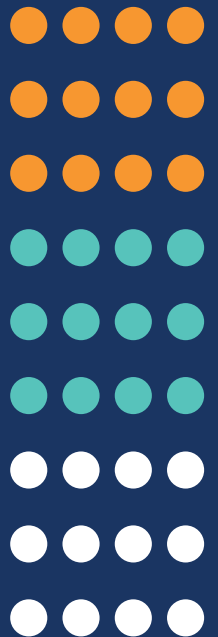




# IMPACT REPORT 2024



HOPEWORKS 2024

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## From The Leadership

# Dear friend,

A homeowner.

A business owner.

An ambitious, high-performing employee at an international firm who also takes the time to mentor other young adults looking for work.

When you read stories about Camden, about Kensington, and about unemployed young adults across the region, you don't often hear about these stories, but these are stories we see every day.

In fact, these are just some of the stories you will find in these pages. Stories of driven, ambitious young adults who are changing their lives, the lives of their families, and the lives of everyone they come in contact with.

These are the stories of Hopeworks, and the stories we see each day. They are also, in many ways, your stories as well. These are the stories, driven by the ambition and drive of our young adults, that you help make happen every day with your support, your donations, your mentorship, and your care.

Please take a moment to enjoy the stories in these pages. More than ever before, with your help, Hopeworks is changing lives by the hundreds. Thanks for making it possible!

Dan Rhoton, Hopeworks CEO



## BOARD OF DIRECTORS

### PRESIDENT

**Mark Sarvary**

Retired CEO and President

### VICE PRESIDENT

**Melissa Smith**

Director of Strategy, Holman Enterprises

### TREASURER

**Ashok Madhavan**

Treasurer & Vice President for Campbell Soup Co. and Treasurer & Vice President for Snyder's-Lance, Inc. (Retired)

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**Lou Rodriguez**

President/CEO of Rodriguez Consulting

**Don Shields**

Sr. Vice President, American Water

**Deirdre Ruttle**

Chief Marketing Officer at InstaMed, a J.P. Morgan Company

**Dan Rhynhart**

Partner, Blank Rome

**Alice Fei**

Vice President of Human Resources at Comcast

**Willem Schrieks**

Senior UX Designer at Comcast Business

**Lisa Folks**

VP Community Development Officer at PNC Bank

### EMERITUS

**Dr. Sandra Bloom**

Co-Director at Center for Nonviolence and Social Justice, School of Public Health, Drexel University

# STORY



## ANGEL SANTANA - Angel's Leap into the Tech Industry

Angel's story is one of transformation and growth. As a first-generation college graduate from Wesleyan University with a passion for music, Angel initially pursued a career as a music journalist and concert organizer. However, driven by a desire for stability and fulfillment, he sought a new direction and found his way to Hopeworks. Here, he embarked on a journey of discovery, learning new skills and exploring the tech industry—a field he had always been curious about but had never ventured into before.

Throughout his time at Hopeworks, Angel has built a strong network of support, forming meaningful connections with fellow young adults and mentors. These relationships have been crucial in his professional development, providing a sense of camaraderie and a strong support system that has been instrumental in his success. Angel is now employed full time at CDW as an Account Representative!

**"Hopeworks has been a beacon of change in my life, offering a transformative journey that has reshaped my career trajectory. As a music major transitioning from the music industry, I was seeking a fulfilling and stable job. Through the program, I found not only a supportive community of motivated individuals but also a gateway to the tech industry, an area I had always been curious about but had never explored. The opportunities provided by Hopeworks allowed me to learn new skills, discover my passion for technology, and ultimately carve out a rewarding career path."**



## KARRYN BROWN - Karryn's Journey of Resilience

Karryn's story is a remarkable journey of resilience, creativity, and success. Once a GIS Intern at Hopeworks, Karryn has also established herself as the founder of a unique custom art business. However, her path was not always smooth. During the pandemic, Karryn faced significant challenges, including three years of unemployment and the weight of social anxiety.

The turning point came when Karryn joined Hopeworks. In our supportive environment, she found the tools and encouragement needed to overcome her personal obstacles, gain independence, and achieve financial stability. This experience has been transformative for Karryn, empowering her to rebuild her confidence and chart a new course for her future.

Today, Karryn is celebrating a new chapter in her professional journey—she has recently been hired by UPenn as an Animal Lab Assistant. Her deep passion for animals, coupled with her exceptional management skills, has prepared her well for this exciting role.

Reflecting on her time with Hopeworks, Karryn shares, **"Hopeworks has helped me feel a lot more independent. I have way more links of support than I thought I did. I really love the program and admire what Hopeworks is doing."**



# STORY



## MARVIN HERNANDEZ - Marvin's Path from PA to QA

Marvin Hernandez's path through Hopeworks began just a year ago, when he decided to shift gears from his career in TV production and PA work to explore new horizons. Driven by the desire to elevate his career and expand his professional network, Marvin joined Hopeworks, seeking growth and new opportunities.

In just five months, Marvin's dedication and hard work made a remarkable impact. He embraced every chance to network, participated actively in all events, and seized every opportunity that came his way. His commitment and proactive approach have not only enhanced his skills but also opened doors he had only dreamed of before.

One of the most significant outcomes of Marvin's efforts is his new role in the QA department with our partners at Holman. This position marks a transformative moment in his career, reflecting his determination and the valuable experiences gained at Hopeworks.

**"From the moment I walked into Hopeworks, I knew I was in good hands. Every department had my best interest in mind, whether it was finance, networking, or accessing resources. The connections and experience I gained in just five months are incredible. I am so grateful for the decision I made to join Hopeworks. This experience has not only changed my life but also that of my family, setting us on a path to a brighter future. I wholeheartedly recommend Hopeworks to anyone looking to enter the tech industry or advance their professional career."**



## SANAA IGBOKWE - Embracing Change and Achieving Independence

When navigating life, personally and professionally it is important to be able to pivot when necessary. Sanaa, who graduated from Syracuse University with a degree in Applied Data Analytics, joined Hopeworks at a crucial juncture after finishing their studies. Faced with the challenge of transitioning from academic life to a professional career, Sanaa sought to broaden their opportunities and find a supportive environment to thrive.

Sanaa's journey has been nothing short of extraordinary. They have successfully moved from a transitional phase to achieving financial independence and establishing themselves as a capable professional. Sanaa states,

**"Post-graduation, I was unsure how to enter the workforce while staying true to myself. I aimed to create a career path that felt authentic to me. By connecting with the community, expressing my vulnerabilities, and discovering available resources, I found the support I needed. One of the most important lessons I learned at Hopeworks was recognizing the strength of my own determination and commitment. Though I sometimes struggle to fully appreciate my achievements, the support I received has helped me build confidence and trust in my journey."**

Sanaa's story is a shining example of the true impact Hopeworks can have on individuals. It underscores the value of community support, perseverance, and the possibilities that arise when people are encouraged to follow their authentic path. Congratulations, Sanaa! We're excited to see all the future successes you will achieve in your new role at Launchpad.

## JORDAN SHIRER - Jordan Ignites New Opportunities

Jordan Shirer joined Hopeworks after hearing about our program and knew that it would be a great opportunity for him to change his life. After completing his training, internship, and a grueling testing and application process, Jordan was accepted into the Philly Shipyard Apprenticeship Program for welding! This is an intensive 3-year program where he will learn numerous trade skills. Jordan passed a mechanical aptitude test and was chosen out of 400+ applicants!

Looking ahead, Jordan envisions a future full of possibilities. **"The welding trade is expansive and in high demand right now,"** he explains. **"In three years, I see myself possibly starting my career in Georgia with my family. I also have a brother in the military who has inspired me to consider a career transition into the military as well."**

Jordan offers valuable advice to those who are about to begin their own journey with Hopeworks. **"Take the program seriously and move at your own pace,"** he advises. **"Hopeworks can truly make a difference in your life. If you come in with the determination to improve yourself, there are endless possibilities ahead. Remember to take your time and don't rush; you're young and have plenty of time to figure things out."**

## ZIANY GUNTHER - Ziany Lee's Entrepreneurial Spirit

Ziany is a Camden native and graduate of Creative Arts High School. During her time there she was interested in Fashion Design, Entrepreneurship, became Class President, and even started a beauty business - Ziany Lee Luxury Bar. Instead of going the traditional job route, she is self-employed and building out her business in the beauty, hair, makeup, etc industry.

Ziany joined Hopeworks to further develop her skills, grow her network, and open up to new opportunities. Ziany has proven to be a natural leader, hard worker, and infectious light since she joined the Hopeworks community. Her work in Camden helping young adults who deal with homelessness also led her to recently being accepted onto the Jobs for the Future (JFF) Young Adult Leaders Council!

**"I'm so grateful for my Hopeworks family, thank you for the abundance of support! This will be my forever family."**

## MICHELLE TRAN - Michelle Tran's Tech Takeoff

Congratulations to our very own Michelle Tran who has been hired full-time by Holman as a Developer Analyst. Michelle was looking for a career and life change when she connected with us. She was previously in the healthcare field and completed a nursing degree from Rutgers. After spending several years in the field, she decided she wanted to pursue tech - great idea!

When Michelle arrived, she already had a solid knowledge of coding and had completed numerous boot camps - even receiving a Certificate in Full Stack Web Development. Things came full circle through hard work when she was able to make the connections possible to land her first tech job!

**"I'm so excited about this next step in my journey. I am always eager to learn and expand my horizons, and I know this opportunity will allow me to further build upon my current skill set. Thanks to everyone at Hopeworks who helped make this opportunity possible."**

The beauty of this story amongst others is that everyone finds Hopeworks at different times in their lives. Through the work we do here, it's amazing to see the journeys each person takes to finally end up at their dream destination!

# STORY



## EDWIN LLABRERAS - Edwin's Balancing Act

School, work, training, family, friends, internships, the life of a Hopeworks young adult can be extremely hectic. Edwin Llabreras knows this firsthand, as a Dual enrollment program having to juggle rigorous schoolwork with our hands-on training. He not only did it, but he did it well!

Utilizing an introspective lens, Edwin shared, **"Honestly, the switch has been very different, but I'm extremely excited to see where the future takes me, and this is the first step into pursuing a career in the future. My hope with this job is to do things I enjoy and continue to find my passion."**

Edwin has now secured a full-time position as a Service Coordinator at Holman. Edwin's unwavering dedication and the support he received from the Hopeworks community have equipped him with essential skills like interview preparation, professionalism, and effective communication—areas where he once faced challenges.



## DYMIR AKINS - Determined to Dominate

Dymir Akins is another success story of an ambitious Hopeworks alumni who started off as a dual-enrollment program student. Dymir embodies what it means to hustle and grasp an opportunity when it arrives. His story proves that being young or living in an environment with many external obstacles meant to hold you back, does not have to stop you.

A few impressive stats that we can share about him - Dymir started and has maintained a profitable vending machine business, he placed 1st in our Pitch Competition where he successfully pitched his business to top industry leaders, and accepted a full-time job at a real estate company!

**"I'm so excited about this next step in my journey. I've faced a few obstacles during this time, but they have only helped my growth. Thanks to everyone at Hopeworks who helped make this opportunity possible."**

Anyone who has interacted with Dymir will tell you he is a natural entrepreneur with incredible drive and resiliency. We are so proud of every bit of his success!

# WEB AND GIS STORIES

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## Kensington Corridor Trust

With a focus on Climate and Environmental Impact, Hopeworks GIS team partnered with Kensington Corridor Trust to create an Interactive Web Map and Story Map. The maps' geographic footprint is located on Kensington Ave between Lehigh and Glenwood. It contained data layers that can be displayed individually or together such as: Transit, lead data, construction permit data, poverty and census tract data, and purple monitor air quality data.



## City of Burlington

The City of Burlington project is a Web Department Project and the largest sale for the department in this FY. Burlington was looking for a more modern website that is accessible and easy to navigate. Their goal was to provide a better user experience, while also being an effective tool for residents, partners, and visitors. In return, Hopeworks created a dynamic and functional website that is also an effective marketing tool. Key functions included compelling visuals, accessibility audit, and a clear call to action.



## PHL Tree Inventory & Renewal

The PHL Tree Inventory & Renewal project included our GIS team performing an inventory for the Philadelphia Airport. Our team utilized a GPS-based data collection system to conduct a thorough inventory of the trees on and around the airport property. We will ensure that all necessary data fields, such as species, size, condition, and maintenance recommendations, were accurately recorded and organized in a GIS deliverable. After much success, the airport renewed the contract for \$175,000.

Two vertical bars, one orange and one teal, are positioned to the left of the Hopeworks logo.

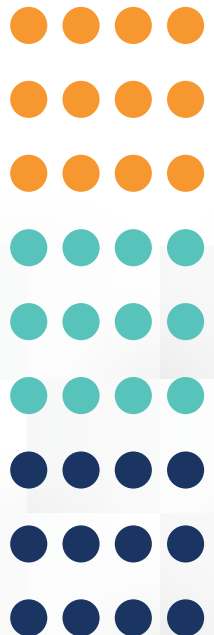
**HOPE  
WORKS**



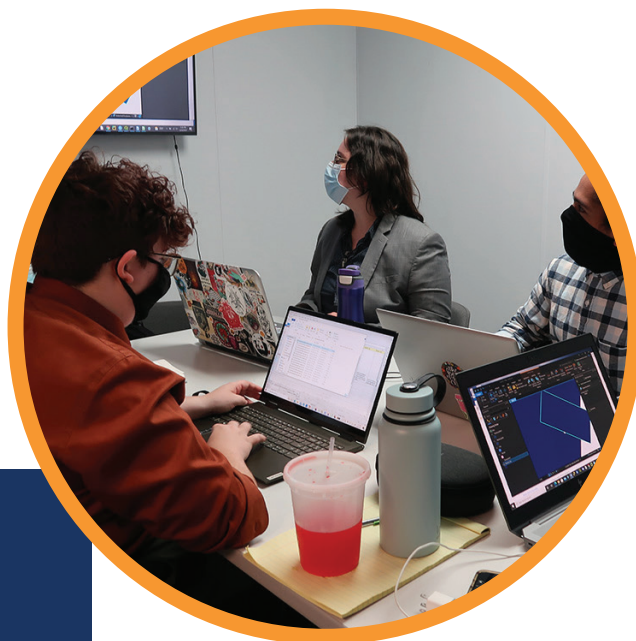
# AWARDS / EARNED MEDIA

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- Hopeworks Named a Fire Awards Honoree
- Hopeworks and Truist Win Philadelphia Business Journal Partners of Philanthropy Award
- Angel Serrano Named Outstanding Fundraising Professional of the Year
- Lawrence Burden and Onna Jones Named 2024 Nexus Fellowship Recipients
- Hopeworks and American Water Recognized with WRA Award
- Cooper University Health Care Launches EMT Training Program in Partnership with Hopeworks
- Hopeworks Awarded 2023 American Water Charitable Foundation Workforce Readiness Grant
- Hopeworks' H.O.P.E Summit Empowers Aspiring Professionals to Advance their Careers
- Hopeworks Camden Empowers Entrepreneurs with 6th Annual Spring Pitch Competition
- Hopeworks Kensington Training Expansion Thanks to \$1 Million Gift



# OUTCOMES & FINANCIALS



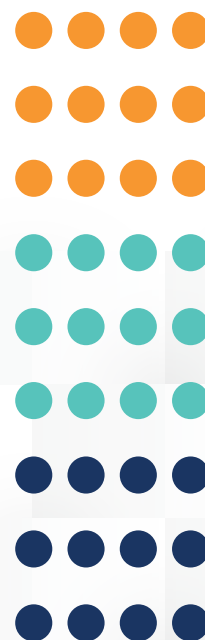
**PHILANTHROPIC REVENUE**  
**\$7,261,700.62**

**BUSINESS INCOME**  
**\$1,070,203.92**

*\*Note: FY2024 unaudited figures.*

## IMPACT NUMBERS

- **129** full time jobs
- **\$1,562,917.27** wages paid
- 12-mo retention - **93%**
- High school diplomas - **14**
- College credits - **84**
- Average Salary - **\$41,346**



# DONOR LIST

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## DONORS AND SUPPORTERS \$50,000 OR MORE

Bank of America Corporation  
Camden County Department of Health and Human  
Services  
Camden Lutheran Housing, Inc  
Chappell Culpeper Family Foundation  
City of Philadelphia Pennsylvania  
Comcast  
Connelly Foundation  
Dell Foundation  
Hummingbird Foundation  
John Langan and Judith Nadell  
Life Science Cares - Philadelphia  
PA Department of Labor & Industry  
Patricia Kind Family Foundation  
Richard and Donna Forman  
Rutgers Rowan Board of Governors  
Spring Point Partners  
Steven & Alexandra Cohen Foundation  
Switchpoint Foundation  
United Way of Greater Philadelphia and  
Southern New Jersey in Camden County  
William Penn Foundation



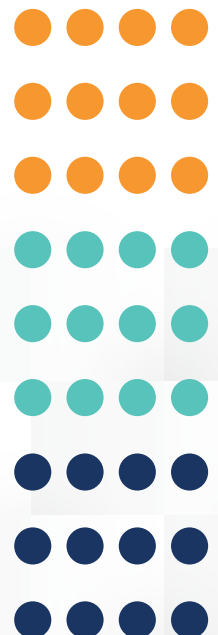


# DONOR LIST (CONT'D)

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## DONORS AND SUPPORTERS \$10,000 - \$49,999

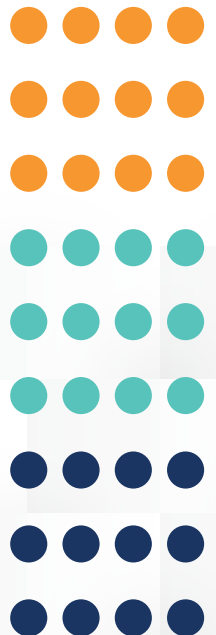
American Water Foundation  
Arbor Rising  
AT&T Foundation  
Block, Inc.  
Camden Community Partnership  
Campbell Soup Co  
CCCADA  
City Of Camden  
Community College of Philadelphia  
Corps Network  
Gerald B. Shreiber Foundation  
Haines Family Foundation  
Hamilton Family Charitable Trust  
Holman Enterprises  
Josh Angotti  
Justice System Partners  
Lincoln Financial Foundation  
Macy's  
Marcos Lopez  
Michael Romankiewicz  
NJ STEM Strategic Advisory Board



# DONOR LIST (CONT'D)

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Opportunity Youth Schools  
Otsuka Precision Health (OPH) formerly ODH  
Paul Molnar  
Philadelphia Eagles  
PNC Bank  
Santander Bank  
SEER Interactive  
Simran Sidhu  
South Jersey Young Professionals Association  
Subaru  
The Burton and Mindy Cohen Foundation  
Truist  
United Airlines  
Verizon  
VoIP Doctors



# HOPE WORKS

Recode your future.

