

LETTER FROM OUR PRESIDENT & CEO

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



Barrie Hathaway

JOBTRAIN IS EXPANDING! Last year, we served 62% more clients and provided 127% more services to our students and clients.

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

### Strong Job Placements & Increased Wages

JobTrain clients are entering 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

We made progress on our Economic Mobility North Star, hired key staff, piloted programs, expanded career pathways, grew our presence in high-need communities, and built working models for Economic Mobility program strategies.

### Strong Financial Position

Preliminary year-end results show positive net income, operating reserves, and investment returns.

### Results Matter

Numbers, outcomes, and data tell an important story. But what matters just as much is how JobTrain staff deliver our services: We treat community members with care, respect, and optimism, and I am pleased and proud to share these results with you.



## 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.

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

## 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.

# 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.



# 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



Support our work!

## 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.★

### OUR IMPACT FISCAL YEAR 2024

**11,451**  
supportive services provided

**409**  
workshops conducted

**626**  
clients enrolled in Career Trainings

**80%**  
completed training



**75%**  
of graduates retained employment one year after graduation



## Job Training & Support for Economic Mobility



JOBTRAIN'S PREMIER career training and education programs deliver equitable pathways to meaningful careers in leading local industries. Our 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 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. Job search resources are provided at JobTrain's six Career Center locations. 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

### Locations Throughout San Mateo & Santa Clara Counties



1200 O'Brien Drive  
Menlo Park, CA 94025  
650-330-6429  
info@jobtrainworks.org

jobtrainworks.org



## A Little Meeting with the Big Boss

ONE DAY, Mila, a pre-schooler, asked Suzanne, JobTrain's Chief Program Officer, why she stopped visiting the preschool. Suzanne said that she has to attend lots of meetings with her boss.

"Then I need to speak to your boss," said Mila. "He should have fewer meetings so you can be here more."

And she was serious.

When the preschool was short-staffed, Suzanne stepped in to help, and this is where she met Mila and the other preschoolers.

Upon Mila's request, staff helped to schedule a meeting with Suzanne's boss. Mila was going to make her case.

When the day came, Mila walked with Suzanne to the administrative lobby for the meeting. Barrie, JobTrain's towering 6' 5" Chief Executive Officer, walked into

Suzanne's office. Mila stared in astonishment, but she was undeterred.

Barrie thanked Mila for standing up for what she believed in, and said he was happy to meet. He explained that, while it's important for Suzanne to attend his meetings, he could allow Suzanne to spend some more time in the preschool, as much as her schedule permits.

"Would that work for you, Mila?" Barrie asked. Mila nodded a yes with a smile.

It was a big step in Mila's development, and JobTrain was privileged to play a positive role.

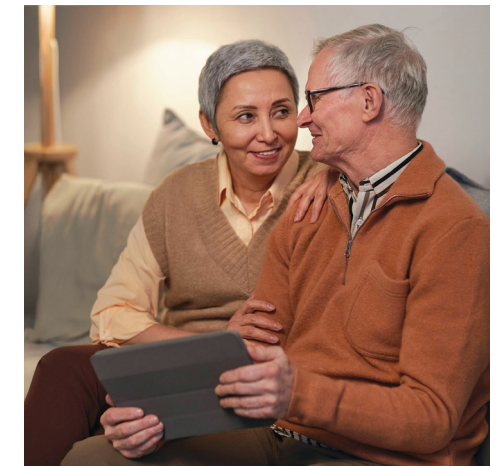


JobTrain's Child Development Center is a licensed preschool for children ages 3 to 5. It provides a play-based environment that harnesses children's interests while providing them with the learning that they need to be ready for school.

## Leave a Legacy of Opportunity

Many donors who want to make a lasting commitment to helping those in-need in our community have supported JobTrain by donating money, stocks, or other assets to JobTrain in their wills.

JobTrain is grateful to the thoughtful people who have included a legacy gift as part of their charitable giving. These gifts are a lasting investment in our mission to help those most in need to succeed.



Making a planned gift isn't just for the wealthy. By following some simple instructions for including JobTrain in your will or estate plans, you can ensure that your financial wishes are documented appropriately so that your assets can go to the causes you care about.



To learn more about making a planned legacy gift, please contact Katherine Finnigan at kfinnigan@jobtrainworks.org or 650-330-6521 or visit our website at jobtrainworks.org.



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Menlo Park, CA 94025

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# BREAKFAST OF CHAMPIONS

Celebrating  YEARS OF ECONOMIC MOBILITY



**SPECIAL GUEST**

**Marcus Samuelsson**

James Beard Award-Winning Chef  
and Restaurateur

**April 30, 2025**

**8:30 - 10 am**

Hyatt Regency San Francisco Airport  
1333 Old Bayshore Hwy, Burlingame

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For inquiries, contact:  
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