



The Stars Are Aligning



Barrie Hathaway

Record Growth & Strong Outcomes Mark a Year of Expansion and Success

JOBTRAIN IS EXPANDING! Last year, we served 62% more clients and provided 127% more services to our students and clients. This incredible growth resulted from our expansion into Half Moon Bay, improved staff retention, and effective hiring practices leaving positions unfilled for even shorter periods of time.

Program outcomes remain quite strong. Career Training enrollments increased slightly while Career Center and supportive services, and skills upgrade trainings and workshops increased significantly.

Strong Job Placements & Increased Wages

JobTrain clients entered a strong labor market with well-honed, marketable skills. Job placements also remained strong and average wages increased to their highest levels ever.

Progress on Our Strategic Plan

With a few months left in our current Strategic Plan, I am pleased to report that we made steady progress on our new Economic Mobility North Star, hired key staff, piloted new programs, expanded career pathway options, grew our presence in high-need communities, and built working models for emerging Economic Mobility program strategies.

Strong Financial Position

Preliminary year-end finance results indicate positive net income, meaningful operating reserves, and reliable returns on investments.

Results Matter

Numbers, outcomes, and data each tell an important part of our story. But what matters just as much is how JobTrain staff deliver our services. It's in our DNA to treat community members with care, respect, and optimism, and I could not be more pleased or proud.

Sincerely,

OUR IMPACT

FISCAL YEAR 2024

4,338

Clients Served

JobTrain effectively creates pathways from poverty to stability by providing the job training and wraparound supports people need to reach financial security.

\$27.36
average hourly wage
From \$21.50 before JobTrain



SERVICES PROVIDED

11,451
supportive services provided

626
clients enrolled in Career Trainings

409
workshops conducted

80%
completed training

75%
of graduates retained employment one year after graduation

\$27.36
average hourly wage

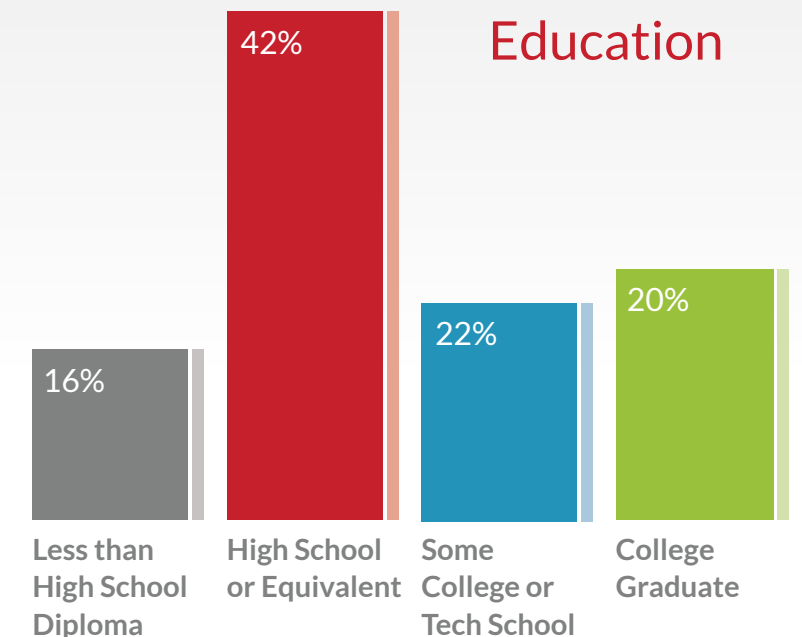
Thank you for joining us in our collective commitment to our communities.

CLIENT DEMOGRAPHICS

Ethnicity

- 63% Hispanic or Latino
- 10% Asian
- 10% Black
- 8% White
- 4% Pacific Islander
- 4% Multi-Racial
- 1% Middle Eastern or North African

Education



Supporting Economic Mobility Through Job Training & Support

JOBTRAIN'S PREMIER career training and education programs deliver equitable pathways to meaningful careers in leading local industries.

Tracks include:

- Building Maintenance/HVAC
- Medical Assistant
- Certified Nursing Assistant
- Culinary Arts
- IT Service and Support
- Project Build: Carpenters Pre-Apprenticeship
- (new) Property Management

All are underpinned with comprehensive wraparound supportive services including an on-site, accredited Child Development Center.

Locations Throughout San Mateo & Santa Clara Counties



All students have access to skills upgrade programming including:

- GED Preparation
- English as a Second Language
- Digital Literacy
- Job Readiness Services
- Job Placement Services
- Job search strategy development
- Professional resume creation assistance
- Digital profile creation assistance
- Application completion guidance
- Interview preparation (virtual and in-person)



JobTrain's full suite of supportive services connects students to personalized, curated housing, legal, and financial resources, as well as transportation vouchers, career clothing and supplies, childcare assistance, and referrals to additional community services.

Helping People Find Employment & Support



JOBTRAIN'S CAREER CENTERS provide an array of specialized resources and one-on-one consulting to job seekers. We are committed to helping individuals find employment and providing the right tools for their job search.

Rapid Employment Services

Job search resources provided at JobTrain's six Career Center locations: Menlo Park, East Palo Alto, San Jose, North Fair Oaks/Redwood City, (new) Half Moon Bay, and South San Francisco. Our Career Centers provide clients with career readiness, job placement, and supportive services.

CAREER CENTER STATS

1,730
clients served

8,547
services provided

982
skills upgrade classes delivered

387
people placed in jobs

\$23.07
average hourly wage

JobTrain's Medical Assistant Training Program



JobTrain's Medical Assistant training teaches medical terminology, billing, and coding, and provides a lab environment where students learn to take patients' vital signs, give injections (IM, ID, & subQ), perform venipunctures, do ECGs, learn dose calculations and metric conversions, and receive CPR certification. The course is 11 weeks plus a 160-hour externship following successful training completion. Graduates are prepared for certification and are qualified for work in doctor, and optometrist offices as well as medical clinics and facilities.

Taking Our 59 Years of Experience & Success to the Next Level

JOBTRAIN HAS BUILT a strong reputation in the community for delivering results through our work — thoughtfully connecting people to the skills, resources, and opportunities they seek so that they attain full economic mobility and social well-being.



Bridge to Economic Mobility

JobTrain is building the bridge infrastructure to cross the work readiness gap through intensive, curated supportive services, life-skills and job readiness coaching, career placement, and on-going support through our alumni network.



The New Center for Economic Mobility



JOBTRAIN IS ENTERING the second phase of our capital campaign to fund the building of our new Center for Economic Mobility in East Palo Alto. Our new headquarters will bring JobTrain programs and services to even more

people, connecting them to relationships, resources, and opportunities that propel them forward in life.

The new Center will also house many of our ecosystem partners: This co-location will create new synergies to build new programs, provide expanded services, and deliver new career pipelines all designed to strengthen our local workforce and community. Through the Center, we envision enhanced community vitality and bold new solutions: upgraded technology, expanded learning platforms, and new career pathways to open opportunities for economic prosperity for our entire region.



Strategic Plan

As we close the chapter on our last successful Strategic Plan, our staff and leadership are building the next 3-year Strategic Plan focusing on expansion, innovation, and workplace excellence.



DONOR SPOTLIGHT



Rebecca "Becky" Morgan A Lifelong Commitment to Service

AT JOBTRAIN, transferable skills are a key focus as students explore how their past experiences can lead to new career opportunities. Rebecca "Becky" Morgan exemplifies this mission through her hands-on involvement with the organization. As an active member of JobTrain's Strategic Advisory Committee, Becky has provided invaluable insights, helping the organization better address the needs and challenges of its clients.

Her contributions go beyond financial support. Becky established the "Bring Me A Book" kiosk at JobTrain, allowing clients to borrow books to read to their children, fostering a love for reading and promoting early literacy. She also played a crucial role in advocating for JobTrain's Child Development Center during the pandemic, ensuring young students had access to essential educational tools for remote learning.

Becky's commitment to JobTrain is evident in her daily life. She regularly engages with community members and often discovers that skilled professionals, such as certified nursing assistants, have received their training from JobTrain.

With a career that includes serving on the Palo Alto Unified School District Board of Education, Santa Clara County Board of Supervisors, and California Senate, Becky has consistently dedicated herself to improving the lives of others. Alongside her husband, Jim, Becky has been a passionate philanthropist, championing causes in education and conservation.

"We want to make a difference in people's lives," Becky says, "and to leave a legacy that our children



Becky has always been dedicated to improving the lives of those around her.

and grandchildren will continue."

Her unwavering support for new initiatives and her leadership continue to inspire those around her, demonstrating her dedication to JobTrain's mission of making a lasting impact on the community.★

RISING STAR: CLIENT SUCCESS STORY

Adriana Pedrazas Journey from Uncertainty to Triumph

"I REMEMBER WALKING into JobTrain...not knowing where I was going or what I was doing. Since then, I have a family, I'm married, I have kids, and I'm really happy where I am right now."

These powerful words from Adriana Pedrazas capture the essence of her incredible journey. Adriana's story with JobTrain began in 2016 when she graduated from their Medical Assistant training program. Shortly after, she secured a position at Stanford Health Care, where her dedication quickly shone through.

Within two years, she was promoted, playing a pivotal role in training new medical assistants, many of whom also hailed from JobTrain. Adriana's career continued to ascend, and she now serves as



an Interventional Platform Scheduler II at Stanford Health Care. Passionate about her work, she remains committed to helping others, regularly referring individuals to JobTrain's transformative programs and services.

In recognition of her inspiring journey, Adriana was honored with the Paul M. Cook Alumni Award at JobTrain's 2024 Breakfast of Champions. This award celebrates those who embody JobTrain's mission. Today, Adriana continues to carry forward the legacy of service at Stanford Health Care, where she provides quality care and helps people heal.★

JobTrain Partners with Stanford Health Care



THE JOBTRAIN EXTERNSHIP partnership began with an inquiry by a member of Stanford Health Care while touring JobTrain's training facility in 2015. Meetings quickly followed where staff from both organizations planned for JobTrain's Medical Assistant graduates to participate in a 4-week externship at a designated Stanford Health Care medical facility. The first JobTrain Medical Assistant cohort to be placed at Stanford Health Care was the class that completed in June 2016. Adriana was part of the second cohort. Since its inception, 17 cohorts of medical assistant trainees have been placed at Stanford Health Care.★

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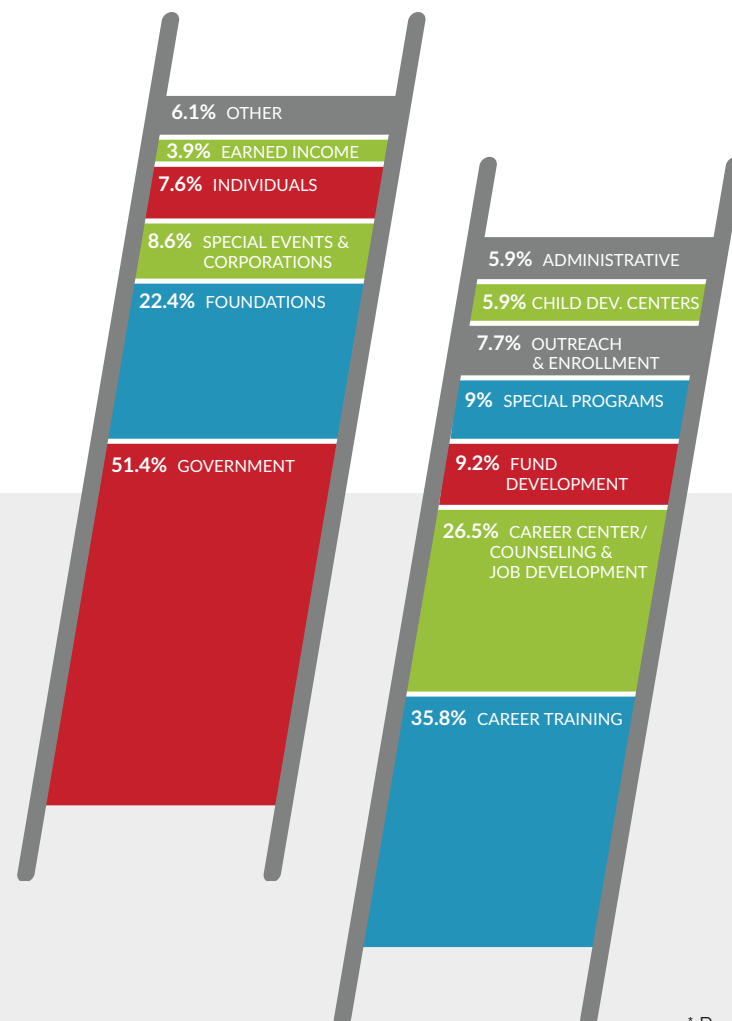
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- ¹ Donor-advised fund of Fidelity Charitable Gift Fund
- ² Donor-advised fund of the Jewish Community Endowment Fund of the Jewish Community Federation of San Francisco, the Peninsula, Marin, and Sonoma Counties
- ³ Donor-advised fund of Silicon Valley Community Foundation
- ⁴ Donor advised fund of Vanguard Charitable Endowment Program
- ⁵ Charitable Gift Account at Schwab Charitable Fund
- ⁶ Donor advised fund of Morgan Stanley Global Impact Funding Trust Inc.
- ⁷ Donor advised fund of Benevity Community Impact Fund
- ⁸ Donor advised fund of the Los Altos Mt. View Community Foundation
- ⁹ UBS donor advised fund of National Philanthropic Trust
- ¹⁰ Donor advised fund of Goldman Sachs Philanthropy Fund
- ¹¹ Donor advised fund of Impact Assets, Inc.
- ¹² Donor advised fund of The T. Rowe Price Program for Charitable Giving
- ¹³ JP Morgan Charitable Giving Program administered by National Philanthropic Trust
- ¹⁴ Donor advised fund of Wells Fargo Philanthropy Fund, program sponsored by the Renaissance Charitable Foundation Inc.
- ¹⁵ Donor advised fund of the Fowey Light Fund
- ¹⁶ Donor advised fund of California Community Foundation
- ¹⁷ Donor advised fund of the American Endowment Foundation
- ¹⁸ Donor advised fund at the Renaissance Charitable Foundation Inc. of the Franklin Charitable Giving Program
- ¹⁹ Donor advised fund of the SEI Giving Fund, a program of Renaissance Charitable Foundation Inc.
- ²⁰ Donor advised fund of the Philanthropic Ventures Foundation.
- ²¹ Donor advised fund of Bank of America Charitable Gift Fund
- ²² Donor advised fund of Rockefeller Philanthropy Advisors
- ²³ Donor advised fund of National Philanthropic Trust
- ²⁴ Donor advised fund of the American Gift Fund
- ²⁵ Donor advised fund through Daffy Charitable Fund

We regret any errors in this list. Please let us know, so we can update our records: kfinnigan@jobtrainworks.org or 650-330-6521.

Mission

JobTrain is committed to helping those who are most in need to succeed. Our purpose is to improve the lives of people in our community through assessment, attitude and job skills training, and high potential career placement.



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