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

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.
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

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IVAN
Carpentry Program Graduate

2,947
CLIENTS SERVED

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

290
students have taken 635 Skills Upgrade Classes

427 clients enrolled in 677 workshops

474 clients were provided 1,822 supportive services

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

SERVING CLIENTS IN 7 LOCATIONS
South San Francisco Career Center
Maple Street Correctional Center
HQ, Menlo Park
East Palo Alto Career Center
Mountain View Culinary Arts Class
San Jose Medical Assistant Class
San Jose Career Center

IMPACT RESULTS

IMPACT REPORT | JOBTRAIN

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

- 93% Are extremely or very low income
- 57% Have only a high school diploma
- 5% Are homeless

By Ethnicity:
- 5% - Pacific Islander
- 3% - Multi-racial
- 1% - Declined to answer
- 1% - Native American
- 1% - Middle Eastern / North African
- 1% - Asian
- 13% - Black - African American
- 57% - Hispanic or Latino
- 8% - White (non-hispanic)

By Residency:
- 26% Santa Clara County
- 19% East Palo Alto
- 15% Redwood City
- 15% Menlo Park
- 15% Rest of San Mateo County
- 5% Other

And over $59 million of benefits has returned to the communities in the last 5 years.
WHERE FUNDS CAME FROM

- Government: 37%
- Foundations: 28%
- Individuals: 10%
- Special Events / Corps.: 10%
- Other Revenue: 15%
- Other Revenue: 30%

HOW FUNDS WERE USED

- Counseling & Job Development: 30%
- Young Adult Services: 6%
- Child Development Center: 7%
- Administrative: 7%
- Fund Development: 31%
- Special Programs: 8%
- Career Trainings: 6%

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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
“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.”

### FY2022 BALANCE SHEET*

**ASSETS**

<table>
<thead>
<tr>
<th>CURRENT ASSETS</th>
<th></th>
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<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$ 3,918,052</td>
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<tr>
<td>Investments in Securities</td>
<td>7,532,430</td>
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<tr>
<td>Other Current Assets</td>
<td>986,865</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>12,437,347</strong></td>
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</table>

<table>
<thead>
<tr>
<th>NON-CURRENT ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed-Assets</td>
<td>7,377,462</td>
</tr>
<tr>
<td>Less Depreciation &amp; Amortization</td>
<td>(4,957,790)</td>
</tr>
<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td><strong>2,419,672</strong></td>
</tr>
</tbody>
</table>

**Total Assets** $14,857,019

**LIABILITIES & NET ASSETS**

**CURRENT LIABILITIES**

| Accounts Payable                  | $ 98,548         |
| Accrued Payroll & Benefits        | 543,071          |
| Other Current Liabilities         | 5,364,406        |
| **Total Current Liabilities**     | **6,006,025**    |

**LONG-TERM LIABILITIES**

| Capital Lease Obligation          | 208,516          |
| Other Long-Term Liabilities       | 1,488,574        |
| Notes Payable                     | 300,000          |
| **Total Long-Term Liabilities**   | **1,997,090**    |

**Total Liabilities** $8,003,115

**Total Net Asset** $6,853,904

**Total Liabilities & Net Assets** $14,857,019

*Unaudited: excludes depreciation expenses and capital lease adjustment.
Board of Directors

Chair:
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Mayuresh Kulkarni
Lisa Lee
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Kim Lopez
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Sherri Sager
Misti Sangani
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