

JVS. Creating a Brighter Future

2016
Annual Impact Report



JVS Los Angeles
Building better lives. One job at a time.

Looking to the Future

Over our 86-year history, JVS has taken the long view by continually asking the question at the heart of our mission: What skills and resources do people need to prepare them for sustainable employment and what barriers do they face in getting there?

Our predecessors, the JVS board members and staff of the 1930's, confronted a very different workplace environment and a starkly different political reality from the one we face today. By 1932, a year after JVS opened its doors, the state unemployment rate had hit a staggering 28%. In the midst of the Great Depression and the coming world war, the agency was fighting overt and rampant discrimination in hiring practices, many decades before federal employment protections. They were helping people find jobs as elevator and switchboard operators, as railroad porters and garment factory workers - jobs that would disappear with time and the advent of new technologies.



Part of the award-winning suite of JVSWorks® Career Training Programs, these BankWorks® graduates look forward to their culmination ceremony and the private job fair that will follow with the 12 local banking partners that help fund the program. Along with HealthWorks® and ApartmentWorks®, these programs offer a tremendous social return on charitable giving. Last year, the nearly 200 graduates of these three training programs alone earned an aggregate \$6.9 million in salaries and benefits, a 7 to 1 return on donor investment, empowering people to change their lives for the better and improving the economic health of our community.

We are still asking that fundamental question in 2017. This is especially important as we consider the ways in which the world of work will evolve with the increase in automation and the emergence of robotics. Which industries will offer living wages and the opportunity for career growth and advancement? What new skills will job seekers need in the coming decades to remain competitive? And how can we most effectively advocate on behalf of the people we serve?

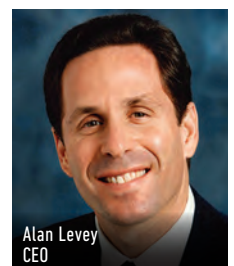
With the very real possibility of federal funding cuts on the horizon in workforce development, refugee resettlement and key social programs, we are stepping up our government relations activity. At the same time, we remain committed to securing new partnerships, deepening our relationships with the business community and working tirelessly to create an effective and innovative organization.

2017 saw the start of an intensive strategic planning process that will shape our growth and evolution for the next 3 to 5 years. We look forward to sharing our progress with you along the way.

We are deeply grateful to each and every one of our donors and supporters. It is thanks to your generosity that we are able to pursue our mission to build better lives, one job at a time.



Harris Smith
Board President



Alan Levey
CEO

Your Investment At Work

JVS Los Angeles Internal (Unaudited) Statement of Activities

REVENUE

Government Contracts
\$13,655,716 74%

Contributions and Grants
\$3,811,122 21%

Investment Income
\$363,764 2%

The Jewish Federation
\$555,846 3%

Service Fees
\$131,340 1%

\$18,417,528

EXPENSES

Program Services
\$14,932,459 84%

Support Services
\$2,173,971 12%

Fundraising
\$731,117 4%

\$17,837,547

The JVS Multiplier Effect

In 2016, 198 graduates of the three JVSWorks® Career Training Programs were placed in high growth careers in the banking, health care and apartment maintenance industries. It cost an average of \$5,200 to recruit, screen, train, coach, place and provide retention support to each graduate.

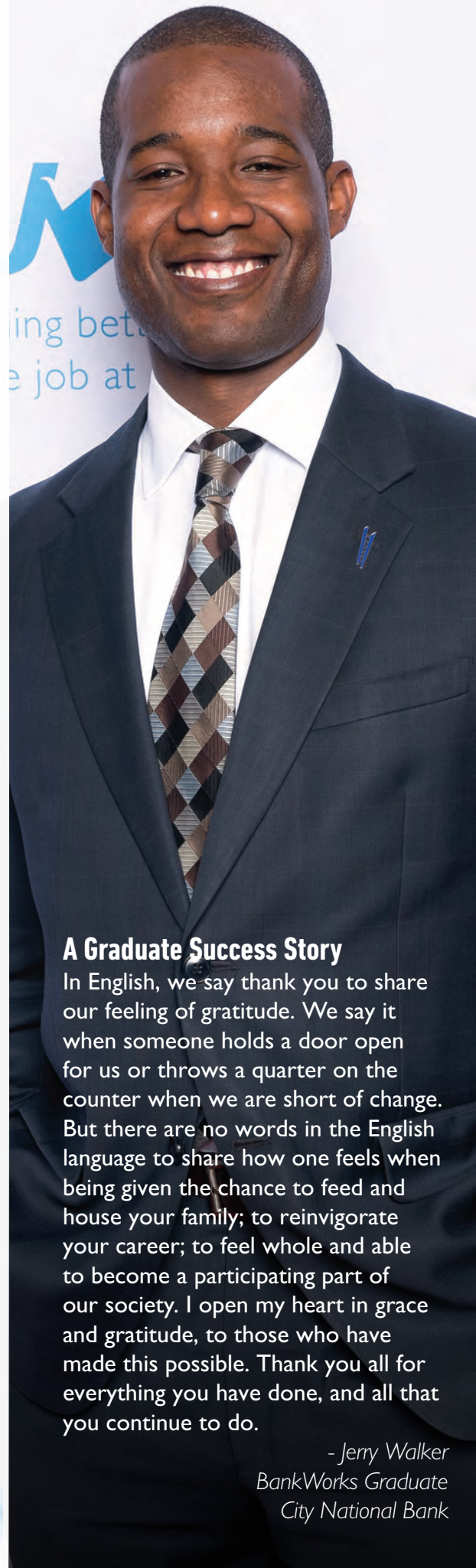
With an average starting salary of \$35,100, the annual earnings for the JVSWorks Class of 2016 was \$6.9 million. This is the JVS Multiplier Effect, creating a 7-fold return on your philanthropic investment!



A Graduate Success Story

In English, we say thank you to share our feeling of gratitude. We say it when someone holds a door open for us or throws a quarter on the counter when we are short of change. But there are no words in the English language to share how one feels when being given the chance to feed and house your family; to reinvigorate your career; to feel whole and able to become a participating part of our society. I open my heart in grace and gratitude, to those who have made this possible. Thank you all for everything you have done, and all that you continue to do.

- Jerry Walker
BankWorks Graduate
City National Bank



Message from Randy Lapin

Chief Philanthropy Officer

Every single year, the best part of my job is hearing our clients tell their stories of triumph and transformation, knowing that you, our donors, have made those successes possible.



From the survivor of domestic violence who has built a new life and a growing career with the support of our WoMentoring and BankWork\$® programs, to the homeless veteran who found a stable job and a home thanks to our ApartmentWorks® and Veterans First programs. These clients often return to lend their voices to our fundraising events or to speak at program graduations. Recently, we heard from a HealthWorks® graduate who had grown up in the foster care system. Raising her son as a single mother, she was living on public assistance and struggling to stay afloat when she visited our WorkSource Center and found out about our fully subsidized career training program for Certified Nurse Assistants. Three years later, she is a highly valued member of the nursing staff at Cedars Sinai and planning to begin her LVN studies.

Add to this picture more than 12,000 people getting the assistance they need to transition from welfare to the workplace and the young people living in poverty from Pacoima to Santa Monica to South L.A. who are receiving the individual attention they need from a youth case worker who understands their challenges.

Empowering someone with the skills and resources they need to achieve sustainable employment is the gift that keeps on giving, as that person becomes a contributing member of the community and, in turn, helps others.

In a world full of turmoil, we understand there are no limits to the demands on your time, your resources and your generosity, and we are deeply grateful that you have chosen to support JVS.

Your contribution changes lives.

Thank you.

Thanks to our Generous Part

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Niv Ashkenazi
JVS Scholarship Alum & Juilliard graduate

JVS was there for me when I began my BA in 2008, until I finished my Master's degree in 2014. The generous scholarships year after year helped me receive the education I desired. I also received support and friendship from JVS staff and my donors over the years.

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6505 Wilshire Blvd.
Los Angeles, CA 90048

JVS CAREER TRAINING CENTER

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

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Virginia Avenue Park
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Youth Speak Collective



JVS Veterans First Puts Families First

I volunteered to serve in the U.S. Navy and deployed to Bosnia and Haiti with the Marines as a combat medic. I was stationed at the Pentagon on September 11, an experience I can never fully describe and will never forget. My wife Analy served in the U.S. Army and we both faced overwhelming challenges when we were discharged, struggling to establish careers in the civilian workforce. For both of us, JVS Veterans First was the lynchpin. The program paid for my advanced training in cybersecurity and Analy's training in data analytics. Equally important was the compassionate support and understanding we received from our fellow veterans on the JVS staff. The program has made a world of difference for our family and we are deeply grateful.

*- Alex and Analy Tapanya
with their children Catalina and Sebastian*

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