

RISING TO OPPORTUNITY

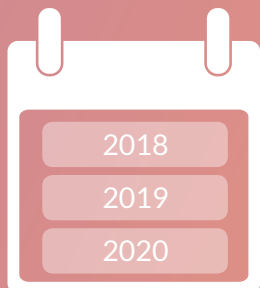
2018 Impact Report



SKILLS . JOBS . CAREERS

TOGETHER WE RISE

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



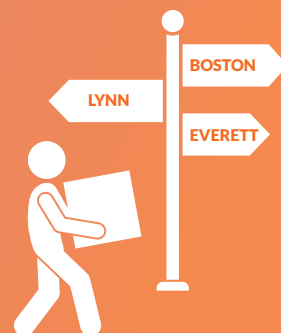
3-YEAR
PROJECT WITH
THE GOAL OF
SERVING 1,000
REFUGEES

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



Letter From Our CEO And Chair

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.

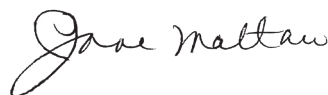
Employers continue to face an historically tight labor market. This has opened up new opportunities for JVS and our clients, and we are working more closely with more employers than ever before. Our emerging "Talent Pipeline" model enables us to collaborate with Boston area employers to recruit, train,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



TOGETHER WE RISE

Career Development with Boston's Refugees

Today there are more than 65 million refugees worldwide, more than at any other point in world history. Unfortunately, the United States has severely limited the number of refugees it will admit, no longer serving as the safe haven it once was. Though the current administration is closing the borders to refugees, the Boston Jewish community is taking action to support resettled refugees living in our community.

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.

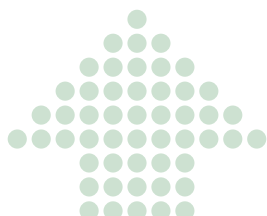
Over the past 5 years, approximately 2,750 refugees were resettled in Eastern Massachusetts. During the same period, JVS helped 1,500 refugees find their first job in the United States. With cuts to the refugee resettlement system, support services for this population have been severely reduced as well. 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.

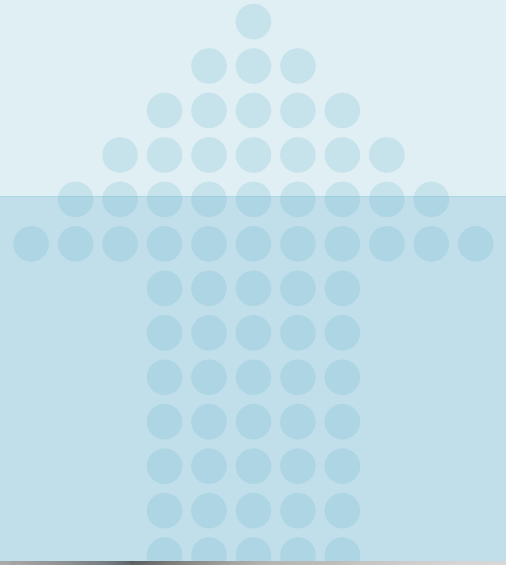


CJP President Rabbi Marc Baker (left) with JVS President & CEO Jerry Rubin at the program launch.

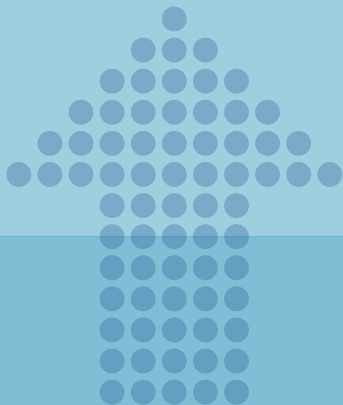




Together We Rise client Jennis Matilde Perez Vazquez (center) shared her story of perseverance at the program launch. Originally from Cuba, Jennis came to JVS for help finding a job in Boston. With the support of her Career Coach, Jennis started working at WeWork as a Community Service Associate. She 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.



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2017 2018 HIGHLIGHTS

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.

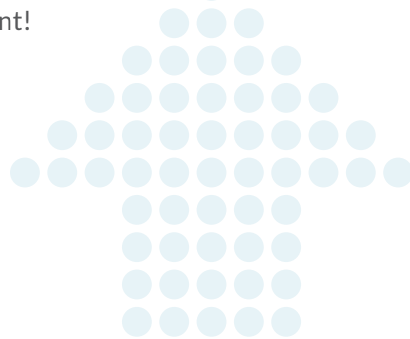


3. In October 2017, we hosted a discussion with MIRA about extending **Temporary Protected Status (TPS)** for Massachusetts residents. We were joined by Representative Joe Kennedy III, Representative Michael Capuano, Senator Linda Dorcea Forny, MIRA Executive Director Eva Millona, and over two dozen 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 **Pathways 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!



OUR SUPPORTERS

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

Will and Ami Danoff
Steven and Nancy Fischman
Foundation to Promote Open Society
Further Forward Foundation
Joseph and Lynne Goodman
Highland Street Foundation
Lesley and Ben Inker
The Lincoln and Therese Filene
Foundation, Inc.
Ellen and Steven Segal
Adam and Hope Suttin

\$10,000 to \$24,999

Amy and David Abrams
A.C. Ratschesky 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.



“JVS has helped me open the door to my career path, but I’m not stopping there. My classmates and I have made a pact to advance to Harvard or MIT. Thank you for helping make this dream a reality for me.”

– Lydia Tumwesige, Bridges to College graduate and biotechnology student at Quincy College

James and Amy Golov
Campe and Amanda Goodman
Larry and Beth Greenberg
James S. Herscot
John H. and H. Naomi Tomfohrde Foundation
The Kraft Family Foundation
MP Boston
Chuck and Jessica Myers
Obermayer Foundation
Partners HealthCare
Craig and Mandy Powell
Stephanie and Brian Spector
State Street Corporation
Mark Stein and Rosa Hallowell
June and Eliot Tatelman
Lisa and Neil Wallack

JVS Opportunity Circle **\$5,000 to \$9,999**

Anonymous
Beth Israel Deaconess Medical Center
East Boston Savings Bank
Charitable Foundation, Inc.
Todd Gershkowitz
The Gerson Family
Claudia Gilman Eisenbaum and Harry Eisenbaum
Marjorie Glazer
Janet and Mark Gottesman
Michael S. Grill and Hillary Brown
Harold and Anna Ullian Charitable Foundation
Kirstin Hill and Jonathan Schrag
Robert Hughes and Jacqueline Finard-Hughes
Robert and Catherine Infantino

Rebecca Leventhal
Motus
The Paul and Edith Babson Foundation
The Robert Lloyd Corkin Charitable Foundation
Jay D. Rosenbaum and Alyssa Wiener Rosenbaum
Jacob Rosenfeld and Anita Raman
Michael and Naomi Rosenfeld
Jerry Rubin and Carol Steinberg
Karen Schoch
Barbara and Edward Scolnick
Edward and Barbara Shapiro
Jon and Lauren Simon
Rob & Christine Small Charitable Fund
The TJX Companies, Inc.
James and Lisa Valone
Cantor Steven Weiss and Dr. Stephanie Gertz
The Wolk Family and The Cross Country Group

\$1,000 to \$4,999

Anonymous (5)
AAFCPAs
Mohamad Ali
Andrea Anastasio

Anodyne Medical Services
Matthew and Judi Appelstein
Adina Astor and Kevin Bolan
The Harry and Ronna Back Philanthropic Fund
Beacon Capital Partners, LLC
Donald Benovitz and Martha Fagan
Darren and Michelle Black Boloco
Nicole and David Borden
Boston Children’s Hospital
Boston Private Bank & Trust
Howard A. Brick and Jill Smilow
Catherine and Hillel Shahan Bromberg
Bunker Hill Community College
Marsha R. Cohen
Dana Farber Cancer Institute
Marna Dolinger, MD
Janice McKeown and Gregory Dumas
Adler Eliacin
Roman and Marina Fayerberg
Alan and Gail Fields Family Fund
Rabbi Alan Flam and Judy Semonoff
Abby G. Flam
Elkan and Zelda Gamzu
Penny and Richard Garver

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.

Scott Goffstein
The Goldberg Family Foundation -
Carol & Avram Goldberg; Deborah
Goldberg & Michael Winter; and
Joshua R. Goldberg
Darren Goldman and
Susanne Richman
Doris and Robert Gordon
Roberto and Sheila Grasso
MaryLou and Herbert Gray
Greenberg Traurig
Richard and Lisa Greene
Joshua and Sarah Greenhill
Richard Heller
Matthew and Gail Hoffman
Susan and Julian Houston
HR Knowledge, Inc.
Janelon Associates
Robert Kaufman and Joann Chapel
Eilene and Jeffrey Kleiman
Jennifer Krebs
Harris and Paul Krupp
Barbara Silber Lamont
Wendy Landman and Joel Weissman
Joseph Larkin
Legal Sea Foods, Inc.
Richard J. and Arlene Levin
Levine Chapels
Sheryl and Eric Levy
Gabriel A. Lopez-Calva and
Olesya N. Baker
Laura Lu and Carl Prael
Arthur and Bebbly Marlin Fund
Jane R. Matlaw
Faiz Melhem
Jordana Mirel

Morse Technologies
Douglas and Suzanne Newman
Kosta and Ronda Nicolopoulos
Rabbi Suzanne and Andy Offit
Bob and Leslie Ogan
Paul Osterman and Susan Eckstein
Lorri and Gordon Owades
Pappas & Pappas
Laurence and Caren Peters
Michael and Emily Phillips
Pharmaceutical Research and
Manufacturers of America
Arthur Rabinowitz and Maria A.
Ponsillo
Rockhill Management, LLC
Jennifer Rosenbaum
Renata and Edward Selig
Ellen Semonoff
Ronald and Nancy Shaich
Shake Shack
Risa Shames and Neil Silverston
Benson and Norma Shapiro
Bram and Jennifer Shapiro
Eric Silverman
Arnie and Polly Slavet
Spaulding Rehabilitation Network
David and Patricia Squire
The Strategy Group, Inc.
TD Charitable Foundation
TE Connectivity
William Terry
Tremont Strategies Group
Tribute Home Care
Tufts Medical Center
Watermark Donut Company

Wellesley Bank Charitable
Foundation
Westminster Barrington Foundation
Guy and Eveline Weyl
Richard and Susan Yanofsky
Joe and Debra Zeff
Molly and Bobby Zuker

\$500 to \$999

Anonymous (2)
Joel and Robin Abrams
Aron and Susan Ain
Jeff Alexander and Jocelyn Bailin
Barry Bluestone
Karin and Gerald Blum
Boston Area Spanish Exchange
Angela Cavallo
Aaron Clayton
Laurie and Mauri Cohen
Congregation Beth El Tzedakah
Hevra
Oscar & Celia - Casper & Sarah
Grosberg Fund
Susan Gladstone and David DeLong
Frank Dunau and Amy Davis
David and Danielle Dykeman
The Fishman Family
Valerie and Mark Friedman
Maxine and Don Goldberg
Stacy Goodman and Ingólfur
Ágústsson
Sylvia E. Green
Alyson and Zachary Greene
Havurah Or Hadash
Robert and Diane Hildreth
Adam and Jen Hocherman

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
 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

Gifts In-Kind

AE Events
 CVS Health
 Asher Ehrenberg
 The Groomsman Suit
 Andrew Gross
 Robin J. Hanley
 Charles Higgins
 Holland & Knight LLP
 Yefim Luvish
 M.S. Walker Inc.
 Ministry of Supply
 Peter Moore
 Morgan, Lewis & Bockius LLP

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

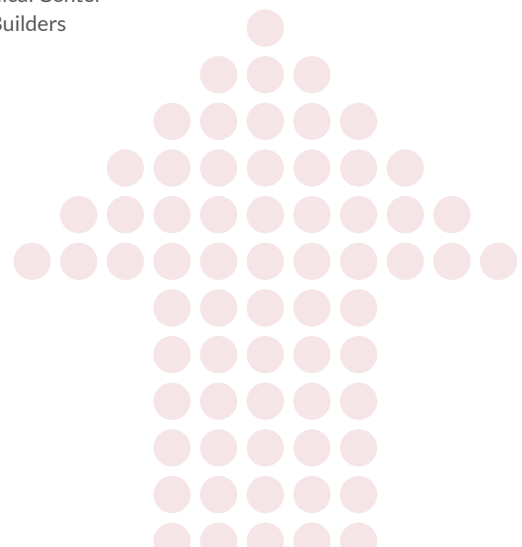
Jean-Pierre Angel	Anne-Marie Fenney	Laurence Mini
Anita Anver	Deborah Fogel	Hiromi Mizu
Sheila Barbosa	Phyllis Goldstein	Norm Oppenheim
Nick Breitstein	Janet Gottesman	Ann Peck
Brian Chen	Barbara Gwynn	Bernie Plovnick
Diane D’Almeida	Robin Hanley	Fran Price
Paula Dickerman	Sharon Hessney	Linda Seltzer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

EMPLOYER PARTNERS

JVS fosters partnerships with local employers to design and implement training programs that achieve measureable 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

JVS Board Member and
Gala Chair Margie Glazer
with JVS President &
CEO Jerry Rubin

An inspiring evening benefiting JVS programs



JVS Client Ambassadors Wahiba Kanj (left)
and Yamileth Lopez (right)



JVS Board Chair Campe Goodman
presenting Client Speaker
Veronique O'Meally with flowers
after she shared her inspiring story



JVS Board Chair Campe Goodman
(right) and Josh Kraft (left)
presenting Jerry Rubin with a gift in
recognition of his leadership at JVS

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 Annessa 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.



From left to right: Mohamad Ali, President & CEO of Carbonite;
Treasurer Deborah Goldberg; Secretary Rosalin Acosta; Jerry
Rubin, JVS President & CEO; and Michael Winter, JVS Advisory
Board Member

FINANCIAL INFORMATION

Fiscal Year 2018

Operating Support and Revenue

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

Operating Expenditures

Pre-Employment Services	7,727,374	6,528,706
MassHire Downtown Boston	2,741,071	2,663,540
Administration	2,274,036	2,152,607
Business Services	1,352,323	1,870,232
Fundraising	1,001,813	957,844
Total Operating Expenditures	15,096,617	14,172,929
Change in Net Assets (Operating)	1,081,125	(153,537)
Change in Net Assets (Non-Operating)	49,912	122,124
Total Change in Net Assets	1,131,037	(31,413)
Beginning Unrestricted Fund Balance	2,460,631	2,256,178
Ending Unrestricted Fund Balance	2,802,538	2,460,631

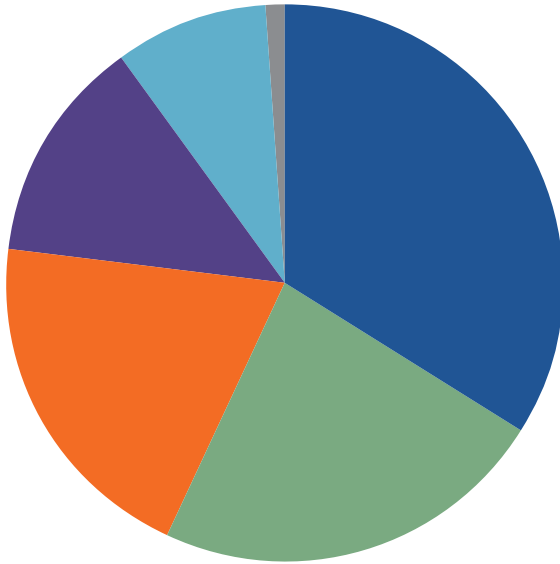
Full financial information is available on our website at www.jvs-boston.org/financials.

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.



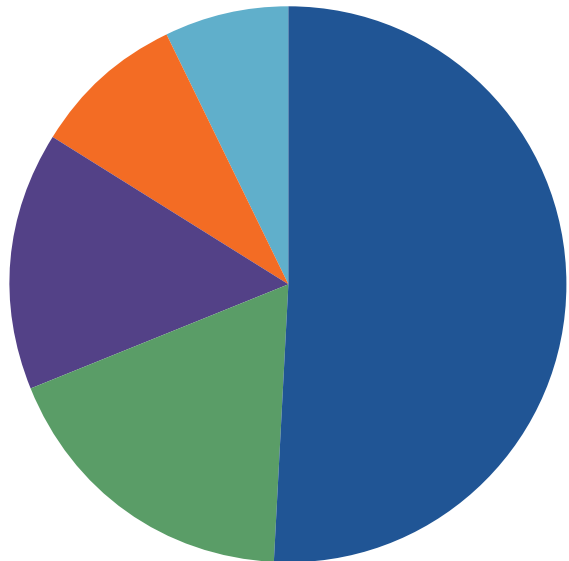


FY 2018 SUPPORT AND REVENUE

34%	Government Grants
23%	Contributions/Grants
20%	Pay for Success
13%	Combined Jewish Philanthropies/United Way
9%	Program Revenue
1%	Other (inc. In-Kind, Investment Income)

FY 2018 EXPENDITURES

Pre-Employment Services	51%
MassHire Downtown Boston	18%
Administration	15%
Business Services	9%
Fundraising	7%



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.



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