Message from JobTrain's **Board Chair and President & CEO**

The Bay Area economy continues to have low unemployment, and offers prosperity to many residents. Unfortunately, while there is much to celebrate, we find ourselves grappling with vexing challenges. Poverty, income inequality and the plight of 1.6 million unemployed and underemployed residents is obscured and largely masked by our strong economy. This reinforces one of JobTrain's primary issue areas: Talent and potential are distributed equally across communities, but opportunity is not. This is the Opportunity Gap. At the same time, businesses are struggling to find the talent they need, and the lack of qualified workers is limiting Bay Area companies' ability to grow and thrive. Real solutions to this Skills Gap are, now more than ever, an economic imperative in the Bay Area.

The good news is that JobTrain's programs and services are providing an effective pathway out of poverty for individuals, and also providing the skilled workforce the marketplace needs. Over the last year, over 1,000 low income men and women benefited from JobTrain's intensive services, with nearly 400 taking advantage of our full-time career pathway education. Of those, 85% successfully completed training, and 81% of graduates obtained jobs at an average wage of over $22 per hour. Even more impressive, 87% of those who obtain a job are still working 12 months after placement, and many have been promoted.

While JobTrain outcomes are "best in class", we recognize that our graduates need to continue to advance in their careers to be able to afford to live in the expensive Bay Area. As we enter the second year of our 3-year Strategic Plan, the seeds we planted last year are bearing fruit. We have launched a number of strategic initiatives to help graduates advance in their new careers more quickly. We also are improving our capacity for impact evaluation, driving a regional vision for workforce development, enhancing our employer engagement strategies, hosting new aligned partners on-site at JobTrain, and exploring program expansion in Santa Clara County and beyond.

This coming year we will launch a regional sector partnership for deeper, broader employer engagement, implement new college pathway partnerships and add evening career advancement classes. As we embark on these new initiatives, the energy at JobTrain and among our Board of Directors is palpable. We are optimistic about the future and inspired to work towards our vision of a Bay Area that offers opportunities for all individuals.

To fulfill our mission, we will continue to deliver the high quality results reflected in this Annual Report, and continue to provide programs and innovation that create prosperity for the entire community. We know that our important work would not be possible without our partners, supporters and funders. Thank you for your support.

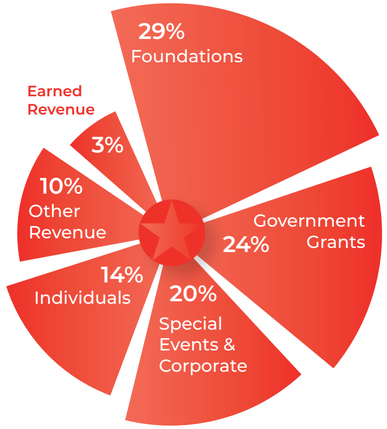
Anees Iqbal
Board Chair

Barrie Hathaway
President & CEO

JOBTRAIN

HOW FUNDS **WERE USED**

WHERE FUNDS **CAME FROM**



BALANCE SHEET **FY2019***

Assets

Current Assets	
Cash & Cash Equivalent	$ 551,717
Investments in Securities	1,987,761
Other Current Assets	598,364
Total Current Assets	3,137,842
Non-current Assets	
Fixed-Assets	6,601,037
Less Depreciation & Amortization	(4,568,940)
Total Non-Current Assets	2,032,097
Total Assets	$ 5,169,939

Liabilities & Net Assets

Current Liabilities	
Accounts Payable	$ 96,227
Accrued Payroll & Benefits	297,099
Other Current Liabilities	50,000
Total Current Liabilities	443,326
Long-term Liabilities	
Capital Lease Obligation	115,570
Notes Payable	300,000
Total Long-term Liabilities	415,570
Total Liabilities	858,896
Total Net Asset	4,311,043
Total Liabilities & Net Assets	$ 5,169,939

*Unaudited: excludes depreciation expenses and capital lease adjustment

JOBTRAIN

OF CLIENTS SERVED IN FY19

- **58%** Were unemployed
- **43%** Youth
- **14%** Are on public assistance
- **21%** Did not graduate high school
- **7%** Were homeless
- **96%** Were very low or extremely low income
- **33%** Were formerly incarcerated

CLIENTS ARE FROM

- **26%** East Palo Alto
- **20%** Redwood City
- **16%** Santa Clara County
- **16%** Rest of San Mateo County
- **6%** Menlo Park
- **16%** Other

WE SERVED 2,400 PEOPLE IN 2019

CLIENTS' ETHNICITY

- **62%** Hispanic or Latino
- **11%** African-American
- **10%** Caucasian
- **9%** Asian American
- **6%** Pacific Islander
- **2%** Other

SERVING CLIENTS AT

- JobTrain Headquarters
- East Palo Alto Career Center
- Maple Street Correctional Center
- Camp Kemp

$1.2M

in savings for cost of incarceration and public assistance benefits, including unemployment, CalFresh, & Medi-Cal.

$9.5M

in wages earned by JobTrain graduates during FY2019.

Totals $10.7M

in benefits returned to the community.

$59M

in benefits over the course of **5 years.**

BENEFITS TO COMMUNITY

IMPACT RESULTS

85%

of **JobTrain students** completed their intensive, career trainings.

81%

of **JobTrain graduates** were placed in jobs after completing their trainings.

Training & Work Furlough Program at JobTrain (work with incarcerated individuals) results in these individuals being **53%** less likely to return to jail.

(Graduates of JobTrain: 28% versus the state average of 60% chance of returning to jail)

87%

of **JobTrain graduates placed in jobs** are still working a year later, and many have been promoted.

Message from JobTrain Alumna,

Davida Scott

Class of 2006.

"JobTrain gave me the two things I needed most: Structure and Love." Davida came to JobTrain in 2006 after being kicked out of high school and out of her home. Being a youth client, she was given an opportunity for an internship within JobTrain. She later started in the Food Safety Handlers class and quickly learned the importance of structure.

Davida says while at JobTrain she learned many important lessons: "Keep showing up. It didn't matter what our past was. Strive for better. Regardless of mistakes, we can make new decisions." The instructors at JobTrain would talk to Davida every day, and she got through the program with flying colors. As the student speaker at her JobTrain graduation, Davida shared how impactful the program was in saving her life.

Her success led to her getting back into and finishing high school. She could then see how she could work toward her future. "I started seeing all these kids – people who had more problems than I did, and I knew I could help them avoid making the same mistakes I did." Davida started with Eden Youth and Family Center and it reminded her of herself. "I went to JobTrain and they gave me a chance. They gave me structure and love. And now it was my turn to make that happen for others."

Today, Davida has been a teacher at the Hayward Adult School for the past three years. She has secured over $100,000 which enabled 65 students to get internships at $15.82 per hour this year! "If you give students an opportunity, they will work and want to do better. They want to have accountability."

"People think it's a big formula – it's not."

JOBTRAIN