Board of Directors

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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
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Ronnie Lott
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John Lovewell, President
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Hon. Becky Morgan, President
Morgan Family Foundation

Dean Morton, Former COO
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John Sobrato, Chairman
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Tara VanDerveer, Stanford
Women’s Head Basketball Coach
MESSAGE FROM JOBTRAIN’S
PRESIDENT & CEO
AND BOARD CHAIR

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

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:

WHAT WE DO

- 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
Of the 3,155 clients we served, by income, education, age, and housing status:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
- **7.31%** Homeless
- **64.8%** Hispanic/Latino
- **10.1%** White (non-Hispanic)
- **7.8%** Pacific Islander
- **7.2%** Black
- **1.5%** Declined to answer

By race:

- **64.8%** Hispanic/Latino
- **10.1%** White (non-Hispanic)
- **7.8%** Pacific Islander
- **7.2%** Black
- **1.5%** Declined to answer

By income:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
- **7.31%** Homeless

By housing status:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
- **7.31%** Homeless

By age:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
- **7.31%** Homeless

By education:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
- **7.31%** Homeless

By housing status:

- **93.5%** Extremely low or very low income
- **26.8%** Young adults (age 17-24)
- **12.6%** No high school diploma
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By race:

- **93.5%** Extremely low or very low income
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- **12.6%** No high school diploma
- **7.31%** Homeless
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:
- Individuals: 43.0%
- Government: 25.9%
- Foundations: 25.9%
- Special Events/Corporations: 11.4%
- Other Revenue: 9.8%

How funds were used:
- Training: 33.9%
- Counseling and Job Development: 23.8%
- Fund Development: 10.2%
- Administrative: 9.1%
- Special Programs: 6.7%
- Young Adults Program: 6.5%
- Child Development Center: 9.8%

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.
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

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**FY21 BALANCE SHEET***

### ASSETS

**CURRENT ASSETS**

- Cash & Cash Equivalents: $3,019,322
- Investments in Securities: 2,070,680
- Other Current Assets: 422,904
- Total Current Assets: 5,512,906

**NON-CURRENT ASSETS**

- Fixed-Assets: 7,197,883
- Less Depreciation & Amortization: (4,939,131)
- Total Non-Current Assets: 2,258,752

**Total Assets**: 7,771,658

### LIABILITIES & NET ASSETS

**CURRENT LIABILITIES**

- Accounts Payable: $124,000
- Accrued Payroll & Benefits: 404,718
- Other Current Liabilities: 45,000
- Total Current Liabilities: 573,718

**LONG-TERM LIABILITIES**

- Capital Lease Obligation: 49,011
- Other Long-term Liabilities: 848,574
- Notes Payable: 300,000
- Total Long-Term Liabilities: 1,247,585

**Total Liabilities**: 1,821,303

**Total Net Asset**: 6,000,355

**Total Liabilities & Net Assets**: $7,771,658

*Unaudited: excludes depreciation expenses and capital lease adjustment.*
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