

EAGA Business Builder

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Today's guest speaker was Herman Leproski - Delancey Street Foundation


 DELANCEYSTREETFOUNDATION

Mr. Leproski is the Facilities Manager at Delancey Street's New Mexico location. He was kind enough to take some time this morning to tell us about the Delancey Street Foundation: Who they are and what they do and the most important part of his message - they are in New Mexico and are ready to help. Delancey Street "...is a community where people with nowhere to turn, turn their lives around. They are the country's leading residential self-help organization for former substance abusers, ex-convicts, homeless and others who have hit bottom." The organization was started in 1971 and its name comes from a street in lower Manhattan, NY. Immigrants coming to the United States with dreams for a new life, would pass through Ellis Island and first land on Delancey Street. The area was a true 'melting pot' where a variety of people from many different places lived together and helped each other. The Foundation wants to use that same concept to assist some of society's marginal citizens to regain their self-esteem and return to be productive and positive contributors to their communities. Delancey Street is open to anyone that needs it, no matter the person's religion, sex, heritage, or background. A large percentage of the residents are referred by the legal systems, but there are also others that voluntarily enter the program. Delancey Street is, however, not for everyone. To be allowed in, the person has to be committed to making themselves better. The program is disciplined and strict. Each resident is held responsible for their actions and there is a no-tolerance policy when it comes to the required behavior and program participation. But when the rules are followed, the education and training received assists the residents to become self-sufficient, productive and confident in themselves and their abilities. The program is based on a two year commitment, and even though the residents usually have a tenuous and 'dark' history, a majority of those that enter, do complete the entire two years. There are five Delancey Street Foundation locations in the United States and one of them is here in New Mexico. The New Mexico location, where its residents live and work, is a 22-acre ranch on the San Juan Pueblo near Espanola. The facilities include some buildings that were constructed in the 1920s, as well as dorms, a warehouse, and other structures that were built over time by the residents. There is also a lake on the property. Each Delancey Street Foundation location is completely self-sufficient. They don't receive any government funding and all of their activities are paid for from donations and from revenues generated by their shops, catering activities, Christmas Tree sales, moving company and other businesses that are operated and staffed by residents. Catering is one of the main vocational skills taught at the New Mexico location. They also teach the culinary arts, retail sales, accounting, hand-crafting furniture, ceramics, and moving and trucking. As noted earlier, the Delancey Street program is for two years. In order to maintain the integrity of the organization most residents are encouraged to move out and get on their own at the end of the commitment. The last three months of a resident's stay involves a 'workout phase' when the resident goes out to work at a job in the surrounding community. The resident still lives at Delancey Street, and their paycheck is split with half going to Delancey Street and the other half going to the resident for easing a transition back into society. Mr. Leproski noted that the New Mexico facility has 120 spaces available. Right now they are building their occupancy back up from the recent pandemic caused low vacancy levels. When the operation is going strong again, their major expenses will come back too. Electricity costs of \$10,000 per month; food costs of \$6,000 per week; clothing costs (the residents are expected to dress appropriately noting that dressing well helps one to feel successful); and there are all the other general living costs and expenses needed for the training and educational facilities. Herman stressed that he was not at our meeting today to request donations. Obviously donations will not be turned down, but more important is that he wants to encourage patronage of the Delancey Street businesses. When possible, use their catering business, their moving business, or buy things from their shops. It is also beneficial to hear encouragement and promotion of their operations from time to time. Many other similar institutions have succumbed to the lure of government dollars. One such activity 'sells their beds' to the government for \$1700 and they get paid whether or not their programs are successful. That is not how Delancey Street operates. They won't take government funding (actually they save taxpayer dollars by taking in court referred people that would otherwise be sent to jail). Delancey Street folks believe that it is a copout to say that the homeless or the drug and alcohol abuse problems are primarily mental case issues when the issues are actually behavioral related. Delancey Street is open 24 hours a day and is always ready to help a willing person change their behavioral attitudes and ultimately make something positive of their life. The Foundation lives their mantra of 'failure is not an option' and they assist every resident with a passion for success. Delancey Street's motto is "Enter with a history. Leave with a future". If you would like to know more about the Delancey Street Foundation, or find out how you can purchase one of their services or products (or make a contribution), you can visit their website <https://www.delanceystreetfoundation.org/facnm.php>, you can give them a call at 505-852-4291. Thank you very much Mr. Leproski for taking the time to enlighten our group about the Delancey Street Foundation and the beneficial contributions that the organization is making to the long-term well being of many previously 'lost' individuals.

Leads, Reciprocity & Notes:

None submitted this week

- ◆ The EAGA Annual Golf Tournament will be Friday, June 9th at the Santa Ana course. Cost is \$20/member, \$85/guest. Hole sponsorships are available for \$100. Format: 4 man best ball scramble. Brown bag lunch. There will be a signup sheet (for participation and for hole sponsorships) at our breakfast meetings. If you have any questions, contact Committee Chairman, Jerry Becker (jerry@steamaticnm.com).

- ◆ There will not be a meeting on May 30th in honor of the Memorial Day Holiday.

◆ Puzzle for today:

Read the sentence below and quickly count the F's in that sentence. Count them ONLY ONCE.
Do not go back and count them again. See solutions for your score.

FINISHED FILES ARE THE RE-
SULT OF YEARS OF SCIENTIF-
IC STUDY COMBINED WITH
THE EXPERIENCE OF YEARS

There are six F's in the sentence. An average person finds three of them.

There is no catch. Many people forget the "OF"s. The human brain tends to see them as V's and not F's.

Badge Board Greeters

May 2 nd	Hass Aslami—Pizza 9 Franchise System
May 9 th	Kevin Gullick—Seal Master-ABQ
May 16 th	Mark Abramson—Los Ranchos Gun Shop
May 23 rd	Tom Briones—Briones Business Law Consulting
May 30 th	No Meeting—Memorial Day Holiday
June 6 th	Jerry Becker—Steamatic of ABQ & Santa Fe
June 13 th	Hass Aslami—Pizza 9 Franchise System
June 20 th	Stan Byers—Milagro Media
June 27 th	

Upcoming Speakers

May 2 nd	Jack Thompson—Legacy Mortgage
May 9 th	Nestor Romero—The Payroll Company
May 16 th	Roger Linn—i9 Sports
May 23 rd	Mark Tobiassen—Action Coach Business Coaching
May 30 th	No Meeting—Memorial Day Holiday
June 6 th	
June 13 th	Joe Sierra—Century Bank
June 20 th	Rich Rosley—A-TECH Security
June 27 th	

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