



JOB TRAIN

2021 IMPACT REPORT

JOB TRAIN

MESSAGE FROM JOBTRAIN'S

PRESIDENT & CEO AND BOARD CHAIR



BARRIE HATHAWAY



ELLEN EDER

This year's impact report tells the story of an organization that faced tremendous obstacles and not only persevered but thrived. Despite the pandemic and the transition to virtual programming, JobTrain provided services to more people than in the prior year while, in parallel, built an expanded regional foundation to significantly increase our capacity to deliver services for fiscal year 2022. Outcomes continued to be very strong, but job placements lagged last year due to the uncertain job market. By all accounts, the job market is heating up and we expect last year's graduates who have not yet obtained employment to find success this year.

The numbers tell only part of the story. JobTrain also launched an intensive diversity, equity, inclusion and belonging (DEIB) initiative, which is already reaping rewards, particularly reflected in the changing make-up of our Board of Directors. We completed our new three-year strategic plan, which sets the course for our new economic mobility north star, ongoing program expansion, and prepares us for the successful launch of new programs and our state-of-the-art facility (The East Palo Alto Center for Economic Mobility) in 2024. JobTrain added fourteen new staff to our ranks last year, restated our organizational values, updated our recruitment and onboarding tools. And we launched our new career advancement coaching model and our first Advanced IT course. We provided over \$200K in direct cash relief to our community, and much more.

Financially, JobTrain is positioned to invest in the community as never before, thanks to a combination of strong community support and one-time federal grants and incentives. We will continue to listen to the communities we serve and make investments in the pandemic recovery based on their needs.

We are keenly aware of the trust you place in us. We intend to continue to be careful stewards of your investments and supports in service of our hard working, talented community. Thank you for your support, your incredible generosity, and your care for our community.

Sincerely,

Barrie Hathaway
President & CEO

Ellen Eder
Board Chair

JOB TRAIN TRANSFORMS LIVES AND COMMUNITIES IN THE BAY AREA

WHAT WE DO

We help the Bay Area's most in need reclaim their lives from poverty and unemployment by preparing them for successful, sustainable careers in high-demand and emerging fields, including:



CARPENTRY



CERTIFIED NURSING ASSISTANT



BUILDING MAINTENANCE



CULINARY ARTS



IT SUPPORT & SERVICES



MEDICAL ASSISTANT

OTHER SERVICES:

DIGITAL LITERACY

ESL CLASSES

CAREER CENTERS

CHILD DEVELOPMENT CENTER

YOUNG ADULT SERVICES

SUPPORTIVE SERVICES

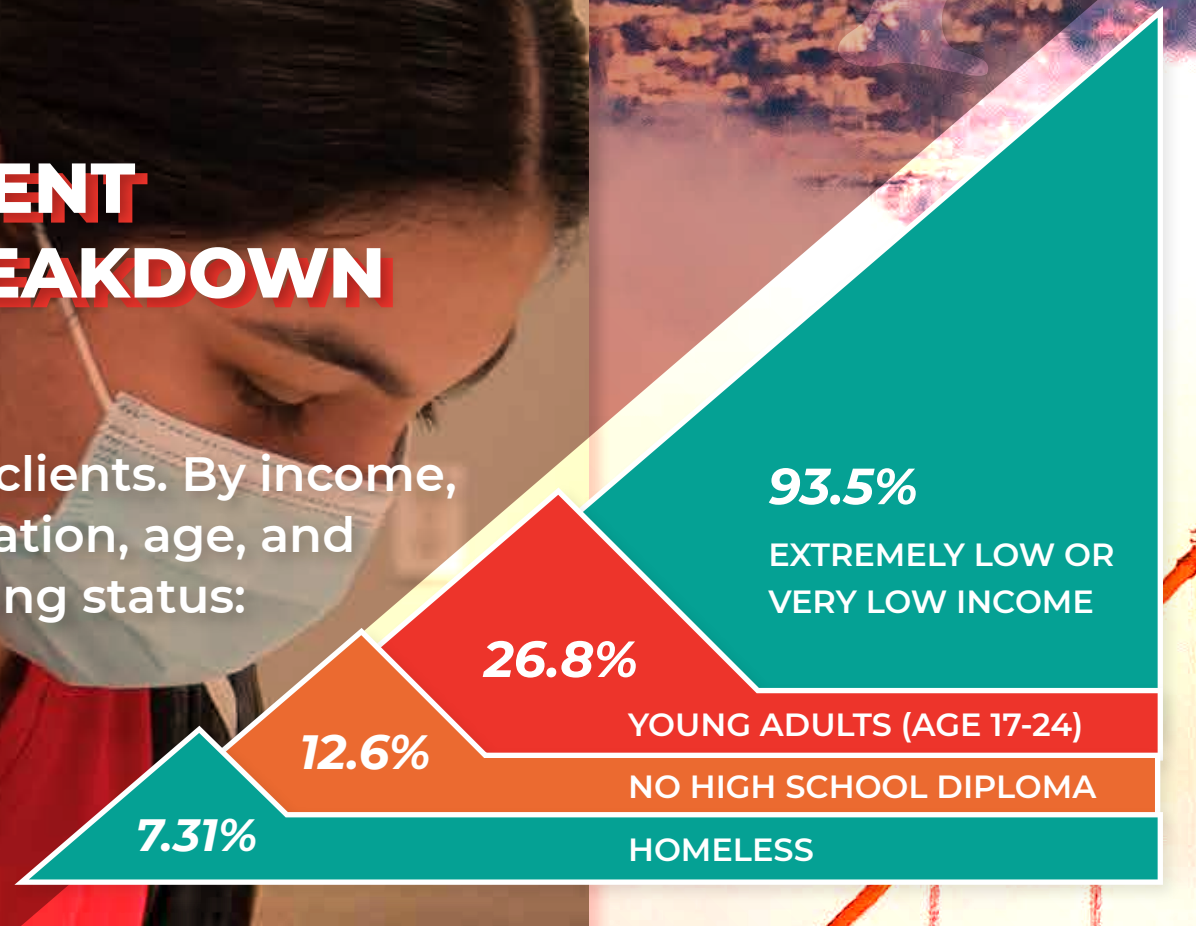
“ It has been 7 yrs since I graduated from JobTrain's Culinary program. To think I went from living in the back of my car to becoming the Assistant Food and Beverage Operations Manager at Ritz Carlton in Half Moon Bay. I would never have thought it would be possible. ”

ERIC | CULINARY ARTS GRADUATE

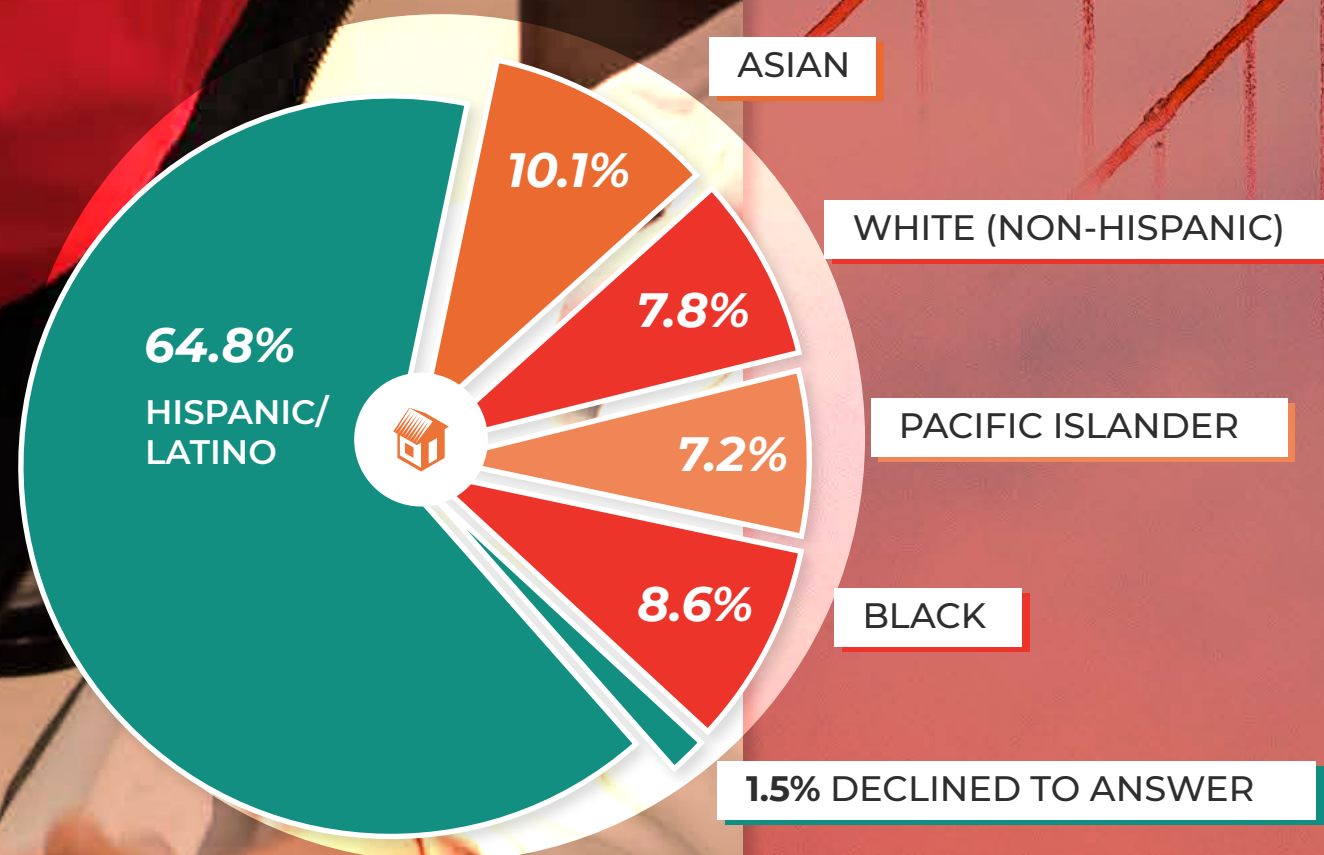


CLIENT BREAKDOWN

3,155 clients. By income, education, age, and housing status:



By race:

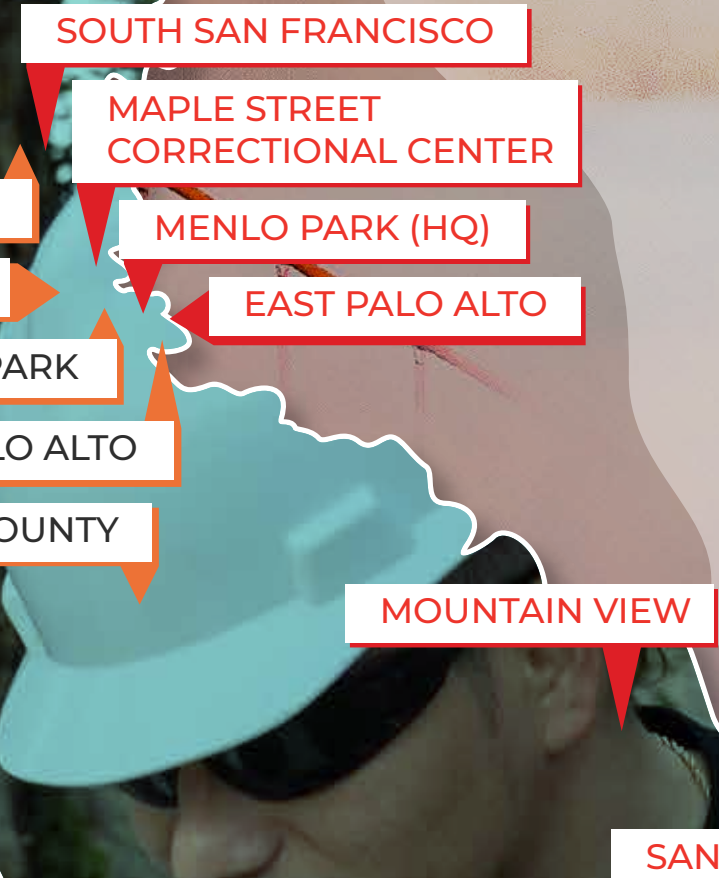


OF THE 3,155 CLIENTS WE SERVED

CLIENT'S RESIDENCY



SERVING CLIENTS AT (OFFICES)



THE RESULTS OF OUR IMPACT

87%

OF STUDENTS COMPLETED CAREER TRAINING



57%

FOUND JOBS AFTER COMPLETED TRAINING (IN THE MIDST OF GLOBAL PANDEMIC)



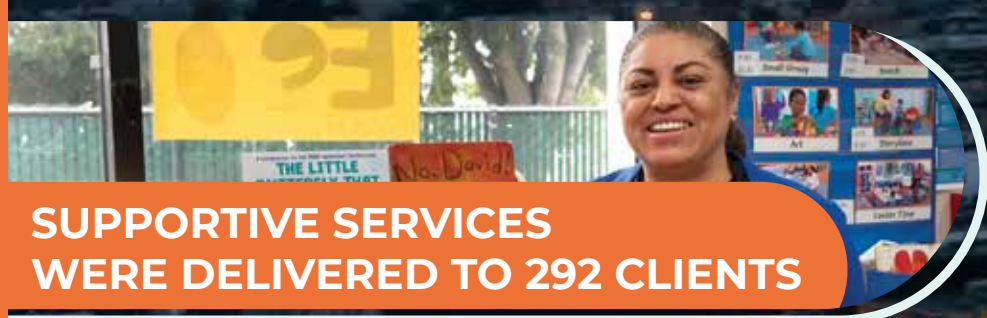
77%

ARE STILL EMPLOYED AND MANY HAVE BEEN PROMOTED



1,689

SUPPORTIVE SERVICES WERE DELIVERED TO 292 CLIENTS



TOTAL BENEFITS OF \$11,399,000 RETURNED TO THE BAY AREA COMMUNITIES

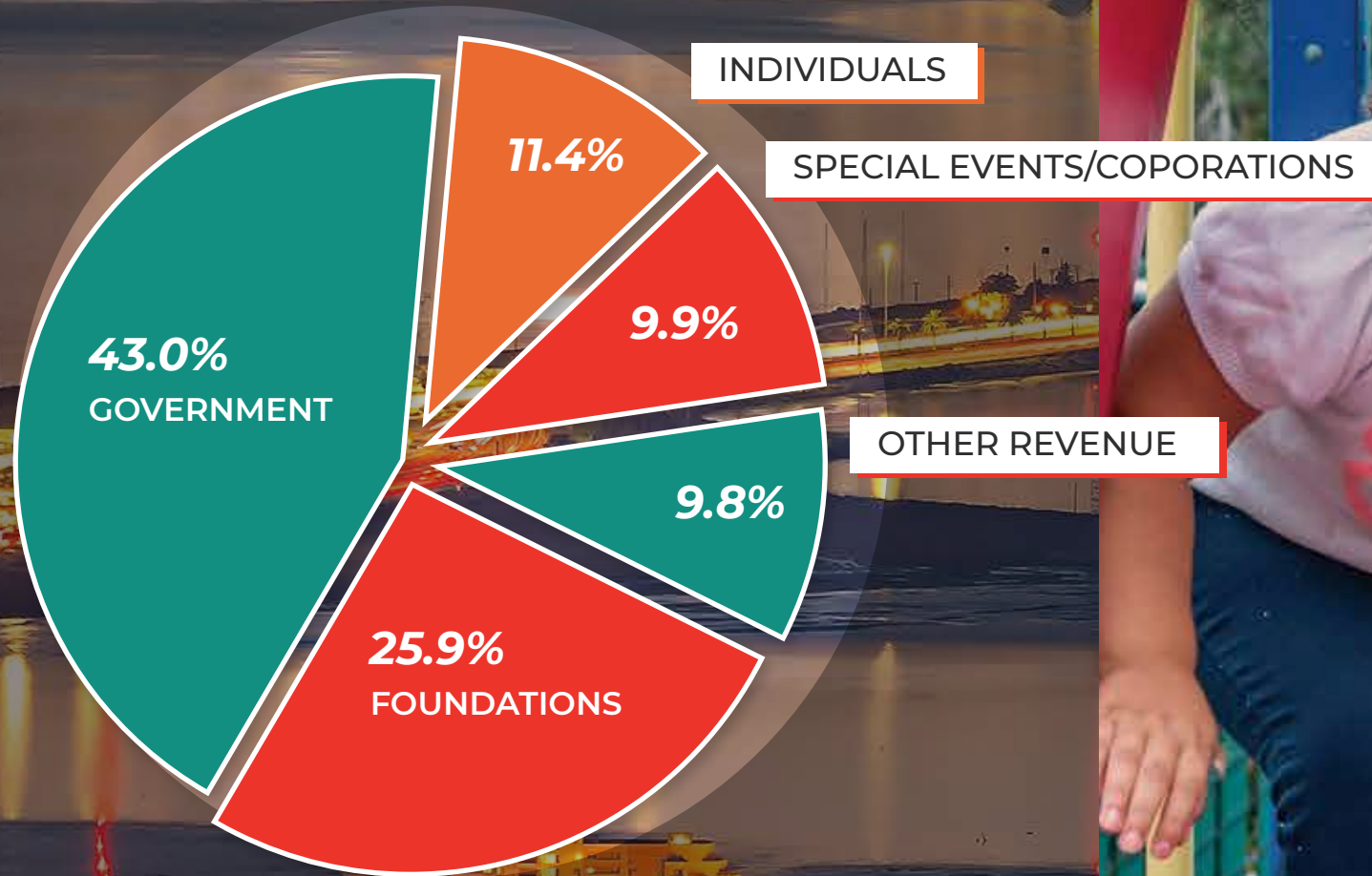
WITH OVER \$60M OF BENEFITS RETURNED TO THE COMMUNITIES IN THE LAST 5 YEARS

“ I want to have a career in carpentry and help build America. What motivates me are my four children and the desire to leave a legacy for my grandchildren. I want to leave my mark by constructing buildings and structures. I invite everyone to come along and let’s help build this country together. I’m on my way to my dream with my first construction job at WilScot Hayward. ”

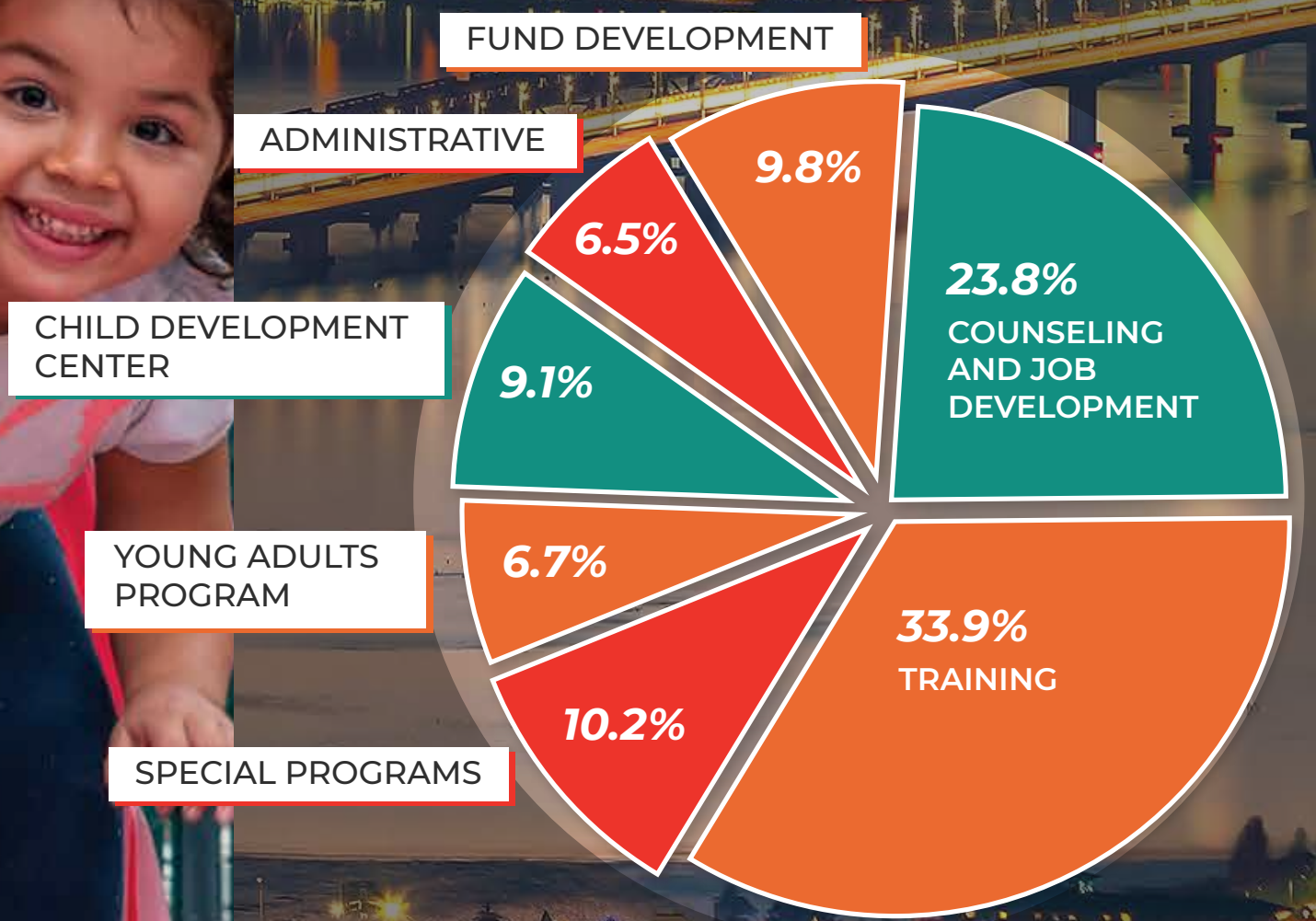
RICARDO | CARPENTRY GRADUATE



WHERE FUNDS CAME FROM



HOW FUNDS WERE USED



“ JobTrain taught me the skills and discipline to build a true technology focused career. Today I work at EOS IT Solutions as a Senior IT Asset Technician, which is the most amazing outcome I can imagine. ”

PRATIMA | IT SUPPORT GRADUATE



STUDENT STORY
CARI

“ I didn’t know anything about JobTrain until this June. I lost my job due to the pandemic. As a single parent of young children, who draw their strength from me, I was stuck in a hole for over a year being unemployed, trying to master the mental and physical strength I could gather to keep a roof over my family, making sure my kids are safe, having food to eat, and are taken care of. They were truly dark months for me and my family. I didn’t know of any available resources or opportunities. I was at a loss. But also I was determined to turn things around. I’d like to thank my instructor, Humberto. The last time I was in school was 19 years ago and boy, was I rusty! But he did not give up on me. His patience and dedication for teaching, making sure we understood the topics, and his ability to meet us at our level, is commendable. Also thank you to our Career Specialist, Re’Anita and Olivia, whose constant guidance served as a challenge for me to make sure I achieve my goals no matter what the circumstances. Thank you for making sure I was set up for success. Thank you to my classmates for the bond that we have. They remind me failure is not an option and that when I have self-doubt, to go back to my purpose.

Most importantly, thank you JobTrain -- from the leadership team to the working staff. You are my breath of fresh air. Your programs are timely and useful and strengthen my belief that the more I know, the more I do not know and that my only limitation is myself. You touch the lives of people like me. I will forever be grateful to the benefactors who continue to keep this organization running, at great cost. May I in the future be able to return this favor. May this opportunity given to me serve as a challenge to not settle for mediocrity, but rather raise the bar to reach our maximum potential, and not let anyone tell us what we can not do.

Yours Truly,
Cari, Medical Assistant Graduate



FY21 BALANCE SHEET*

ASSETS

CURRENT ASSETS

Cash & Cash Equivalents	\$ 3,019,322
Investments in Securities	2,070,680
Other Current Assets	<u>422,904</u>
Total Current Assets	<u>5,512,906</u>

NON-CURRENT ASSETS

Fixed-Assets	7,197,883
Less Depreciation & Amortization	<u>(4,939,131)</u>
Total Non-Current Assets	<u>\$ 2,258,752</u>

Total Assets	<u>\$ 7,771,658</u>
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LIABILITIES & NET ASSETS

CURRENT LIABILITIES

Accounts Payable	\$ 124,000
Accrued Payroll & Benefits	404,718
Other Current Liabilities	<u>45,000</u>
Total Current Liabilities	<u>573,718</u>

LONG-TERM LIABILITIES

Capital Lease Obligation	49,011
Other Long-term Liabilities	848,574
Notes Payable	<u>300,000</u>
Total Long-Term Liabilities	<u>1,197,585</u>

Total Liabilities	<u>1,771,303</u>
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Total Net Asset	6,000,355
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Total Liabilities & Net Assets	<u>\$7,771,658</u>
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*Unaudited: excludes depreciation expenses and capital lease adjustment.



Board of Directors

Chair:

Ellen Eder

Brian Beattie
Karen Bradford
Dan Finnigan
Bruce Harrison
Alex Holt
Jerry Hurwitz
Anees Iqbal
H. Jaclyn Ishimaru-Gachina
Clay Jones
J. Scott Kaspick
Lisa Lee
Kim Lopez
Laurel McAteer
Frank Quintanar
Kristin Reinke
Sherri Sager
Becky Sunseri
Cecilia Taylor
Charlene Trinh
Isaiah Vi
Orlando White

Strategic Advisory Committee

Chairman:

Paul Chamberlain
Former Managing Director
Morgan Stanley

Sukhinder Singh Cassidy
Founder & Chairman, the Boardlist
Dick Gould, Former Director of
Tennis Stanford University
Wade Loo, Retired Partner
KPMG
Ronnie Lott
NFL Hall of Fame
John Lovewell, President
The Lovewell Company
Hon. Becky Morgan, President
Morgan Family Foundation
Dean Morton, Former COO
Hewlett-Packard
Russell Pyne, Managing Director
Atrium Capital
John Sobrato, Chairman
Sobrato Companies
Tara VanDerveer, Stanford
Women's Head Basketball Coach



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