From Strength To Success

2019 Annual Report
To our friends and supporters:

What a wonderful year it was! In fiscal year 2019 Hired continued our second half-century with life-changing services for more than 6,200 individuals. Adults and young people received coaching, training and holistic support from our staff — all while assembling the skills needed for a family-sustaining job and meaningful career. Hired’s scale and metro-wide reach are helping address the workforce shortage and remediate persistent racial employment disparities.

The job seekers we serve have at least one thing in common, what might be called “the Hired experience.” At its heart is a relationship: strong, caring, personal, and professional. We come to know our people, believing in their strengths and supporting them as they envision a hopeful, stable future. In turn, they understand we are there for them at every step.

Along with helping people in 2019, we continued our organizational trajectory toward diversity, equity and inclusion with ever greater representation of people of color on our staff and board. Having completed a new strategic plan, we embraced a new mission and vision — and in this report you are seeing the new brand identity that followed.

We had a strong year financially in 2019, as the numbers in this report will attest. We thank the many funders and donors who made “the Hired experience” possible for thousands of people — and who are helping Hired become an even stronger organization.

With gratitude,

Julie Brekke
Executive Director

Chris Krusmark
Board Chair

“I am thrilled to deepen my commitment to Hired as incoming board chair. I look forward to helping Hired strengthen our local Twin Cities workforce system by producing better employment and earnings for the unemployed and underemployed.”

Chris Krusmark, Board Chair
Our Impact

In 2019, Hired served 6,242 individuals. As a result 8,601 children experienced greater stability at home. 2,172 participants secured a job at a median salary of $38,480.

Hired helps our neighbors who face challenges to provide for their families.

100% are low-income 70% are people of color 52% are single parents

Our programs are about more than a paycheck. Our programs help people:

Discover their potential, provide for their families and pursue their dreams.

Demographics

- African American: 52%
- White: 30%
- Hispanic: 7%
- Multiracial: 4%
- Asian: 2%
- American Indian: 2%
At the age of 21, Destenie was homeless. Every night she struggled to find a safe place to park her car so she could sleep. Despite these hardships, Destenie arrived at Hired with a positive attitude, ready for a fresh start.

“She walked in for our first meeting fully prepared,” said Rachel, her employment counselor. “We began discussing her career goals and passions, and that’s when we discovered Destenie’s love for cooking.”

With Rachel’s help, Destenie was able to secure a full-time culinary position that paid $17/hour. She found stable housing and has begun to save for her future. With a solid foundation and hope for the future, Destenie is continuing to pursue her ultimate dream: becoming a chef and owning her own restaurant.

“It was not until I was unemployed that I found my passion for success tested. I had no real direction until I met my Hired counselor.”
Terri came to Hired after she was displaced from her previous job and joined the CLIMB program (Converting Layoffs into Minnesota Businesses) as a structural engineer. She had high hopes of starting her own business; she just needed the right tools.

Through the CLIMB program’s educational investment funds, Terri took small business training. She never missed an opportunity to utilize the funds she gained to further her expertise.

Terri spent the fall of 2018 establishing her company, including getting certified as a Woman Owned Small Business. She opened her business and spent the first quarter of 2019 knocking on doors and developing a starting client base. Now Terri’s company is thriving!

Danny - Career Pathways

After years working part-time at entry-level wages in a call center, Danny came to Hired in the winter of 2019 looking for a better job opportunity. Danny had been financially supporting both himself and his unemployed mother, who was living in a women’s shelter down the street from the shelter where Danny stayed.

He enrolled into Hired’s Medical Call Center program and worked hard to master the coursework, update his resume, and enhance his interviewing skills.

Shortly after graduation, Minneapolis Veterans Hospital hired Danny as a Medical Support Assistant in a call center position at $17.35/hour. Danny has since signed a lease and moved into a two-bedroom apartment.

“I feel well-equipped with a solid network and support, ready for any challenges that come.”

Terri - Dislocated Worker

Terri came to Hired after she was displaced from her previous job and joined the CLIMB program (Converting Layoffs into Minnesota Businesses) as a structural engineer. She had high hopes of starting her own business; she just needed the right tools.

Terri spent the fall of 2018 establishing her company, including getting certified as a Woman Owned Small Business. She opened her business and spent the first quarter of 2019 knocking on doors and developing a starting client base. Now Terri’s company is thriving!
Fiscal Year 2019 Financials

Revenue

- City of Minneapolis: $610,481
- Dakota County: $375,476
- Hennepin County: $5,466,804
- Minnesota Department of Public Safety: $82,601
- Minnesota Department of Human Services: $453,738
- Minnesota Department of Employment & Economic Development: $894,440
- Ramsey County: $1,427,389
- Foundations & Corporations: $635,333
- Individual Donations: $237,721
- In-Kind/Volunteer Contributions: $31,500

Total Revenue: $10,217,160

Expenses

- Career Pathways: $1,142,432
- Family Stability: $3,854,529
- Dislocated Worker: $2,715,644
- Opportunity Youth: $800,618
- Fundraising: $326,799
- Administration: $1,309,962

Total Expenses: $10,169,984
2019 Donors

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If we omitted or misspelled your name, please contact us at: 612-808-9480 or fundraising@hired.org.
*The asterisk signifies a deceased donor.
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Tennant Foundation
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City of Minneapolis Employment & Training Program
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Hennepin County Human Services and Public Health Department
Hennepin County Medical Center
Hennepin County Public Works Department
MN Department of Employment & Economic Development
MN Department of Human Services
MN Department of Public Safety
MN Job Skills Partnership
MN Visiting Nurse Agency
Northside Achievement Zone
Ramsey County Workforce Solutions
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