

Grace Matters

SPRING/SUMMER 2018: 2017 ANNUAL REVIEW



GRACE
INSTITUTE

Inside This Issue

- 1 Grace Today
- 2 2017 Grace Institute Demographics & Results
- 3 2017 Budget Breakdown
- 4 2017 Grace Institute Donors
- 7 Life After Grace: Thoughts from Grace Institute Alumna
- 8 How to enroll and support

“Grace Institute simply wouldn't be what it is without all the different constituents who make up our community.”

Grace Today

Notes from the desk of Brigid Lang, Executive Director

One of Grace Institute's most defining characteristics is our strong and supportive community. Participants and alumnae, corporate and employer partners, volunteers, donors, and staff together create, contribute to and nurture our community spirit. Grace Institute simply wouldn't be what it is without all the different constituents who make up our community.



In 2016, we launched a two month sector-focused evening program for Patient Service Representatives to train participants for administrative roles in medical offices and hospitals. We wondered if we could achieve the same sense of community for the participants in such a short time. And I'm pleased to report that we did!

The sense of community in all of Grace Institute's programs comes from participants supporting one another, giving each other the space to determine their goals, coming together to work through challenges, and learn new skills.

It comes from volunteers and corporate partners bringing their all, committing themselves to help. It comes from donors wanting to know how they can help and support our participants.

It comes from employer partners who find a place for the participants in their offices.



GRACE
INSTITUTE

Page 2

And of course, it comes from the friends and family who help our participants with personal responsibilities while they are engaged in our programs.

Most importantly, the lasting sense of community at Grace Institute comes from everyone's willingness to work together and make one other feel that they are where they need to be. With every new class there is a renewed sense of community and commitment to the mission of Grace Institute.

We are all here at Grace Institute for a common purpose – to provide an environment of support and training for women to find jobs and retain those jobs, transforming their lives and the lives of their families. We can't do it alone.

Thank you to all the members of our community for supporting Grace Institute and the women who commit to our programs.

2017 Grace Institute Demographics

Grace Institute empowers unemployed and underemployed women in the New York City area to achieve employment and economic self-sufficiency. In 2017, we served a total of 320 women. Here is a breakdown of the 2017 class:

Age	
18-24	19%
25-44	47%
45-64	34%
Total	100%

Borough	
Brooklyn	34%
Manhattan	20%
Bronx	17.5%
Queens	17.5%
Staten Island	8%
Other	3%
Total	100%



GRACE
INSTITUTE

Page 3

2017 Participant Statistics:

- Average personal income is \$6,000 or less annually before joining Grace Institute
- 80% are women of color, primarily African-American and Latina
- 30% are in or have been in domestic violence situations
- 40% are single mothers
- 40% are dealing with housing issues (i.e. eviction, homelessness, co-habitation)

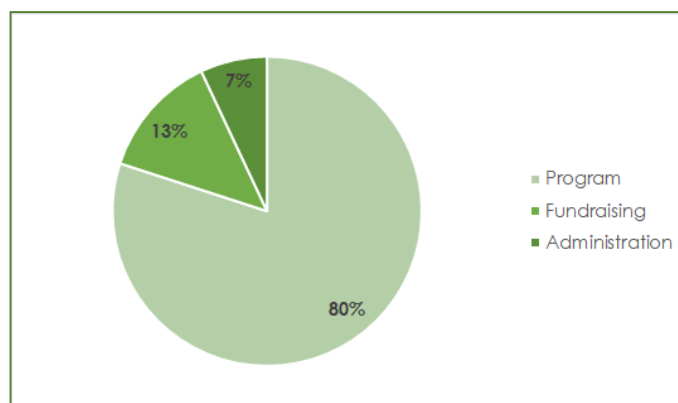
Grace Institute Results

Grace Institute is proud of the program's historical outcomes with regard to graduation, placement and earning power:

- 80% graduation rate
- 80% job placement rate in one year (10 percentage points higher than comparative programs)
- 65% job retention rate at one year after hire (20 percentage points higher than comparative programs)
- \$32,000 annual starting salary compared to an average of \$6,000 annual personal income prior to the program

2017 Budget Breakdown

In 2017, 80% of Grace Institute's budget of \$3.6M went directly to program expenses.





GRACE
INSTITUTE

Page 4

2017 Grace Institute Donors

We are most grateful to our 2017 donors. Each contribution helps move women towards employment and financial sustainability. Thank you to our donors for investing in Grace Institute and the women who commit to our program.

Corporate & Foundation Donors

\$100,000+

American Securities
Robin Hood Foundation
Santa Maria Foundation, Inc.

\$50,000+

The Ira W. DeCamp Foundation

\$25,000+

The John J. McDonnell Margaret T. O'Brien Foundation
J.T. Magen & Company, Inc.
The Thompson Family Foundation, Inc.

\$10,000+

Catholic Charities Archdiocese of New York
Howard Gilman Foundation
Wells Fargo Foundation
Women's Bond Club

\$5,000+

Bank Leumi
Brown Advisory
The Capital Group Companies
Goldman Sachs
The Helena Segy Foundation
LexisNexis
Manhattan Mechanical Contractors, Inc.
Morgan Stanley
Morgan Stanley Private Wealth
Management
Oppenheimer Funds
Principle Quest Foundation
Thomson Reuters
W.R. Grace Alumni Association





GRACE
INSTITUTE

Page 5

2017 Grace Institute Donors

Individual Supporters

\$10,000+

Patrick and Margaret Grace
Patricia Montgomerie
R. Ted and Sheila McCarthy Weschler

\$5,000+

Dr. Georgette Bennett and Dr. Leonard Polonsky
Theresa Grace Sears and Richard Sears
Liz Hershfield
Richard R. Hough III
Laurie Platek
Diane Reyes
Iva Vukina

\$1,000+

Michael Arnot
Joseph A. Boshart
Mary Burke
Mariette Graeme Campbell
Wendy Davies
Brendan and Vivienne Doyle
E.A. Farone
Peter Gleason
Susan Green
Anthony Grillo
Winston and Helen Guest
David and Lorraine McKenna-Hendricks
Rita Jakubowski
Sarah M. Kanés
Nandhita Karunanithi
Brigid Lang
Peter Moore
William H. Newman and Nancy J. Newman
Mary Beth O'Connor
Maureen O'Toole

Andrew J. Passeri
Vincent Pomeranz
Christina Ramelli
Judy Rice
David and Anna Rich
Norman R. Sanyour
Sonia Satra
Alan Seget
Lisa Sullivan
JS Wynant

\$500+

Mary Barbee
William and Sylvia Barone
Charlotte Beyer
Joy Ellen Billhardt
Renee M. Brown
Sherisse Brown
Mary Deatherage
John Dempsey
Catherine M. Dillon
Noreen Doyle
Franklin T. Gaeta
Vincent Gandolfo
Erin S. Gore
Margery Grace
Linda Lao
Joan Ellis
Amy and Brett Harsch
Bret Halverson
Leela Hauser



GRACE
INSTITUTE

Page 6

2017 Grace Institute Donors

Tonya Jarvis
Peggy Klaus
Richard and Nedra Koplin
Clare Ludgate
Laura Matiz
Bill and Kathleen McBride
Sally and Thomas Megear
Cayre and Alexis Michas
Maria R. Morris
Linda Zwack Munger
Maureen C. Neckles
Norman Nelson and Robin Reardon
Laurice Ponsoi
Catherine J. Rotolo
Winthrop and Mary Rutherford
Samir Shah
Gillian Shepherd Mestre
Matilde Acerra Skelton
Tom Watson
Teresa Wingate and Peter Piccolomini
Barbara Yastine
Linda Zwack Munger
Maureen C. Neckles
Norman Nelson and Robin Reardon
Laurice Ponsoi
Catherine J. Rotolo
Winthrop and Mary Rutherford
Samir Shah
Gillian Shepherd Mestre
Matilde Acerra Skelton
Tom Watson
Teresa Wingate and Peter Piccolomini
Barbara Yastine

\$250+

Jane Anton
Nektarios Bellas
Jim Brasher
Holly Cohen
Majla Custo
Jennifer Giacobbe
J. Peter Grace IV
Mr. and Mrs. William Hilburn
John and Mary LaMattina
David W. Laughlin
Kenneth Levien
Dan Lunde
Pedro F. Mata
Maria Rengifo
Mark Shelnitz
Jared Smith
Rachel Weiss

*"Each contribution
helps move women
towards employment
and financial
sustainability."*



GRACE
INSTITUTE

Page 7

Life After Grace: Thoughts from Grace Alumna

Throughout the 20th and 21st centuries, over 100,000 women at Grace Institute have learned skills needed to successfully enter the workforce. In celebration of these women, some reflections from Grace Institute alumnae:

"It's amazing to see how much help is available to you if you're willing to ask, especially when it's to help you develop yourself."

– Inetha Smith, Class of August 2016

"I knew I would grow. My skills were recognized and I'm now on my fourth promotion. It's amazing how things come full circle."

– Charmaine Bourbon, Class of 1986

"I found Grace Institute to be a safe and supportive place for me to regain my confidence, reflect, and take the next steps for my career."

– Alberta Torres, Class of August 2017

"From the first day, the Grace experience was so welcoming, encouraging, inspiring and warm. Throughout the whole program, it has been nothing but a community of sisterhood."

– Gabrielle Hernandez, Class of February 2017





GRACE
INSTITUTE

Page 8

Enroll in Grace Institute

Grace Institute serves 300 women annually through two programs:

- **Administrative Professional Program** Training in office technology, keyboarding, professional development, administrative skills and a host of other program activities and support services.
- **Health Sector Program Professional** Training in patient diversity, insurance, EHR (Electronic Health Records), professional development, office technology, and other program activities.

If you have questions or would like more information, contact our Participant Engagement team at 212.832.7605 ext. 1650 or admissions@graceinstitute.org or visit our website: <https://graceinstitute.org/enroll/>

Hire Grace Institute Graduates, Host an Intern, Help Develop Talent

Grace Institute can help you find the right candidate for your hiring requirements. We also appreciate your review and feedback on our training program so that we can continue to develop a pipeline of talent. Our program is constantly evolving to meet ever-changing business needs.

To begin interviewing qualified Grace Institute candidates, host an intern, or contribute feedback to our program, contact Director of Employment Services Kathleen Vaughan (212) 832-7605 ext. 1617 or kvaughan@graceinstitute.org

Support Grace Institute

Grace Institute could not service our participant community and support alumna without our supporters. Grace Institute is a 501(c)(3) non-profit organization and contributions are tax-deductible to the fullest extent of the law. To make a gift, you can visit our website: www.graceinstitute.org or mail to:

Grace Institute
40 Rector Street, 14th Floor
New York, NY 10006

To make a gift over the phone, donate stock, or to learn more about making a planned gift to Grace Institute, please contact Director of Development, Christina Ramelli at cramelli@graceinstitute.org or 212-832-7605, ext. 1621.