

JVS. Creating Hope & Opportunity

2015
Annual Impact Report

Jewish Vocational Service
Building better lives. One job at a time.

Hope & Opportunity

At JVS we operate on the principle that we will do whatever it takes to ensure every individual who turns to us for help will succeed in improving their circumstances and realizing their full potential.

That's why the agency's wide range of services and programs work more as an integrated system rather than a straight path to a single destination. For example, this year we introduced a social worker into our BankWork\$® training program — because clients who have been unemployed and underemployed may face additional barriers in their journey to true self-sufficiency. Our goal is to give them the tools to move into truly meaningful work that will sustain them and their families, and end the cycle of dead-end jobs and hopelessness.

(Cover Photo) Jose Robledo attended the JVS ApartmentWorks® program while taking several community college classes and working a night shift at a plastics manufacturer. After leaving his job in Valencia at 6:30 a.m., he commuted to Little Tokyo to begin the full-time ApartmentWorks program. Robledo, 21, was determined to become a maintenance technician and enter the field because, firstly, his manufacturing job offered no promotion opportunities. Secondly, he saw his personal success as central to his quest to help his parents, who were both deported back to Mexico when he was 15, return to California. "My parents are my motivation to work so hard," he said. "My sisters and I want them to come back to their home. JVS and ApartmentWorks are helping me succeed so that I can help make that happen."

Some people think that, as the economy looks rosier and unemployment figures drop, JVS is less busy, but in fact the need for JVS continues to grow as the workforce landscape continues to shift into the "new economy" that calls for more entrepreneurial skill sets and technical proficiency necessary for entry into high-growth industries. That's why this past summer JVS Veterans First launched its new "Vets In Tech" initiative.

Our clients often tell us that JVS helped them to build confidence and believe in themselves. With the help of our generous donors, and our caring supporters, we are indeed helping our clients build better lives, one job at a time.



James Hausberg
Board President

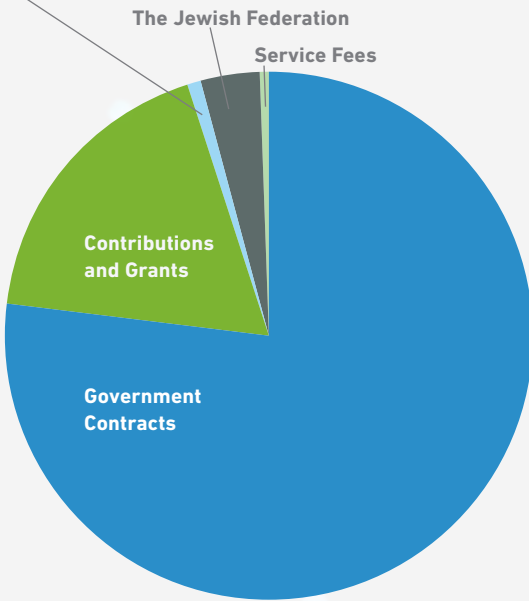


Vivian Seigel
CEO

Your Investment At Work

Internal (unaudited) Statement of Activities

Investment Income*

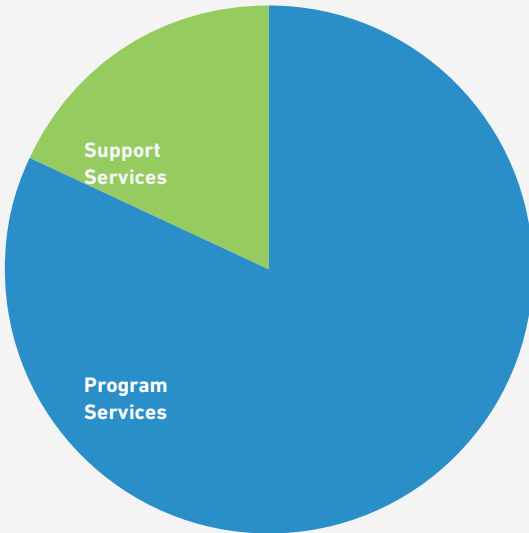


REVENUE

Government Contracts	\$12,777,922	77%
Contributions and Grants	\$3,052,294	18%
Investment Income*	\$201,322	1%
The Jewish Federation	\$581,198	3.5%
Service Fees	\$71,125	.5%

\$16,683,861

* Incorporates income, net realized gains and unrealized gains



EXPENSES

Program Services	\$14,013,704	82%
Support Services	\$3,030,313	18%

\$17,044,017 **

**Deficit reflects JVS Scholarship funds distributed to 165 financially needy students in 2015, which was over and above the revenue raised in 2015. Non-profit accounting principles require that funds be recorded as revenue in the year raised and as expense in the year distributed. The agency has altered its procedure for 2016 to fund scholarships based on amounts raised in a given year plus an amount from previously accumulated surpluses.

A Veteran's story

"I would definitely recommend JVS Veterans First to other veterans because it smooths that transition between the military and civilian sectors. Honestly, if you don't have JVS on your side, it can be a rough road to travel. They opened doors for me that I could not have opened on my own. They keep their promises and they get things done."

- Christian Castillo

Master Sergeant, U.S. Air Force, Retired
JVS 2015 Inspiration Award Honoree



"I have been coming to BankWork\$ since the first graduation with ten people. I have not missed one. These students are driven, successful and have often overcome a lot of obstacles. We leave here having made multiple offers."

- Tracie Peddy
Recruiter, Bank of America



JVSWorks[®] Career Training Programs

JVS trains individuals for careers in high-growth industries through our award-winning career training programs: BankWork\$[®] (financial industry training), HealthWorks[®] (Certified Nurse Assistant Training), and ApartmentWorks[®] (Certificate for Apartment Maintenance Technicians). Through donor support, JVS underwrites all costs for each program, any related certification or license, and classroom supplies, which costs about \$4,000 per student. As each graduate earns an average starting salary of \$34,000 annually, including benefits, this translates into a more than eight-fold return on the philanthropic investment.

BankWork\$

In November BankWorks graduated its 1000th trainee in a milestone ceremony.

HealthWorks

More than 200 people came to a single HealthWorks orientation to apply for this outstanding career opportunity in JVS's Certified Nurse Assistant (CNA) training program.

ApartmentWorks

Twenty-one newly-minted apartment maintenance technicians graduated from the brand new JVS ApartmentWorks training program in 2015.



Helping Businesses Compete

The JVS Business Development team helped secure valuable State of California Employment Training Panel (ETP) dollars to help local companies grow and stay competitive. The ETP dollars secured in 2015 enabled incumbent employees to upgrade their skills in such areas as computer, commercial, business and literacy, hazardous materials compliance and potentially boost their earning power in the future.

Clients included Brighton Collectibles, Dearden's, Douglas Steel Supply, Ellis Paint Company, Evy of California, Hollywood Bed and Spring Manufacturing, Qualified Billing & Collections, LLC, Republic Services (Consolidated Disposal Services), Saint George Warehouse and Sprouts Farmers Market,



JVS Worksource Centers

Nearly 10,000 people used services provided at our JVS WorkSource and Career Centers and 1,000 received one-on-one case management career and job placement assistance.

GAIN/GROW Over 15,000 individuals received help transitioning from welfare to work through L.A. County's Greater Avenues for Independence (GAIN) and General Relief Opportunities for Work (GROW) programs.

Veterans First

In 2015, Veterans First joined Los Angeles Mayor Eric Garcetti and more than 50 prominent sponsors and partners in an all-day Veterans Career Summit.

Vets In Tech

Through Vets In Tech, a pilot program that prepares and trains veterans for technology careers, 102 veterans received individual career coaching that included resume development and job search activities.



JVS WoMentoring

The innovative WoMentoring program matched 40 women in career transition with industry professionals working in their field of interest for one-on-one mentoring partnerships.

JVS Youth Services helped 189 at-risk youth improve their time management skills, customer communication skills, self-advocacy skills and more by participating in Career Readiness Workshops.

Message from Randy Lapin

Chief Philanthropy Officer



This year I met a young man who, by the time he turned 18, had been in 30 foster homes. Yet, despite his tumultuous childhood, his youthful spirit was not dampened. A client of our Youth Services, he recently spoke at a JVS board meeting where he recounted how he had shared with his friends a long-held dream — he wanted to be an anesthesiologist. “You’re crazy to dream like that,” his friends responded. “It’s never going to happen.” To which the youth said, “I may be crazy to reach for the stars but I know there are footprints on the moon.”

At JVS we work hard to provide the core services that help lift all our clients above their particular challenges, but we also provide the extra support that allows a youth who at such a young age endured real struggle, to still dream. The public funding that JVS receives is essential to our ability to function, but it’s philanthropy – gifts from our generous donors – that comprises the bridge funding that makes possible the high-touch, in depth staff involvement and case management needed to not just make someone job ready but truly let his spirit soar.

Your generous donations in support of JVS’ programs and services make an immediate impact on the lives of our clients. When an individual gets a job, the positive effects multiply substantially, improving not only the local economy, but the life of our entire community. With self-sufficiency and confidence, people *can* reach for the stars and that makes the true worth of your contribution priceless.

Thank you for making a difference.

Thanks to our Generous Part

10 Million and Above County of Los Angeles

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JVS 2015 Events

The JVS Women's Leadership Network 3rd Annual Woman to Woman Conference took place in September at the Skirball Cultural Center. The sold-out conference with more than 500 attendees raised over \$278,000 and resulted in dozens of new members.



18th Annual Strictly Business L.A.

Awards Luncheon and Networking Event honored Nourmand & Associates with the Corporate Leadership Award and CEO Michael Nourmand with the inaugural Young Leader Award. CPEhr received the Corporate Partnership Award. Hosted by Fritz Coleman of NBC4, the event was chaired by JVS Board President Jim Hausberg and board member Steve Seigel and raised nearly \$400,000.

Youth Services Pacoima Graduation

In August, youth clients who had completed a vocational training program or post secondary level of schooling were recognized for their achievements during a graduation ceremony held at the Northeast San Fernando Valley WorkSource Center.





JVS Scholarship Awards Reception

The program awarded \$644,000 in scholarships to 199 students, both record highs in total grant amount and number of students for the 43-year-old program. Additionally, 10 medical students received a \$10,000 William and Leah Molle Scholarship.

JVS Launches Young Leaders Network

Board members Steve Seigel and Matt Winnick hosted the inaugural YLN Luncheon Garden Party at the residence of Karen and Gary Winnick, which drew more than 100 guests, widening the agency's circle of friends and colleagues who are young professionals, established executives, entrepreneurs and philanthropists.



Dodger Trip Around The Diamond is a Grand Slam for JVS

as it received \$32,000 from Daniel's Jewelers, thanks to the Howard and Stephanie Sherwood Foundation. The check presentation took place on Dodger field with JVS Board President Jim Hausberg and JVS Client Eduardo Antonio Lopez.



Overcoming Multiple Challenges

Russell Moore, an ApartmentWorks graduate employed as a maintenance technician for a Playa Vista apartment complex, had just finished fixing an emergency leak one evening when he noticed a wheelchair-bound tenant leaving her unit.

When Moore asked where she was going alone at 10 p.m., the woman said she needed to buy milk for her children's breakfast.

"Give me your entire shopping list and I'll go for you," Moore said.

Moore said he had never before shared this story, but he did so as keynote speaker at an ApartmentWorks graduation for one reason — it perfectly encapsulates what he considers most important about his work as a maintenance technician.

"Care about the tenants first," Moore told the graduates who had gathered for the ceremony at a Huntington Park community center. "I truly care about the tenants and that means so much more than awards, accolades

or a bonus."

Moore revealed that the program's eight weeks of intensive training challenged him to break through several personal blocks that included loss of confidence due to long-term unemployment and his personal grief from losing several family members to violence and illness.

"I understand roadblocks," Moore said. "You need to keep your head up and be confident."

After graduating from the program in September 2014, Moore immediately landed a job with Avalon Bay. Due to his hard work and professional attitude, he has already been promoted and hopes to one day join the management team. In the two Westside complexes in which he works, one with 133 units and the other with 70, he has developed the skills to make a range of difficult repairs that still amazes him.

Moore had a second reason for attending the day's ceremony; he was also recognized as the first-ever

Giving Back Through The JVS Scholarship Program

"I thought this would be a good opportunity to give back to the community that has not been as fortunate as me. JVS Scholarship provides that to the highest degree. There is no doubt in my mind that higher education combined with hard work leads to a balanced and successful life."

- Matt Paul

*JVS Scholarship Committee
Co-Chair*

ApartmentWorks graduate to receive his permanent Certification from the National Apartment Association. Candidates must complete one year of apartment or rental housing maintenance experience before they are eligible for the certification.

Upon receiving this distinction, Moore said, "I owe this to JVS. The program criteria is meticulous and the staff members are excellent. I guess they saw something in me that I just couldn't see at the time."

Donor Stories

Long-time JVS donor **Faye Frankel** first became acquainted with JVS in 1942 when, new to Los Angeles from South Dakota, she was looking for work.

JVS sent Faye to interview for a job at Elaine's Bra Company of Hollywood. She enjoyed the job but when the repetitious entry of numbers into columns for customer billing caused her to suffer

headaches, she left the position and asked JVS to help her once again.

This time JVS sent her to interview for a position with Western Costume Company. Faye was barely 20 but the company president gave her a chance to prove herself, which she did so effectively that two months later he put her in charge of the weekly payroll for 300 employees. "I wasn't sure it was for me but he said, 'We think you

can do it.' I was not even 21 years old and I was in charge of four girls older than me." Faye ended up working for Western Costume Company for almost ten years. Her story serves to remind us that for many job seekers, all they need is an opportunity to prove their worth.

"I get my foot in the door and you can't get rid of me," Faye says.

Answering The Call

"Within the elite group of grantees that the Call of Duty Endowment funds, JVS has further excelled, maintaining one of the highest veteran job placement rates. JVS has proven itself highly effective at the very challenging mission of helping high barrier to employment vets find meaningful work in a city with one of the highest vet unemployment rates in the country."

- Dan Goldenberg
Executive Director
Call of Duty Endowment



A Healthy Outlook On Job Creation

"Belmont is committed to helping JVS grow HealthWorks, a remarkable career training program. It's good for your clients and it's great for our industry!"

- Patricia G. Will
Belmont Village
Co-founder and President

JVS MAIN OFFICE

6505 Wilshire Blvd.
Los Angeles, CA 90048

JVS CAREER TRAINING CENTER

1623 S. La Cienega Blvd.
Los Angeles, CA 90035

JVSWorks Training Sites

Annenberg School of Nursing
AVA Little Tokyo
Boyle Heights YouthSource
Compton CareerLink
The EXPO Center
PUENTE Learning Center

AMERICA'S JOB CENTERS OF CALIFORNIA

JVS West L.A.
WorkSource Center
13160 Mindanao Way Ste. 240
Marina del Rey, CA 90292

JVS West Hollywood WorkSource Center

(Located in the Library)
625 N. San Vicente Blvd.,
West Hollywood, CA 90069

Disability and Assessment

DPSS/GAIN Airport Site

Poverty and Homelessness

SOVA Metro
SOVA Valley
SOVA West

Welfare to Work

DPSS Chatsworth
DPSS Palmdale
DPSS Santa Clarita
JVS Glendale
JVS Lancaster
JVS Pasadena
JVS Sun Valley

Multicultural Services

JVS Main Office
JVS Glendale

Veterans

JVS Lancaster
Patriotic Hall
JVS West L.A. AJCC

Youth and Young Adults

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Northeast San Fernando Valley
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Olympic High School
Pico Youth and Family Center
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Youth Speak Collective

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Sister Act comes to BankWork\$®

BankWorks alum Janiel Douglas had previously trained as a pharmaceutical technician but when she could not find a job in that field she simultaneously worked at a Dollar Tree store and managed a bridal shop. While those jobs provided her with valuable customer service skills, she was unable to make ends meet. At the suggestion of her sister, Jhomania Hayes, herself a BankWork\$ alum, Janiel signed up for the program. She was subsequently hired by OneWest Bank as a teller and was soon promoted to personal banker.

"Now, I now have a car, my own apartment and a job I love," she said. "My life has taken a 180 degree turn."

Mission

JVS Los Angeles offers hope and opportunity to our diverse community through job training, mentoring and education, combined with expert career guidance, employer partnerships and comprehensive resources, transforming lives and empowering individuals to achieve dignity and independence.



Building better lives. One job at a time
www.jvsla.org

Design: John Espinoza, Green Street Advertising. Writer: Traude Gomez Rhine. Editor: Katherine Moore

