

BROOKLYN WORKFORCE INNOVATIONS

# RISING TO THE CHALLENGE

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2015/2016  
Biannual Report



## DEAR NEIGHBOR

I am delighted to share Brooklyn Workforce Innovations' (BWI's) bi-annual report, detailing our programs and accomplishments over the past two years. Since 2000, BWI has been fighting poverty by offering a range of skills training and career support services to low-income, unemployed New Yorkers from all five boroughs.

BWI's work has never been more important. Fear and instability have never been more present for our foreign-born beneficiaries, and for those who rely on public benefits to survive. At BWI, we see first-hand how our programs impact people's lives for the better. When BWI connects men and women to upwardly-mobile careers that earn enough to support their families, we are empowering New Yorkers and strengthening underserved communities.

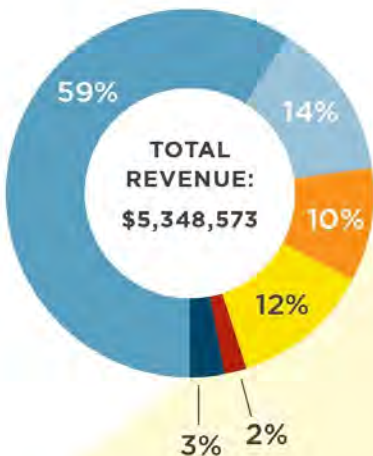
I want to thank our generous individual supporters, our foundation and corporate partners, and the state and local government agencies that have helped to position BWI as a leader in workforce development. They make it possible to further improve our existing programs and to develop new initiatives in our fight against poverty. Most importantly, I want to thank our graduates, whose hard work and bravery in the face of unthinkable odds is an inspiration to us all every day.

Sincerely,



Aaron Shiffman  
Executive Director

## 2016 FINANCIALS



## OUR MISSION

TO EMPOWER LOW- AND MODERATE-INCOME PEOPLE BY CREATING LIVING-WAGE EMPLOYMENT OPPORTUNITIES AND ACCESS TO CAREER PATHS. WE SEEK TO DEVELOP PROGRAMS THAT COUNTER PREVAILING MARKET INEQUALITIES (ESPECIALLY THOSE BASED ON RACE OR GENDER) AND CONTRIBUTE TO A BROADER MOVEMENT FOR ECONOMIC JUSTICE.

### TOTAL REVENUE:

- Foundations
- Corporations
- Government
- Social Enterprise
- Individual Supporters
- Other

### TOTAL EXPENSES:

- Program Expenses
- Fundraising
- Management and Administration

## 2016 AT A GLANCE

# 844

enrollees:

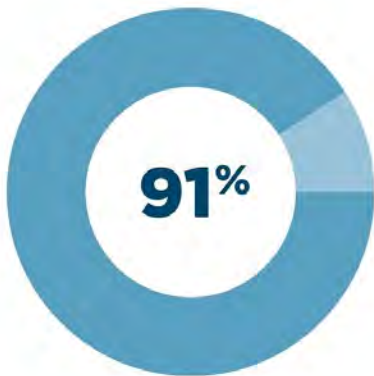
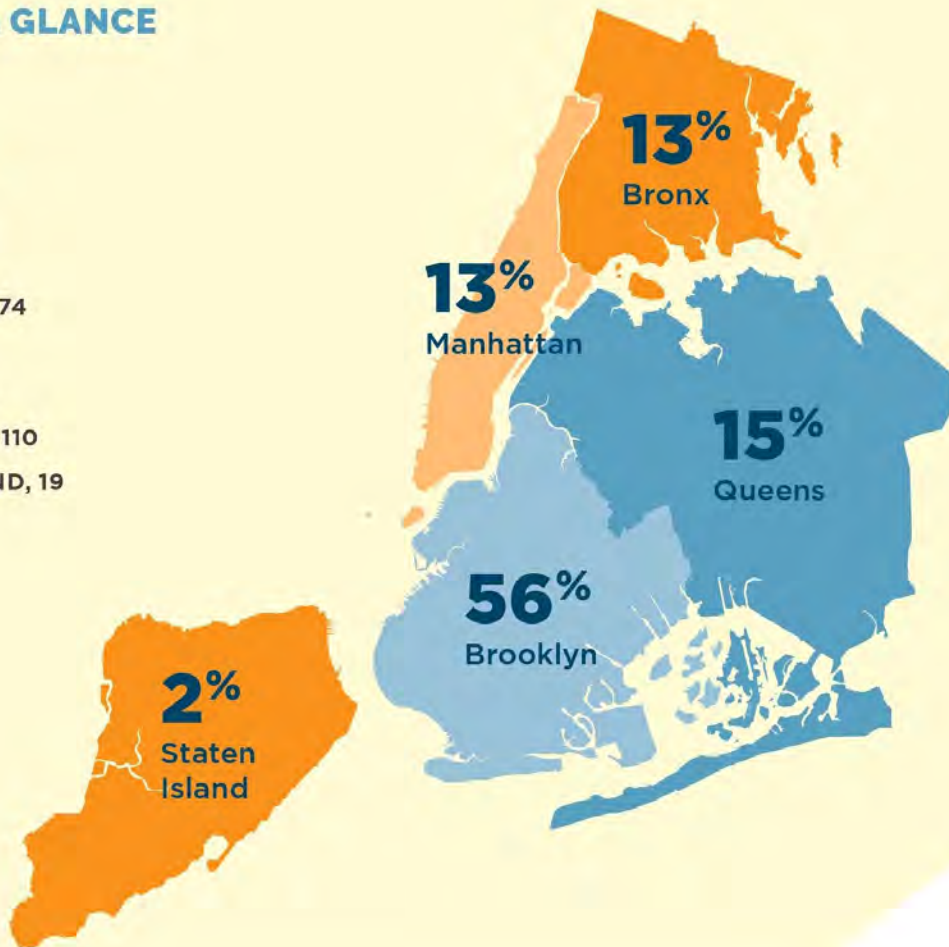
BROOKLYN, 474

BRONX, 112

QUEENS, 129

MANHATTAN, 110

STATEN ISLAND, 19



768 OUT OF 844 ENROLLEES  
GRADUATED FROM ONE OF  
BWI'S PROGRAMS



660 OUT OF 768  
GRADUATES PLACED  
INTO JOBS



**322%**  
wage boost

AVERAGE PRE-TRAINING  
WAGE: \$3.39

AVERAGE STARTING  
WAGE AFTER  
GRADUATION: \$14.30



**\$12.25**

average starting wage after graduation

**28%**

report exposure to the criminal justice system

**56%**

women

**30**

connected to other BWI programs in 2016



## BROOKLYN WOODS

### TRAINING IN WOODWORKING AND FABRICATION

Brooklyn Woods trains people with multiple barriers to employment in the fundamentals of woodworking and fabrication, focusing on the proper use of hand tools, power tools and shop safety. Soft skills combined with math and measurement instruction ensure that graduates are ready for employment. Many participants have experienced long-term unemployment and have had interaction with the criminal justice system.

## NEW YORK DRIVES

### NYS DRIVER'S LICENSE TRAINING

Combining behind-the-wheel driving instruction—leading to a NYS Driver's License—with classroom-based soft skills training, New York Drives connects graduates to additional technical career training through BWI's other training programs, which require a driver's license for participation. The program has been designed to primarily serve unemployed young adults and women with employment barriers.



**97%**

graduation rate

**\$13.61**

average starting wage after graduation



**96%**

of graduates secured an industry-recognized credential

**88%**

of graduates are placed

## NYC HOUSING AUTHORITY (NYCHA) RESIDENT TRAINING ACADEMY

### CAREERS FOR PUBLIC HOUSING RESIDENTS

The Academy connects public housing residents with upwardly-mobile careers working directly for NYCHA. Training combines job readiness and workplace safety with hands-on technical skills training. Many residents have multiple barriers to employment and the Academy ensures graduates have access to upwardly-mobile careers with excellent benefits.

## BROOKLYN NETWORKS

### DATA AND VOICE CABLE INSTALLATION TRAINING

BWI's tele-data cable installation program connects graduates to the industry-recognized BICSI certification and jobs installing and maintaining voice, data, video and security system cabling. Our customized technical training lab offers a unique opportunity for our trainees to gain the skills and confidence they need to transition to a career. The program trains unemployed adults and young adults living in poverty and receiving public benefits.

**25%**

unemployed for a year or more before BWI



**\$13.33**

average starting wage after graduation

**97%**

of graduates placed



**41%**

under 25 years old

## **BROOKLYN WORKFORCE COLLABORATION**

### **EMPLOYER-CUSTOMIZED TRAINING**

Brooklyn Workforce Collaboration develops and delivers employer-customized skills training and placement, serving low-income New Yorkers while meeting specific employer needs along Brooklyn's industrial waterfront. Residents of the low-income communities surrounding industrial areas frequently do not have access to the job opportunities there without technical training and support.

## **"MADE IN NY" PRODUCTION ASSISTANT TRAINING PROGRAM**

### **FILM AND TV PRODUCTION TRAINING**

In partnership with the Mayor's Office of Media and Entertainment, BWI prepares underprivileged young adults for careers in film and TV production as Production Assistants (PAs). Hands-on training on actual productions prepares graduates for careers in production. Trainees participate in classroom and field training immediately applicable to working as a PA in NYC.

**33%**

born outside of the US



**2**

programs to launch in 2017 for low-income New Yorkers



**60+**

jobs to be secured through emerging initiatives

## **RED HOOK ON THE ROAD**

### **CAREERS IN COMMERCIAL DRIVING**

BWI's largest and longest-running program combines behind-the-wheel training and classroom instruction to prepare unemployed low-income men and women to secure their NYS Commercial Driver's License and secure jobs driving buses, paratransit coaches, trucks, and other commercial vehicles. Many program participants are foreign born and more than one in five have experienced long-term unemployment.

## **BWI LABS**

### **CONNECTING TRAINEES TO NEW CAREER PATHS**

BWI is always looking for new opportunities to connect low-income men and women to good jobs in promising local industries. Programs currently in development include a partnership with other local providers to build training programs for residents of Red Hook, so they may access resiliency and infrastructure jobs. BWI is also launching training for careers in film and television post-production.

## SUPPORTERS

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### FOUNDATIONS, CORPORATIONS & BANKS

AICP Foundation  
Altman Foundation  
Anonymous  
Bank United  
Barclays  
Barker Welfare Foundation  
Beacon Group  
Bloomberg L.P.  
Brooklyn Community Foundation  
Capital One  
Capital One Foundation:  
Human Capital Innovation Fund  
Consortium for Worker Education  
Bernard F. and Alva B. Gimbel Foundation  
Hyde & Watson Foundation  
Harry and Jeanette Weinberg Foundation  
Irene B. Wolt Lifetime Trust  
M&T Bank Charitable Foundation  
MUFG (formerly Bank of Tokyo-Mitsubishi UFJ)  
Neighborhood Opportunities Fund:  
Change Capital Fund  
NYU Community Fund

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### GOVERNMENT

New York City Council: Member Items

New York City Department of Small Business  
Services: In-Demand Occupation Training

New York City Department of Small Business  
Services: Industrial and Transportation  
Career Center

New York State Department of Labor:  
Unemployed Worker Training Program

New York State Office of Temporary and Disability  
Assistance: Food Stamp Employment and Training  
(FSET) Venture

New York State Office of Temporary and Disability  
Assistance: Wage Subsidy Program

The Mayor's Fund to Advance New York City

**BWI is grateful for the generous contributions  
we receive each year from our hundreds of  
individual supporters.**

**Ana Hofschneider**

Google

**Patricia Swann**

New York Community Trust

**Toya Williford**

The Mayor's Fund to Advance New York City

**Melissa Woods**

New York City Commission on Human Rights



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