



DEAR NEIGHBOR,

It's with gratitude and pride that I share with you BWI's 2020 Biannual Report. As always, these numbers don't tell just BWI's story; behind every stat, every outcome, is a real New Yorker with a family to care for and goals for their future.

As we enter a new chapter of our story, one in which our city and our most vulnerable neighbors face mounting economic uncertainty, one thing is clear to me: **BWI was built for this moment.** BWI has never backed down from serving New York's most vulnerable communities. Through 9/11, Hurricane Sandy, the 2008 recession, and now, a global pandemic and national civil rights movement, we've been here, developing and delivering high-quality skills training and job placement programming.

That's why when New York needed us most, we were ready. **Even at the peak of the COVID-19 pandemic, we know our city never truly stopped - and neither did BWI.** We didn't stop providing crucial training and resources to new trainees and past graduates. Instead, we pivoted to virtual programming, provided continuing education resources for alumni, and offered material supports to graduates - essential workers, those who had their job searches interrupted, and those who lost their hard-earned roles. **That's just how we're built.**

Read on for more about how we're fighting poverty and getting New Yorkers back to work. And **thank you for building with us** - our greatest impact is yet to come.

Aaron Shiffman, Executive Director

OUR MISSION

BWI's mission is to empower low-income New Yorkers by creating **living-wage employment opportunities and access to career paths.** Our programs counter prevailing market inequalities, especially those based on race or gender, and **contribute to a broader movement for economic justice.**

WHO WE SERVE

PEOPLE OF COLOR

96% of trainees identify as Black, Latinx, Asian, or Indigenous

NYCHA RESIDENTS

50% of trainees are public housing residents

UNEMPLOYED FOR A YEAR OR MORE

32% of trainees have not worked in at least a year

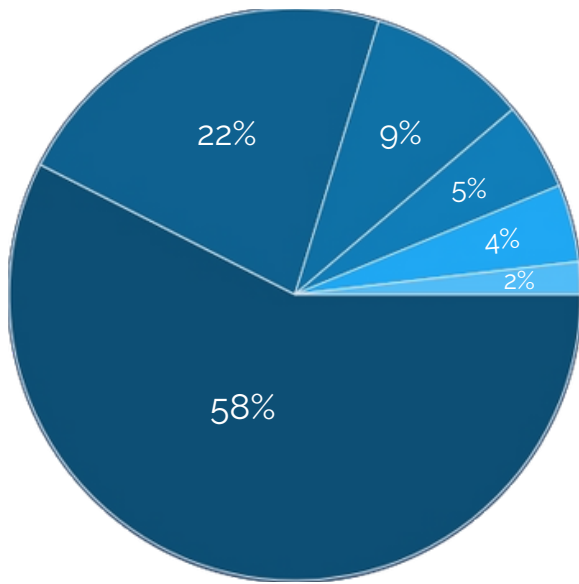
FOREIGN-BORN

23% of trainees are immigrants

CRIMINAL JUSTICE INVOLVED

22% of trainees report previous involvement with the criminal justice system

2019 FINANCIALS

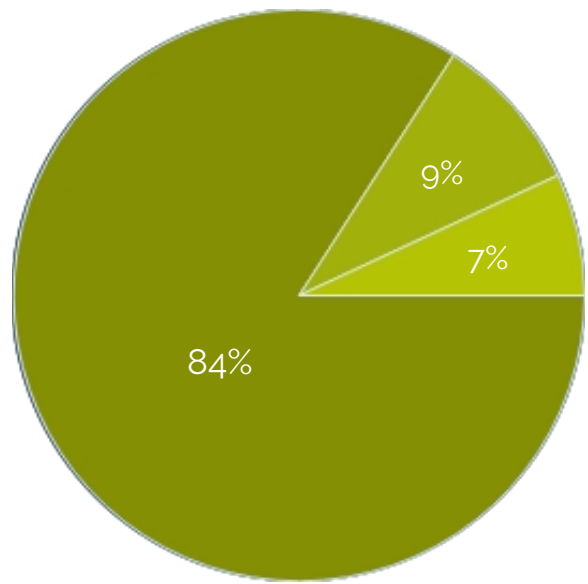


\$5,772,730

REVENUE

Foundation	\$3,380,073
Government	\$1,308,259
Corporation	\$532,500
Individual Donors	\$293,457
Social Enterprise	\$107,927
Other	
• In Kind Contributions	\$82,500
• Subcontract Income	\$46,242
• Event Revenue	\$116,492
• Interest & Other	\$12,062

Full audit available upon request.



\$5,534,392

EXPENSES

Program Expenses	\$3,380,073
Management and Administration	\$497,452
Fundraising	\$382,652



FIGHTING POVERTY IN EVERY BOROUGH

ENROLLMENT

906

2019

JOB PLACEMENT

83%

of graduates

90 DAY RETENTION

94%

still working in their industry
three months after placement

180 DAY RETENTION

87%

still working in their industry
six months after placement

WAGE GROWTH (HOURLY)

\$4.15
pre-training



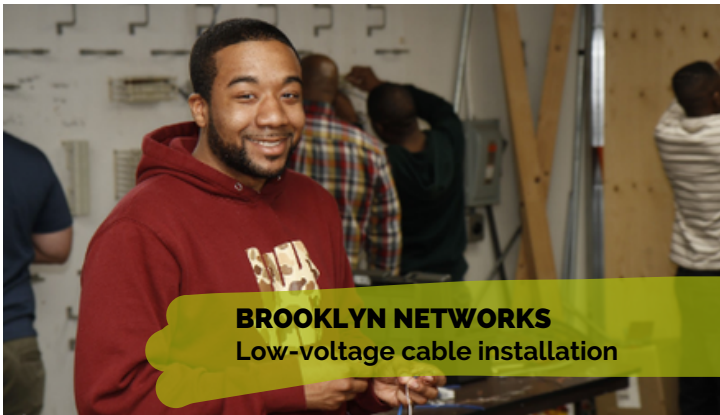
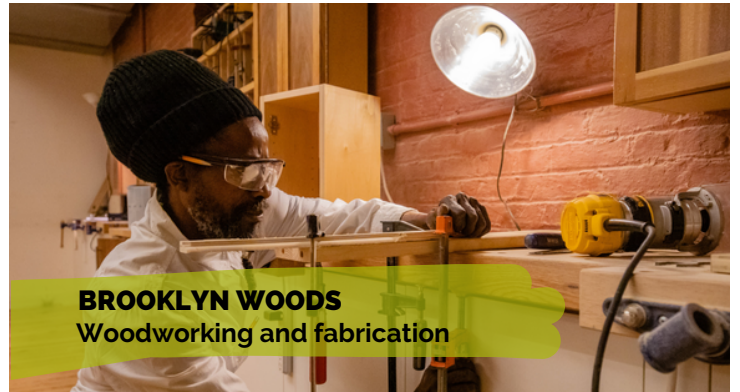
\$16.84
post-training



\$17.36
1 year post-training

Graduates immediately start earning wages well above their previous incomes - and working their ways toward **raises and promotions.**

OUR PROGRAMS



OUR SUPPORTERS

FOUNDATIONS, CORPORATIONS, & BANKS

1834 Project
Academy FilmCraft Grant Program
AICP Foundation
ALLINBKLYN
Altman Foundation
Anna-Maria and Stephen Kellen Foundation
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Enterprise Community Partners
Francine A. LeFrak Foundation
Joyce and Irving Goldman Family Foundation
Harry and Jeannette Weinberg Foundation
Hyde & Watson Foundation
Ira W. DeCamp Foundation
Jean & Louis Dreyfus Foundation
JP Morgan Chase Foundation
Lawrence Foundation
M&T Bank Charitable Foundation
Margaret Cargill Foundation

Mary J. Hutchins Foundation
MUFG Union Bank
New York Post Alliance
NYC Workforce Funders Group (via NYCT)
NYU Community Fund
Price Family Foundation
Richard Lounsbery Foundation
Robin Hood Foundation
Santander Bank
The Janey Fund Charitable Trust
Tiger Foundation

GOVERNMENT

NYC Council
NYC Human Resources Administration - Families Forward
NYC Mayor's Office of Media and Entertainment
NYC Department of Small Business Services
NYC Workforce Development Corporation
NYS Department of Labor
NYS Governor's Office of Storm Recovery
NYS Office of Temporary and Disability Assistance

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

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2020 Biannual Report

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