TOGETHER WE RISE

We recently launched Together We Rise – a new program empowering resettled refugees living in Boston to advance in their careers.

3-YEAR PROJECT WITH THE GOAL OF SERVING 1,000 REFUGEES

CLIENTS COME FROM 25 DIFFERENT COUNTRIES

CLIENTS SPEAK 20 DIFFERENT LANGUAGES

APPROXIMATELY 2,750 REFUGEES HAVE SETTLED IN GREATER BOSTON IN THE PAST 5 YEARS

OVER $2 MILLION RAISED SO FAR OUT OF $3 MILLION GOAL

125 REFUGEES SERVED TO DATE

NEW JOBS PAY AN AVERAGE OF $19.14/HOUR

62 REFUGEES WORKING WITH CAREER COACHES TO PURSUE HIGHER EDUCATION AND TRAINING PROGRAMS
Dear JVS Friends and Supporters,

This past year marked JVS’s 80th anniversary. Over the course of the year, we often reflected on the agency’s founding and how we live out our values in a changed and changing world. When Ida Hoos founded JVS in 1938, the agency primarily served Jewish refugees from Eastern Europe. This year, with more refugees around the globe than at any time in our history and an administration that does not want them in the United States, we and Combined Jewish Philanthropies (CJP) founded Together We Rise. Together We Rise serves refugees who are already in Boston and have limited economic opportunities because they need stronger English skills, job training, or introductions to employers to take the next step forward in their careers. Our career coaches are reaching out to these refugees to help them move from entry-level jobs to family-sustaining careers. Piloted last summer, this groundbreaking initiative has already enrolled over 120 refugees.

We continue our groundbreaking work in Massachusetts’s Gateway Cities through our innovative Pay for Success project. In the last year, 175 people in Lynn, Lawrence, and other Gateway Cities gained English and employment skills and landed new jobs. Our results have been so impressive that Governor Baker joined us in the summer to celebrate the achievements of our participants.

In an effort to strengthen our ability to serve Boston’s diverse communities, this past year we brought on three individuals from Boston’s Haitian, Latino, and African American communities, as well as two representatives from key JVS corporate partners, to the JVS Board of Directors. We are continuing to strengthen the diversity of JVS, and you will hear more about that in next year’s annual report.

Employers continue to face an historically tight labor market. This has opened up new opportunities for JVS and our clients, and we are working more closely with more employers than ever before. Our emerging “Talent Pipeline” model enables us to collaborate with Boston area employers to recruit, train, and place the talent that they need.

All of these accomplishments do not happen in a vacuum – our work is made possible by a wide variety of supporters, and many are listed in these pages. Donors, volunteers, and employer partners all play an important role in helping many others build their skills, achieve economic success, and meet talent needs throughout the greater Boston area. Thank you for your support!

Sincerely,

Jerry Rubin, JVS President and CEO

Jane Matlaw, Chair, JVS Board of Directors
On June 20th, World Refugee Day, we launched Together We Rise: Career Development with Boston’s Refugees, a joint initiative of JVS and Combined Jewish Philanthropies (CJP). Through this program, JVS is reaching out to resettled refugees to help them move from entry-level jobs to family-sustaining careers. Refugees work with career navigators who help them identify their career goals and take the next step forward in their careers, including enrolling in training programs, accessing higher education, and finding employment in their fields.

Over the past 5 years, approximately 2,750 refugees were resettled in Eastern Massachusetts. During the same period, JVS helped 1,500 refugees find their first job in the United States. With cuts to the refugee resettlement system, support services for this population have been severely reduced as well. Together We Rise is providing critical support to Boston’s resettled refugee population, demonstrating the Jewish community’s commitment to caring and social justice.

JVS and CJP are working together to raise a total of $3 million for this project. To date, over $2 million has been raised. The Shapiro Foundation and Larry and Atsuko Fish – Fish Family Foundation both made lead gifts to this project. “JVS has helped over half of all refugees resettled in Massachusetts to land their first job,” said Ed Shapiro. “It’s an honor to partner with JVS to help the same clients to earn livable wages and access the American dream.”

Together We Rise is a 3-year initiative that began in July 2018, with the goal of serving 1,000 refugees. We recently completed the pilot phase of the program, and over 120 refugees are currently enrolled in Together We Rise. Many of our clients are already seeing improved salaries, and they are taking the next steps to make their career goals a reality.

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Together We Rise client Jennis Matilde Perez Vazquez (center) shared her story of perseverance at the program launch. Originally from Cuba, Jennis came to JVS for help finding a job in Boston. With the support of her Career Coach, Jennis started working at WeWork as a Community Service Associate. She later returned to JVS and enrolled in Together We Rise, with the goal of growing at WeWork. JVS helped Jennis receive a raise at WeWork and create a plan together with her manager to work toward a promotion.

From left to right: JVS President & CEO, Jerry Rubin; Ed Shapiro, The Shapiro Foundation; and Barry Shrage, former CJP President, celebrating the launch of Together We Rise this past June.

Viergemine Augustin immigrated to the United States from Haiti, searching for a better life. At JVS, she enrolled in Together We Rise and the Bank Career Training Program to launch a new career. Viergemine successfully completed the Bank Career Training Program in December and is now working closely with her Together We Rise career coaches to help her find a job in the banking industry.

Larry and Atsuko Fish – The Fish Family Foundation helped launch Together We Rise by making a lead gift to the program. The Fish Family Foundation’s Request for Proposals led JVS to begin articulating the vision for this project.
1. Our Pay for Success program helped 175 immigrants in Gateway Cities, including Lynn, Lowell, and Lawrence, find new or better jobs. Students in our English for Advancement program, which is funded through Pay for Success, attend vocational English classes and work one-on-one with a career coach to help them find a new job. In August, Governor Charlie Baker joined us in Lynn to celebrate the accomplishments of our students.

2. We welcomed new members of our Board of Directors in June, including the first persons of color to serve on our board, better reflecting the communities we serve. Pictured left to right: Jacob Rosenfeld, State Street; Marie-Rose Romain Murphy, ESPWA; Michael Lipsitz, Santander US; Celina Miranda, Hyde Square Task Force; and Dwight Clarke.

3. In October 2017, we hosted a discussion with MIRA about extending Temporary Protected Status (TPS) for Massachusetts residents. We were joined by Representative Joe Kennedy III, Representative Michael Capuano, Senator Linda Dorcena Forry, MIRA Executive Director Eva Millona, and over two dozen local community leaders. The conversation focused on what can be done for the 12,000 Massachusetts residents from El Salvador, Haiti, and Honduras whose TPS status is uncertain.

4. Over 50 JVS refugee clients and staff members participated in Paths to Freedom, a Passover public arts project by artist Julia Vogl. Each participant created a pin, reflecting what freedom means to them. Artist Julia Vogl then created a larger than life visual representation of the pins on Boston Common, sparking a dialogue about freedom and immigration.

5. In March, we featured Santander Bank in our Employer Partner Spotlight and welcomed them for a tour of a JVS. Santander has been one of our bank partners for our Bank Career Training Program since 2015, hiring many of our graduates. We are grateful for their support of our Financial Opportunity Center.

6. This year JVS advocated for an improved safety net for our clients at the federal level. In April, Kelly Tessitore, JVS VP of Advancement, testified before the Ways and Means Committee about the negative effects overly strict work requirements have on welfare recipients. In August, Brandon Lipps, Acting Deputy Under Secretary of the USDA, came for a tour of JVS. The USDA administers SNAP benefits (food stamps), and 25% of JVS clients are SNAP recipients. Mr. Lipps learned about the variety of employment and training opportunities open to JVS students and even volunteered to help our healthcare students prepare for their certification exams by acting as a patient!
We are grateful to the many individuals, foundations, corporations, and organizations who supported our work in 2017–2018. Thank you for working together with us to provide opportunities for thousands of people, including immigrants, refugees, people with disabilities, members of the Jewish community, and older workers.

$250,000 +
Anita and Joshua Bekenstein
Combined Jewish Philanthropies
The Klarman Family Foundation
The Linde Family Foundation
The Shapiro Foundation
United Way of Massachusetts Bay and Merrimack Valley

$100,000 to $249,999
Abrams Foundation
Edward Fein Foundation
JPMorgan Chase Foundation
Local Initiatives Support Corporation (LISC)
Michael & Susan Dell Foundation
The Paul and Phyllis Fireman Charitable Foundation
Ruderman Family Foundation
State Street Foundation, Inc.

$50,000 to $99,999
BNY Mellon
The Boston Foundation
The Davis Family Charitable Foundation
Ted and Maureen English
Larry and Atsuko Fish - Fish Family Foundation
Herb and Maxine Jacobs Foundation
Liberty Mutual Foundation
The Ludcke Foundation
one8 Foundation
Santander Bank, N.A.
Sheila Gamble Cook 2012 Irrevocable Trust
Geraldine and Gabriel Sunshine

$25,000 to $49,999
Anonymous
The Barrington Foundation, Inc.
Ilana Braun and Jed Weiss
The Carl and Ruth Shapiro Family Foundation

$10,000 to $24,999
Amy and David Abrams
A.C. Ratshesky Foundation
Brookline Bank
Capital One Services, LLC
CVS Health
Debórah Dwork and Kenneth Marek
The Eastern Bank Charitable Foundation
Eisenson Family Fund
Frieze Family Foundation

“Preparing people with the skills they need to compete for well-paying, in-demand jobs is the key to unlocking opportunity. As the labor market changes, our approach to education and skills development has to change along with it. JPMorgan Chase is proud to partner with JVS to address this challenge here in Boston.”

– Jennie Sparandara, Head of Workforce Initiatives at JPMorgan Chase. In December, we welcomed JPMC CEO Jamie Dimon to JVS. Pictured (left to right): Wesliana Silva, JVS student; Jamie Dimon; Jerry Rubin, JVS President & CEO; Akbar Kalantari, JVS student.
Last fiscal year, JVS inaugurated its Opportunity Circle, a special group of donors who supported our mission and our clients with gifts of $1,000 up to $10,000. These donors create a base of support that makes it possible for JVS to create genuine opportunity for so many and sustain our operations. Members of the Opportunity Circle receive exclusive quarterly updates and invitations to our graduations and special events.
“It was inspiring to watch Sanjar balance the demands of our Nurse’s Aide program and working full-time to support his family. Sanjar is now working at Hebrew Senior Life, and one of our volunteers recently had a family member in rehabilitation there and was thrilled to see Sanjar and know her family member would be in good hands.”

– Melissa Rubin, JVS Career Navigator. Melissa provided career coaching to Sanjar, originally from Uzbekistan, pictured here with his wife and two daughters.
JOHNLEONARD Employment Services, Inc.  
Susan and Robert Kaim  
Jonathan Katz and Norah Wylie  
Jill Medvedow and Richard Kazis  
Kira Khazatsky  
Elaine Kwiecien  
The Landman Family Charitable Foundation  
Kenneth and Sarah Lazarus  
Lincoln Property Company  
Steven and Brianne Mahoney  
Marino, Stram & Associates, LLC  
Sean May  
Margaret McKenna  
Herbert Morse  
The Network of Jewish Human Service Agencies  
Don and Sandra Perrin  
Diane Portnoy, The Immigrant Learning Center, Inc.  
Mauri Rosenthal and Nancy Taubenslag Charitable Fund  
Sara Rubin and David L. Montanari  
Alan Sager and Sandy Bornstein  
Sheldon and Ellen Schwartz  
Jarred Sherman  
Eugene and Marcia Summers  
Joleen Willis  
Peter and Annette Wilson  
Karen Wise and George Langer  
Debra Yanofsky and Steven Shulman

Motus  
Elizabeth Munnell  
New England Aquarium  
Nixon Peabody, LLP  
Karen Perez de Arc  
Torben Straight-Nissen sweetgreen  
Tom James Company  
Norma P. Weinberg  
Whole Foods Market  
Amy F. Winston

Matching Gift Companies

Analog Devices  
Bank of America Merrill Lynch  
Barings  
BNY Mellon  
Eaton Vance  
State Street Foundation, Inc.  
TripAdvisor, Inc.  
VMware

Sustainer Club

Anonymous  
Andrea and Carl Axelrod  
Robin and Dean Hanley  
Kate Hutchinson  
Susan and Robert Kaim  
Joseph Tarkoff and Jocelyn Segal

Community Support and Partners

Academy for Healthcare Training  
Action for Boston Community Development (ABCD)  
BEST Corp. Hospitality Training Center  
Boston Chinatown Neighborhood Center  
Boston Private Industry Council  
Boston Public Library – Hyde Park Branch  
Boston Public Schools  
Bunker Hill Community College  
The Bridgespan Group, Inc.  
Cambodian Mutual Assistance Association  
Catholic Charities  
Coalition for a Better Acre  
Combined Jewish Philanthropies  
East Boston Neighborhood Health Center – Education and Training Institute  
Economic Mobility Corporation  
English for New Bostonians  
Fenway Health  
Greater Boston Manufacturing Partnership  
Health Resources in Action, Inc.  
Hyde Park Community Center  
International Institute of New England  
Jewish Community Relations Council  
Jewish Family Services  
Jobs for the Future  
Lawrence Community Works  
Lawrence Working Families Initiative  
Local Initiatives Support Corporation (LISC)  
Lynn Economic Opportunity, Inc.  
Lynn Housing Authority and Neighborhood Development  
Madison Park Development Corporation  
Mayor’s Office of Workforce Development  
Mayor’s Office of Financial Empowerment  
The Neighborhood Developers, Inc.  
Neighborhood Jobs Trust  
Network Technology Academy  
Notre Dame Mission Volunteers  
Quincy College  
SkillWorks: Partners for a Productive Workforce  
Social Finance  
St. Francis House  
United Way of Massachusetts Bay and Merrimack Valley  
WORK, Inc.

This listing acknowledges gifts received between October 1, 2017 and September 30, 2018. We made every effort to list all names accurately and regret any omissions or errors. If an error has been made, please contact our Development office at (617) 399-3272.
“When I learned that JVS has various programs for refugees and immigrants, I became very interested in the important work that’s done here every day. I greatly appreciate the opportunity and support JVS staff members have given me to continue both developing as a professional and helping others…I will never forget the smiles and excitement of the students when we found out our first graduate was hired!”

- Chris Ma Xueqi, Lead Volunteer Instructor of the JVS Bank Career Training Program (right), with Isabel Hanson, Lead Career Coach, Refugee Employment Services

JVS VOLUNTEERS

Last year over 350 people volunteered at JVS. Together, they spent nearly 25,000 hours volunteering, and their efforts made a true impact in the lives of thousands of people throughout Massachusetts. Thank you!

100+ Hour Volunteers

Jean-Pierre Angel
Anita Anver
Sheila Barbosa
Nick Breitstein
Brian Chen
Diane D’Almeida
Paula Dickerman
Judy Ehrlich
Kathleen Erwin
Wayne Everett
Anne-Marie Fenney
Deborah Fogel
Phyllis Goldstein
Janet Gottesman
Barbara Gwynn
Robin Hanley
Sharon Hessney
Linda Hirsch
Kirk Kinder
Robin Linn
Laurence Mini
Hiromi Mizu
Norm Oppenheim
Ann Peck
Bernie Plovnick
Fran Price
Linda Seltzer
Rita Vogel
Jim Wiess
Norah Wylie

EMPLOYER PARTNERS

JVS fosters partnerships with local employers to design and implement training programs that achieve measurable business and workforce development goals. These programs include, but are not limited to: workplace English courses, adult basic education, college readiness classes, customer service training, professional communication, supervisory training, computer courses, and one-on-one academic and career coaching.

Thank you to our 2017–2018 employer partners:

AmeriCorps
Beth Israel Deaconess Medical Center
Boloco
Bonapita
Boston Children’s Hospital
The Boston Home
Brandeis University
Brigham and Women’s Hospital
Cambridge Eats and Beats
Dana-Farber Cancer Institute
Healthcare Financial, Inc. (HFI)
Hebrew SeniorLife
Hebrew SeniorLife - NewBridge on the Charles
Innovent
Massachusetts Association for Community Action
Massachusetts General Hospital
Newton-Wellesley Hospital
Partners Healthcare
South Shore Health
Spaulding Rehabilitation Hospital
Stavis Seafoods
Sweetgreen
Tufts Medical Center
Vantage Builders
ELEVATE:
THE JVS GALA

An inspiring evening
benefiting JVS programs

We had the special opportunity to celebrate 10 years of growth and impact with JVS President & CEO Jerry Rubin this past May. Under Jerry’s leadership, JVS has grown into a thought leader in the field of workforce development, advancing innovative and creative solutions to meet the evolving needs of our clients and the labor market. Together with over 300 JVS supporters, we recognized Jerry’s leadership, celebrated our incredible clients, and raised over $435,000 to benefit JVS programs and clients.

We were honored to hear from special guest Mohamad Ali, President & CEO of Carbonite, and are grateful for his advocacy on behalf of STEM education, talent, immigration, and skill training. We were also honored to welcome Secretary Rosalin Acosta, Treasurer Deborah Goldberg, and City Councilor-at-Large Annissa Essaibi George.

JVS client ambassador Veronique O’Meally uplifted us with her incredible story of hope and perseverance. An immigrant from Jamaica, Veronique is now pursuing her dream of working in the healthcare field as a CNA at Spaulding Rehabilitation Center because of the support she received from JVS.
FINANCIAL INFORMATION

Fiscal Year 2018

Operating Support and Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants</td>
<td>$5,559,192</td>
<td>$5,072,896</td>
</tr>
<tr>
<td>Contributions/Grants</td>
<td>$3,647,408</td>
<td>$2,882,679</td>
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<tr>
<td>Pay for Success</td>
<td>$3,283,426</td>
<td>$2,810,759</td>
</tr>
<tr>
<td>Combined Jewish Philanthropies/United Way</td>
<td>$2,100,637</td>
<td>$1,708,283</td>
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<tr>
<td>Program revenue</td>
<td>$1,431,245</td>
<td>$1,394,654</td>
</tr>
<tr>
<td>Other (inc. In-Kind, Investment Income)</td>
<td>$155,834</td>
<td>$150,121</td>
</tr>
<tr>
<td><strong>Total Operating Support &amp; Revenue</strong></td>
<td><strong>$16,177,742</strong></td>
<td><strong>$14,019,392</strong></td>
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</tbody>
</table>

Operating Expenditures

<table>
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<tr>
<th>Description</th>
<th>FY2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Employment Services</td>
<td>$7,727,374</td>
<td>$6,528,706</td>
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<tr>
<td>MassHire Downtown Boston</td>
<td>$2,741,071</td>
<td>$2,663,540</td>
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<tr>
<td>Administration</td>
<td>$2,274,036</td>
<td>$2,152,607</td>
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<tr>
<td>Business Services</td>
<td>$1,352,323</td>
<td>$1,870,232</td>
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<tr>
<td>Fundraising</td>
<td>$1,001,813</td>
<td>$957,844</td>
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<tr>
<td><strong>Total Operating Expenditures</strong></td>
<td><strong>$15,096,617</strong></td>
<td><strong>$14,172,929</strong></td>
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</tbody>
</table>

Change in Net Assets (Operating)

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets (Operating)</td>
<td>$1,081,125</td>
<td>$(153,537)</td>
</tr>
<tr>
<td>Change in Net Assets (Non-Operating)</td>
<td>$49,912</td>
<td>$122,124</td>
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<tr>
<td>Total Change in Net Assets</td>
<td>$1,131,037</td>
<td>$(31,413)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Unrestricted Fund Balance</td>
<td>$2,460,631</td>
<td>$2,256,178</td>
</tr>
<tr>
<td>Ending Unrestricted Fund Balance</td>
<td>$2,802,538</td>
<td>$2,460,631</td>
</tr>
</tbody>
</table>

Full financial information is available on our website at www.jvs-boston.org/financials.

LEAVING A LEGACY

Sheila Gamble Cook

Over ten years ago, Cambridge resident Sheila Gamble Cook became involved at JVS. At that time, JVS was located on Winter Street in Downtown Crossing. Sheila was a passionate supporter of career counseling and believed it was a powerful tool that could change people’s lives.
This past summer, JVS was informed that Sheila had left a generous unrestricted bequest for the agency. “This was a really wonderful surprise,” said JVS VP of Advancement Kelly Tessitore. “To know that our mission meant this much to Sheila was very impactful. We look forward to using her generous bequest to help even more clients and to support a cause that was close to Sheila’s heart.”

Sheila spent most of her adult life in Cambridge, MA, where she focused her time on social work, writing, and local community activism. In 1979, she founded The Women’s Job Counseling Center, which offered career counseling services to women seeking to enter the job market.

JVS welcomes planned gifts, including bequests, as well as IRA distributions. To learn more about how you can benefit from a planned gift, consult www.jvs-boston.org/planned-giving, or call the Development office at (617) 399-3272.