



ANNUAL REPORT 2021-2022



Dear Friends:

In BWI's 22-year history, the last two have been the most challenging and transformative years. Time has proven that the BWI community knows no bounds when it comes to supporting our mission of empowering low-income New Yorkers with access to career paths. In this biannual report, I am humbled to share our recent accomplishments, acknowledging those who made it possible.

Our **staff** did not hesitate to go the extra mile for trainees and alumni at the height of the pandemic—helping them navigate government benefits and find resources like PPE and local food banks.

Our **graduates** took the brave step of seeking out our skills training programs and launching new careers, often while facing enormous difficulties at home and in their communities.

Our **hiring partners**—most of them small, local businesses—sought out BWI graduates and gave them a true shot at a new career.

Our **supporters** extended their unwavering commitment—so we could continue to extend our impact to every borough of New York City.

The work reflected in this report has left us in awe of all we can accomplish in our collective fight toward economic justice. Thank you for your dedication to BWI's mission.

With gratitude,

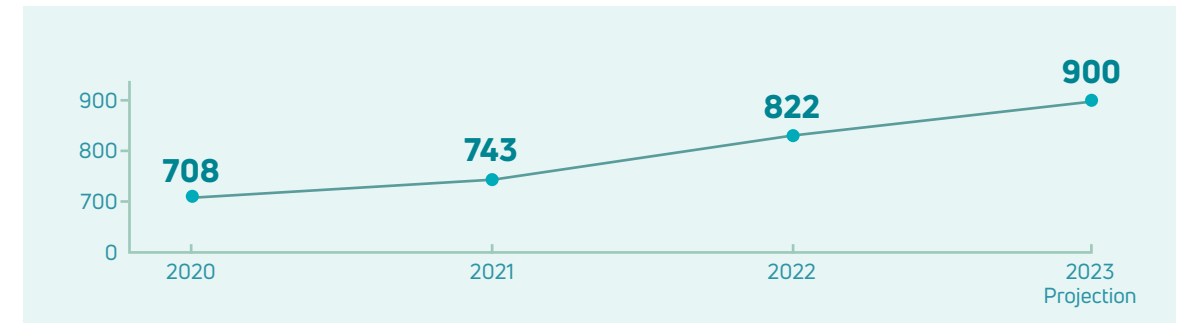


Aaron Shiffman
Executive Director

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.

ANNUAL ENROLLMENT



BWI'S IMPACT

95%

% OF ENROLLEES WHO GRADUATED

79%

% OF GRADUATES PLACED INTO JOBS

73%

ONE YEAR JOB RETENTION

\$18.05/hr

AVERAGE POST-GRADUATION WAGES

259%

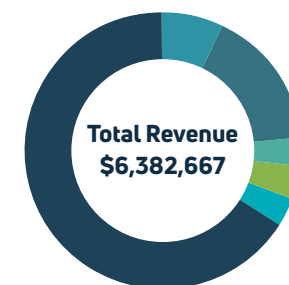
% WAGE INCREASE, PRE- TO POST-TRAINING, FOR PLACED GRADUATES

82%

% PLACED IN JOBS WITH BENEFITS

* data based on FY21 outcomes

2021 FINANCIALS



Total Revenue

Foundations	69%
Corporations	6%
Government	15%
Social Enterprise	3%
Individual	4%
Other	3%



Total Expenses

Program	83%
Fundraising	8%
Management	9%

BWI PROGRAMS

BROOKLYN WOODS

This seven-week, full-time training program helps students to build careers in woodworking and fabrication. Course fundamentals focus on math and measurement, tool and machinery handling, and an OSHA 30 and SST safety course. To become skilled professionals, students learn finishing techniques, mechanical drawing, and also receive job readiness coaching and placement assistance. Graduates are placed in home renovation companies, construction, and woodworking shops. Many go on to work in production cabinetmaking at Brooklyn Woods' social enterprise program.



RED HOOK ON THE ROAD

BWI's longest running program prepares students for commercial driving careers by combining professional training with behind-the-wheel instruction. The program serves a large population of foreign-born enrollees, providing job-related English language instruction as well as industry-specific skills like map reading. This four-week, full-time program can earn graduates a Commercial Driver's License and access to jobs with opportunities for advancement: driving trucks, school and charter buses, paratransit vehicles, and airport shuttles.



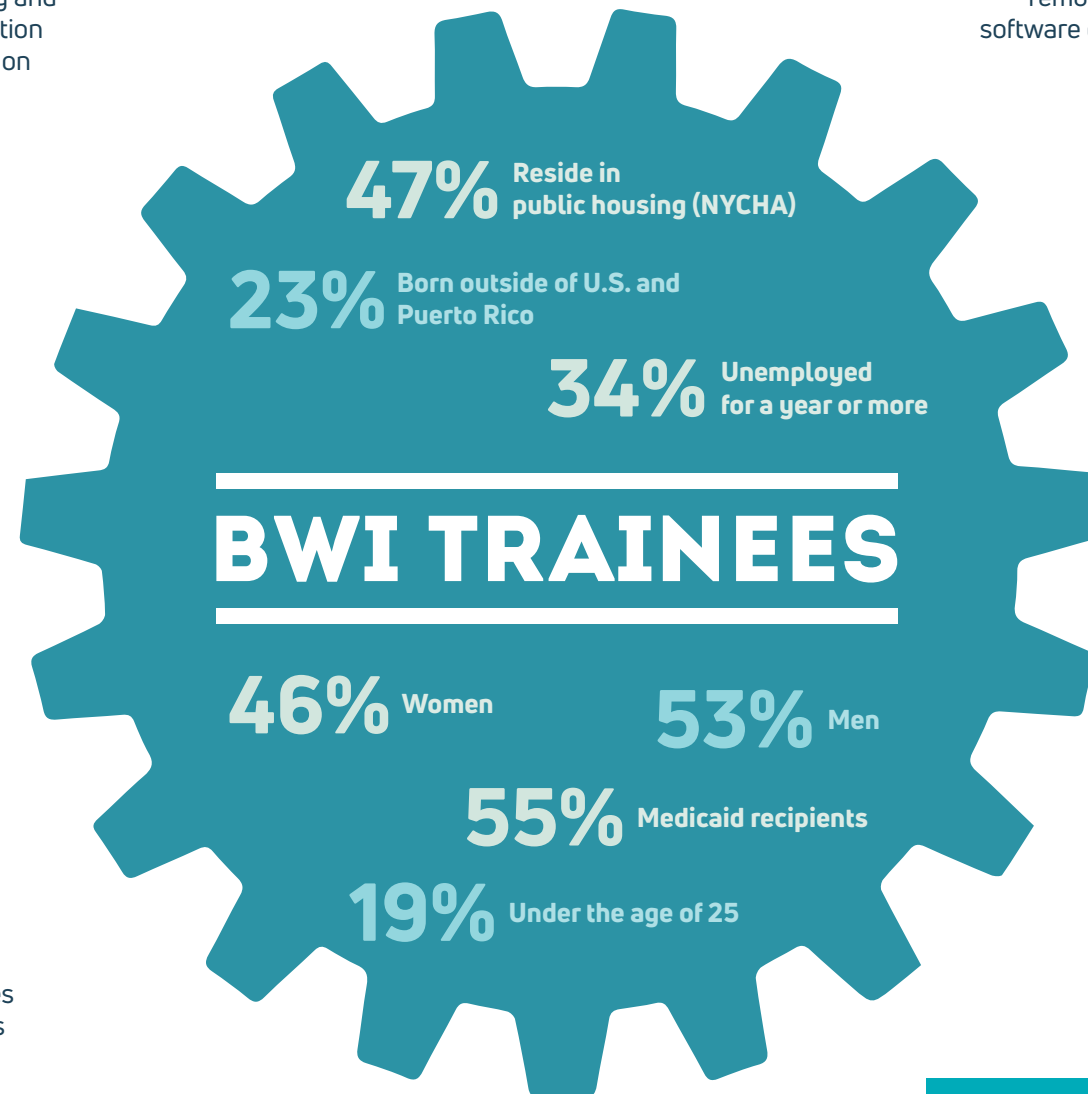
BROOKLYN NETWORKS

Brooklyn Networks prepares students for jobs in the information and communications technology sector. The six-week, full-time program combines the industry-recognized BICSI certification with job-readiness training such as customer service skills and OSHA 30 certification. Program curriculum emphasizes proficiency in industry procedures, safety practices, standards and codes. Graduates are placed in roles in security and A/V system installation as well as broadcast, voice and data cabling.



"MADE IN NY" PRODUCTION ASSISTANT (PA) TRAINING PROGRAM

The PA Program helps underrepresented New Yorkers gain access to career paths in TV and film production. Students learn set and office production assistant skills and are placed in jobs on feature films, episodic and reality TV, commercials, music videos and other productions. The four-week, full-time, in-classroom and virtual training program includes visits to production studios and work on a mock film shoot. Certification is offered in partnership with the NYC Mayor's Office of Media and Entertainment.



"MADE IN NY" POST PRODUCTION TRAINING PROGRAM

The Post Production Program prepares graduates for promising careers in editing and visual effects, and helps remove barriers to entering the post-production industry. The five-week program is currently operating remotely. Participants receive technical training for industry-standard software commonly used in post production such as Adobe Creative Suite, DaVinci Resolve, Nuke and Avid Media Composer.



THE NYCHA RESIDENT TRAINING ACADEMY

Residents of public housing are connected to careers within NYCHA through this multi-sector training academy. Graduates gain access to upwardly-mobile careers with excellent benefits. The program combines job readiness and workplace safety with sector-specific practice, such as entry-level grounds caretaking, as well as support to navigate accessing union-track municipal roles.



THE BROOKLYN WORKFORCE COLLABORATION

This umbrella of customized training programs allows BWI to offer innovative training offerings and test new workforce development strategies while connecting jobseekers to positions that are readily available through employer partners. Recent training programs include affordable housing management, maintenance and compliance roles. Training typically includes industry-informed technical instruction, job-readiness skill building, job placement and career support services—long after graduation.



NEW PROGRAM: KINDWORK CUSTOMER EXPERIENCE FELLOWSHIP

Over the past two years, BWI has collaborated with nonprofit KindWork to offer young adults accessible career pathways to NYC's booming tech industry. KindWork's training focuses on providing industry-specific skills training over six weeks for customer-facing roles with tech-enabled companies. In the coming year, BWI is planning to deepen this partnership and make KindWork its eighth, sector-focused training program. We are excited to add KindWork to our training portfolio, bolster program options for young adults, and secure a foothold in the tech sector.



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1834 Project
Achelis & Bodman Foundations
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Anonymous
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Barker Welfare Foundation
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Capital One
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Francine A. LeFrak Foundation
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Hearst Foundations
The Janey Fund Charitable Trust
Joyce and Irving Goldman Family Foundation
JP Morgan Chase Foundation
KindWork
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Lily Auchincloss Foundation
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MUFG Union Bank
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Price Family Foundation
Richard Lounsbery Foundation
Robin Hood Foundation
Santander Bank
Stanley Black and Decker
Stavros Niarchos Foundation
Steven and Alexandra Cohen Foundation
Tiger Foundation
WarnerMedia

GOVERNMENT

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

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