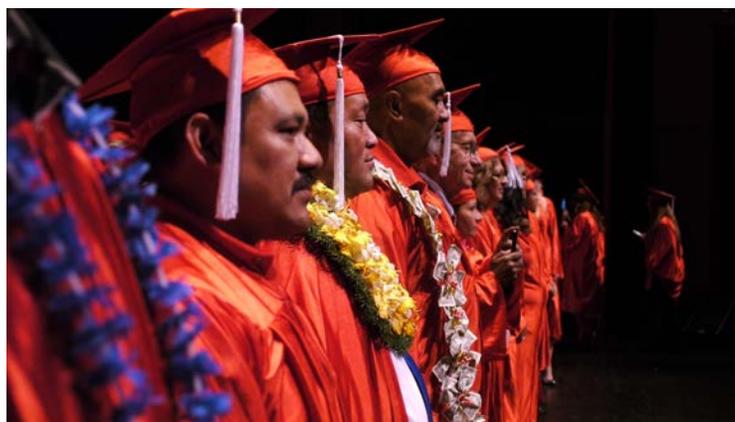




A PROUD AFFILIATE OF OIC OF AMERICA

Annual Report 2014

# HELPING THOSE MOST IN NEED SUCCEED



## JobTrain

1200 O'Brien Drive  
Menlo Park, CA 94025  
Phone: (650) 330-6429  
Fax: (650) 330-6401  
[www.jobtrainworks.org](http://www.jobtrainworks.org)



# Message from the Chairman & Executive Director

This was a year of transition for JobTrain. After 39 years, Executive Director Sharon Williams retired and began her term as trusted confidant and friend. Those we serve also experienced transitions in their own lives while trying to get and keep a job. They faced high rates of unemployment, barriers to employment, and poverty in a community that also experienced enormous growth.

JobTrain continued its long record of success by providing service, support, education, and jobs to our community. We served people as young as three in our Child Development Center, teenagers in our high school credit and youth employment programs, and adults of all ages with our full suite of services.

This year, as in the last five years, JobTrain **consistently met and exceeded its goals**: 89% finished our programs, 76% were placed, and of those, 88% were employed after one year. Last year, through our training and tax-refund programs alone, JobTrain had a positive economic impact of close to \$13 million dollars.

JobTrain is heading into its 50th year with a set of great partners and plans to expand our impact. With the help of many of our stakeholders, we developed our three year strategic plan and are exploring exciting new opportunities to raise awareness about the needs of the people we serve, create new or enhance existing programs, share our model, and develop revenue that will help pay for some of our programs and directly employ people in our community.

But we can't do it alone. Thanks to everyone, especially our volunteers, donors, partners, and our amazing staff who meet challenges with a smile and a determination that continues to take our breath away. Together, we truly can help those most in need succeed!

Respectfully,

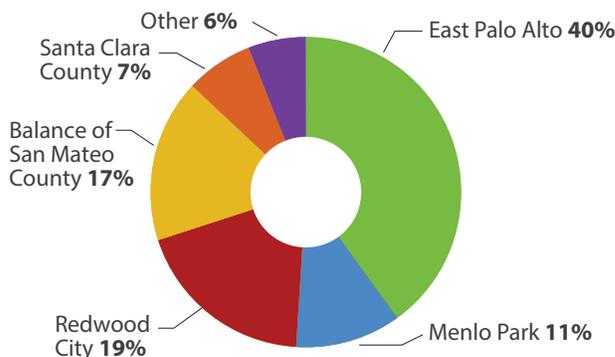
**Wade Loo**  
Chairman

**Nora Sobolov**  
Executive Director

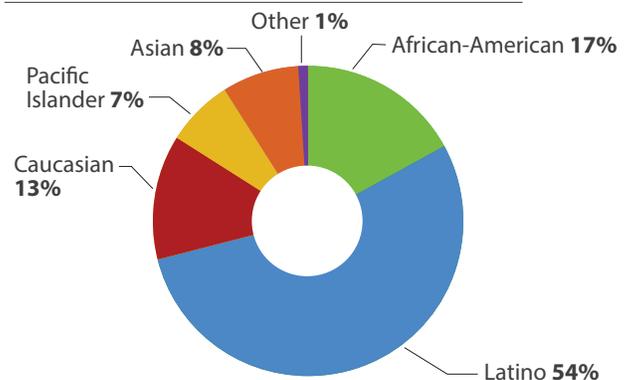
## Who We Serve

|   |   |
|---|---|
| <b>Of the 8,000 people we served:</b>                       | <b>76% were adults and 24% were youth</b> |
| Education:  | 25% have dropped out of high school       |
| Employment status:  | 77% are unemployed                        |
| On public assistance:                                       | 28%                                       |
| Very and extremely low income:                              | 97%                                       |
| Formerly incarcerated (in our vocational training program): | 25%                                       |

Where Clients Lived (All Clients)



Clients' Ethnicity (All Clients)



“JobTrain was a place for me to begin my transformation to become a better person, to become a productive member of society.” - Leevonne

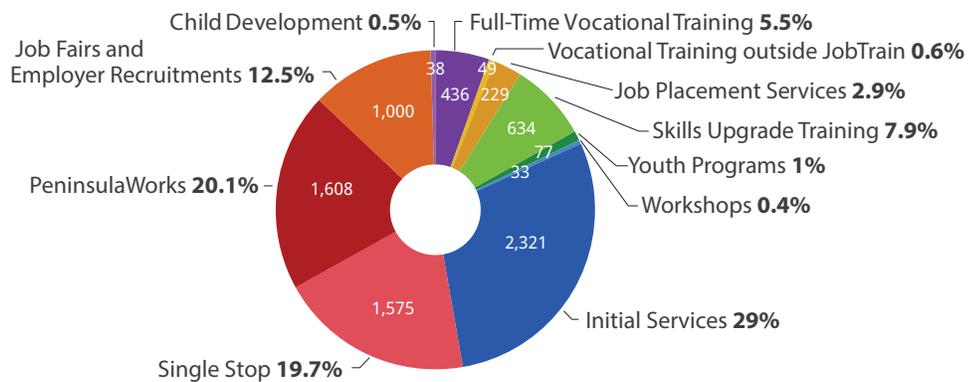
For more student success stories, please visit our website at [www.jobtrainworks.org/success-stories](http://www.jobtrainworks.org/success-stories)

# How We Serve Them

JobTrain helps those most in need succeed through a number of programs and services designed to aid them in getting and keeping a job in the following ways:

- Direct career training/counseling and essential skills and day and evening upgrade skills programs
- Drop-in job search and job placement center
- A Child Development Center for preschoolers
- Access to financial counseling
- Help with immigration and other legal issues
- Support in finding healthy food
- Training in English as a Second Language
- Computer literacy
- High school equivalency program and direct job placement for youth
- Partnerships with 70 employers, as well as community organizations, governments, law enforcement, and other officials

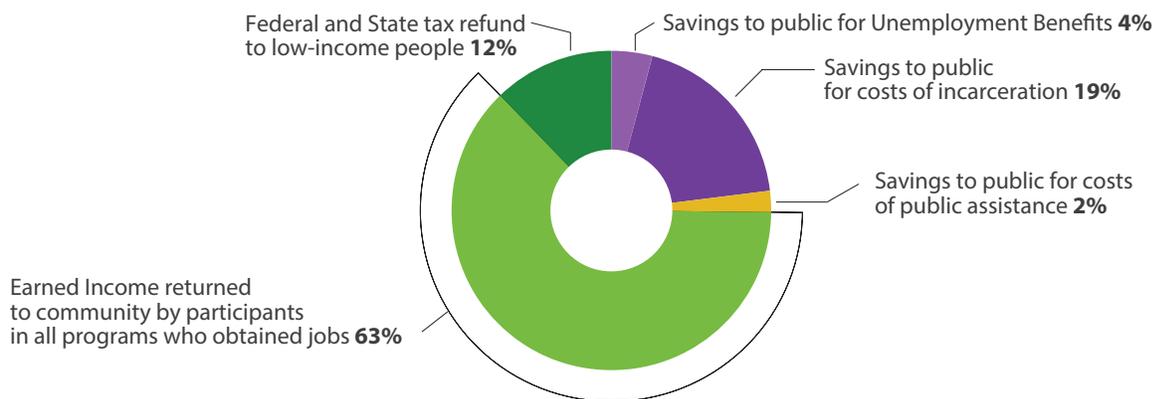
8,000 People Served in FY2014



# Impact Results: Program completion: 89%

This year, and for the past five years, JobTrain’s placement and retention rates for its vocational training are high: 76% were placed, and of these 88% had a job one year later and many had been promoted. For our population of formerly incarcerated participants, our recidivism rate is 26%, well below the expected rate of 70%. It is difficult to estimate the economic impact of all of JobTrain’s programs; however, we do know the economic impact of our vocational training and tax preparation services:

Total Estimated Return To Public: \$12,916,088

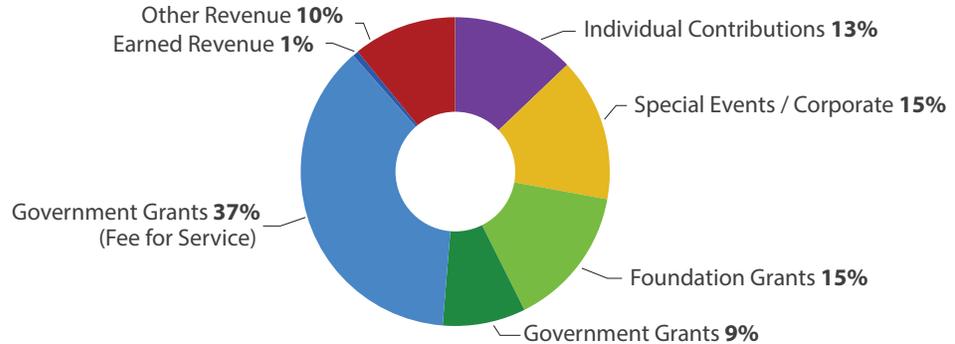


For our complete 2014 Report to Stakeholders, please visit our website at [www.jobtrainworks.org/about-us/jobtrain-publications](http://www.jobtrainworks.org/about-us/jobtrain-publications)

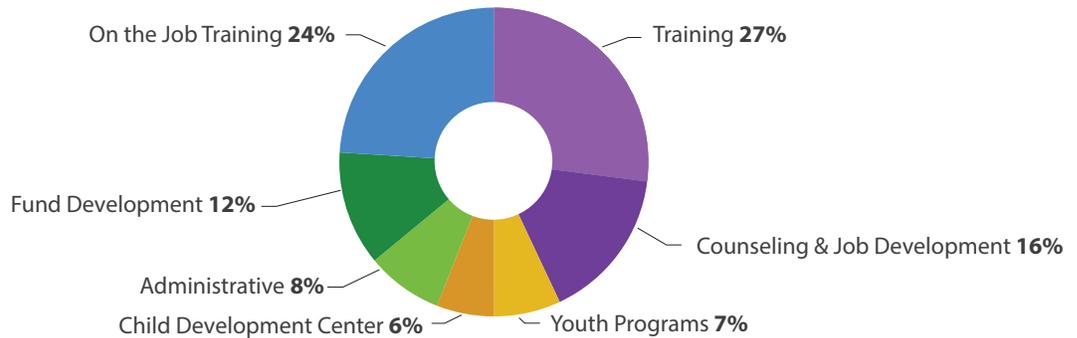
# Financial Results

Based on a total budget of \$5,800,000, including \$200,000 of in-kind donations

## Where Funds Came From



## How Funds Were Used



## Balance Sheet as of 06/30/14

| Assets                             |                     |
|------------------------------------|---------------------|
| Current assets                     |                     |
| Cash and cash equivalents          | \$ 629,972          |
| Investments in securities          | 2,211,265           |
| Other current assets               | 471,294             |
| <b>Total current assets</b>        | <b>3,312,531</b>    |
| Non-current assets                 |                     |
| Fixed assets                       | 6,757,926           |
| Less depreciation and amortization | (3,995,375)         |
| <b>Total non-current assets</b>    | <b>2,762,551</b>    |
| <b>Total assets</b>                | <b>\$ 6,075,082</b> |

| Liabilities and Net Assets              |                     |
|---|---------------------|
| Current liabilities                     |                     |
| Accounts payable                        | \$ 133,504          |
| Accrued payroll and benefits            | 302,432             |
| Other current liabilities               | 40,000              |
| <b>Total current liabilities</b>        | <b>475,936</b>      |
| Long-term liabilities                   |                     |
| Capital lease obligation                | 149,303             |
| Notes payable                           | 300,000             |
| <b>Total long-term liabilities</b>      | <b>449,303</b>      |
| <b>Total liabilities</b>                | <b>925,239</b>      |
| <b>Total net assets</b>                 | <b>5,149,843</b>    |
| <b>Total liabilities and net assets</b> | <b>\$ 6,075,082</b> |

\*audited financial statement available upon request