

2019 - 2020 | FISCAL YEAR

EXPERIENCE

EXPLORE

EXPAND

A YEAR OF RESILIENCE AND OPPORTUNITY

THE POWER OF YOUR SUPPORT

Thank you for standing with us during a year of breathtaking challenge and change! Thanks to dedicated supporters like you, EXP's 2019-2020 fiscal year began July 1, 2019, with all the enthusiasm and exuberance worthy of a 20th anniversary celebration. Building upon our 20 years of steady programmatic growth, we also launched year one of an ambitious 5-year strategic plan with bright expectations. Little did any of us know of the tremendous challenges our society would be facing just 9 months later.

It is only with your faith in our vision and the power of your support that EXP was able to weather the societal storms that brewed up in our last fiscal year and adapt our program delivery to continue providing high quality career education experiences to the 6,300+ high school youth we served.

We also achieved several of our strategic plan goals for year one! We began to stretch our traditional service model to offer life-long career support to our thousands of alumni and introduce EXP to additional college students and young working professionals. We promoted the virtuous circle of volunteerism and philanthropy among our alumni, who have increasingly become our most popular classroom speakers, dedicated mentors, and, in the case of Victor Ibarra, ITA Class of 2011, a highly respected member of the EXP Board of Directors.

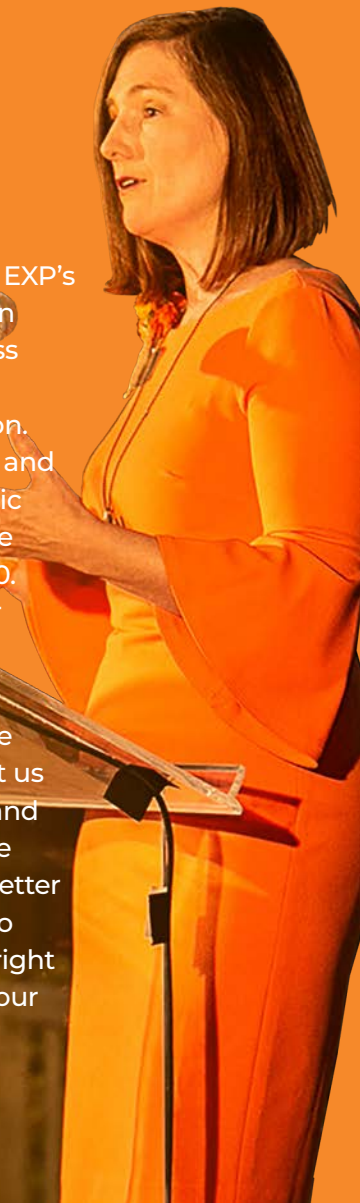
"Cultivate Organizational Excellence" is a cornerstone of EXP's values. As part of our strategic plan, we moved forward in building programs that would increase equity and access for our most marginalized students, while affirming our commitment to diversity and inclusion as an organization. In July 2019, we established a board-led Diversity, Equity and Inclusion (DEI) Committee to implement a set of strategic objectives that later became decisive actions in the wake of the tragic events that unfolded in the summer of 2020. By the end of February, we were on track to meet all our performance metrics across all of our departments and within our Board of Directors.

The EXP team displayed a level of resiliency and fortitude that literally brought tears to my eyes as CEO. What kept us going through the darkest days of the early pandemic, and the tragic summer of social unrest that followed, was the unflinching belief that our work to prepare students for better lives in the future required that we do whatever it took to remain being fully present when they needed us most, right then! Today, EXP is a stronger organization because of your support and belief in our shared vision.

Thank you!



Amy Grat, CEO, EXP



MISSION: EXP Prepares Students for a Better Life.

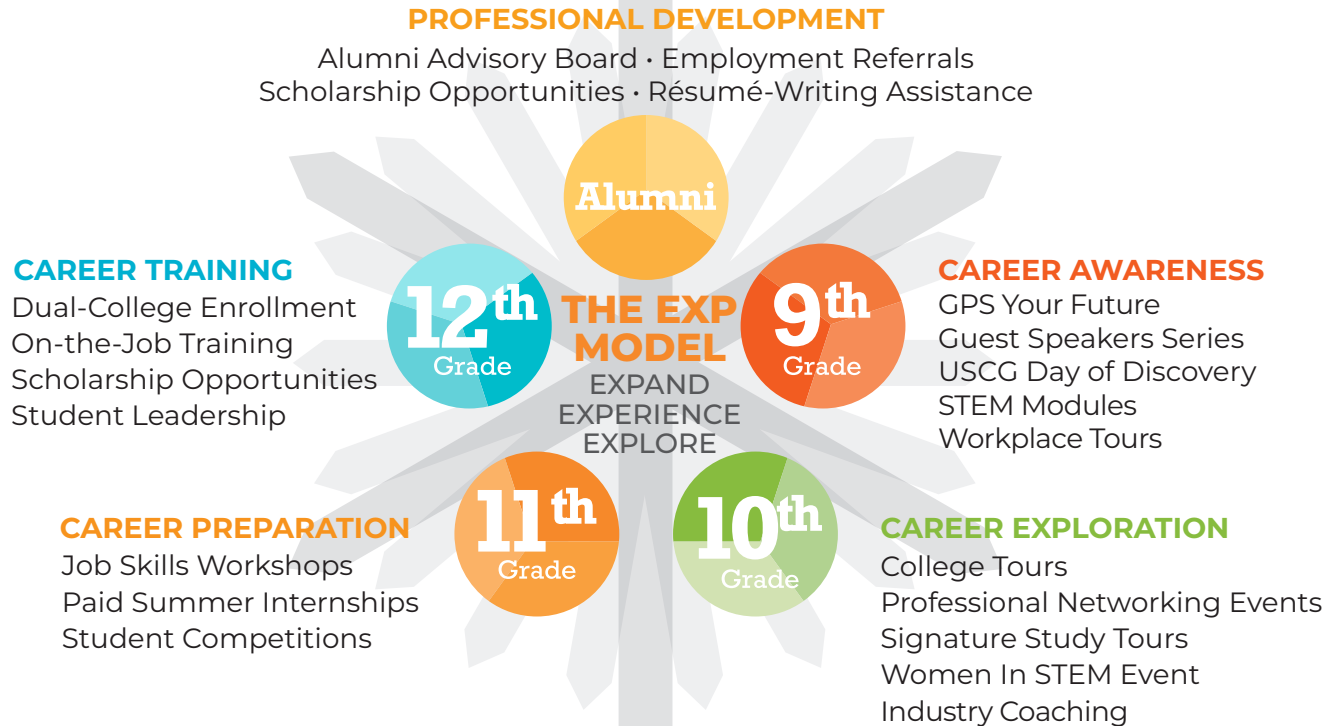
Our programs help young people gain experience, unlock doors and build the confidence they need to succeed in school, career and life.

Students in EXP's programs gain self-confidence and determination through hands-on, experiential, work-based learning activities. Our innovative programs and services are strategically designed to provide at-risk students exposure and experience needed to prepare them for STEM and other high-skill, high-growth career paths.

“EXP was an amazing source for me and it really helped me to see life in a different perspective. EXP helped me to figure out my career.”

– Rebeca G.

BETA Pathway, Narbonne High School, Class of 2020

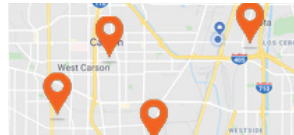


EXP's HISTORY OF

PREPARING STUDENTS FOR CAREERS AND LIFE

“ Today, thanks to all of you, the EXP family has grown exponentially. The sober reality today is that right now there aren't oceans of opportunities available for our students—they are struggling to find mere puddles of possibility. They look to us adults for hope and guidance. Through the power of your support, EXP will continue to be there for them, today and in the future. ”

– Amy Grat, CEO, EXP



1999	2000	2001	2005	2007–2008	2010	2010	2017	2018	2019	2020
INTERNATIONAL TRADE EDUCATION PROGRAM, INC.	THE FIRST CLASS OF INTERNATIONAL TRADE ACADEMY (ITA) STUDENTS	FIRST SUMMER INTERNSHIP PROGRAM	U.S. COAST GUARD DAY OF DISCOVERY AT LA-LONG BEACH SECTOR	SERVING MORE SCHOOLS	LAUNCH OF "ITEP TEN POINT PROGRAM"	INAUGURAL GPS YOUR FUTURE® CAREER DISCOVERY EVENT	WOMEN IN ENGINEERING CAREER DAY	EXP REBRANDS	RECORD NUMBER OF EXP INTERNS	HEART IN THE HARBOR WITH EYE ON THE FUTURE
Established by maritime industry leaders and a former Port of Los Angeles Harbor Commissioner to bridge the gap between the industry's need for a skilled workforce and local high school's struggle to graduate students.	of Phineas Banning High School in the LA Harbor Community of Wilmington	Places 15 interns from the ITA with 7 companies.	The beginning of a highly successful, collaborative partnership between US Coast Guard, POLA, and EXP. The program introduces students to many career possibilities available with the USCG.	Expands to additional schools in the LA harbor region and to Barstow High School.	All EXP activities are brought into a single program model, opening the door to new growth and expansion.	More than 200 students from 3 high schools explore careers with 24 companies. In 2019, we host nearly 500 students from 13 high schools with nearly 50 exhibitors and 25 guest speakers.	What begins as a speaker series with a handful of engineers and 100 students at Carson High School becomes an event to introduce young women to future career possibilities in STEM. We rebrand it to Women in STEM Career Day in 2019.	Building on all ITEP has done, we change our name and branding. EXP captures the organization's entrepreneurial drive, while honoring our enduring legacy in the Port of Los Angeles.	A record number of 153 high school youth complete our Internship Program and gained work experience with a six-week paid summer internship. More than 71 employers host our student interns.	Celebrating our 20th anniversary, we launch a five-year strategic plan to expand our reach and services. We also begin providing virtual programming for remote-based learning.

SUCCESS: **ONE STUDENT** AT A TIME



MAKING A DIFFERENCE: **ONE OPPORTUNITY** AT A TIME

2019–2020 EXP-SUPPORTED SCHOOLS & PATHWAYS

Barstow High School

- Mojave Express Logistics Academy (MXP)
- Science, Technology, Engineering, Arts, and Mathematics (STEAM)

Carson High School

- Environmental Science, Engineering, and Technology (ESET)
- Global Business, Law, and Government (GBLG)
- Performing Arts and Media Arts (PAMA)

Gardena High School

- Global Business Magnet (GBM)

Lawndale High School

- Marine Science Academy (MSA)

Leuzinger High School (Lawndale)

- Environmental Careers Academy

Manuel Dominguez High School (Compton)

- CTE Culinary Pathway
- CTE Business Pathway

Nathaniel Narbonne High School (Harbor City)

- Business Entrepreneurship Technology Academy (BETA)

Phineas Banning High School (Wilmington)

- Global Environmental Science Academy (GESA)
- Global Safety and Security Academy (GSS)
- International Trade Academy (ITA)
- Maritime, Agriculture, Tourism, Cuisine, and Hospitality (MATCH)
- Pilot Academy of Technology and Health Science (PATHS)

Rancho Dominguez Preparatory School (Long Beach)

- Science, Technology, Engineering, Arts, and Math (STEAM)

San Pedro High School

- Business Academy
- Global Environmental Academy

Nearly
6350
High School
Students
Served.

EXP EVENTS 2019 – 2020

Alumni-Industry Mixer



EXP held its first alumni-industry mixer last year to help our student alumni stay connected and engaged with local employers. The event attracted 100 industry and alumni guests.

GPS Your Future Career Discovery Event



Students participated in the 10th annual career discovery event, which featured 54 exhibitors and 17 guest speakers who introduced the students to set their sights on future career possibilities.

Orange County Breakfast Series



We extended the EXP brand and thought leadership into Orange County, through a series of Power Breakfasts that convened 25 industry and 37 community college educators to discuss strategies for preparing students for the jobs of the future.

U.S. Coast Guard Day of Discovery



This year, 405 students and 100 volunteers participated in a full day of hands-on career discovery activities at the U.S. Coast Guard Los Angeles-Long Beach Sector.



Women in STEM Career Day

370 female high school students had a chance to meet with more than 100 women STEM professionals who inspired them about careers in growing fields of science, technology, engineering and math.

Oceans of Opportunity



On June 2nd, 200 viewers tuned in to watch EXP's YouTube premiere of Oceans of Opportunity: A Virtual Awards & Scholarship Celebration.

The 30-minute live video presentation recognized the EXP scholarship students who shine, educators who inspire, volunteers who motivate, and business partners who set the spark and keep the flame burning. Since the live event, more than 1,000 viewers have watched the event recording, which continues to reside on [EXP's YouTube channel](#).

Alumni Mixer

Special thanks to our lead partner Prologis

GPS Your Future

Special thanks to our lead partners: Port of Los Angeles and Prologis

Women in STEM

Special thanks to our lead partner Marathon Petroleum Corporation

Oceans of Opportunity

Special thanks to our lead partners: Carnival Corporation, Marathon, Port of Los Angeles, Ports America, Prologis, Valero, Watson Land Company, Yusen Logistics

STUDENT ETHNICITIES

Latinx = **70%**
African American = **15%**
Asian/Pacific Isl. = **7%**
White = **5%**
Other = **2%**
American Indian = **1%**

*sourced from California Department of Education, 2019

EXP PROGRAMS 2019 – 2020

COVID-19 tested our resilience and prompted new virtual program opportunities.



Within the span of a few weeks last spring, the onset of COVID-19 safety mandates tested our fortitude, creative wits and flexibility to adapt our in-person program model into a virtual remote-learning experience for students. We succeeded and more:

From March through June 2020, EXP presented a total of 36 virtual student programs and events. EXP then leveraged the distance learning restraints – 1) breaking down barriers to attract industry professionals who could share their career insights and internship opportunities with our students from any location in the world; 2) greater numbers of high school youth can benefit from our new virtual programming year ‘round.

Guest Speaker Series



This year, 102 enthusiastic industry professionals shared their career knowledge with 1,745 high school youth by volunteering as an EXP guest speaker!

College and Workplace Tours and Job Shadow Experiences

A total of 97 students took part in this year’s EXP Job Shadow Day, exploring 6 different worksites. In addition, 299 ninth grade students participated in our workplace tour program, while 204 tenth graders took part in college tours.

Industry Coaching



35 industry professionals from a variety of fields volunteered as mentors for 232 students. Each mentor provided a month-long series of one-hour coaching sessions, inspiring and guiding students to help make school relevant to their lives and academic and career goals.

Internship Program



POWERED BY PROLOGIS

The EXP Internship Program: Powered by Prologis is a year-long journey for 11th-grade EXP students enrolled in high schools throughout Southern California. It brings together employers,

educators and parents to prepare high school students for tomorrow’s workplace. See the next page for more highlights of this EXP flagship program.

Robotics Program

In partnership with Carson High School and Phillips 66, EXP introduced a Robotics Program for ESET Academy at Carson High School. More than 30 students received a hands-on exploration of robotics concepts and careers.

LAUSD Summer Bridge Program Support

This past summer, EXP joined with LAUSD’s Linked Learning Summer Bridge program to help 566 students to make a successful transition into high school. EXP delivered 36 virtual sessions on self-care topics as part of the program theme “Stress on the Teenage Brain.” EXP attracted 64 working professionals to volunteer as speakers and mentors for the 3-week program.

EXP INTERNSHIPS



At least **83%** of seniors surveyed plan to attend college or another institution of higher learning.

“Being an intern through EXP was an incredible experience. For all the new juniors in high school this is an opportunity you can’t miss.”

—Noah R.
MXP Pathway, Barstow High School, Class of 2020

Congratulations to EXP’s Internship Class of 2020! We are so proud of each one of them!



The EXP Internship Program: Powered by Prologis is a year-long journey for 11th-grade EXP students enrolled in high schools throughout Southern California. It brings together employers, educators and parents to prepare high school students for tomorrow’s workplace. By participating in the Internship Program, students build professional competence and personal confidence, setting them up for success in school, career and life.

OUTCOME

A record total of **364** students participated during the 2019/20 school year. In June, **193** eleventh grade students earned Career-Readiness Certificates by completing a year-long series of workshops and building their own professional portfolios, including resumes and cover letters. In the midst of the COVID-19 pandemic, EXP’s Program Team remained successful in matching **94** of them with remote-based, paid virtual internship work experiences, thanks to our program sponsors, internship scholarship donors, and **15** host employers.

On August 6th, students and their employers and family and friends celebrated their program achievements with a festive, virtual internship culmination event. All of the students showed tremendous resilience, grit, and determination not only to adapt to their new remote-learning situation, but also made the most out of their virtual internship experiences.

97% graduation rate for EXP interns

Many thanks to EXP's

coalition of 400+ corporate
and community professionals
volunteered more than 2,500
hours of service to our students.



They represented a wide spectrum of industry, education and civic community sectors and served as EXP mentors, internship hosts, guest speakers, job shadow guides, career discovery event exhibitors, advisory board and EXP board members.

By helping schools and industry work together, EXP is changing how society prepares students for life and bringing genuine opportunity to every young person we can reach.



“None of us got to where we are in our careers on our own. Industry coaching is a way for me to give back for all the help I received along the way.”

– Greg Alexander

P2S Inc., and volunteer industry coach at Carson High School

THE POWER OF YOUR SUPPORT

“ My experience with EXP was the best part of my high school career. We had many field trips that were not only fun but also very educational. You get to meet many people who are doing our dream jobs, they are also very inspirational. EXP really does the most for all of us students. ”

– Jennifer V.
BETA Pathway, Narbonne High School,
Class of 2020



2019–2020 AUDITED FINANCIALS

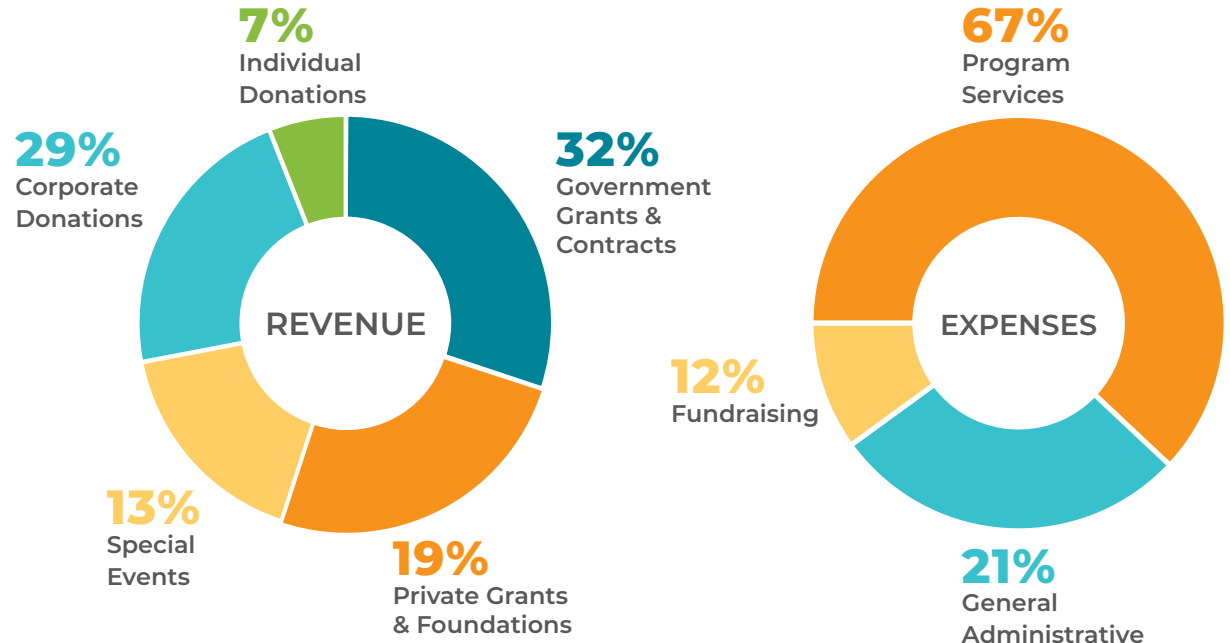
Statement of Activities June 30, 2020

Total Revenue	\$1,892,673
Total Expenses	\$1,987,984
Change in Net Assets	<\$95,311>
Audited Net Assets at 6/30/2020	\$798,368
Net Assets at 6/30/2020	\$703,057

Statement of Financial Position June 30, 2020

Total Assets	\$1,104,223
Current Liabilities	\$146,466
Net Assets at 6/30/2019	\$703,057
Total Liabilities and Net Assets	\$1,104,223

2019–2020 AUDITED REVENUE & EXPENSE



Thank **YOU** to Our Valued Members of the EXP Family

Top Contributors for Fiscal Year 2019 – 2020

\$100,000 and above

Marathon Petroleum Corporation
Port of Los Angeles (POLA)
Prologis
The TK Foundation

\$25,000 to \$99,999

Allen and Dottie Lay
Dwight Stuart Youth Fund
Edison International
Pasha Stevedoring & Terminals
Ports America
Steinmetz Foundation
The Ralph M. Parsons Foundation
Valero Energy Corporation
Watson Land Company
Yusen Logistics (Americas) Inc.

\$10,000 to \$24,999

Bank of America Charitable Foundation
Bettina Weary Trust
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Carnival Corporation and PLC
City National Bank
Fast Lane Transportation, Inc.
HSBC Bank
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Los Angeles World Airports
Matson Foundation
Pacific Merchant Shipping Association
Phillips 66
Southern California Gas Company
The Kenneth T. and Eileen L. Norris
Foundation
Wells Fargo Foundation
Yusen Terminals LLC

\$5,000 to \$9,999

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Ann Burckle
Lawrence E. Dale
Direct ChassisLink Inc.
DoubleTree by Hilton Carson

Fenix Marine Services
Mitch and Julieanne Harmatz
Kaiser Foundation Hospitals,
South Bay
Los Angeles Department of
Water and Power
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Company, L.P.
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\$1,000 to \$4,999

Ability Tri-Modal Transportation
Services
Able Freight Services
Al Dahra ACX Global
Alameda Corridor Transportation
Authority
American Corporate Security, Inc.
Amy Grat and Peter Clark
Anonymous
Avalon Freight Services
BYD Motors Inc.
California State University
Dominguez Hills
Catalina Express
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Lean Consulting Associates, LLC
Los Angeles Air Cargo Association
Los Angeles Area Chamber of
Commerce
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Marine Exchange of Southern
California
Matson

Mitsubishi Cement Corporation
Moffatt & Nichol
Bill and Amy Moore
Nautilus International Holding
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Office of Los Angeles County
Supervisor Janice Hahn
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Battleship IOWA Museum
Pacific Harbor Line, Inc.
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PBF Energy, Torrance Refining
Company Western Refining
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SSA Marine
Target Circle
Torrance Memorial Medical Center
Total Transportation Services Inc.
Union Pacific Railroad
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Tara Voss
Water Replenishment District of
Southern California
Weingart Foundation
West Basin Container Terminal
West Coast Realty Counselors
Westcoast Warehousing &
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Western States Petroleum
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Pat Wilson
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WTS - Los Angeles
ZPMC North America, Inc.

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Seth Avergon
Avergon Marketing Group
Shahira Badran
Marcus Bagley
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Windy W. Warren
Jessica Whipple
Brent Williams
Felton Williams
Tony Williamson
Telebah Woods
Union Pacific Charity
Custodial Account

Under \$100

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Greg Alexander
Nicole Allison
Olivia Amaya

Amazon Smile
Charisse Anderson
Dawn Applegate
Wilecia Appleton-Starks
Sare Barillas
April Barnes
Laura Bashar
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Anna Cruz
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Jhonny Cortez
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Jonathan Williams
LeTosh Woods
Lisa Woodson
Marlys Yaklich

Thank you to Our Community Partners

Long Beach
Community Foundation
U. S. Coast Guard

“ Until I was introduced to EXP, I had never realized the impact that GIVING could achieve. GIVING and GETTING is a sage philosophy, but EXP has upped the ante by ACHIEVING. ”

– Ann Burckle

EXP Donor and Board Member, and recipient of our first Jim Preusch Board Leadership Award



EXP Board of Directors – Fiscal Year 2019-2020

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Jackie Sutton **Director** | Ports America

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Help us level up the workforce of tomorrow. Thank you!

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