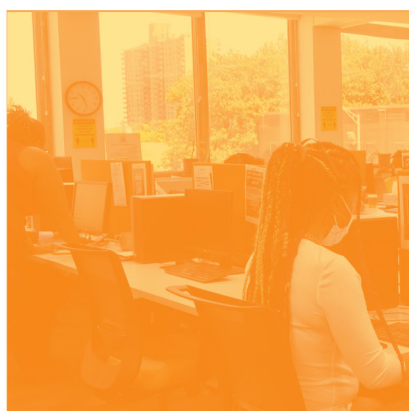
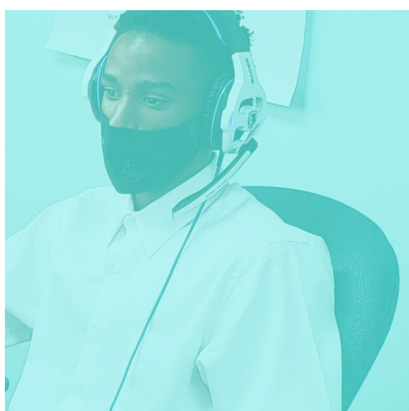
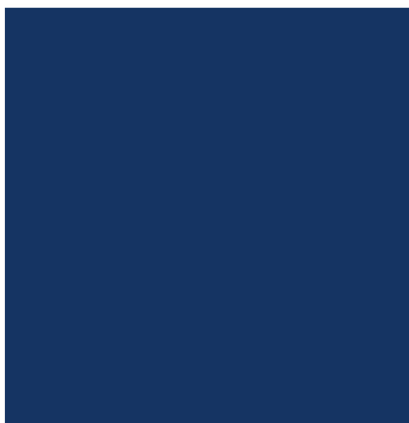


IMPACT REPORT 2021



**HOPE
WORKS**

HOPEWORKS 2021

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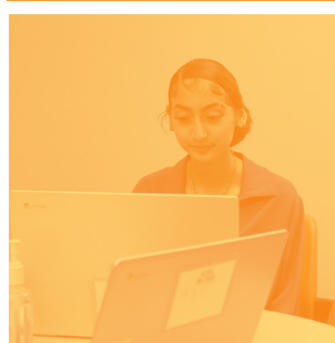
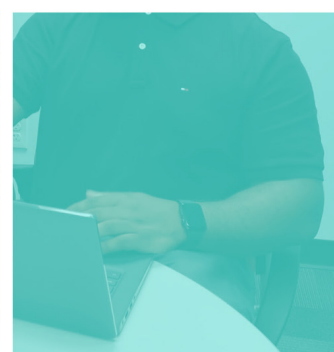
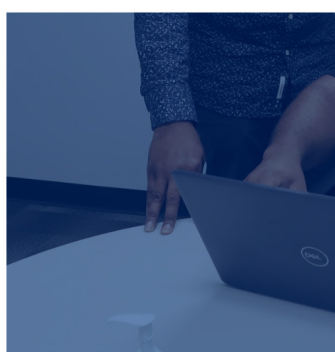
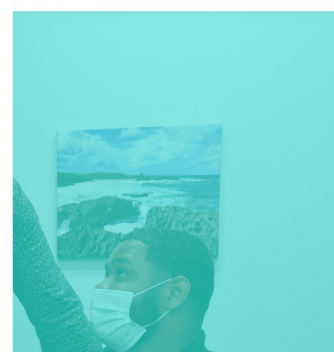
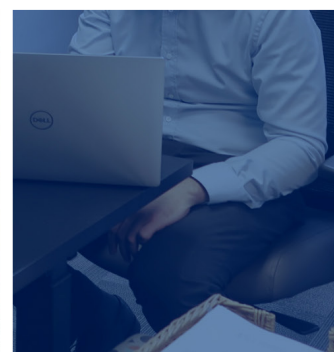
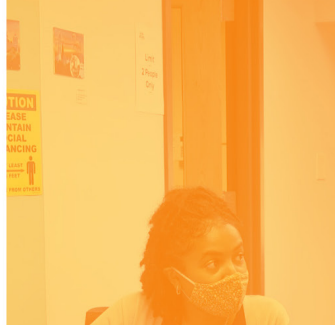
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FROM THE LEADERSHIP

Dear Friends,



"Unprecedented" is a word that feels a little worn out these days. It's easy to feel exhausted by the challenges facing us and the seemingly endless stream of bad news.

However, at Hopeworks, we are seeing something different. We are experiencing amazing, encouraging, and inspiring stories. In the pages that follow this note, you'll read about Chris and Ulises, who earned wonderful jobs at a global fortune-100 company. You'll read about Kay, who moved from dropping out of high school to earning a job helping others access benefits and changing her own life in the process. You'll read about Jase, Yanlexis, Gabby, and Da'Shek; Hopeworks alumni who are now part of our full-time staff, changing others' lives and multiplying their impact. You will also read about so many other inspiring young people.

These stories are powerful and encouraging. One thing they are not, however, is unprecedented.

Our young professionals at Hopeworks -- even in the most trying times -- continue to do what they have always done -- transform their lives and the lives of others. Now more than ever, as we grow our work and the number of youth we help, that steady, consistent, and reliable story -- of extraordinary young people making extraordinary transformations -- is as true now as it ever was.

Thank you for being a part of the amazing, inspiring, exciting, and, in many ways, everyday story of hope at Hopeworks!

Sincerely,

Dan Rhoton, Executive Director

Brad Aronson, President of the Board

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ULISES'S AND CHRIS'S STORY

A Powerful Partnership

HOPEWORKS AND SLALOM TEAM UP FOR HIGH WAGE OPPORTUNITIES

Not so long ago, Ulises Ventura worked as a barista for the University District Bookstore while he went through Hopeworks' training program. Chris Church came to Hopeworks when he realized that working in a warehouse was not the future that he wanted. Thanks to a powerful new partnership with global technology company Slalom, Ulises and Chris have each begun high wage careers, each earning more than \$60,000 per year as they begin their careers in tech.



"You'd think the news would have hit me with a wave of euphoria. Surprisingly, it is hitting me with this wave of resolution. This is the amount of money I need to take on the responsibility for doing other things. For instance, I plan to move out by the end of the year. I want to have that responsibility for myself."

Ulises Ventura

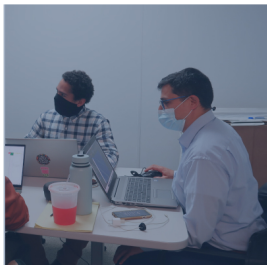
HOPEWORKS AND SLALOM TEAM UP FOR HIGH WAGE OPPORTUNITIES

Chris and Ulises are a great fit for Slalom, which uses data and trends to determine the next best moves for its clients. Slalom is a place where consultants ask the kind of questions Ulises and Chris can puzzle over.

When Ulises and Chris began at Slalom, they entered an intensive training program designed for its new senior consultants. "I'll get to work on projects and play around with the assignment somebody gives me." They both are undergoing the training virtually, but will ultimately work onsite in Slalom's office.

Given his relentless curiosity, his humility, and the joy he takes in working, Ulises is likely to go far. He says he is grateful to Hopeworks for giving him "the ability to recognize my worth." In addition, he says...

"Hopeworks gives you the tools to succeed. You just have to hold onto them and use them."



KAYONDRA'S STORY

Path to Success

Kayondra dropped out of high school in Glassboro when she was 17 to take care of her ailing mother. By 19, she was homeless and had given birth to an infant son. Now, at 21, she has just landed a job paying \$18 per hour with benefits and works virtually at Hopeworks new Cohen Technology Center, a coworking space built by Hopeworks for alumni landing remote jobs in the new digital economy.

Garrison works as a benefits analyst for a Benefits Data Trust, who has been hiring analysts to work offsite, typically from home, since the pandemic began.

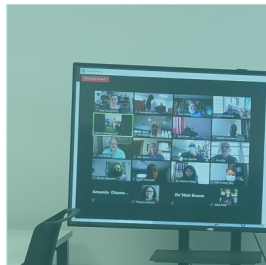
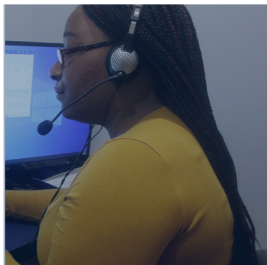
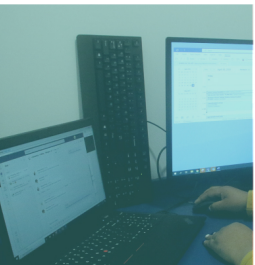
A friend who is now a Hopeworks alumni referred Kayondra to Hopeworks in 2019, and she has never looked back. Kayondra held a couple of fast food jobs before she came to Hopeworks, but that was the extent of her work experience.

“Hopeworks gave me a plethora of opportunities,” says Kayondra

Kayondra sees lots of opportunities for growth and advancement in her current job at Benefits Data Trust. She plans to make the most of this position. In time, after she matures a bit more, she has her sights set on becoming a motivational speaker.

I know how to respond well to a lot of different things I probably would have responded to differently before. I call it the ‘Hopeworks response.’ I give people a lot of ‘Hopeworks responses’ when they’re annoying me!

Kayondra Garrison



HOPEWORKS HIRES THE BEST AS WE GROW

Once Alumni, now Staff

As Hopeworks grows into our ambitious goal of transforming more lives than ever before, our team continues to grow. Hopeworks is proud that our new staff include the best candidates on the market - Hopeworks alumni!

Da'Shek Boone has moved into the position of our Youth Training Specialist, helping other young professionals follow in his footsteps. As Da'Shek shared in a LinkedIn post...



"Today is my 23rd birthday and I have to be honest I didn't believe I'd make it pass 18 years old. I've had my shares of trials that I somehow was able to survive through.

Hopeworks has been a huge factor in my survival and the staff among the organization literally have saved my life over the 5+ years I've been a part of the organization. The extent that they go to helping the youth within Camden County and expose them with opportunities to better themselves is truly inspiring to me.

With that being said Monday I will be starting as the new Youth Training Specialist. From lost teenager, to trainee, to intern and now becoming an official staff member. I will now have the opportunity as well to inspire the next generation that will lead us into the future."

Da'Shek is not the only alumni to join the Hopeworks team this year. Hopeworks is also proud to welcome the amazingly talented Yanlexis Arizaga to our Web Team as our Lead Web Designer, and skilled developer Gabby Lee has joined the Web Team as our Lead Web Developer.

YOUTH HEALING TEAM WELCOMES JASE ELAM

Hopeworks is excited to welcome Jase Elam as our new Youth Healing Team Lead. Jase, a former Youth Healing Team intern, was chosen for the role because of the many strengths they bring. **"They have an innate ability to present,"** says Kate. **"That's a really important skill for the Youth Healing Team. They're great at explaining particularly hard concepts like trauma and trauma-informed care."** Another key strength? **"The ability to connect with other young people, and take the lead in terms of making sure that not only are they connecting with the people they are training, but making sure the rest of the team does as well."**



HOPEWORKS ANNUAL PITCH COMPETITION

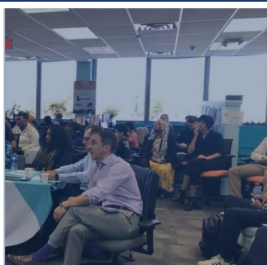
A Win for Aris Miller

Thanks to our sponsor, Rick Forman, and other donors, Hopeworks was able to award \$14,000 on October 24th, 2020 to 6 entrepreneurs to grow their 5 small businesses! Trainees, interns, and Hopeworks Alumni, who have started their own businesses, pitched to judges and the audience. Top prizes were awarded from both the judges and audience voting. All youth entrepreneurs received cash prizes to invest in their enterprises!

As one judge said, "Aris' presentation was thoughtful, professional, and captured the complete scope of her business. Even more impressive, it was far superior to several other companies I have seen pitch. We would hire Aris and her company in a second to do design for us!"



Aris is proud that her time at Hopeworks has helped her build her ambitious dream into a reality! You can check out her company at www.supplycmd.com or her portfolio on www.arismiller.net



BLAKE BANKS EARNS A HIGH PAYING OPPORTUNITY

Blake & Think Company

At the height of the pandemic, Blake Banks came to Hopeworks -- working virtually -- because he wanted a change. As he shared at the time,

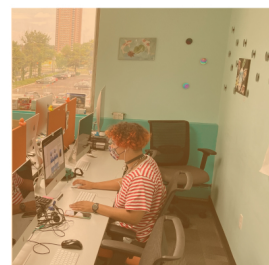
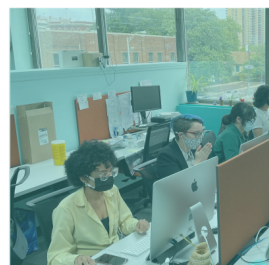
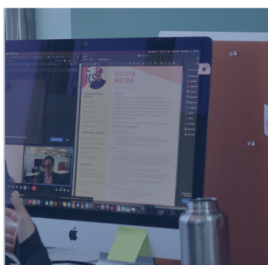
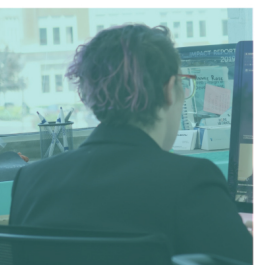
"I've always lived and have been raised in low-income areas and haven't had the resources to take control of my life, but Hopeworks is giving me a chance to do better things for myself and the people around me. **Hopeworks gives me the power to not be a statistic.**"



Now there is a new number Blake should worry about -- his high-wage salary working at Think Company, one of the regions leading UX and Design Companies!

Blake is excited to begin his journey at Think Company, building digital skills and taking control of his life and his vision for his future.

As Annie Rose Webb, his supervisor at Hopeworks, shared, **"Blake has built his skills and professionalism to a level that any company would be lucky to have him. Think is getting a great tech professional to add to their team!"**



NATALIE ORTIZ STARTS AT AMERICAN WATER

Natalie's Journey

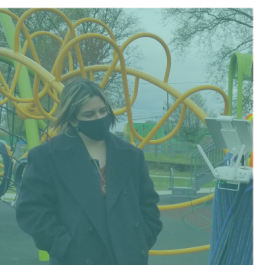
"Hi, my name is Natalie Ortiz, and I was referred to Hopeworks by a friend. Before Hopeworks, I didn't know what I wanted to do in the future. I originally wanted to be a Cosmetologist and gave it a try, but the school was so expensive, I had no other choice but to drop out. After that, I gave a thought to college but never really put my focus there. So I ended up working part-time jobs here and there. Over the years, my mom and family always found that I was good with tech and they constantly told me to find a career in technology. Before Hopeworks, I was thinking of going to college so that I could get work in technology, but then I was told about this unique opportunity that Hopeworks provides for all youths. They told me it was a safe and incredible place to be. My friend helped me enroll and helped me throughout the beginning of the training."



Throughout my time in Hopeworks, I've gained a lot of different skills; skills that I am very excited to show in the future. I have learned to code and I really enjoyed it. Once I got to the GIS (Geographic Information Systems) module, I found it completely fascinating and interesting. I found working my way around the maps and finding data very interesting. I believe that module was one I finished the fastest. It was so easy, yet so interesting to me. I was able to get an internship with the GIS department, which I was extremely excited to start.

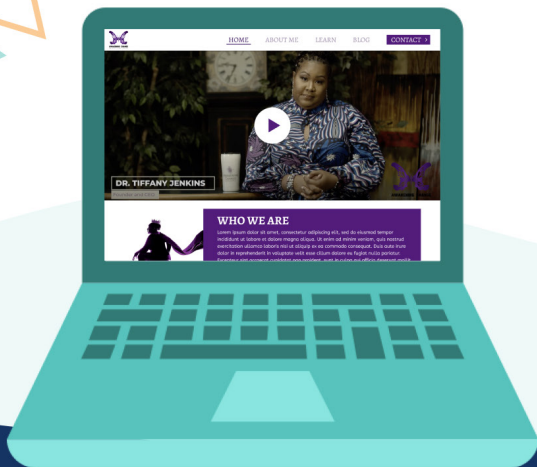
Since I started, I've learned a lot about maps and the data in a lot of different maps. I feel that because of Hopeworks, I will develop a lot of different skills before I go out and get the future I am working so hard for and that's why I will always be grateful for Hopeworks and all of the amazing staff in the office. Because of Hopeworks, I believe my future will be bright and filled with happiness. I gained hope here that I will always be able to support myself and help my family before, during, and after Hopeworks."

Now, Natalie is taking her incredible energy and drive right to American Water, working in their GIS Department as a GIS Technician! Congratulations, Natalie!



HOPEWORKS BUSINESSES

Client Features



WEB DEPARTMENT



“Crying tears of joy after seeing the amazing prototype for my website redesign. I am so grateful to Yanlexis and Ollie of Hopeworks Camden for creating such an amazing representation of who I am.”

Tiffany M. Jenkins
Founder and CEO

YOUTH HEALING TEAM



“Hopeworks provided the much needed information for our EOF staff to understand the impact trauma has not only on our student population but us as well. For me, I loved all the different activities and games to really help us see the point. The Hopeworks trainers were knowledgeable and engaging. Kate was a superstar with her positive energy and calm demeanor. I'm already thinking of people who can benefit from the Hopeworks training.”

Kim Quick
The College of NJ



HOPEWORKS GIS AND TENNESSEE AMERICAN WATER

This Year Hopeworks GIS Team was proud to partner on a project with Tennessee American Water. Hopeworks GIS interns worked on processing records and interpreting scanned engineering drawings to populate data into TNAW's ArcGIS Online. Hopeworks not only transferred and updated data , but provided QA/QC.

GIS Director, Luis Olivieri, reported that interns

“processed close to 15,000 records in a month, which was comparable to any other GIS professional. In fact, we completed our project with TNAW in approximately half the time expected!”

As one intern shared

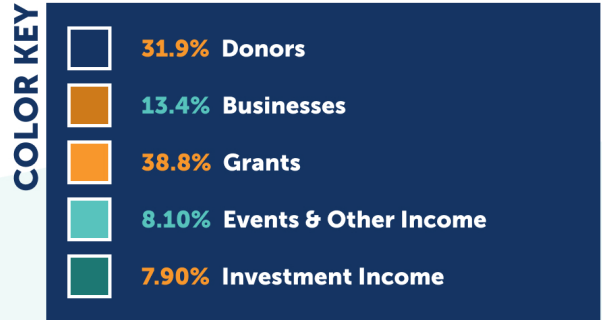
“This project means a lot to me especially during this pandemic, because even though there is a lot going on in the world, we are still able to produce our amazing work and make positive changes to help better communities.”

To learn more about our GIS services, visit www.gis.hopeworks.org.

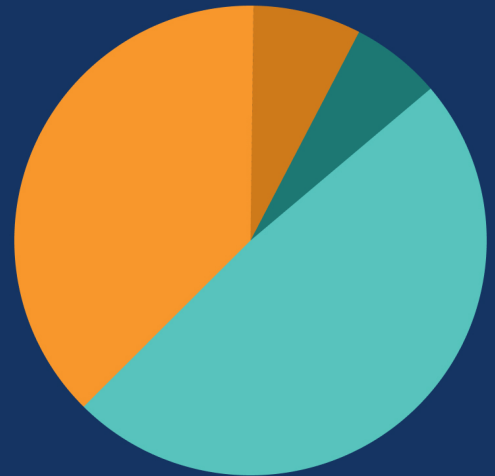
Revenue & Expenses



REVENUE



EXPENSES



\$602,110.19 WAGES PAID TO YOUTH



82
YOUTH PLACED IN PERMANENT JOBS

88.14%
12 MONTH RETENTION RATE IN JOBS

AVERAGE WAGE = \$387/YEAR
START OF HOPEWORKS

AVERAGE WAGE = \$37,377/YEAR
EXIT FROM HOPEWORKS

HOPEWORKS SEEKS TO RECOGNIZE ALL WHO SO GENEROUSLY SUPPORT US.

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Windisch and Casey
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Bernicker Household
Bertino Household
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The Elsevier Foundation
The Mead Foundation
The Ulderico & Anna C.
Milani Charitable
Foundation
Thermo Fischer
Tideman Household
Tighe Household
Tillman Household
Tinkcombe Household
Tonkinson Household
Torres Household
Tozer Household
Turner Household
Unitarian Universalist
Church in Cherry Hill
United States Cold Storage
United Way of Allegheny
County
United Way of
Massachusetts Bay and
Merrimack Valley
Uzdinski Household
Veach Household
Veres Household
Wagman Household
Walker Household
Walko Household
Warner Household
Watkins Household
Webbs Household
Weber Household
Wells Household
Welson Household
Welson-Rossman
Household
Wengert Household
Wheeler Household
White Household
Wilco Electronic Systems,
Inc.
Wiley Household
Willard Household

William Penn Foundation
Williams Household
Willson Household
Wilson Household
Winslow Household
Winter, Jr Household
Woodford Household
Woodmansee Household
YourCause
Zamkotowicz Household
Zanghi Household
Zanin Household
Zeldes Household

HONORS & ACHIEVEMENTS

Recognition

01 SORKIN CENTER'S LEADERSHIP COHORT
(CHILDREN AND YOUTH)

02 DAN RHOTON NAMED 2020 SOUTH JERSEY
EXECUTIVE OF THE YEAR

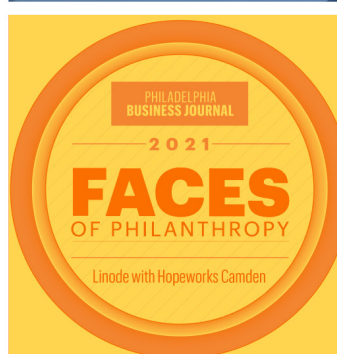
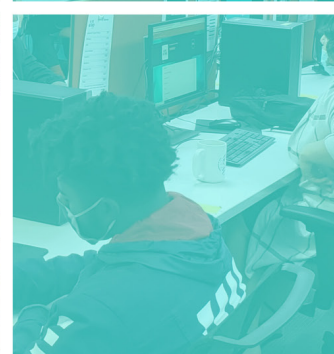
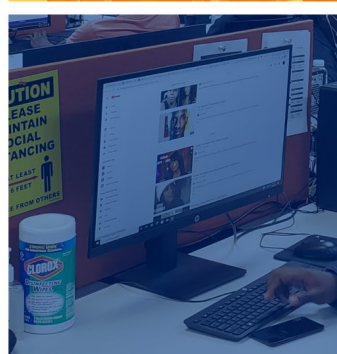
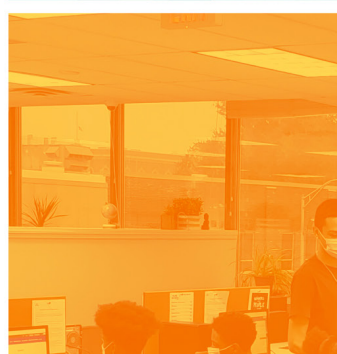
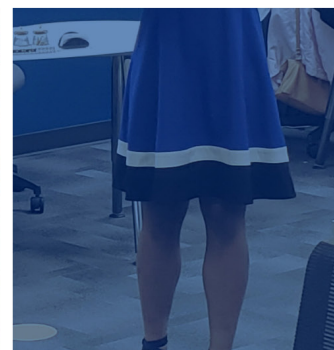
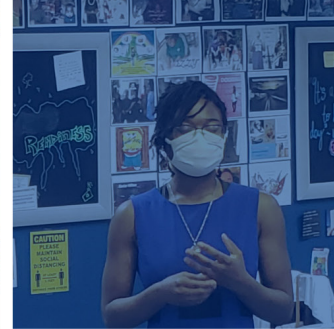
03 LUIS OLIVIERI NAMED ONE OF THE 21 MOST
INFLUENTIAL TECHNOLOGISTS IN THE REGION
BY TECHNICALLY PHILLY

04 AMERICAN WATER NAMED YOUTH EMPLOYER
OF THE YEAR THANKS TO THEIR PARTNERSHIP
WITH HOPEWORKS BY NATIONAL ASSOCIATION
OF WORKFORCE DEVELOPMENT PROFESSIONALS

05 2021 FACES OF PHILANTHROPY AWARD
PROGRAM WITH THE PARTNERSHIP BETWEEN
LINODE AND HOPEWORKS CAMDEN


06 KATE DAUGHERTY SELECTED AS AN ATLANTIC
FELLOW FOR HEALTH EQUITY


07 ALIA SUTTON-BEY NAMED 2021 DIVERSITY
LEADER IN BUSINESS



HOPE WORKS

808 Market St., 3rd Flr
Camden, NJ 08102

 (856) 365 - 4673

 info@hopeworks.org

 hopeworks.org

 [@hopeworkscamden](https://www.facebook.com/hopeworkscamden)

 [facebook.com/hopeworksyouth](https://www.facebook.com/hopeworksyouth)

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Designed by Hopeworks Alumnus, **Yanlexis Arizaga**
Looking to hire a designer? Contact her at yanlexis.arizaga@gmail.com