



JVS

**2020
IMPACT
REPORT**

“ MY TRANSFORMATION HAS BEEN
NOTHING SHORT OF AMAZING.
I OWE IT ALL TO JVS. ”

THE ROAD TO RECOVERY



Dear Friends,

2020 has launched us into a time of unprecedented uncertainty, dramatically disrupting the economy and job market, and exposing the deep inequities that have kept so many from achieving prosperity for so long. **From our early work resettling Soviet Jewish émigrés to our immediate expansion of service during the Great Recession in 2008, JVS has remained unwavering in our commitment to connecting job seekers to good jobs.**

COVID-19 has exacerbated racial inequities that exist in almost every aspect of our lives: our economy, our schools and our healthcare system. Millions of our neighbors and community members have lost work due to layoffs, reduced hours or the need to provide childcare and are experiencing debilitating financial stress. The fragility of such an unequal economy, and the injustice of working poverty are visible to all. If we do not take proactive action now, the existing inequities will continue to grow.

Now is the time to shift momentum to strategically train our job seekers for the future of work. We are in a unique moment. Deep changes are already underway and we must make commitments to ourselves, our organizations and our communities to do everything we can to change the terms of an equation that never worked for everyone.

Our mission is — and remains — to transform the lives of our community members through through skill building and upward mobility.

We stand arm-in-arm with all of our partners and supporters to mitigate the impact of job loss, layoffs, and disconnection. Thank you for your dedication to JVS. We'll get through this together.

Sincerely,



Lisa Countryman-Quiroz
Chief Executive Officer



Wendy Kesser
Board President

FINANCIALS

REVENUE \$13,026,091

Government	32%
Foundations	24%
Corporations	22%
Individuals	15%
Jewish Community Federation	3%
Fees and Other	4%

EXPENSES \$12,514,346

Youth Programs	26%
Healthcare Programs	22%
Tech Programs	10%
Utilities Programs	8%
Job Search & Support Services	7%
Pilot Programs / R&D	3%
Operations	16%
Fundraising	8%

**unaudited financials*

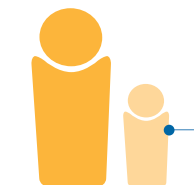
EXPOSING A BROKEN SYSTEM

UNEMPLOYMENT

This pandemic has caused a historic disruption to our economy and labor market. This system has never worked for everyone equally, and COVID-19 has elevated the disparities among communities excluded from access and opportunities.



Unemployment has risen from **3.4% to 15.5%** in California



only 1/2 of our clients have been able to receive unemployment benefits

70% of clients report having food and housing insecurity



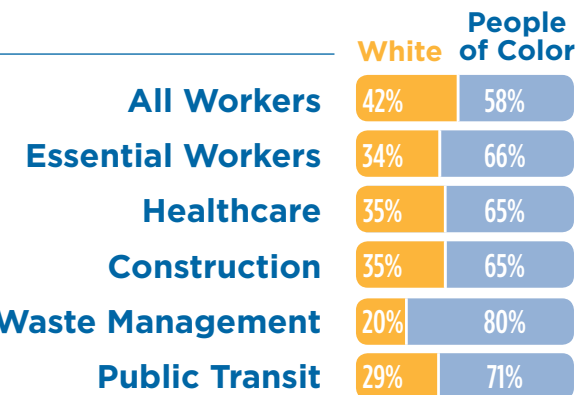
RACIAL EQUITY

Black workers and other people of color are more likely to be in front-line jobs that are categorized as 'essential'—forcing them to risk their own and their families' health to earn a living.

*(*Based off Accenture labor market analysis)*

Cleaning Services & Waste Management

Public Transit



“ I called and called the unemployment office, and sat on that phone for hours on hold, and never got through to nobody. Probably did it 20 times. I got so discouraged, I just stopped calling. ”

“ I spend more money eating once a day and paying for housing than I make at my job. ”

JVS IS REPAIRING IT

JVS's Career Pathways programs have been a proven model for upward mobility. We have rapidly responded to this pandemic to keep our clients on track.

PRE-COVID JVS IMPACT



Serving nearly 1,900 clients

70%

of clients are Black, indigenous, or people of color



COVID DISRUPTION

JVS launched an emergency fundraising campaign to help clients stabilize through this disruption

POST-COVID JVS IMPACT



Serving over 2,600 clients

700 additional recently laid off job seekers served



Launched 20+ daily workshops



\$200,000 invested in program design to meet new employer needs



\$250,000 in emergency resources

\$50K

Average Yearly Wage

97%

Job Retention Rate
(of survey respondents after 6 months)

932

of JVS Clients Served Were Youth

\$ 1 MILLION

raised through COVID Emergency Fund

“ I was provided a JVS laptop to participate in Zoom interviews. ”

“ I was able to pay my internet bill to continue my job search. ”

“ I was able to get diapers and catch up on rent. ”

INVESTING IN YOUR FUTURE

Monica had spent decades working in the automotive industry until the day her company closed and she lost her job. “This was a turning point for me. I could either go to another automotive shop and start all over at entry level pay, or I could make a career shift and invest in a long-term career path.” The healthcare field felt like a secure industry to enter and launch a second career. Monica tried finding training programs through the unemployment office, but the system was slow and unresponsive. **“I was distraught from spending so much time chasing them down for information, and then I finally found JVS’s Dental Assistant program.”**

JVS was responsive and enrolled Monica at once. She learned all the basic dental skills needed in our accelerated, 14-week training program. Just as the paid externship part of the program was about to begin, COVID-19 hit. “It was tough because I had been really counting on that paycheck. JVS jumped in and provided us with a stipend to keep us afloat while the dental offices were closed.” Through JVS’s employer connections, Monica secured an interview at SmileSF as soon as they reopened their office.

“I completed the interview and just signed my offer letter for a full-time position! It feels unbelievable to find a job so fast in this pandemic.” Monica finally has a career she is excited to grow into. She plans to sit for the Registered Dental Assistant exam in a few months. “My transformation has been nothing short of amazing. I owe it all to JVS.”

MONICA RIVERA
Dental Assistant



“These skills are transferable wherever I go. Nobody can take that away from me. For the first time in my career, I have goals for myself.”

“Nobody was prepared for this pandemic, but JVS didn’t skip a beat. Even when they were switching to virtual services, they kept in touch with us from day one and made us feel like we are not in this alone.”



**GUS
KUZBYT**
Tech Support
Job Seeker

THE POWER OF CONNECTIONS

Gus had worked in a tech support role for over 20 years, until he lost his job due to COVID-19 layoffs. After months of job searching, he was forced to take a survival job to support his family. At 58 years old, Gus began working 60-hour weeks in a warehouse, lifting 50-pound boxes just to make ends meet. This job took a toll on him physically, took him away from family time, and increased his anxiety about safety concerns and contracting the virus.

The Employment Development Department referred Gus to JVS’s Job Search Accelerator program, where he learned strategies for conducting a job search during the pandemic, including how to overcome ageism in the tech industry. “It’s tough being 58 years old with decades of experience, and always passing the phone interviews, but never getting to the video interview rounds.”

Through our 2-week Job Search Accelerator program, Gus learned how to position himself in an interview, polish his resume, and make connections. “I wasn’t going to let these barriers stop me. I learned the power of networking and reached out to anyone I knew in the tech world to expand my network.”

JVS helped Gus stabilize by providing a stipend for his internet bills so that he could keep his internet access. As he continues his job search, Gus has been using his new network to find job leads and connecting fellow JVS clients to job opportunities. “We are all in this together. We help each other any way we can, much like a little family. A job may not be a fit for me, but I can share it with others.”

Gus’s future career goal is to secure a stable job with regular hours, where he can work in a safe environment and spend more time with his family. **“With JVS in my corner, I know I will land somewhere soon.”**

ON-THE-JOB VIRTUAL TRAINING

Amrutha emigrated to the US from India in 2005, received her green card, and began working for the City of Dublin. She had been working as an accounting clerk for two years until COVID-19 hit, which triggered layoffs that included jobs in Amrutha's department. She was laid off in March.

"If it hadn't been for COVID-19, I would have worked there for many years to come, but I was forced into the overwhelming situation of searching for a job along with thousands of others who were competing for the same positions."

Amrutha then found JVS's newly-created Bookkeeping program, which included a paid internship with an automotive accessory company. She knew that learning the QuickBooks accounting software would be an advantage to her work experience, and help to advance her finance career as she worked towards her dream of starting her own bookkeeping company.

The learning process has been Amrutha's favorite part of the paid internship. "I am so happy to be able to train and still earn a paycheck. I know I'm in good hands with JVS." With the help of our training program, Amrutha has sharpened her bookkeeping skills and gained the experience she needs to continue on her career path and towards her goal of financial stability.

“ I am dealing with real clients and solving real problems for them. This is incredibly good exposure and professional experience for me as a bookkeeper. ”

AMRUTHA SISTA
Bookkeeping Intern



NEW BOOKKEEPING PILOT

JVS partnered with minority-owned small businesses to host 5 paid bookkeeping interns under the supervision of an experienced bookkeeper. This pilot helped stabilize the accounting systems of small businesses during this time when many have been forced to close.

3 KEY PARTNERS IN THIS PILOT PROGRAM



INTERNSHIP MODEL

- 5 JVS clients
- 8 weeks of training
- \$20/hr stipend
- 6,000 total hours of paid training

WE CAN'T DO IT ALONE...

Leveraging our powerful employer network, **JVS surveyed 50+ employer partners** to identify the emerging job skills that our clients will need once hiring resumes.

WHAT WE HEARD FROM EMPLOYERS



Digital skills are increasingly in high demand

Prioritizing commitments to diverse talent hiring



Provided tech supplies and internet access to clients in need

Launched new digital literacy workshops and courses to set clients up for success

Expanded our pipeline of diverse talent with partner organizations

JVS'S RAPID RESPONSE

...AND WE AREN'T.

JVS IS AT THE CENTER OF AN ECOSYSTEM OF CONNECTIONS THAT BRINGS ACCESS AND OPPORTUNITIES TO OVER 2,600 JOB SEEKERS.



JOIN US TO HELP CREATE AN EQUITABLE ECONOMY WHERE THERE IS TRUE ACCESS TO OPPORTUNITY.



THANK YOU FOR YOUR CONTINUED SUPPORT TOWARDS AN ECONOMIC RECOVERY THAT BENEFITS EVERYONE.



Supporters and Volunteers: The need is greater than we have seen in our lifetimes. Your financial support and volunteer hours are critical.



Elected Officials and Policymakers: Investments must be made in workforce and training, and need to include training-related, subsidized employment and job creation. We are deepening our commitment to advocate for policies that strengthen the social safety net.



Hiring Local, Diverse Talent: Utilize our strong network of job seekers to hire non-traditional, qualified candidates for career path jobs.



“ I strongly believe in giving back to JVS. Helping fellow JVS alumni get their foot in the tech industry is the best feeling. ”

Kehinde Oseni
Senior Salesforce Administrator at PagerDuty, JVS Salesforce Administrator Alum

THANK YOU

Supporters as of June 30, 2020

CORPORATIONS & FOUNDATIONS

\$200,000+

Citi Foundation
Crankstart
The Harry & Jeanette
Weinberg Foundation, Inc.
The James Irvine Foundation
Tipping Point Community

\$100,000+

Accenture
AT&T California
Eva Heller Kohn Fund of
the Jewish Community
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\$50,000+

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Charles Schwab Bank
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\$25,000+

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\$1,000+

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UCSF Clinical Services

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\$200,000+

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\$10,000+

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\$250+

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**of blessed memory*

“ I made a donation to JVS because it means a great deal to me to be able to give back, especially during this critical time. I hope that the community can also benefit from JVS’s services as much as I have.”

MOAATH SEBIAA
JVS Program Alum

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WORK TRANSFORMS LIVES

JVS (Jewish Vocational Service) is the Bay Area's leading job training agency. Aligned with employer needs, our programs train people for career pathways in healthcare, utilities and skilled trades, and technology.

Grounded in Jewish values, we're transforming lives by helping people to build in-demand skills, secure good, living wage jobs and find their place on a career pathway.



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San Francisco, CA 94104
415.782.6274
www.jvs.org

Connect with us today!



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