

# THE FUTURE IS NOW

2020-2021



# The Opportunity Engine

At EXP, we have been building tomorrow's workforce since 1999. The future of work has arrived earlier than expected, and we have strategically adapted to deliver our innovative remote and hybrid programs to underserved and at-risk high school students in Southern California. In the face of today's social and economic pressures, we remain as committed and engaged as ever in providing youth with meaningful work-based learning experiences and guidance to help them realize their career dreams and thrive in tomorrow's workforce.

**WE BELIEVE** every student should have equal access to education, experiences and career opportunities that will help them reach their full potential.

**WE PREPARE** 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.

**WE BRING TOGETHER** industry and schools to build tomorrow's workforce and provide career opportunities to students from underserved communities in Southern California.

**WE DELIVER** effective programs, resources and support that help advance our mission of educational access and career opportunities. We work to reduce racial and gender disparities across the justice continuum affecting all underrepresented youth and communities.



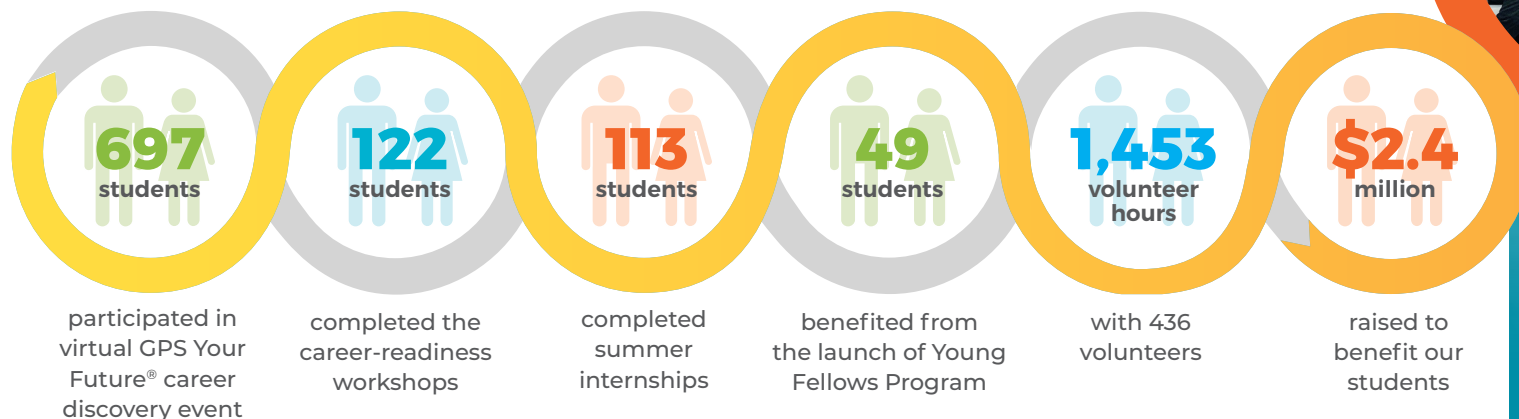


# The Future is Now

Over the years, we have been preparing students for the future of work. With the speed at which industries are evolving to keep up with changing marketplace and technological trends, we focus on providing high school youth with the tools they need to discover, embrace and adapt to new opportunities, and put their best foot forward in attaining success, *no matter where the future of work takes them.*

During these uncertain times, the team at EXP also understands the critical need to stay innovative and nimble to continue to successfully deliver impactful work-based learning programs for every student we can reach. Thanks to your support, we continue to build the momentum for our future programs with new ways to discover careers virtually, going national with our guest speaker network, and providing socio-emotional support through our mentorship program.

Programs made available to **6,319** students



“ We have been there for our students and our schools, and our partners and sponsors have been there for us. Together, we navigated the rough waters of the past 18 months, and now we are charting the course toward the next horizon. ”

- Amy Grat, CEO, EXP

# Making Education Real

**Thanks to your support,** we continue to shift, change, and adapt to the new trends in education and industry, always with an eye on connecting the classrooms to the real world.

The pressures and anxieties felt by high school students in lower-income communities have multiplied since the onset of the pandemic. As they adjust to the shifts in today's learning environments and socio-economic uncertainties, they need more of our support than ever. We remain committed to preparing youth for tomorrow's workforce by offering them inspiring and meaningful real-world career exploration and career-readiness training that are reflective of industry and education trends.

In addition to our work-based learning programs for students, we also supported the development and growth of our educators. For example, to help educators learn about industry trends and incorporate a future career-oriented context into their curriculum, this past summer, we presented a week-long Externship Program, in which Compton Unified School District teachers had the opportunity to immerse themselves in learning about high-growth career trends from a variety of industry professionals.

“*Seeing our students grow in their character and in their community has shown that they are influenced by the networking opportunities EXP has provided.*”

- **Leticia Finley,**  
Lead Teacher, International Trade Academy,  
Phineas Banning High School



## 2020-2021

### EXP-SUPPORTED SCHOOLS AND 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

# Leveling Up

## THE **exp** MODEL

It All Starts with an Opportunity





# Career Discovery Goes Virtual

As students were burning out on people talking at them remotely through their screens, EXP's signature career discovery events became a refreshing reprieve, offering unique online experience where students can choose their own learning activities.

By utilizing the latest online meeting engagement tools offered through the Socio virtual platform, more students than ever took part in our career discovery programs and engaged with a broader selection of top-tier industry professionals.



## GPS YOUR FUTURE Career Discovery Event

A total of **697** students participated in the fall 2020 virtual career discovery event, which attracted a total of **56** companies and community organizations on the virtual exhibit floor, as well as **85** volunteers, and **17** guest speakers from industries ranging from animation to hydrogen cars. Students also attended a meditation break to support their broader emotional wellbeing needs, which have been magnified by the pandemic.

### Special thanks to our lead event partners:

*Marathon Petroleum Corporation, Port of Los Angeles, Prologis, and Valero.*

## WOMEN IN STEM Career Day

The February 2021 event attracted **350** young high school women, who logged on to learn about careers for women in fields of STEM. They met more than **32** exhibitors and **90** volunteers and participated in **9** different STEM career-focused panel sessions, where **35** accomplished women working in STEM careers shared their career journeys and advice. Students chose their own career day experiences, such as that chance to engage with a crime lab technician, robotics engineers, and NASA Jet Propulsion Lab.

### Special thanks to our lead event partners:

*Edison International, Marathon Petroleum Corporation, Port of Los Angeles, and Prologis.*

## Virtual Program Highlights

### Industry Coaching



**29** industry volunteers mentored **203** students at **5** participating high schools on career-readiness and other soft skills. Thanks to the support of Port of Los Angeles.

### Guest Speaker Series



**1,135** students learned from **32** industry professionals via Zoom including executives from Fox Corporation.

### Summer Bridge



**66** volunteers guided **635** students from **8** schools through this program for incoming 9th graders where they created a PSA about stress on the teenage brain.

# Preparing Future Workforce



POWERED BY **PROLOGIS**

**The EXP Internship Program: Powered by Prologis** is a year-long journey for 11th-grade students enrolled in EXP-supported high schools throughout Southern California. It brings together employers, educators and parents to prepare high school students for tomorrow's workplace.

In our third year as a partner of the Prologis Community Workforce Initiative, students in the 2020-2021 program continued to complete their workshops virtually. From business email etiquette to how to dress and present themselves professionally on a video conference and in-person, we prepared our students for their summer internship success. As a part of the workshops, students completed basic workforce skills courses through the **Prologis Learning Academy**, the online warehousing and distribution program which includes Time Management, Conflict Management, Understanding Empathy, and Decision Making. A special thanks to our lead program partner Prologis, as well as Port of Los Angeles and all 25 Internship host companies who invested their time and talent in preparing our Internship students for future success.

## Helping ProvenReady Prepare Tomorrow's Workforce

Funded by the Career Pathway Specialists Program and LAOCRC Regional Consortium, the ProvenReady Program (**ProvenReady.org**) helps build tomorrow's workforce today by giving high school students the opportunity to learn more about college and career opportunities in Business, Entrepreneurship, Global Trade, Advanced Transportation, and Logistics - and the opportunity to earn industry-certified credentials in those sectors.



**21**  
career  
profile  
articles

**8**  
speaker sessions  
from local  
entrepreneurs to  
international trades

**3**  
virtual  
workplace  
tours

In a partnership with the ProvenReady team, we created a robust online library of articles and videos in which professionals from a variety of high-growth industries share their own career experiences and advice on what it takes to succeed in their chosen professions. Visit [www.expfuture.org/findmycareer](http://www.expfuture.org/findmycareer) to learn more.

**113** students  
were placed with  
**25** employers.  
**100%**  
completion rate.

**262**

students  
participated  
in the program.

**122**

students completed  
the career-readiness  
workshops.

**100**

students enrolled in and completed  
the Prologis Learning Academy



# Empowering Our Youth

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**YOUNG FELLOWS  
PROGRAM**

Today's high school boys of color continue to face numerous obstacles to success and tend to suffer greater economic and social disadvantages compared with other demographic groups. To help improve these outcomes, in January 2021, we launched our Young Fellows Program, a mentorship program for boys of color.

Throughout the course of four months, a total of 24 mentors provided 49 high school boys of color group mentorship sessions to help them navigate some of the most pressing issues in preparing for adulthood, including masculinity, mental health, advocacy, and planning for their future.

The positive impact of the program was almost immediate for many of the participants, like Mario.

Thanks to our founding sponsor Hancock & Julia Banning Educational Fund for its support in helping EXP to realize this enriching new program for young males of color in our local underserved communities.



## Student Highlight:

### **Mario Jaramillo Barstow High School**



"I was not good with people, and I had a hard time adjusting to high school," said Mario Jaramillo, Barstow High School Class of 2021, and the 2021 recipient of the Carol Rowen 180 Degree Award. Early high school years were challenging for Mario, but one day he followed a friend to an EXP-supported pathway and he "was hooked."

Mario found his focus in participating in everything EXP had to offer. In 2020, he learned that he had to move to Arizona in the middle of his virtual summer internship. While most people would have given up the extracurricular programs, Mario requested that he finish out the internship and participate in the Young Fellows Program. "I learned so much from the internship program, there was no way I was going to give it up!"

Mario never felt comfortable speaking his mind. The Young Fellows Program gave him the safe space to be himself, and Mario finally got his chance to shine.

The freshman grew into a driven, confident senior, most noticeably to Derrick Delton, his former principal and his Young Fellows mentor. Now the Interim Superintendent, Oro Grande School District, Derrick marveled at the transformation, "I get to see a different side of [Mario]. It's been really energizing for me to see how articulate he is about the issues we discuss in the program...he's going to make an impression in the world."



# Partners for a Brighter Tomorrow

## Oceans of Opportunity

*Celebrate Today's Achievement for a Brighter Tomorrow*

More than 200 students, parents, educators and friends joined EXP staff to celebrate the achievements of the honorees and scholarship recipients at the virtual Oceans of Opportunity benefit on April 29. Through the interactive platform Lunchpool, guests mixed and mingled with EXP students, alumni, staff, and 38 scholarship winners before "sitting down" for the live presentation featuring the talent of our students through video projects, poetry, dance, and art.

### Special thanks to our Diamond sponsors:

*Port of Los Angeles, Ports America, Prologis, Valero, and Yusen Logistics.*



## Volunteer Contributions

Represented a wide spectrum of industry, our dedicated volunteers served as EXP mentors, internship hosts, guest speakers, job shadow guides, career discovery event exhibitors, advisory board and EXP board members.



**436** Volunteers

**1,453** Volunteer Hours

**\$43,590** In-kind Volunteer Match\*

\*Value \$30 per hour.



# The Power of Your Support

You made a difference to the lives of more than 6,300 high school youth in many of Southern California's resource-challenged local communities. EXP thanks every one of you who helped *fuel the Opportunity Engine* last year, so more high school youth gained training, mentoring guidance and experiences to realize future success in tomorrow's workforce and communities.

## Special Recognition To Our Top Partners During Fiscal Year 2021

### Lead Partners

(\$100,000 and Above)

Hancock & Julia Banning  
Educational Fund



John Gogian  
Family Foundation



### Major Partners

(\$25,000 to \$99,999)

- Mary Ellen Bonner
- Edison International
- Allen and Dottie Lay
- Metro Ports
- Valero Energy Corporation
- Watson Land Company

### Accelerator Partners

(\$10,000 to \$24,999)

- Bank of America Charitable Foundation
- City National Bank
- Crail-Johnson Foundation
- Fast Lane Transportation, Inc.
- Kaiser Foundation Hospitals, South Bay
- Loyola Marymount University (LMU)
- Pacific Merchant Shipping Association (PMSA)
- State Farm
- The Kenneth T. and Eileen L. Norris Foundation
- Toyota Motor North America, Inc.
- Yusen Terminals LLC

### Community Partners

- Long Beach Community Foundation
- United States Coast Guard



# Annual Statement

## 2020-2021 Audited Financials

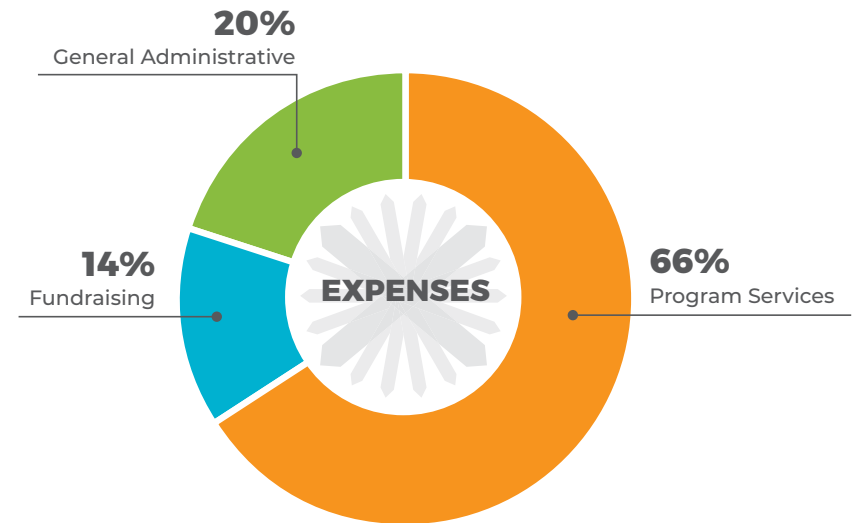
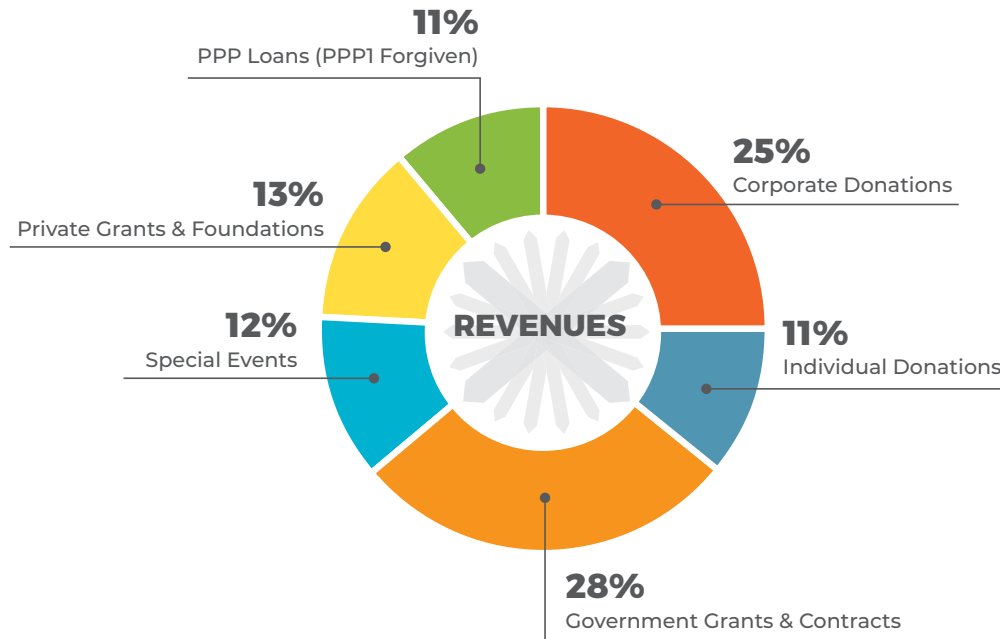
### Statement of Activities - June 30, 2021

Total Revenue	\$	2,364,003
Total Expenses	\$	1,953,724
Change in Net Assets	\$	410,279
<b>Net Assets at 6/30/2121</b>	<b>\$</b>	<b>1,113,336</b>

### Statement of Financial Position - June 30, 2021

Total Assets	\$	1,535,629
Current Liabilities	\$	163,568
Net Assets at 6/30/2021	\$	1,113,336
<b>Total Liabilities and Net Assets</b>	<b>\$</b>	<b>1,535,629</b>

## 2020-2021 Audited Revenues & Expenses





# 2020-2021 EXP Board of Directors

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**Rebecca Ore**

Official Liaison  
United States Coast Guard

**Amy Grat**

Chief Executive Officer  
EXP

Your support matters.

Thank you for making the future bright for the students we serve!

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