

JOB TRAIN

Spring 2018

Overcoming Obstacles the JobTrain Way



In 2015, Danica immigrated to the United States from the Philippines. She had a high school diploma and three years of college, but without job skills and experience here in the United States, it was very difficult for Danica to find a good job. Eventually, she found a job at a local retailer, but was still not earning a livable wage. Danica heard about JobTrain from a co-worker and enrolled in the Medical Assistant class in July 2016.

Danica worked hard and learned quickly. Her Medical Assistant instructor, Hayam, said of her: “When Danica first came to class, she was shy. Even though her English was very good, she was unsure of her language skills. As the class progressed and participated in mock interviews and other trainings, she gained more confidence.” In February 2017, Danica graduated from the Medical Assistant class. It was a very proud moment for her. Hayam noted: “Because she was one of the highest ranked students in her class, we placed her at an externship at Stanford in March 2017. She excelled at her externship and is now working full-time at Stanford as a Clinical Medical Assistant. She is earning a good wage, and her supervisor is very pleased with her work.”

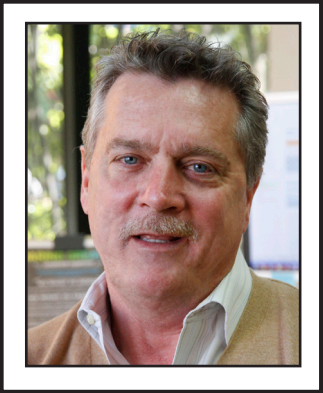
Danica is just one example of how JobTrain graduates are workforce ready, with the skills needed to help businesses be successful. Equally impressive about JobTrain graduates, is that many, like Danica, have had to overcome various obstacles to get where they are today, but these challenges have only made them more determined to succeed! Danica’s story illustrates how gaining the right job skills, combined with personal motivation and determination, leads to success on the job.

It seems appropriate to let Danica’s supervisor at Stanford have the last word here: “Danica takes initiative. She understands documentation of patient records, and takes her time to understand patient needs. She is willing to learn new things and is a quick learner. Danica is a hard worker, a team player, and a wonderful person to work with.”

Outcomes So Far This Year

of people served:
368 in VOCATIONAL TRAINING
437 in other SKILLS UPGRADE TRAINING so far this year!

Successfully completed their training program:	Percentage of graduates placed in jobs:	Still had jobs 1-year later and many had been promoted:	Average wage of a JobTrain graduate:
89%	79%	77%	\$21/hour



Message from the President & CEO: The Data Is In

One of the most vexing challenges we face in the non-profit sector is staying connected with program participants so we can track, measure, and evaluate the long-term impact of our work. Longitudinal impact evaluation is vitally important in our mission to help very low income people achieve sustainable, upward economic mobility.

For the first time, thanks to a partnership with the Tipping Point Community Foundation and EDD (Employment Development Department), we have access to long-term earnings data for JobTrain graduates. In April, JobTrain received employment and earnings data (from EDD) for all graduates from 2005 through 2017, and the results are very affirming. While we still have a lot to glean from this data, I’m excited to share some highlights.

The most striking and promising outcome is JobTrain’s alumni experience sustained wage growth year over year post graduation. For example, average earnings for students graduating in 2005 were \$13,000 per year. For this same group of graduates, average earnings in 2016 were \$44,000 per year, with the top 10 percent earning an average of \$98,000. This data proves that we are fulfilling our core mission and our stakeholders are seeing a strong social and economic return on their investment.

The data also reflects some very interesting trends including wages and employment based on educational level, gender, ethnicity, age, incarceration status and more. JobTrain is committed to continuous improvement of programs, serving clients with more profound barriers to employment, and focusing on relevant career pathways. This longitudinal, comprehensive data proves what we have believed all along, that our programs are working, at the same time providing insights into programmatic aspects that we can improve. I look forward to sharing the full report of our findings and our proposed responses to the challenges.

None of this would be possible without your support. Thank you for trusting us and supporting our work.

Sincerely,

We hope to see you at the Breakfast of Champions on May 18th.

Barrie R. Hathaway
Barrie R. Hathaway
President and CEO

Be Sure to
Connect With
Us On:



Call us to
arrange a tour
of JobTrain!

Success Rings True at Second Annual EOA

On March 1, 2018, JobTrain held its 2nd Annual Economic Opportunity Awards ceremony at LinkedIn's Mountain View headquarters. Bay Area companies of all sizes were represented at this philanthropic event to celebrate thought-leaders who are working tirelessly to provide career paths for individuals with non-traditional backgrounds, lack of a college education and various other barriers to employment.

Special thanks goes out to our sponsors: LinkedIn, the Founding Sponsor, KPMG, the Premier Sponsor, Workday and Brett Construction our Economic Opportunity Leader Sponsors, ABD Insurance and Atrium Capital, our Community Builder Sponsors, and the San Francisco Business Times, our Media Sponsor.

JobTrain received nearly 50 worthy nominations for this award program and after a rigorous selections process by two independent panels, 6 winners were selected.

**Congratulations to the 2018 Economic Opportunity Award winners:
Casa de Redwood, Panera Bread, ProActive Business Solutions, Inc.,
Swinerton Builders, Symantec and zendesk.**

Whether or not you were able to join us this year, we hope to see you at the 3rd Annual Economic Opportunity Awards ceremony next year!



Representatives from this year's winning companies receiving their awards at the 2nd Annual Economic Opportunity Awards Ceremony.

JobTrain Welcomes H. Jaclyn Ishimaru-Gachina



JobTrain is very pleased to welcome H. Jaclyn "Jackie" Ishimaru-Gachina to the JobTrain Board of Directors. Jackie is President and co-founder of Gachina Landscape Management. She assumed the responsibilities of President and CEO when her husband John Gachina, co-founder of Gachina Landscape Management, passed away on December 27, 2015. John was also a dear friend and supporter of JobTrain for many years. This "humble gardening company" grew from three people to over 450 employees in 30 years. Jackie actively oversees the day-to-day operations of the company.

Gachina Landscape Management is a woman and minority-owned, Bay Area company that delivers the highest level of customer satisfaction and award-winning landscape services. The company partners a proactive approach to landscape management enabling its customers to create natural, beautiful and sustainable landscapes that

leave lasting impressions. Gachina offers their employees the opportunity to grow to their fullest potential, invest in training and believes in promoting from within. The company will be celebrating its 30th anniversary in July and has been named in the top 25 woman and minority-owned companies by the San Francisco Business Times the past two years.

Jackie's initial mission was to honor John's legacy. She is passionate about the things John was passionate about – sustainability, water conservation, farm-to-table, training, and continuous improvement – known in Japanese as Kaizen. She has become active in various local, state and national trade organizations and college recruiting. Gachina was recently awarded the Women's Business Enterprise (WBE) Certificate by the WBENC.

Jackie resides in Los Altos. She and John have two sons, Michael (26) and Dominic (23) who hopefully will carry on the legacy. Outside of work, Jackie enjoys riding horses, traveling, snow skiing, gourmet meals, interior design and spending time with family and friends. Personally and through Gachina, Jackie maintains a commitment to the community. She generously contributes to multiple community outreach programs throughout the year with volunteers, landscape materials and cash donations. She is an inspirational leader in the company and community, and devoted mother and friend.

Jackie earned a Bachelor of Arts degree from San Francisco State University in American Literature. Her resume includes Corporate Buyer, Macy's California; Corporate Executive Recruiter, Bernal Associates for the Silicon Valley/SF Bay Area technology sector; and residential property management and interior design.

JobTrain Welcomes Patty Rally to the Development & Marketing Team



JobTrain is excited to welcome Patty Rally as the new Director of Development & Marketing! Patty comes to JobTrain having spent many years in banking marketing, community outreach, and pro sports. As the Director of Development and Marketing, she will lead fundraising and marketing programs and help innovate new methods of fund development to increase JobTrain’s visibility in the Bay Area and beyond.

Prior to joining JobTrain, Patty was the Major Gifts Officer for Positive Coaching Alliance, where she was responsible for growing PCA’s Major Gifts program as well as fundraising and stewardship efforts, including the Annual Fund and special events. Before that, she served as Chief Development Officer for SF RBI, where she was hired to lead the organization’s development and communications strategies. She had come from the San Francisco Giants where she managed the operation of the Oracle Suite Level for three years. In the first part of her career, Patty had a long tenure in Commercial Banking Marketing at Bank of America.

In her spare time, Patty enjoys life as a youth sports veteran, having spent many years managing and coaching teams for her children, on the sidelines as a sports parent, and as a board member in various sports organizations. Patty lives in San Mateo with her husband and three kids.

Patty earned her BA in Political Economics from the University of California, Berkeley, and her MA in Sports Management from the University of San Francisco.

JobTrain Documentary to Broadcast Nationally on PBS

JobTrain is honored to have been selected by Visionaries, Inc. for a documentary feature for the work we do in addressing the larger issue of poverty in our community. Visionaries, Inc. is a nonprofit educational organization dedicated to producing and distributing media that inspires individuals and communities to take action for positive social change. For 22 years, Visionaries, Inc. has reached vast audiences, promoted philanthropy on a global level, and served as a catalyst for positive social change both locally and beyond.

Over the next few months, there will be various opportunities to view the documentary and share in our excitement over this great honor. Stay tuned for more information!

We are very grateful to Kathy Kwan and the Eustace-Kwan Family Foundation for their generous support of this program.



PLEASE JOIN US FOR JOBTRAIN'S

34th Annual
Breakfast of Champions

PERSEVERANCE IS KEY

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Enjoy performances by the
Oakland Interfaith Gospel Choir!

HONORING

East Palo Alto Mayor
Ruben Abrica
and

Project WeHOPE

Eat Well, Do Good... Cater With Us!

Rendezvous Café and Catering, which is owned and operated by JobTrain, is a social enterprise that provides training, livable wages and career paths for people who are working hard to rebuild their lives. Our employees are graduates of JobTrain’s culinary program, getting a paid apprenticeship before they move on to their next job. Recently we checked in with Jeffrey, who worked with us last year - he just completed a highly successful year with Bon Appétit at Google.

You can help support us by using Rendezvous to cater your next event - from board meetings to staff retreats, to breakfast or lunch for your whole company! We are happy to deliver, or host you here in our beautiful, light-filled café.

When Rendezvous Café caters your event, you are supporting JobTrain and its students.

<http://www.rendezvous.restaurant> or 650-503-3445



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ESSAYS TO WIN A
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CONTEST ANYWHERE IN THE U.S.
CALLED

Where I want to fly
and why!

JOIN US FOR THE GRAND
UNVEILING OF OUR
CONTEST WINNER AT THE
BREAKFAST OF CHAMPIONS!

Friday, May 18, 2018, 7:30-9:30 a.m.
Santa Clara Convention Center
5001 Great America Parkway, Santa Clara, CA
Tickets and info at jobtrainworks.org
or call 650-330-6436

