staff	Funding provided under a NYS mandated 2% direct care staff wage increase for 2015.	\$ 395	N/A

Conclusion

Ulster County contracts with not-for-profit organizations as a means to carry out important programs that actively work towards enhancing the lives of members of the community. These organizations bridge a gap between the private sector and local governments, which might not have the means to efficiently and effectively deliver a needed service. Gateway provides Ulster County residents with a substantial offering of work-related and social welfare-type programs that enable and engage members of our community to be productive, active, and responsible members of society. For further information regarding Gateway Community Industries, you can refer to their website (<http://www.gatewayindustries.org/index.php>), which contains an extensive amount of information concerning the organization, or you may contact the Ulster County Comptroller's Office.