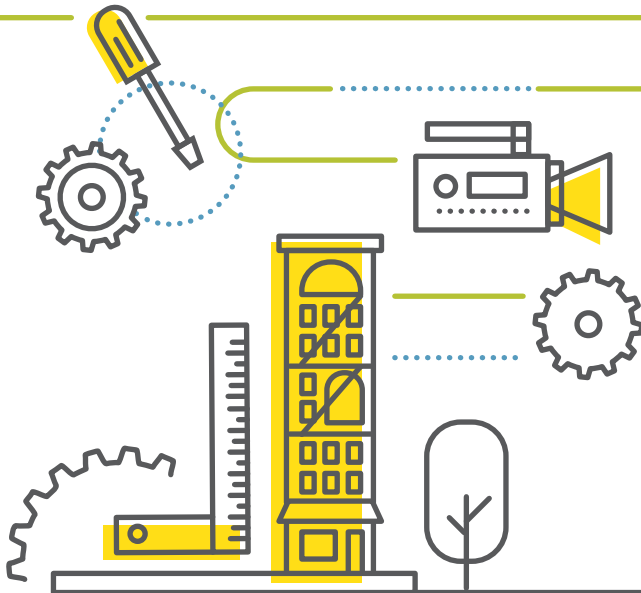




2018
ANNUAL
REPORT

WORKING, TOGETHER.



BWI'S MISSION

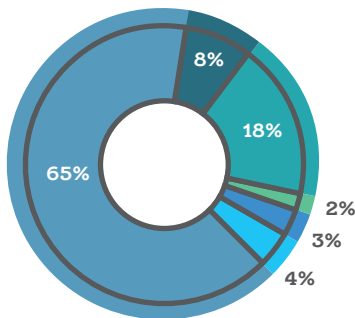
To empower low- and moderate-income people by creating living-wage opportunities and access to career paths. We seek to develop programs that counter prevailing market inequalities, especially those based on race or gender, and contribute to a broader movement for economic justice.

2018 FINANCIALS

\$5,996,786

TOTAL REVENUE

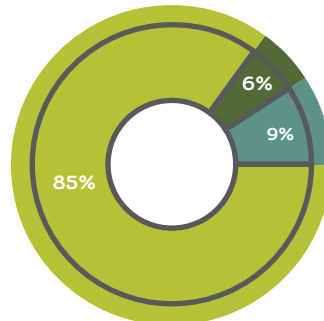
● Foundations	\$3,878,500
● Corporations	\$456,847
● Government	\$1,088,208
● Social Enterprise	\$141,167
● Individual Donors	\$183,506
● Other	
• In Kind Contributions	\$79,000
• Subcontract Income	\$86,566
• Event Revenue	\$75,229
• Interest & Other	\$7,763



\$5,226,989

TOTAL EXPENSES

● Program Expenses	\$4,440,263
● Fundraising	\$325,132
● Management and Administration	\$461,594



DEAR FRIEND,

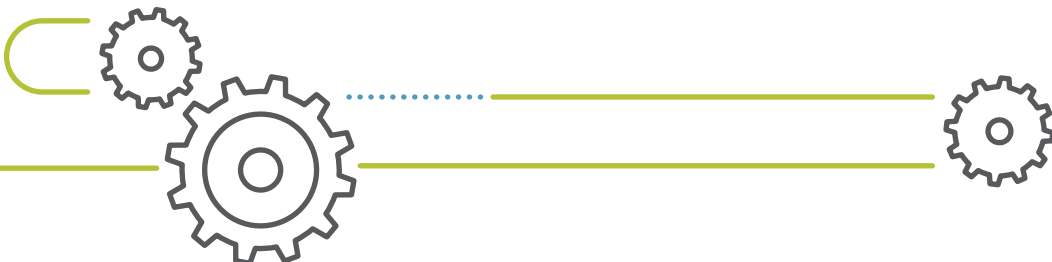
I'm excited to share with you Brooklyn Workforce Innovations' 2018 annual report. I hope you enjoy learning more about the skills training programs we offer and the individuals we serve. BWI's programs are **working, together** with our inspiring trainees, thoughtful partners, dedicated employers, and committed funders.

In many ways, BWI is doing what we've always done: meeting the needs of our community through career training and support services with an eye toward economic justice. But as those needs change and grow, BWI is changing and growing too. We're building longer, more stable bridges to careers to serve the most vulnerable jobseekers. We're accomplishing more in collaboration with public and private partners. We're listening and responding strategically, **working together** toward breaking the cycle of poverty.

We want to thank the supporters and partners who make BWI's work possible. Your impact is summed up in this report, but it's felt every day throughout our city by the 800+ New Yorkers BWI serves each year. We're looking forward to another year of **working—together**.

Sincerely,

Aaron Shiffman

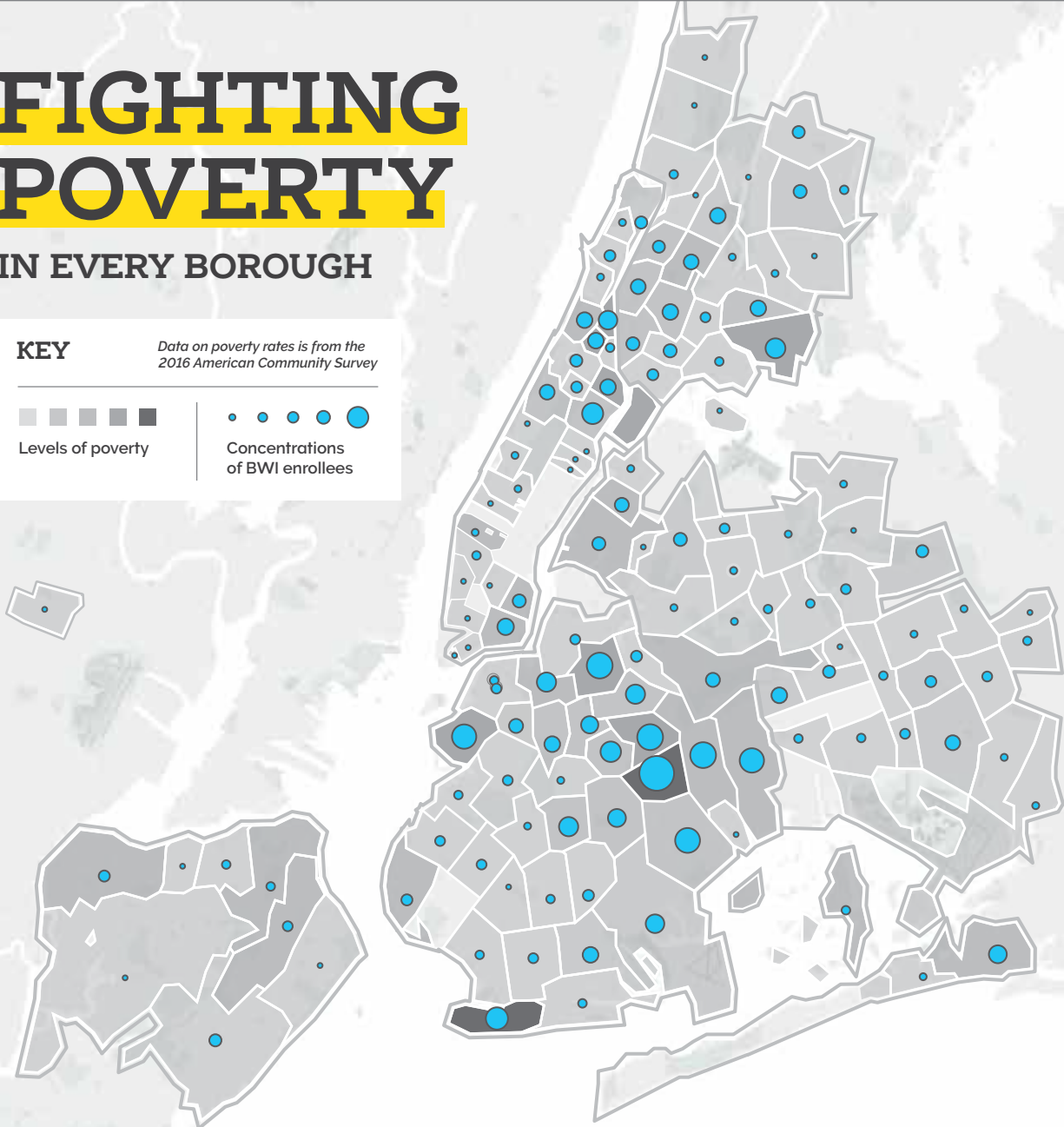


FIGHTING POVERTY

IN EVERY BOROUGH

KEY

Data on poverty rates is from the 2016 American Community Survey



UNEMPLOYED FOR 1+ YEARS

35%

of our trainees had not worked a single day in the prior year.

1 YEAR RETENTION

72%

are still working in their chosen industry a year after placement.

JOB PLACEMENT

86%

of trainees enter the workforce soon after graduation.

NYCHA RESIDENTS

46%

of BWI's trainees are public housing residents.

FOREIGN-BORN

20%

of BWI's trainees were born in other countries.

WAGE ADVANCEMENT

\$8,340/yr

PRE-TRAINING

\$32,323/yr

POST-TRAINING

\$34,008/yr

POST-TRAINING (1 YEAR)

Our graduates immediately start earning wages well above their prior earnings—and working their way toward raises and promotions.

BWI GROWTH IN SCALE

764
2018

1,014
2019 (PROJECTED)

PROGRAMS



RED HOOK ON THE ROAD

BWI's longest-running program combines professional development training and behind-the-wheel instruction to help trainees earn a NYS Commercial Driver's License. Graduates are placed in jobs driving buses, paratransit coaches, trucks, and other commercial vehicles. More than 40% of Red Hook on the Road trainees are immigrants. To better serve that population, we've launched the Sunset Park Bridge Program, where applicants can learn contextualized English related to vehicles and driving before enrolling.

42%

FOREIGN-BORN

Through our Sunset Park Bridge Program, we're helping foreign-born New Yorkers overcome the language barrier to meaningful career training.



BROOKLYN WOODS

Brooklyn Woods offers training in the fundamentals of woodworking and fabrication, focusing on the proper use of hand tools, power tools, and shop safety. Soft skills and math and measurement instruction ensure that graduates are ready to become skilled and precise workers. Many graduates go on to work at the Brooklyn Woods program's social enterprise.

37%

RECEIVING PUBLIC ASSISTANCE



"MADE IN NY" POST-PRODUCTION TRAINING PROGRAM

The "Made in NY" Post-Production program extends BWI's training offerings for positions in TV and film production by preparing graduates for careers in editing and visual effects. Trainees receive technical instruction in industry-relevant software to launch upwardly mobile careers.

55%

WOMEN

In a male- and white-dominated industry, MINY Post is focused on diversity.



\$18

AVERAGE STARTING WAGE

For most of fiscal year 2018, this starting wage was a full \$5 above minimum wage.



NEW YORK DRIVES

For applicants who are interested in the "Made in NY" PA Training Program but don't have their driver's licenses, New York Drives helps bridge that gap with professional development training, access to free driving lessons, and a pathway to MINY PA training. Once trainees have obtained their license, they move on to training with the "Made in NY" PA program.

46%

YOUNG ADULTS

For young adults with limited work experience, a credential like a driver's license can be a significant asset.



BROOKLYN WORKFORCE COLLABORATION

The Brooklyn Workforce Collaboration develops and delivers employer-customized trainings to serve low-income New Yorkers while meeting specific employer needs along Brooklyn's burgeoning industrial waterfront. To date, the program has developed highly-tailored skills training programs for job openings in solar panel installation, modular construction, and food manufacturing.

37%

REPORTED EXPOSURE TO THE CRIMINAL JUSTICE SYSTEM

NEW YORK CITY HOUSING AUTHORITY (NYCHA) RESIDENT TRAINING ACADEMY



The NYCHA Resident Training 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. The program ensures graduates have access to careers in their communities with excellent benefits and opportunities for advancement.

64%

ARE PARENTS OF YOUNG CHILDREN

For caretakers of young children or the elderly, a job in their own community and a shorter commute can make a world of difference.



"MADE IN NY" PRODUCTION ASSISTANT TRAINING PROGRAM

In partnership with the Mayor's Office of Media and Entertainment, BWI trains underrepresented young adults for careers as TV and film Production Assistants (PAs). Both classroom instruction and field training prepare graduates to launch careers on-set and work their way up in the industry.



1 OUT OF 6

TRAINEES FORMERLY HOMELESS

Many trainees are living in, or have recently left, a homeless shelter.



BROOKLYN NETWORKS

BWI's low-voltage cable installation training helps trainees earn their industry-recognized BICSI certification in a customized technical training lab at the New York City College of Technology. Graduates are connected to jobs installing and maintaining voice, data, video, and security system cabling.

SUPPORTERS

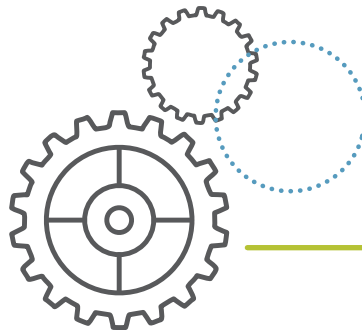
FOUNDATIONS, CORPORATIONS & BANKS

AICP Foundation
ALLINBKLYN
Anonymous
BankUnited
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Bloomberg L.P.
Capital One
Citi Foundation – Community Progress Makers
Consortium for Worker Education
Harry and Jeannette Weinberg Foundation
Hyde and Watson Foundation
Ira W. DeCamp Foundation
Jean and Louis Dreyfus Foundation
Joyce and Irving Goldman Family Foundation
JPMorgan Chase Foundation
Lily Auchincloss Foundation
M&T Bank
Mary J. Hutchins Foundation
MUFG (formerly Bank of Tokyo-Mitsubishi UFJ)
Neighborhood Opportunities Fund – Change Capital Fund
NYU Community Fund
Price Family Foundation
Robin Hood Foundation
Santander Bank
Silicon Valley Community Foundation
Tiger Foundation

GOVERNMENT

New York City Council
New York City Department of Small Business Services
New York City Human Resources Administration
New York City Mayor's Office of Media & Entertainment
New York City Workforce Development Corporation
New York State Department of Education
New York State Department of Labor
New York State Governor's Office of Storm Recovery
New York State Office of Temporary and Disability Assistance

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



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