

JOBTRAIN

ANNUAL
REPORT

18



2018



Message from Board Chair and President & CEO

The Bay Area's strong economy offers unprecedented economic prosperity and well-being to the majority of our residents. Yet, as reported in JobTrain's newest Broken Pathway report, we know that this tremendous economic opportunity has the negative consequence of overshadowing and obscuring the plight of many. While unemployment is at an all-time low, underemployment is alive and well, leaving a combined 9.5%, almost 1.6 million Bay Area residents, unable to make ends meet... caught in the cycle of poverty.

The good news is that JobTrain's programs and services are an effective pathway out of poverty for men and women facing this plight in silence. In the last year, 1,100 low income men and women received intensive services, nearly 500 of whom have taken advantage of our career pathway education. Of those, 85% completed rigorous, intensive career training and 77% of them, so far, have gone to work earning an average annual wage of \$45,000. 81% of our graduates are still working one year later, securely on their own path to economic stability.

The ongoing plight of some of our lowest income residents before they come to JobTrain, combined with the outstanding results they experience upon completion of JobTrain's programs tell us all we need to know to remain steadfast in our commitment to our core work, and reinforces one of our favorite mantras, "stability creates opportunity." We know that when we can help someone achieve new skills and economic stability, it opens up many new possibilities – this is what breaking the cycle of poverty should look like today.

At the same time, the 2018 edition of our Broken Pathway report compels us to seek out new strategies and innovations that will improve upon our already outstanding outcomes. For instance, 73% of those in poverty have less than a bachelor's degree. In response, JobTrain is launching initiatives to build bridges for our working graduates to college, enabling them to continue advancing in their careers. On the other hand, the Bay Area economy is also suffering from a lack of talented workers, limiting the ability of businesses to grow and expand. JobTrain is responding by launching a new Sector Partnership regional initiative to build a cohesive, high functioning collaborative model between business and training and education providers to ensure that our residents are prepared to fill in-demand roles that will be an engine for future regional economic prosperity.

At JobTrain, simply stated, "Good enough just isn't." To fulfill our mission, we will continue to deliver time-tested, high performing programs, while we innovate to create long-term prosperity for our entire community.







Tamar Pichette
Board Chair



Barrie R. Hathaway
President & CEO

Serving Clients at: 

JobTrain HQ

-  East Palo Alto Career Center
-  Rendezvous Café
-  Maple Street Correctional Center
-  Camp Kemp and Camp Glenwood

56% were unemployed

61% Adults
39% Youth

14% are on public assistance

22% did not finish high school

94% were very low or extremely low income

25% were formerly incarcerated (vocational training)

Of the 1,100+ Receiving Intensive Services 



Clients are from:

12% other

8% Menlo Park

11% Rest of San Mateo County

12% Santa Clara County

27% Redwood City

30% East Palo Alto

We Served 5,485 People in 2018



Clients' Ethnicity

12% African American

7% Pacific Islander

61% Hispanic/Latino

12% Caucasian

6% Asian

2% Other





85% of JobTrain students completed training



77% of graduates were placed in jobs



81% of graduates had a job 1 year later & many had been promoted



Training & Work Furlough Program, (work with incarcerated individuals) results in a decrease in these individuals returning to jail: **31%** vs. the state average of **60%**

Impact Results



2018



Benefits to Community

\$10.5M

in wages earned by JobTrain graduates



Plus **\$1.5M** in savings for cost of incarceration and public assistance benefits, including unemployment, CalFresh & MediCal



Totals

\$12M

in benefits returned to the community



\$60M in benefits over the course of 5 years

Message from JobTrain Alumna: *Jackie*

Jackie graduated from JobTrain's Certified Nurse Assistant class in 2015. She's currently working at Regional Hospital in San Jose as a Patient Care Technician, earning \$26 per hour.

“

I raised my daughter by myself as a single parent. It was not easy – she had asthma and I spent lots of nights up with her, while working two jobs. Today she is a wonderful person, and I'm very thankful for that.

At 55 years of age, a voice inside me said, 'Jackie, there's still time for you!'

I was working at a skilled nursing facility as an aide, earning minimum wage. I met these students from JobTrain and I asked them about the school they were attending. They were doing something I wanted to do; they looked very professional and happy, so I took down the information.

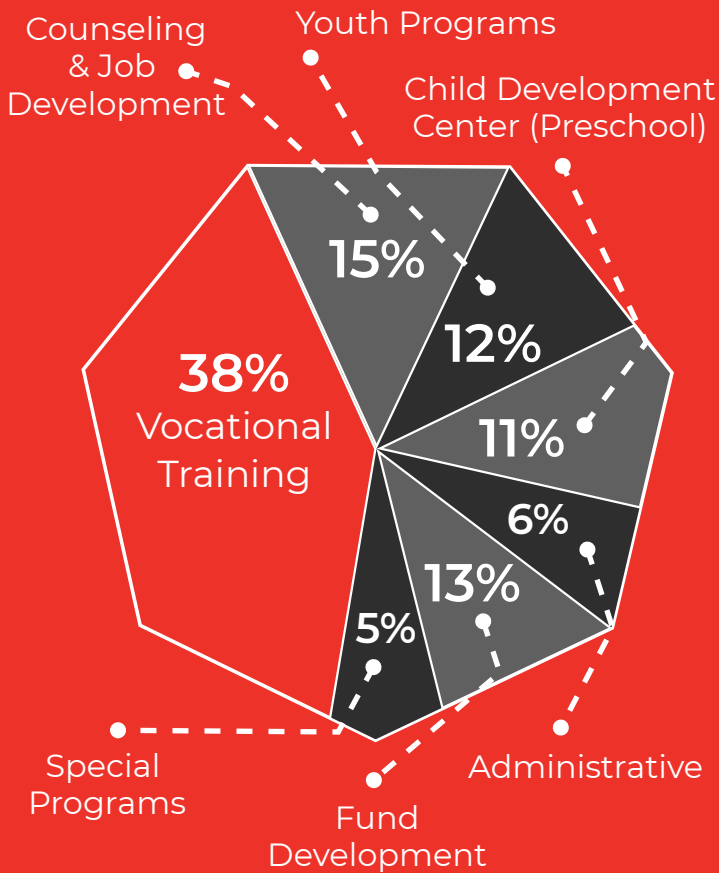
The next thing I knew, I went to JobTrain, got the information, signed up, and then I was in class! From that day on, it inspired me to be a better person. I graduated from JobTrain's Certified Nurse Assistant training program. It opened doors for me and helped me a lot.

I am very happy I attended JobTrain because I really enjoy helping people. Now I have a job at Regional Hospital in San Jose, as a Patient Care Technician. I'm earning \$26 an hour, with full benefits. JobTrain has done so much for me and I really appreciate it. ”

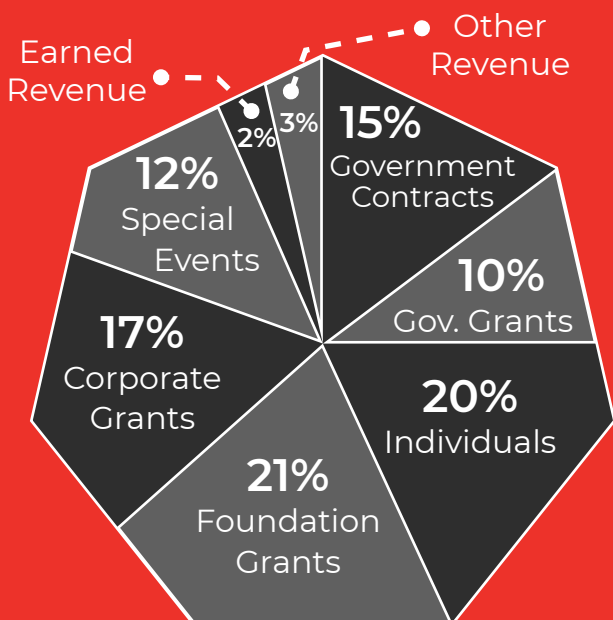
**JOBTRAIN**



How funds were used



Where funds came from



Balance Sheet FY2018*

Assets

Current Assets

| | |
|-----------------------------|-------------------------|
| Cash & Cash Equivalent | \$ 1,108,244 |
| Investments in Securities | 2,010,759 |
| Other Current Assets | <u>499,612</u> |
| Total Current Assets | <u>3,618,615</u> |

Non-Current Assets

| | |
|----------------------------------|-------------------------|
| Fixed-Assets | \$ 6,941,353 |
| Less Depreciation & Amortization | <u>(4,604,825)</u> |
| Total Non-Current Assets | <u>2,336,528</u> |

Total Assets

\$ 5,955,143

Liabilities & Net Assets

Current Liabilities

| | |
|----------------------------------|-----------------------|
| Accounts Payable | \$ 155,901 |
| Accrued Payroll & Benefits | 303,708 |
| Other Current Liabilities | <u>119,143</u> |
| Total Current Liabilities | <u>578,752</u> |

Long-term Liabilities

| | |
|------------------------------------|-----------------------|
| Capital Lease Obligation | \$ 145,979 |
| Notes Payable | <u>300,000</u> |
| Total Long-term Liabilities | <u>445,979</u> |

Total Liabilities

1,024,731

Total Net Asset

4,930,412

Total Liabilities & Net Assets

\$ 5,955,143

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 @JobTrain

*Unaudited: excludes depreciation expenses and capital lease adjustment