



2020 ANNUAL REPORT



Nancy DeClue, Award of Excellence Winner

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AmeriCorps



city of
Columbia



An equal opportunity organization committed to a diverse workforce.

HELLO FROM JOB POINT!

I think it could almost go without saying that 2020 was a challenging year, so I won't even go there.

Instead, I am here to tell you about the amazing things we had the pleasure of witnessing last year - **things that you helped make possible through your incredible generosity and support.**

Whether you shared advice, gave much needed items to support our staff or financially invested in Job Point's future, you helped make 2020 an incredible year for everyone here.

I am sincerely humbled by the many different ways you showed up in 2020 to help sustain our mission, our team, our students, job seekers and clients.

I am a firm believer that we all win when we work together to support one another. Thank you for making 2020 a year of opportunity, when it tried really hard to be something completely different.

I am so proud of the way our team pulled together to deliver extraordinary service to everyone who needed us in 2020.

Due to the impact of COVID-19, we had to work through a lot of interesting challenges, but this team rose to meet them.

Our students and job seekers showed their resilience in the face of uncertainty and proved that they ARE CAPABLE of achieving their goals.

In these pages, we are pleased to share some of the breakthroughs you helped make possible.

Thank you for all you do to help Job Point.

Sincerely,



Steve Smith,
President & CEO



2020 HIGHLIGHTS & AWARDS

We were honored by the **Columbia Chamber of Commerce as the 2020 Small Business of the Year.**

Thanks to tremendous community support, we were able to quickly pivot to remote services and secure laptops and PPE for staff and students to work and learn virtually. **Special thanks to CoMoHelps, Veterans United Foundation, Department of Economic Development and Boone County for making it possible.**

Brenda Overkamp was selected for the **New Chapter Coaching Make it Happen Award.**

We began work on a renewed website, which was launched in April of 2021 thanks to Delta Systems.

Our annual Comedy Night fundraiser, went "virtual" due to COVID-19, but thanks to your incredible generosity, **you still raised over \$15,000!**
THANK YOU FOR YOUR SUPPORT!

Thank you to the Heinkel Foundation for donating funds to help purchase a gently used 15-passenger van. Transportation can be a major barrier for many of our students. This van is used to get our students to and from class and out to the job site.

Missouri Neighborhood Assistance Program (NAP) tax credits were secured and are still available.

Thom Lutz, Education Instructor, and our **Company Feud** fundraiser were finalists for **Impact COMO** awards.

In partnership with City of Columbia, we **constructed homes at #7 and #9 Third Avenue**, with labor from YouthBuild and Carpentry students. These homes are now available for purchase.

Thank you to **Boone County Children's Services** for their funding of our **HiSET prep and trades scholarships for youth**, expanding the number of students we could help achieve their dreams in 2020.

PROGRAMS & SERVICES

COMMUNITY/HOUSING DEVELOPMENT

With assistance from the City of Columbia, Job Point students construct new homes for sale to income-eligible individuals and families, helping rectify the affordable housing deficit in the city. Participants also assist other community organizations with home construction and remodeling.

EMPLOYMENT SERVICES

We equip candidates with the tools they need for a successful job search. Our advisors provide individualized services to help job seekers find their best match. We help them evaluate their interests, skills and experiences and match that to employer needs. Once employment is secured, follow-up support is provided as needed to ensure they keep the job.

EMPLOYMENT SERVICES WITH SUPPORTS

Assists individuals with significant disabilities in identifying appropriate work goals as well as securing and successfully retaining employment. Ongoing support is provided with job tryouts, work readiness, development of employment opportunities, job coaching and long-term follow-up services.

SKILLS TRAINING & CERTIFICATE COURSES

Prepares individuals for employment in a specific field. Our current courses include:

- Office Technology
- Office Support Specialist
- Retail Sales
- Carpentry
- Highway/Heavy Construction
- Heating Ventilation & Air Conditioning
- Certified Nursing Assistant

YOUTHBUILD

Assists disadvantaged youths in advancing educational levels, obtaining construction skills, developing leadership abilities, and eventually advancing towards high growth, high demand occupations. YouthBuild students build affordable housing in our community's most impoverished neighborhoods and participate in service learning activities.



2020 OUTCOMES

336

PEOPLE SERVED



75%

OF ADULT JOB SEEKERS
MAINTAINED EMPLOYMENT
FOR AT LEAST 90 DAYS



97%

OF CUSTOMERS WERE
SATISFIED WITH SERVICES
RECEIVED



\$3,037,740

ANNUAL TOTAL INITIAL WAGES FOR THOSE
WHO COMPLETED OUR PROGRAMS

\$12.13/HR

AVERAGE WAGE

FROM HOMELESS TO HOPEFUL

During our Job Readiness Training, instructor Rance Austin, likes to talk about how we **sometimes find ourselves on a path that isn't meant for us**. That path might be a job taken out of desperation that just isn't the right place or a lifestyle that is destroying a lifetime of progress – whatever the path – it just isn't the right one.

That is where Cletus Mahan found himself.

After a period of stability, something went wrong. Cletus had found himself without a job, without a home, and without a clear path forward. He was letting life happen to him and things weren't going well.

"I was homeless for a while," he said, reflecting back on his journey. "Then I moved to Columbia to find help."

After working through rehab and getting into low-income housing, Cletus connected with Job Point.

"I've been on quite a journey now. I'm trying to get my head above water and learning what I have to do to live," Cletus said.

He came to Job Point to get help with finding a stable job, but he found so much more. "Me and Bryon are almost like brothers. I still keep in touch with him, even when I have a job."

At Job Point, Cletus worked with his advisor Bryon White to fill out online applications. They evaluated what kinds

of jobs he might enjoy and explored several career paths, before they finally found a job with University of Missouri Campus Dining.

"I needed a job to keep a roof over my head so I didn't end up back out on the streets where I was before," he said. "They helped me to succeed and get that job."

Cletus now has a place to live and was even able to purchase a vehicle. He says his supervisor is pretty amazing and that he feels like he is finally able to get back on his feet.

"My journey has been rocky. I have learned that you can find trouble wherever you go," Cletus said.

Cletus made a choice. He recognized that his life was heading down a path that was leading to nothing but hardship and misery and chose to change his trajectory. His course correction brought him through our doors and his hard work has finally helped him get back on the right path.

"But I'm in a better place staying away from all the trouble. I like where I am and all the things that I have now. I'm not going back down that road again," Cletus said.



VISION

To unleash human potential by creating life changing solutions for personal fulfillment and economic independence.

MISSION

Job Point promotes the abilities of individuals seeking employment through innovative training, education and business partnership, enriching the communities where we work and live.

IMAGE

Job Point is mid-Missouri's premier employment center and community development corporation. Since 1965, we have been linking people and jobs.

STATEMENT OF FINANCIAL POSITION FISCAL YEAR 2020

ASSETS	
CURRENT ASSETS	960,160
NET FIXED ASSETS	1,297,447
INTANGIBLE ASSETS	30,590
TOTAL ASSETS	2,288,197

LIABILITIES	
CURRENT LIABILITIES	1,192,248
LONG-TERM LIABILITIES	7,860
TOTAL LIABILITIES	1,200,108

NET ASSETS	
TEMPORARILY RESTRICTED	89,579
UNRESTRICTED	998,510
TOTAL NET ASSETS	1,088,089

TOTAL NET ASSETS & LIABILITIES	2,288,197
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STATEMENT OF ACTIVITIES FISCAL YEAR 2020

SUPPORT & REVENUE	
CONTRIBUTIONS & UNITED WAY	218,177
GRANTS & CONTRACTS	1,044,757
SERVICE FEES EARNED	864,024
OTHER INCOME	20,249
TOTAL SUPPORT & REVENUE	2,147,207

EXPENDITURES	
CLIENT SERVICES	1,690,858
DEVELOPMENT	98,470
ADMINISTRATION	325,335
TOTAL EXPENSES	2,114,663
NET REVENUE & EXPENDITURES	32,544

MATT FINDS MORE THAN A JOB

When Matt Henson first came to Job Point, he was struggling to find a job that he enjoyed. Without a high school diploma and facing challenges with communication, he wasn't confident that he had any options outside of the restaurants he had spent most of his career working in.

"I didn't really enjoy it and I had a hard time keeping up," Matt said. "But it was all I was qualified to do."

Then, he started working with advisor Ranjana Hans. They focused on helping Matt see what skills and experiences he brought to the table and how those could translate into other career possibilities and expanded his job search.

"They helped me get a job at Motel 6," Matt said. "I like it! I enjoy working with everyone there."

He says they also helped him learn how to communicate better on the job and are always available to help him work through issues and challenges as they come up.

Armed with the confidence of a job he enjoys, Matt has turned his focus toward another major milestone: getting his HiSET (High School Equivalency Test), which he hopes to complete soon.



I HAVE A LOT OF LIFE LEFT IN ME

Award of Excellence winner, Nancy DeClue is a seasoned professional. She has decades of excellent experience and continuing education as a registered nurse.

With her impeccable resume, confidence and understanding of how to get a job with a hospital, she had always been able to walk into the recruiter's office and walk out with a job at the pay and hours she asked for.

But after a fall, all of that changed.

"It pretty well put me into disability, but I was only 55 and certainly wasn't going to be able to live on social security," Nancy said.

"Plus, I had a lot of life in me! Unfortunately, I was unmarketable as a nurse," Nancy said.

She tried to figure things out on her own, but ended up back in nursing. After another incident on the job caused even more damage, Nancy knew it was time to seriously look at a different career.

Nancy did her best to navigate the online world of job applications, but struggled to translate her skills effectively. Her job hunt was going nowhere. Through Vocational Rehabilitation, Nancy connected with Job Point.

"When I connected with Ranjana at Job Point, I needed desperately a job." Nancy said. "I was using the Food Bank for food during the week and shuffling bills."

Nancy and her advisor, Ranjana Hans, spent a lot of time talking about Nancy's skills, interests and potential career opportunities. Together, they crafted a resume that showcased Nancy's unique work experience and talents and started applying for jobs.



"They worked day and night to help me find a job," Nancy said. "And then one day, I got a phone call from Easter Seals."

Nancy was invited for an interview and was amazed and relieved when they called her back and offered her the position.

She worked part time for about four months and then COVID-19 hit mid-Missouri. Nancy volunteered to work in the office part-time and deep clean the office to help keep everyone safe.

"For months, I was the only one in the building. But I didn't mind, *because I had a job*," Nancy said.

Things are finally getting back to normal at the office and Nancy says that she is absolutely delighted to be there "watching the miracles that happen every day" because of the work the staff is doing to help young children with autism.

"My goal is to stay there until I can't work anymore," Nancy said. "It's a perfect job and I wouldn't even have known about it if it had not been for Job Point."

"I wouldn't have my dog or be able to buy my own food or have the security that I have now if it weren't for Job Point," Nancy added.

IT'S ABOUT MORE THAN JUST A JOB

Every single day, we help people overcome the barriers that stand between them and the chance for a great life or career opportunity.

Many walk through our doors needing more than just a job. They need an injection of hope. They need someone to look at them and say, **I see you. You are enough. You have value.**

THANKS TO YOU AND YOUR CONTRIBUTIONS, Job Point is more than just a match-maker for people and jobs. We help heal the whole person. We build people up and equip them with the tools they need to succeed in life and in their career.

YOU MAKE THAT POSSIBLE. Whether you are the business owner who gave them a chance, the volunteer tutor who helped them study or the cheerleader who continues to help us celebrate their successes - everything you do here changes lives. **THANK YOU FOR YOUR SUPPORT.**

JOIN US IN SAYING THANK YOU TO OUR AMAZING FY21 BUSINESS PARTNERS!

From large corporations to small start-ups, we are proud to partner with these incredible companies. Just like finding the right job can change your life, so too can finding the right employees. It's not always a perfect fit, but we applaud these businesses for choosing to see the potential of our job seekers and giving them a chance at employment and a better life.

87 Diner	Lakeview Healthcare
A1 Lawn Landscape	Lawn Care
Aerostar Global Logistics	Lenoir Woods
American Dent	Linen King Express Services
American Mowers	Love Coffee
Atkins Maintenance Management	Lowe's Home Improvement
Bluff Creek Terrace	Lucky's Last Resort
The Bluffs	Marshall's
Bob Evans	MBS
Boone Hospital Center	McAllister's
Boonville School District	McBee Cattle Farm
Break Time	McDonald's
Bright Star Care Mid-Mo	Menard's
C&R Market	MG Sturgis
Capital Paving & Construction	Miller's Professional Imaging
Carl Handyman, LLC	Missouri Department of Transportation
Center for Community Alternatives	Missouri Valley Commission
Center Point	Monsanto
Central Missouri Facility Maintenance	Motel 6
City of Columbia	Nanova Biomaterials, Inc
Collision Center	Operating Engineer's Local 513
Columbia Appliance	Papa John's
Columbia Manor	People Ready
Comfort Crew	Perry Legend Collision Center
Comfort Inn	Peters Heating & Air Conditioning
CoMo Construction & Landscaping	Petro Mart
County Line Upholstery	Phoenix Home Care
Cracker Barrel	Pinnacle Projects
D.S.V. Air & Sea, Inc	Pohleman Lawncare
Dana Corporation	Popeye's
Dependable Services	Pro Heat N Cool
Dog Daze	R&D Handyman
Dr. John Seaburg	REMI
Eagle Stop	Restaurants at Southwest
Easter Seals	Schnuck's
Emery Sapp & Sons, Inc	Signal 88
Engineered Plastic Components	South Hampton Place
Express Personnel	Star Heating & Cooling
Fastlane	Steak N Shake
Frech Paving	Subway
Fuzzy's Tacos	Super 8 - Boonville
GrubHub	Tiger Place
Helzberg Diamonds	United Airlines
Heroes	University of Missouri
HyVee	University of Missouri Campus Dining
Iron Skillet	University of Missouri Health Care
Jimmy John's	Unlimited Opportunities
JJ's Café	Valley View Health & Rehabilitation
Job Finders	Vintage Stock
Job Point	Walmart
Joe Machens Dealerships	Walmart - Boonville
Journey's	Walmart - Moberly
Katy Manor	Wendy's
Kentucky Fried Chicken	Wendy's - Boonville
Kentucky Fried Chicken - Moberly	Wendy's - Sedalia
Kindred at Home	Woodley Building Maintenance
Kraft	

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I AM MORE THAN A TEST SCORE

Vernell Chapman, Award of Excellence Winner

Vernell entered Job Point's mental toughness orientation in September 2018, but his initial test scores were far below our program standards for enrollment in YouthBuild. **Yet something about his spirit and commitment created enough chatter amongst staff, that we voted him in.**

He entered just below the literate level in both mathematics and reading, but Vernell refused to accept those scores. Over the next two years, he spent countless hours studying, working with a tutor and our HiSET instructor, Thomas Lutz, to prepare for the HiSET exams.

Vernell has worked hard. He has encountered some setbacks along the way, as we all do in life, but he has never lost focus on his ultimate goal.

He has blossomed into a confident young man. He knows that he has value and that he is worth all of the hours of studying, the hard days at work, and the butterflies in his stomach as he sits down to take each test.

And it has paid off in a big way!

As of today, he has passed 3 of the 5 exams. And he's preparing to take (and pass his final tests.) **He is so close to realizing the dream that he barely dared to dream, but he isn't going to stop there.**



"I want to be secure in my life and have a family. And Job Point has helped me a lot. If it weren't for Job Point, I would not be the person I am today. I am really thankful. I love everyone here," Vernell said.

Vernell says that he knows if it were not for Job Point, he would be living an entirely different life and probably heading down a destructive path. **He is thankful for where he is heading and what his future now holds thanks to what he has already learned.**

In YouthBuild, Vernell worked on more than just his education. He learned to believe in himself and that he can learn and succeed in his studies and on the job. He also says that he learned a lot about loyalty, respect and leadership.

"They helped me see that there is more to this life than what you think and to want more," he said.

Today, Vernell is using the carpentry skills he learned to work at Carl Handyman LLC. He loves his work and knowing that he is building something bigger for himself, too.

EXCELLENCE IN CUSTOMER SERVICE **COLLABORATIVE SPIRIT**
INTEGRITY **ABLE & ADAPTABLE** **CLARITY IN COMMUNICATIONS**

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Job Point Headquarters
400 Wilkes Boulevard
Columbia MO 65201

Visit us online at:

jobpoint.org

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GET HIRED

We are here to help you find the job you've been searching for and learn how to keep it.

HIRE OUR CANDIDATES

Looking to hire someone great for a specific job opening? Submit it online at jobpoint.org/post-a-job

ENROLL IN A COURSE

Train for your dream job!
Visit jobpoint.org/train-for-a-job

VOLUNTEER

We are always looking for volunteers to help our students and job seekers!

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Your gift helps change lives!
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