



PATHWAY TO  
A SUCCESSFUL  
FUTURE

# IMPACT REPORT

2022



## MESSAGE FROM JOBTRAIN'S PRESIDENT & CEO AND BOARD CHAIR

Fiscal year 2022 was a year of strong client outcomes, continued regional growth and exciting program innovation. From a client perspective we served more clients in FY22 than any other year in our long history and we couldn't be prouder of their success. While we are still working with FY22 unplaced graduates, so far 73% of career training graduates were placed in jobs, collectively on track to earn over \$8M in the first year of their new careers. Average wages were \$24.09/hour and 76% received health benefits.

Also on the jobs front, JobTrain added a new Career Center location in South San Francisco, further expanding our growing career center services and, as a result, 167 men and women started new jobs through rapid employment services across the Peninsula, up from 109 the prior year. With the addition of our South San Francisco location, JobTrain now has operations in seven locations in six Bay Area cities from San Jose to South San Francisco.

Fiscal year 2022 also saw a significant ramp-up in program innovation, largely in service of our new Economic Mobility North Star. The new Career Advancement Project is helping working graduates build strategies to advance in their new careers, with 96 alumni enrolled in both our Health Care and Information Technology Career Tracks. Through research and focus groups, we have developed a new Quality Jobs definition, the foundation for a new employer engagement model, and we began work on developing a new road map (Theory of Change) for our larger economic mobility strategies.

We are profoundly grateful to our funders, donors and stakeholders who are enthusiastically supporting our growth and innovation. With your support, JobTrain will continue to deliver best-in-class outcomes, expand programs, innovate new economic mobility pathways and trailblaze new approaches to this important work for our community.

Thank you!



**Barrie R. Hathaway**  
President & CEO



**Ellen Eder**  
Board Chair

# JOBTRAIN IS THE BAY AREA'S PATHWAY TO A SUCCESSFUL FUTURE

## WHAT WE DO

JobTrain is advancing social and economic well-being in our communities by opening pathways to quality careers for people of diverse backgrounds throughout the Bay Area. We teach people the skills they need to find and retain meaningful, rewarding work, and we connect them with the life resources, opportunities, and personal support to propel them forward in life and ensure their prosperity.



**CONSTRUCTION**



**CULINARY ARTS**



**HEALTH CARE**



**TECHNOLOGY**

Other JobTrain's Services Include:

CAREER CENTERS

ESL CLASSES

DIGITAL LITERACY

CHILD DEVELOPMENT CENTER

YOUNG ADULT SERVICES

SUPPORTIVE SERVICES

# IMPACT RESULTS

# 2,947

CLIENTS SERVED

SERVING CLIENTS  
IN 7 LOCATIONS

★ South San Francisco  
Career Center

★ Maple Street  
Correctional Center

★ HQ, Menlo Park

★ East Palo Alto  
Career Center

“ ”

JobTrain has opened many doors and opportunities for me. It's been a life changing experience. I got out of prison in February, completed the 12-week class, then got into the Union. It is October and I'm working my first job building apartments in Menlo Park.



**IVAN**  
Carpentry Program  
Graduate

Mountain View  
Culinary Arts Class ★

San Jose  
Medical Assistant Class ★

San Jose  
Career Center ★

## JOBTRAIN CAREER CENTERS

provided **669** clients with **2,110** services  
and **167** people were placed in jobs



**427** clients  
enrolled in **677**  
workshops

**474** clients  
were provided **1,822**  
supportive services

**290** students  
have taken **635**  
Skills Upgrade Classes

# 394

Clients were enrolled  
in Career Trainings, and

# 79%

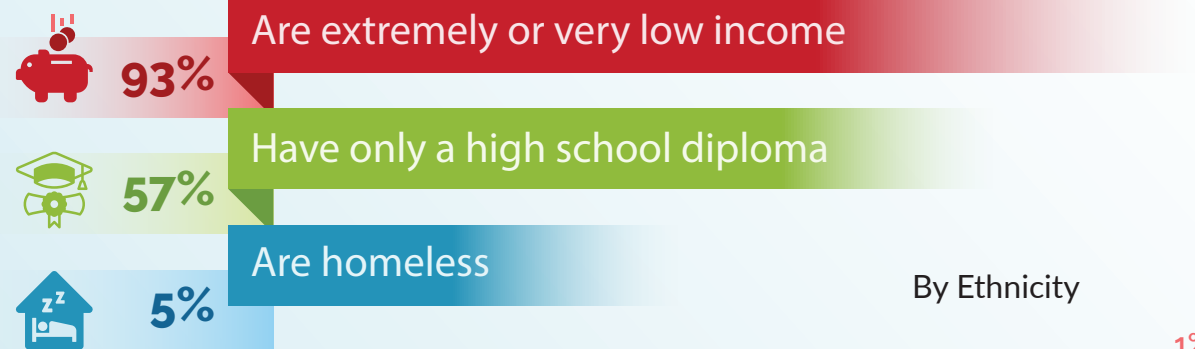
Completed Training

# 73%

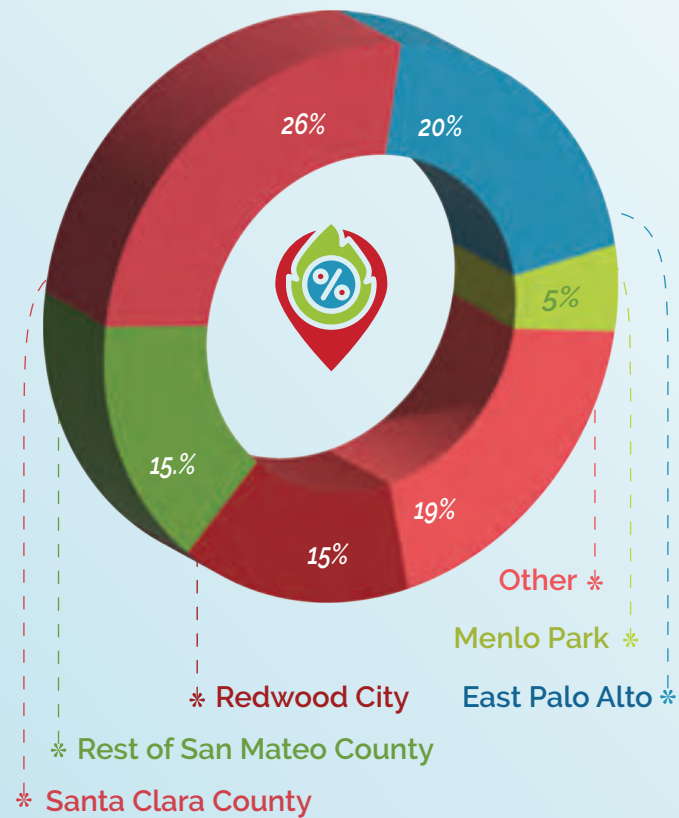
Are already placed in  
jobs earning an average  
wage of \$24.09 / hour,  
the highest average wage  
in JobTrain's history

# CLIENT BREAKDOWN

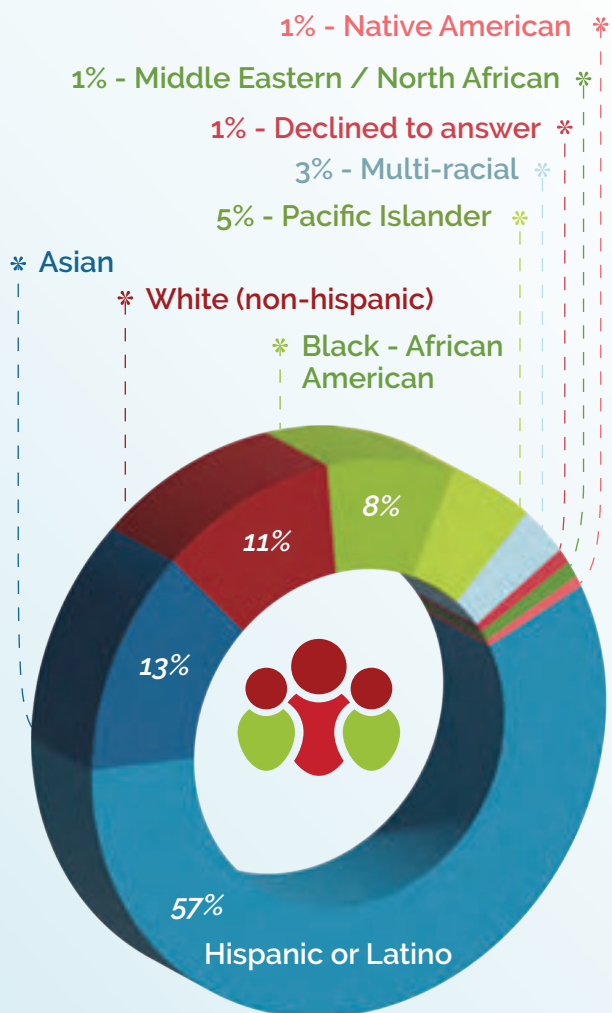
Of the 2,947 clients served, broken down by income, education, and housing status:



By Residency



By Ethnicity



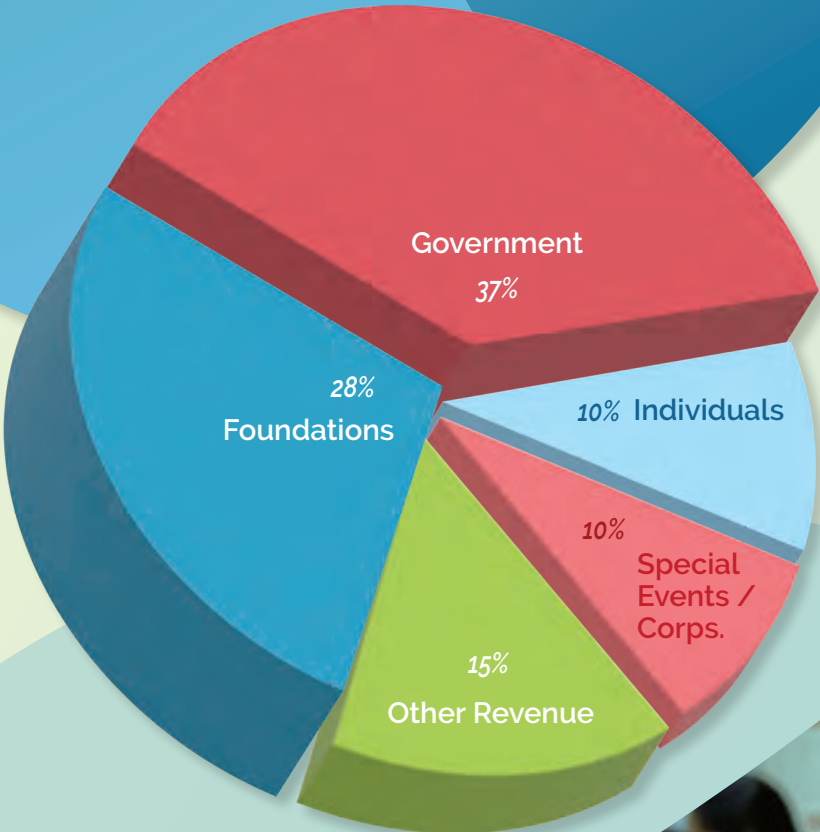
**JOBTRAIN**  
**\$12,000,000**

*of benefits was returned to the Bay Area communities in FY2022.*

*And over \$59 million of benefits has returned to the communities in the last 5 years.*



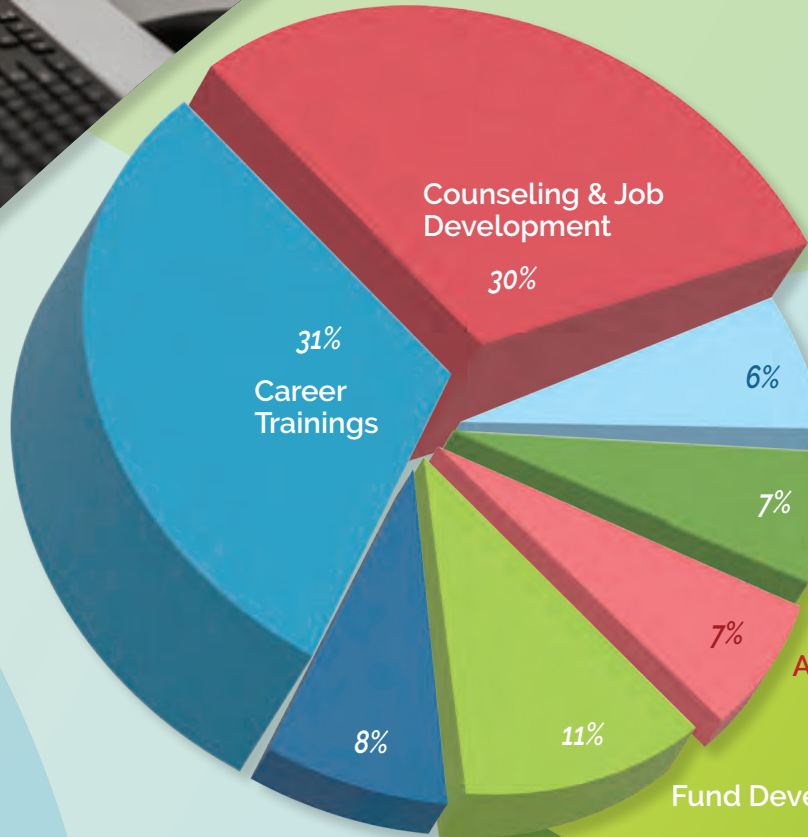
# WHERE FUNDS CAME FROM



JobTrain has given me the opportunity to advance myself both professionally and personally. The trajectory to move forward in nursing also allowed me to better myself as a mother.



**MICHELLE**  
Medical Assistant  
Program Graduate



# HOW FUNDS WERE USED

**“JobTrain propelled my career and my life forward.”** says Cristian, a graduate of the Medical Assistant Program. His roots are in East Palo Alto, having been raised there since he was 6 years old. As a child of an immigrant Mexican family, Cristian was the first in his family to pursue higher education and a career path. “I knew education offered opportunities for my family. It was my push and drive to do more.” Cristian’s heart directed him towards the health care field and the desire to become a Registered Nurse. He took his first step toward his dream by enrolling in JobTrain’s Medical Assistant Program at the encouragement of his mom and sister who are also JobTrain Alumni.

Upon graduating the Medical Assistant program, Cristian was set to start his externship at Stanford Hospital in March 2020, it was also the start of the pandemic’s shelter-in-place order. Unfortunately the pandemic prevented the externship from starting. Cristian was disappointed but says “Mrs. G gave me motivation not to give up. Mrs. G. was there for us throughout the program, during the pandemic and after the pandemic. She was part of that journey too. Everyone needs that instructor that makes you feel supported because it makes you want to do better for yourself.” Cristian didn’t let the pandemic become a barrier. His perseverance led him to enroll in an EMT program and apply for nursing school. After completing the EMT program, Cristian was accepted into a nursing program. In September 2022, Cristian started his first job as a Registered Nurse at the Good Samaritan Hospital in the cardiovascular surgical floor. But Cristian’s career path has just begun. He is planning to continue his education to become a Nurse Practitioner.

Having his externship cancelled was an inconvenient obstacle that set in motion a bigger plan. Ultimately Cristian feels that the “obstacle I faced became a reward in the end.” Cristian chose to work around it and persevere. “I wanted to do better for myself and my family because they sacrificed a lot for us. Growing up, my family didn’t have a lot. We had to get by with the resources we had. But now I am able to do more for my family. We are in a better place.”

**Student Story:**  
**CRISTIAN**

**FY2022 BALANCE SHEET\***

**ASSETS**

**CURRENT ASSETS**

Cash & Cash Equivalents	\$ 3,918,052
Investments in Securities	7,532,430
Other Current Assets	<u>986,865</u>
Total Current Assets	<u>12,437,347</u>

**NON-CURRENT ASSETS**

Fixed-Assets	7,377,462
Less Depreciation & Amortization	<u>(4,957,790)</u>
Total Non-Current Assets	<u>2,419,672</u>

Total Assets	<u>\$ 14,857,019</u>
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**LIABILITIES & NET ASSETS**

**CURRENT LIABILITIES**

Accounts Payable	\$ 98,548
Accrued Payroll & Benefits	543,071
Other Current Liabilities	<u>5,364,406</u>
Total Current Liabilities	<u>6,006,025</u>

**LONG-TERM LIABILITIES**

Capital Lease Obligation	208,516
Other Long-Term Liabilities	1,488,574
Notes Payable	<u>300,000</u>
Total Long-Term Liabilities	<u>1,997,090</u>

Total Liabilities	<u>8,003,115</u>
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Total Net Asset	6,853,904
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Total Liabilities & Net Assets	<u>\$ 14,857,019</u>
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\*Unaudited: excludes depreciation expenses and capital lease adjustment.



## Board of Directors

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# JOBTRAIN



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JobTrainWorks.org