

## BOARD OF DIRECTORS

FY 2023

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## STRATEGIC ADVISORY COMMITTEE

FY 2023

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*Sobrato Companies*

Tara VanDerveer, *Women's Head Basketball Coach*

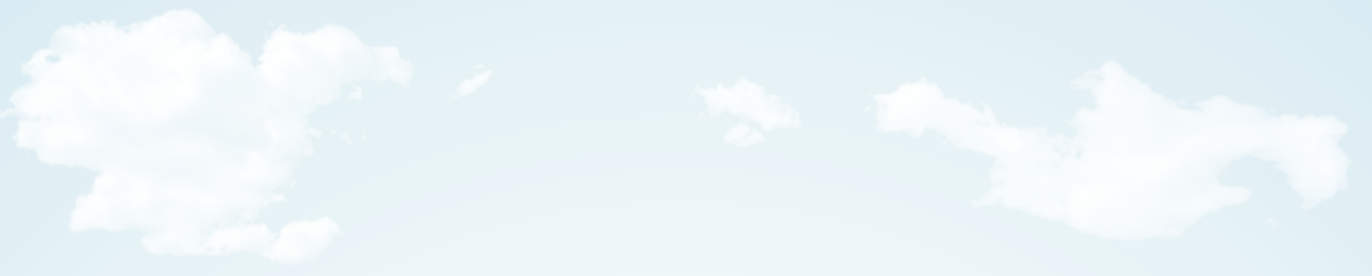
*Stanford University*



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



**Barrie R. Hathaway**  
President & CEO



**Dan Finnigan**  
Board Chair

JobTrain's 2023 Impact Report illustrates a year of outstanding client outcomes, continued program and geographic expansion and meaningful process improvement and innovation. JobTrain served a record number of clients who earned the highest average wages in our long history, and our new Economic Mobility programming is demonstrating very promising early-stage outcomes.

Our primary focus is always on the delivery of high-quality programs that help our clients stabilize and step onto the path of economic mobility. 194 of our career training graduates started new careers in 2023 earning on average \$25.21/hour to start and more of them will go to work this year. An additional 278 of our career center clients went to work earning an average of \$23.08/hour. As of October, 64% of our 2023 graduates are employed, and we fully expect to achieve our minimum goal of 75%.

At the midway point in our three-year strategic plan, we are very proud to report that we are achieving our ambitious goals. We are adding new training programs, expanding our geographic footprint, building infrastructure for a strong future, and creating exciting new models and frameworks in service of our new economic mobility north star.

Financially, JobTrain is stronger than ever. We are meeting our income goals and building relationships with increasingly sophisticated and engaged, high-capacity funders. JobTrain's \$45M capital campaign has reached \$38M in pledges and gifts, which will result in the construction of a new, state of the art headquarters in East Palo Alto called the Center for Economic Mobility and spur investment in both ongoing expansion and the creation of new programs to help our graduates accelerate on their path to Economic Independence.

Our community is stronger because we come together with a shared purpose, and a shared vision. Thank you to our staff, our board of directors, our partners and our donors. Together, we will continue to do great things!

Thank you!



**A JOBTRAIN HOPE**  
*is a wish with a plan!*

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.

**OUR PROGRAM AREAS  
INCLUDE:**



**CONSTRUCTION**



**CULINARY ARTS**



**HEALTHCARE**



**TECHNOLOGY**



**OTHER JOBTRAIN SERVICES INCLUDE:**



**CAREER CENTERS**



**ESL CLASSES**



**DIGITAL LITERACY**



**CHILD DEVELOPMENT CENTER**



**YOUNG ADULT SERVICES**



**SUPPORTIVE SERVICES**



## WHAT IS JOBTRAIN?

JobTrain is a 501(c)3 nonprofit educational and training institution accredited by the Western Association of Schools and Colleges. Each of JobTrain's programs combines vocational training, academics, and essential skills development, preparing students to turn their lives around—from unemployment and poverty to success and self-sufficiency. Strong partnerships with employers ensure that students receive the training they need for employment so that businesses can find motivated workers who are well trained for their jobs.

Since 1965, JobTrain has been adapting to meet current employment needs. Since its inception, more than 190,000 low-income individuals and their families have benefited from JobTrain's programs.

### SERVING CLIENTS IN 9 LOCATIONS

North San Mateo County Career Center

North San Mateo County Medical Assistant Class

Maple Street Correctional Center

North Fair Oaks Career Center

HQ, Menlo Park

East Palo Alto Career Center

Mountain View Culinary Arts Class

San Jose Medical Assistant Class

San Jose Career Center

## DURING FY2023, JOBTRAIN SERVED

# 3,013 CLIENTS


**559** clients were enrolled in Career Trainings, and **85%** completed training


**64%** to date, are placed in jobs earning an average of \$25.21/hour (anticipated to reach 75%)


FY 2022 Update: 79% of graduates found employment one year after graduation, earning an average of \$24.27/hour

- ★ **178** workshops conducted for **159** clients
- ★ **1,364** supportive services provided to **398** clients
- ★ **890** Skills Upgrade Classes delivered to **466** clients

## JOBTRAIN CAREER CENTERS

 **919** clients served

 **3,652** services provided

 **276** people placed in jobs

“JobTrain has given me the opportunity to help myself and to pursue a more fulfilling career in healthcare. I have a job at a health clinic and no longer worry if my next paycheck is going to be enough to cover our expenses. I now know that I will have enough to pay my bills and be able to start saving up.”

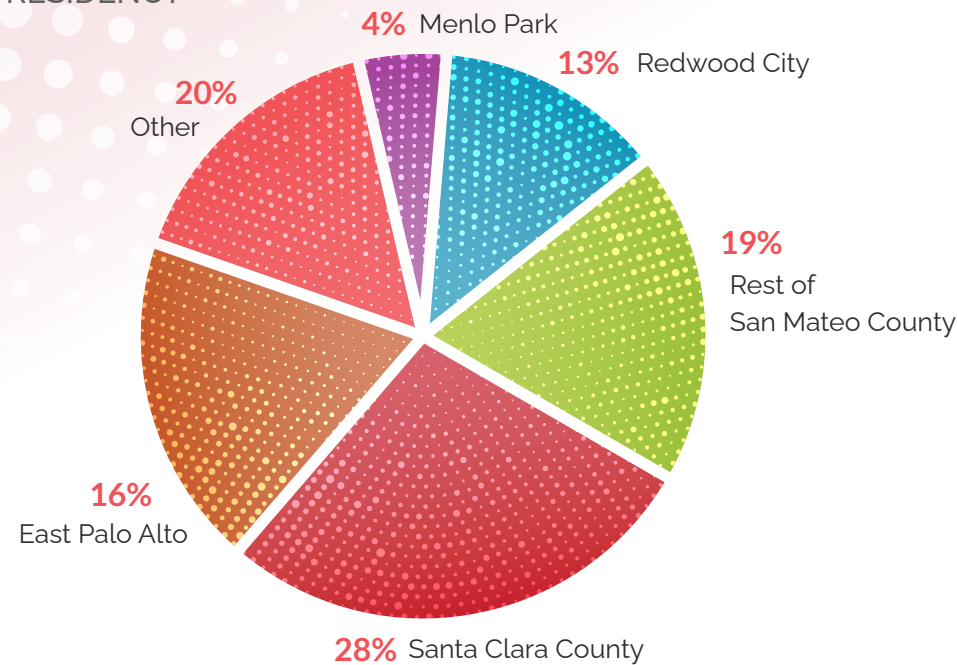


**GABRIEL**

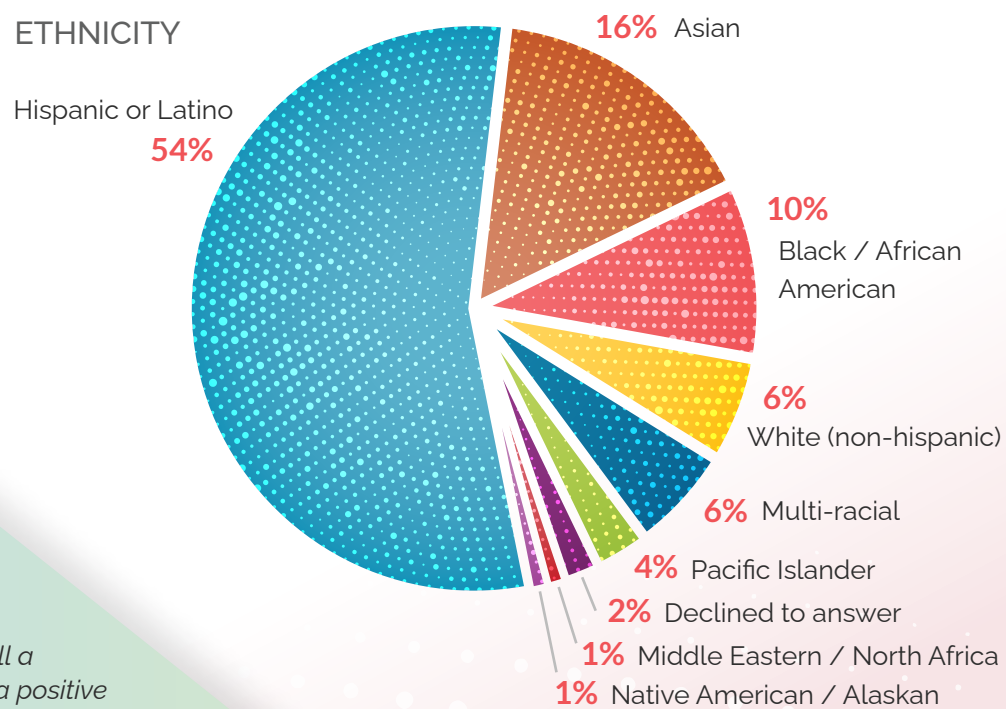
Medical Assistant Graduate



RESIDENCY



ETHNICITY



“As a child, I had a passion for technology. JobTrain gave me the opportunity to do what I love and fulfill a childhood dream. I am able to make a positive impact on someone's life through what I do and serve the community. I have a stable job that offers a work life balance, including time to advance my IT skills.”



**JACQUELINE**  
Information Technology (IT)  
Graduate

OF THE

**3,013**

CLIENTS SERVED

INCOME LEVEL

**90%**  
are extremely or  
very low income

EDUCATION

**52%**  
have only a high  
school diploma

HOUSING

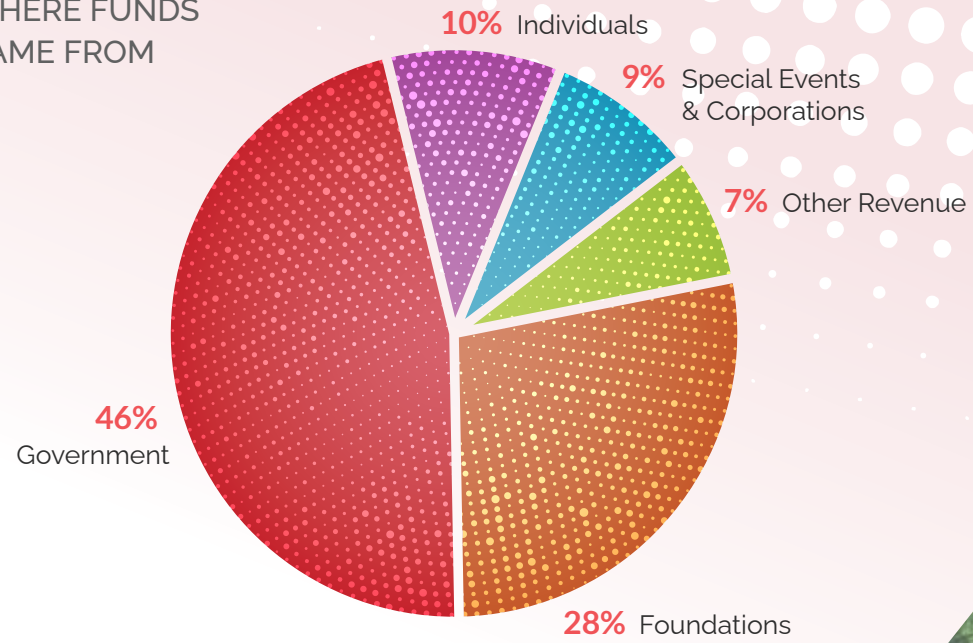
**6%**  
are homeless

**CLIENT  
BREAKDOWN**

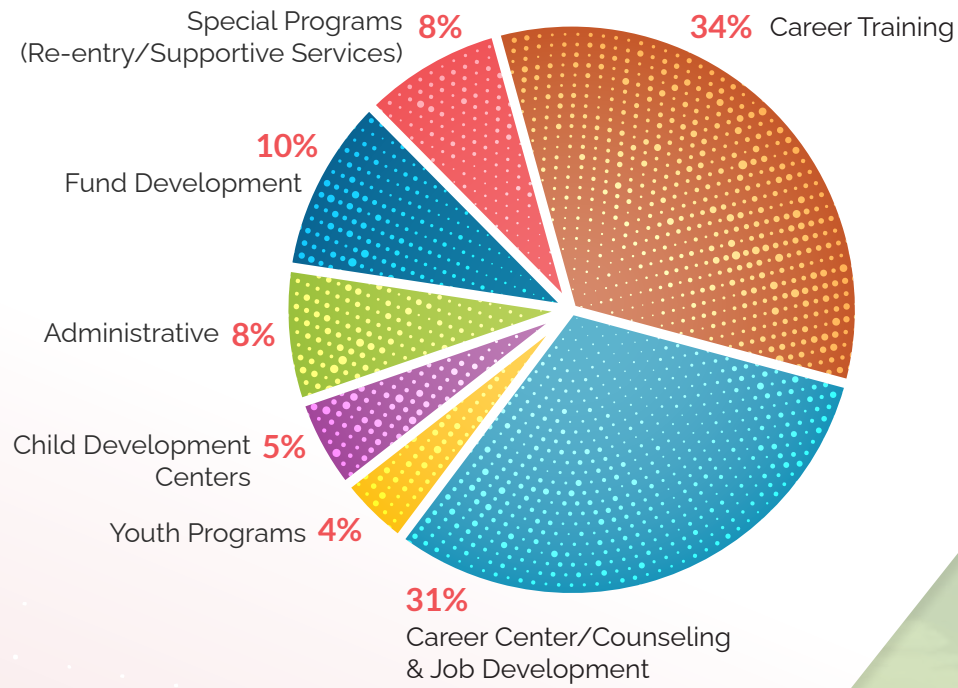




WHERE FUNDS CAME FROM



HOW FUNDS WERE USED



# \$30,000,000

OF BENEFITS WAS RETURNED TO THE BAY AREA COMMUNITIES IN FY2023

And over **\$79** million of benefits has returned to the communities in the last 5 years.



**FINANCIAL OVERVIEW**



STUDENT STORY:

**ALEJANDRA**

While working in the crowded aisles of a local grocery store, Alejandra often felt an unspoken longing. Although she excelled as an Assistant Manager, she was frustrated by the low pay, erratic schedule, and lack of passion for the work. "There's something better out there for me," she thought. Her mind kept going back to high school when she spent countless days in the hospital with her younger brother, who had been born with a heart defect. Those experiences in the hospital had left a lasting impact on her, showing her how much a warm smile and a caring touch could matter. "I saw how the medical professionals cared for patients like my brother," she reflects. "And I thought, that could be me. I could bring that same comfort, making them feel like somebody cares and is looking out for them."

With this newfound clarity, Alejandra decided it was the right time to explore JobTrain's Medical Assistant Program. Alejandra thrived in JobTrain's environment of hands-on training. The practical experience was invaluable — from practicing EKGs to administering vaccinations. But what truly stood out for her was the support she received from her instructors, especially Mrs. G. "I'd never had such a supportive teacher before," says Alejandra. She says Mrs. G believed in her even when she doubted herself, pushing her to excel and achieve her goals.

Alejandra now works as a medical assistant at Stanford Health Care. She recalls the time when she donned her scrubs for the first time and saw the pride in her parents' eyes. When Alejandra was a child, her family immigrated to the United States. She was the first member of her family to graduate college, and now she was working in the medical field. It wasn't just a uniform to them or to Alejandra; it symbolized the realization of dreams.

With a hint of relief in her voice, Alejandra shares. "I'm no longer living on a meager salary. I have a stable income, I can save money, and it's comforting knowing I have a purpose. I know I belong helping others."

Alejandra reflects, "JobTrain completely turned my life around. I like my job now. It's given me a sense of satisfaction and pride in what I'm doing."



**BALANCE SHEET\***

**ASSETS**

**CURRENT ASSETS**

Cash & Cash Equivalents	\$ 526,949
Investments in Securities	13,042,752
Other Current Assets	<u>877,718</u>
<b>Total Current Assets</b>	<b><u>14,447,419</u></b>

**NON-CURRENT ASSETS**

Fixed-Assets	7,486,797
Less Depreciation & Amortization	<u>(5,087,245)</u>
<b>Total Non-Current Assets</b>	<b><u>2,399,552</u></b>

**Total Assets** **\$ 16,846,971**

**LIABILITIES & NET ASSETS**

**CURRENT LIABILITIES**

Accounts Payable	\$ 181,305
Accrued Payroll & Benefits	565,595
Other Current Liabilities	<u>3,644,952</u>
<b>Total Current Liabilities</b>	<b><u>4,391,852</u></b>

**LONG-TERM LIABILITIES**

Capital Lease Obligation	160,969
Other Long-Term Liabilities	3,382,950
Notes Payable	<u>300,000</u>
<b>Total Long-Term Liabilities</b>	<b><u>3,843,919</u></b>

**Total Liabilities** **8,235,771**

**Total Net Asset** **8,611,200**

**Total Liabilities & Net Assets** **\$ 16,846,971**

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