



REINVENTION



Annual Report 2009



Jewish Vocational Service

Reflection



2009 was a challenging year for all of us. For many JVS clients, it was a year of almost unprecedented job loss and hardship. It was a year when President Obama declared jobs to be at the top of the national agenda and the issues of job training and placement, career transition and economic relief for small businesses and entire industries took front and center stage.

At JVS, we welcome this new focus. We have always said that a job is more than just a paycheck, and this past year has clearly demonstrated that job loss and long term unemployment affect far more than people's wallets; they affect health and well-being, dignity, family stability and the future of our communities.

In response to the tremendous increase in the numbers of individuals seeking help, JVS has implemented new programs, some underwritten by private donors and foundations, others through National Emergency Grants, the City and County, and still others funded through the federal stimulus package. Every day we hear our client's stories of frustration and sometimes panic and desperation and in turn we have forged even stronger partnerships with other local agencies and sister non-profits to address every aspect of our clients' needs.

The reality is that we make a long term investment in each client because these problems cannot be solved with a quick fix solution and that means a profound strain on JVS' resources. Despite this, we have kept our doors open, retained our highly trained staff and skilled counselors, and expanded critical services wherever possible.

The expression "necessity is the mother of invention" was never more true than in 2009. In JVS' case, it has meant reinvention – for our clients, for the workforce as a whole and for the national economy. We help people find jobs in fields other than the ones they've lost, we train them for new and growing industries, and we work with businesses to discover different ways to keep people employed and help the bottom line. Increasingly, we are turning to new technology, social networking, and online job search sites to improve the way our clients seek resources for employment.

This Annual Report will give you a sense of the challenges and triumphs the agency has experienced this past year, and prove that reinvention doesn't just apply to our work and our clients, but to the future of our community itself.

Though you have heard us say these words many times, we say them again today, from the heart. Without the dedicated support of our donors, our work simply would not be possible. On behalf of the nearly 30,000 individuals who received a helping hand from JVS last year, we thank you.



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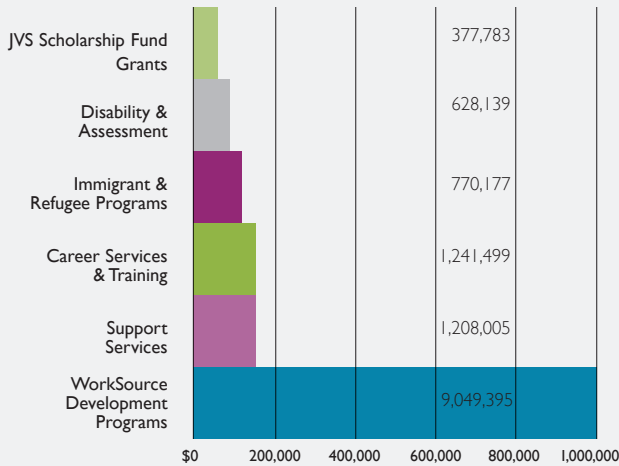
Jeffrey Paul
Board President



A handwritten signature in black ink.

Vivian Seigel
CEO

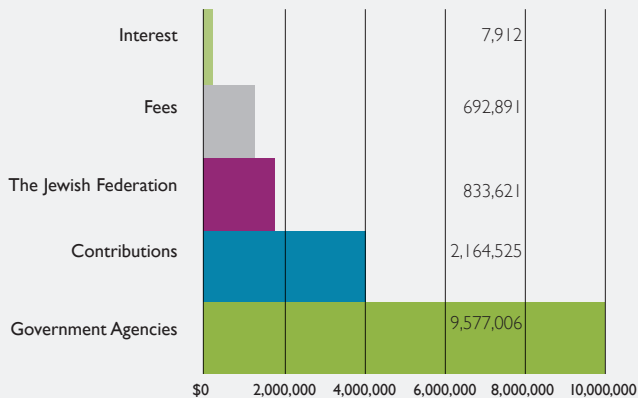
Financial Statement 2009



EXPENSES

JVS Scholarship Fund Grants	\$ 377,783
Disability & Assessment	\$ 628,139
Immigrant and Refugee Programs	\$ 770,177
Career Services and Training	\$ 1,241,499
Support Services	\$ 1,208,005
WorkSource Development Programs	\$ 9,049,395

Total Expenses \$ 13,274,998



REVENUES

Interest	\$ 7,912
Fees	\$ 692,891
The Jewish Federation	\$ 833,621
Contributions	\$ 2,164,525
Government Agencies	\$ 9,577,006

Total Revenues \$ 13,275,955

Financial statement excerpted from fiscal report for the year ending December 31, 2009. These are non-audited financial statements.

2009 Events

JVS Gala



(L-R) Event Chairs Marshall Geller and Terri Smooke, Elliott and Adrienne Horwitch, recipients of JVS' Lifetime of Service Award, Linda and Jim Hausberg, recipients of JVS' Tzedakah Award, JVS CEO Vivian Seigel and JVS Board President Jeffrey Paul. Photo by Bill Aron.

With the economy forcing cutbacks on every front, two outstanding couples continued to step up to help the less fortunate. On January 22, 2009, JVS presented Adrienne and Elliott Horwitch with its **Lifetime of Service Award**, and Jim and Linda Hausberg with its first ever **Tzedakah Award** at The Art of Giving Gala. In keeping with the spirit of the evening, philanthropist and businessman Jeffrey Ratner announced a \$100,000 grant to JVS from the Clarence S. Brooks Foundation, where he serves as President.

JVS Strictly Business L.A.



Event Host Mark Thompson, JVS Inspiration Awardee Bobby Townsend, Leadership Award Recipient Shelley Freeman of Wells Fargo, Inspiration Awardees Todd Hill and Robert Feinberg. Photo by Bill Aron.

JVS' 12th Annual Strictly Business L.A. honored local job seekers who overcame great obstacles to find success in a challenging economy, along with corporate role model and recipient of **JVS' Leadership Award** Shelley Freeman, regional president of Wells Fargo, and an early champion of JVS' BankWorks™ program. During the luncheon, JVS asked for support for a matching grant of \$25,000, and the more than 500 attendees responded, raising over \$50,000. The event brought in more than \$300,000 to help the agency.

Helping Our Clients

Without question, the job market has changed over the last few years, due to the economic recession, downsizing of industries and the sheer numbers of people looking for work. The clients coming through our doors are the pioneers in this new world, and with JVS' help, are taking the steps necessary to reinvent the way they search and apply for jobs, as well as how they view their abilities and new opportunities. A quick look at just a few of our programs, by the numbers and by the people:

CAREER SERVICES

Offering a wide variety of resources to clients, including resume and interview workshops, one-on-one career counseling, assessment tools, job support groups and more, JVS' Career Services department has seen a big shift in the background and type of individuals needing help.

- Demographics of clientele have included more white collar/mid-management to senior management
- Duration of client unemployment has grown, averaging between 6 months - 18 months
- Increased willingness to take a variety of jobs

Through the Jewish Family Relief Network, which was funded by the Jewish Community Foundation to provide immediate assistance to first time Jewish clients, JVS was able to place **434** individuals on the path to employment. Overall, JVS' Career Services saw at least a **30%** increase across the board in the number of clients served compared to 2008, with some programs seeing as much as a **100%** increase.

“With this being such a buyer’s market, employers have the luxury of being selective in finding candidates to interview and ultimately hire. The implication

for candidates is that their presentation, in terms of resume, interview skills and follow-up, must be flawless if they are going to stand out from others.”

- Jay Soloway

JVS' Director of Career and Business Services

PARNOSSAHWORKSLA™

Designed to put the human touch back into the job search, ParnossahWorksLA.org™ connects job-seekers with employers to place the right person in the right job, all at no cost. Unlike the large websites, there's no getting lost in the crowd, as each posting and application is carefully reviewed by JVS' career counselors. In 2009, ParnossahWorksLA™ posted **1,263** jobs and had **1,041** job-seekers register with the site.

“The best part about ParnossahWorks was that personal phone call from JVS. It sure separates Parnossah from the other black holes of online jobsites, and makes me feel like someone out there actually cares enough to help.”

- Julie G., JVS Client

COMMUNITY CONNECTIONS

Providing employment assistance, career counseling and referrals, JVS is a partner in the Community Connections program for SOVA Food Pantry clients. JVS saw the biggest increase in people coming in for job search assistance, with **1,400** clients, compared to **670** the year before. It should be noted that the 2009 increases came on top of greater than **100%** increases in 2008.

BANKWORKS™

One of JVS' most successful job training programs, BankWorks™ graduated **81** individuals from this intensive eight-week course, the first step to a career in the financial services industry. With support and funding from a consortium of donors,

including Bank of America, Sheri and Les Biller Family Foundation, CitiBank, City National Bank, Pacific Western Bank, Union Bank of California, United Way, US Bank, and Wells Fargo, BankWorks™ had an unprecedented **77%** hiring rate.



JVS WORKSOURCE CENTERS

Free. Not a word you hear often anymore, but for the clients who come into one of JVS' WorkSource Centers, there are numerous services available without having to stretch already limited resources. The JVS WorkSource Centers in Antelope Valley, Marina Del Rey and West Hollywood, which also received federal stimulus funding, used those resources to help high school students, people on public assistance, downsized professionals from the real estate and mortgage industries, seniors needing to re-enter the workplace, and job-seekers of all ages.

The Marina del Rey WorkSource Center saw **30,000** visits in 2009, including multiple visits by individual job-seekers. The West Hollywood WorkSource Center saw **5,550** people pass through its doors in 2009.

“I am very grateful to you for providing me with the workshops by JVS' wonderful job developers. I just got hired at Nissan by following the teaching and training I received at JVS. Your help made a huge difference in landing a job in this economy.”

- Jai H., JVS Client

Reinvent Their Future

TRANSITIONAL SUBSIDIZED EMPLOYMENT PROGRAM

For people on welfare, finding a job can seem like an insurmountable task. Through the Transitional Subsidized Employment program, the goal was to help clients adjust by first placing them in a subsidized internship and then in regular jobs. Many of those that came in were African-American and Latino women, who were single parents and sole supporters of their families. **600** jobs have resulted from this program, with salaries starting at \$10 an hour for a **40** hour week.

WHEST - West Hollywood Employment Services and Training

In partnership with the City of West Hollywood, WHEST is a resource for businesses that lack either the resources or staff to address common workplace issues. WHEST also helps job seekers of all ages with counseling, assessment, career planning, and job search skills training. In 2009, WHEST helped **124** people find jobs. Of those, **70%** had families to support. The participants came in with backgrounds ranging from mid-level management to administrative support in industries such as health care, retail, engineering, and finance.

YOUTH PROGRAMS

Transitioning from the schoolyard to the workplace can be difficult, especially for young people at-risk from gangs, drugs and poverty. JVS' Youth programs, which help young adults with an array of services including job readiness workshops, employment services, college and career exploration, financial education, and paid internships, offered **336** students the chance for a brighter future. Of those, **200** found paid internships, and **136** went on to post secondary education and/or vocational training.

Jose S. (Pictured top right) came to JVS from a local high school. He was eager for a chance



to work, and after being waitlisted, enrolled in JVS' Summer Youth Employment Program. He was placed at the West Hollywood WorkSource Center and rose to every challenge, including a surprise opportunity to speak at the program graduation. Without preparation, he delivered a speech about his growth and appreciation for JVS.

JVS SCHOLARSHIP FUND

As students and parents struggle to pay the rising costs of college, JVS saw the number of scholarship applications increase from **268** to **404** (**44%** increase). **70%** of 2009 scholarship recipients were 24 years old or younger; **30%** were 25 years old and above. More than **28%** of the 2009 scholarship recipients were raised in single-parent households.



DISABILITY AND ASSESSMENT

JVS' state-of-the-art Assessment and Disability services were more in demand as people struggled to figure out where their skills fit in after being laid off or downsized from hard-hit industries. With comprehensive vocational evaluations

available to individuals with disabilities, veterans, welfare-to-work clients, refugees and immigrants and career professionals, JVS saw **3,538** individuals come through, an increase of over **1,000** from 2008. With college graduates among the most seriously affected by the recession, JVS also launched Pathways, a program at UCLA Extension to help students discover their career goals and strengths.

Only 29, John A. suffers from Usher Syndrome, which has caused vision loss and profound deafness. Thanks to the assistive technology in JVS' Dashew Assessment Center, he was able to undergo a comprehensive vocational evaluation. Said John, "When I asked questions, the staff was there for me. They taught me that I am worth a lot, and that I have options.



REFUGEES AND IMMIGRANTS

Many newly arrived refugees and immigrants are overwhelmed with learning English and adapting to a new culture. JVS offers short-term job training, ESL classes, as well as intensive case management, job placement and follow-up support. On average, **1,000** clients passed through JVS' Refugee and Immigrant services department each month.

HEALTHWORKS™

This innovative program which trains people as Certified Nurse Assistants, a first step on the healthcare career ladder, saw **100%** of its students pass the state certified nursing exam, and **81%** go on to find jobs within the first six months of graduation.



Jackie and Stan Gottlieb with their JVS Scholarship Fund recipient Sam Samoha

“The work JVS does is made possible only by the generosity of our funding partners - individuals, foundations and corporations. Whether it’s attending one of our events, making a contribution, providing a legacy gift as part of an estate plan or volunteering time and experience - our donors help our entire community, one individual, one family at a time!”

Randy H. Lapin
JVS Chief Development Officer



WoMentoring Leadership Network Co-Chairs Debbie Powell, Eileen Coskey Fracchia, Judy Flesh Rosenberg

250,000 And Above

City of Los Angeles
County of Los Angeles
Jewish Federation Council

100,000 – 249,999

City of West Hollywood
Clarence S. Brooks Foundation
Terri and Jerry Kohl
Debbie and Rick Powell
Weingart Foundation
Wells Fargo Foundation
Ruth Ziegler

50,000 - 99,999

Sheri and Les Biller Family Foundation
Citi
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25,000 - 49,999

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5,000 - 9,999

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1,000 - 4,999

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

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1420 West Avenue I
Lancaster, CA 93534
Tel:(661) 726-4151

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The Expo Center
NCJW

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Jewish Home for the Aging
DPSS LAX
Urban League-South Central WorkSource
Urban League-West
Adams/Baldwin Hills WorkSource

Poverty, Homelessness and Recovery

Beit T'Shuvah
MarVista
SOVA Metro
SOVA Valley
SOVA West

Refugee and Resettlement

Glendale
Sherman Oaks

Welfare-to-Work

DPSS Antelope Valley
DPSS Chatsworth
DPSS Lancaster
DPSS Palmdale
DPSS Santa Clarita
DPSS Sun Valley
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Mission

JVS serves people in the greater Los Angeles area who are looking for work, seeking career advancement or interested in better managing their work environment. A not-for-profit, non-sectarian organization, JVS offers individuals, businesses, governmental and social service agencies high quality programs related to job seeking, career planning, skills assessment, training and retraining. JVS' commitment to helping people help themselves is rooted in the Jewish tradition of caring in a way that supports human dignity and respects each individual's capabilities and potential.



For the third year in a row, JVS has received four stars, Charity Navigator's highest ranking. America's premier independent charity evaluator, Charity Navigator works to advance a more efficient and responsive philanthropic marketplace by evaluating the financial health of over 5,500 of America's largest charities nationwide.



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