





The Youth Employment Champions ANNUAL REPORT FUITURE OFFY States of the second second

Changing Millions of Lives Since 1968



Our Vision:

Changing LivesForever

Our Mission:

YES believes employment is empowerment and the cornerstone of safe and healthy communities. YES leads the Canadian youth sector with innovative programs that empower disadvantaged and vulnerable youth to become self-sufficient contributing members of society.



Contents

Youth Employment Services YES overview	2
Message from the Board Chair and the President	4
YES By The Numbers: 2018-2019	6
YES' Community	7
YES Highlights	8
YES In The Media	12
YES Programs and Services	16
Our Donors	18
Our Board, Volunteers and Staff	20
YES Financial Statements	23



As a newcomer to Canada, and with no home or job, I did not have any resources to help myself. I learned about YES through the homeless shelter where I lived. Coming to YES, I got more than I bargained for. YES helped me get a job in just two weeks! - NADIA



Youth Employment Services YES overview Changing the lives of youth for today and the future

Youth Employment Services YES was the first specialized youth employment and counselling centre in Canada and we quickly became the model for the development of similar employment programs throughout Ontario, Canada and the World. We have remained the largest youth serving employment agency and have continuously demonstrated our leadership and innovation in the field.

As the first youth employment organization in Canada YES has more than 50 years of experience in delivering youth employment, job readiness, entrepreneurship and empowerment programs for hundreds of thousands of youth, especially at risk/ disadvantaged youth. Our positive outcomes are 89% in jobs, training, entrepreneurship or return to school results.

Before YES my life was pretty bad. I was going through depression and anxiety and I didn't have a job even though I truly believed that my resume was good. YES helped change my situation in such a positive way. Now I no longer feel ashamed of my resume and, because of YES, I feel ready to start my journey to a successful life. –

MOIRA

Since 1968 YES has been the employment champion for youth by specializing in:

- Employment, entrepreneurship and empowerment programming
- Employment assessment, case management and professional counselling
- · Pre-employment training and skills enhancement
- Job placement services (subsidized and unsubsidized)
- Job retention and training
- Life skills training, financial literacy and mentorship
- Future skills training

More than 12,000 youth served last year

0

Services expanded nationally across Canada

Wrap-around supports provided:

- Meals for youth
- TTC tokens
- Health and wellness supports
- Clothing
- Access to caring adults

Worked with 1,653 employers

89% success rate last year

Changing lives since 1968

Message from the Board Chair and the President

"The future belongs to those who believe in the beauty of their dreams." ELEANOR ROOSEVELT



Susie Hendrie Chair YES Board of Directors





Timothy Lang President & CEO Youth Employment Services YES This past year saw YES celebrate our 50th anniversary of empowering youth throughout our community. We took time to recognize this milestone with many of you who have contributed to YES' successes over the years at our anniversary event in October, which you can read more about later in this report. But reaching our 50th year wasn't the only milestone YES achieved - we also supported the largest number of youth in YES' history this year with more than 12,000 youth receiving critical assistance from our programs and services. Of the youth who came through our assisted programs and services in the past year, 89% achieved a successful outcome through gaining employment, launching their own business, returning to school or enrolling in training. YES has directly helped hundreds of thousands of youth, and millions of people indirectly over our 50 year history. We are so proud of the achievements of the youth who were supported through YES.

We spent time reflecting on the many obstacles that youth have had to navigate over the past five decades – obstacles they were able to overcome thanks to the generosity and commitment from supporters like you. The needs of youth in our community are constantly changing and, as a leader in our community, YES continues to focus on ensuring our programming and services best meet these needs in order for young people to achieve success. For example over the past 12 months, thanks to the generous support of Manulife, we have expanded our health and wellness programming. More than 500 youth participated in health and wellness workshops, teaching them about the link between physical literacy and its benefits to mental health and employment. Thanks to the incredible support of The Leonard and Gabryela Osin Foundation, we have been able to increase the availability of integrated supports for youth, including access to clothing, technology, and food.

YES continued to impart its leadership nationally and in the last year, thanks to the Citi Foundation's continued commitment to the YES On Demand! Program, we provided onsite training and shared resources with agencies in Vancouver, Winnipeg, Calgary and Ottawa. Achieving another first for YES, we hosted a roundtable event in Vancouver which brought together key stakeholders from the community to discuss issues surrounding youth employment and how we as a community can work together to better serve youth. More details are included later in this report.

Closer to home, we continued to expand our services to youth from outside the GTA, by providing pre-employment and life skills training in their home communities. Made possible thanks to our partnership with Gap Inc., these youth not only gained crucial skills, they also received their first job.

YES is able to serve the thousands of youth who come to us for help every year thanks to our incredible partners. We are extremely grateful to our partners within the three levels of Government who help to ensure that YES can reach out and serve those vulnerable groups in most need of support.

We would also like to thank and recognise our generous private funders, including Accenture, RBC Foundation, HSBC Canada, ONEX, TD Bank and KPMG, who showcase their commitment to youth in our communities by supporting much needed services. We continue to welcome new partners,





including the Mischa Weisz Foundation and the Hylcan Foundation. These partnerships have resulted in financial support, corporate employee engagement, and support for direct costs for meals, clothing and travel support for youth. The valuable support from all of our donors has enabled us to continue to expand critical services at YES and has helped YES to remain agile in order to respond to the changing needs in our community. You can read about some of these partnerships further in this report.

We would like to thank the YES Board of Directors for their on-going governance and volunteer efforts; this ensures we can give our all in helping our community. Finally, we especially thank the dedicated team at YES for their passion, positivity and commitment to empowering Canada's youth. Thanks to all of their efforts, and those of our partners, we continue to change lives, forever.

The CN Tower and Toronto sign go green to celebrate YES' 50th anniversary.



YES By The Numbers: 2018-2019

12,122 Youth Served

62[%] 24 or Under

19[%] New Canadians

3,573 Clients

with no income or who relied on social assistance became more financially secure

More than 2,600 at-risk young females were serviced through YES' assisted services

2,411 Clients

who had been out of work, school and training for more than six months found employment

61[%] Grade 12 or Less Education 590 Clients With Disabilities Found Employment

89% Success Rate through assisted programming

3,447 Youth

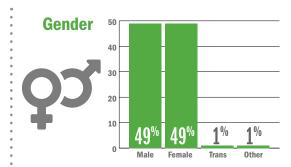
maintained employment for 3 months, generating over \$18,000,000 in wages to the local economy

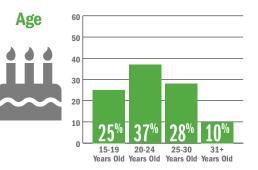
145[%] Increase in the number of youth selfdisclosing with mental health issues receiving support

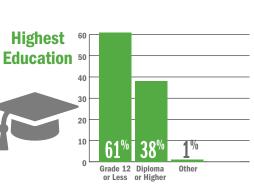
63[%] Increase

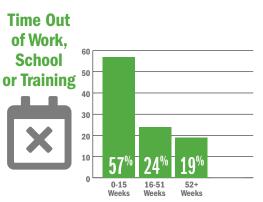
in the number of young single parents receiving support

More than **1,000** Interactions through our mentor program









We achieved an 89% Success Rate in job, training, or education results In 2018-19, Youth Employment Services YES Helped 12,122 Youth, including 11,737 in all our programs, and a further

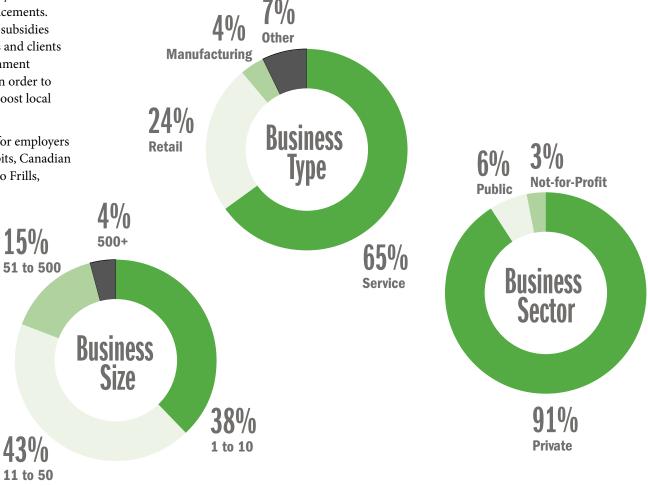
385 students who attended our workshops

YES' Community

For more than 50 years YES has been able to achieve so much success thanks to the generous support of those in our community. Our most important partners are those employers that work tirelessly with YES to give our clients an opportunity to realize and meet their potential.

We worked with 1,653 employers last year that resulted in 1,502 work experience placements. We paid out over \$7,320,577 in wage subsidies and training allowances to employers and clients on behalf of the three levels of government supplementing initial training costs in order to encourage employers to hire and to boost local economies.

YES hosted numerous hiring events for employers including Sobeys, Crave Healthy Habits, Canadian Tire, G4S, Amsterdam Brewhouse, No Frills, Cargo Cabbie and Starbucks!



YES Highlights

YES partners with new Employers Coalition!

In June, YES was honoured to be asked to participate in an exclusive new employment initiative. Hosted by Opportunity for All Youth (O4AY), this exciting inaugural event gave youth an opportunity to meet employers from the O4AY collation, including Starbucks Canada, HMS Host and Wal-Mart, and with on the spot interviews and job offers available, this event proved a huge success for YES youth! Youth were also given the chance to meet Prime Minister Justin Trudeau who participated in a roundtable discussion – where our very own BizStart participant Jamillah Mensah

took the mic to ask a question!

O4AY is a coalition of Canadian employers working together to address the national youth unemployment rate. Through working with organizations



like YES, the O4AY employers aim to hire 40,000 vulnerable youth who have barriers to employment over the next five years.



YES selected as first Canadian partners for US Initiative!

Thanks to our amazing funding and employment partner Starbucks, YES was selected to participate as the first ever Canadian partner with Grads of Life! Grads of Life is a US based initiative that brings employers and opportunity youth together by focusing on altering employer perceptions and conventional hiring procedures. By helping the youth discover their 'super power' they create a seven second resume video to use as a tool to sell themselves to prospective employers. With leaders from Starbucks providing onsite mentoring and support, youth from YES programs discovered their own super-power! Videos from the event can be viewed on the Grads of Life website at https://gradsoflife.org/



GRADS of LIFE

YES across Canada!

YES hosted the first national Compass roundtable event in Vancouver last March with over 100 guests in attendance! This event, part of our YES On Demand Program generously funded by the Citi Foundation, saw our charitable partners from the Greater Vancouver area, along with local youth, Government officials and YES funding partners come together to discuss the issues surrounding youth employment today and how we as a community can effect change.

Guests heard from 'the Skidrow CEO' Joe Roberts who shared his inspiring story, with Joyce Murray, MP for Vancouver Quadra and Don Davies, MP for Vancouver Kingsway also sharing their personal



insights. A lively panel discussion led by leaders from both the Vancouver and Toronto communities helped to round off an engaging and inspiring event. We look forward to continuing to work with the Vancouver community and communities across



Canada to advance solutions for youth employment nationwide! Highlights from the event are available here https://www.yes.on.ca/yes-vancouvercommunity-roundtable-event/

YES celebrates 50 years of serving the community!

Champions of youth from across the years came together in October to celebrate YES' 50 years of impact in the community. Presented by the Citi Foundation, and generously supported by BMO, State Street, and Rogers, our guests heard a stirring keynote address from former Prime Minister Brian Mulroney. With Colin D'Mello acting as our Emcee, guests also enjoyed a rousing rendition of the National Anthem sung by Domanique Grant, a former YES client.

The highlight of the event for many was learning first-hand of the incredible achievements of our youth, with YES recognizing three YES clients through our Achievements Awards. Gianluca Primucci, Lauren Marie Liwanag, and Jamillah Mensah all demonstrated outstanding perseverance



and success in the face of life challenges and we are so grateful to them all for sharing their stories – some of which are captured in our video highlights from the event https://www.yes.on.ca/yes-50thanniversary-video/



Thank you to all who attended and to everyone who has supported YES over the past 50 years!

Celebrating the generosity of our partners!



YES has been proud to partner with the RBC Foundation for more than 15 years – that equates to a third of YES' lifetime! YES hosted a special breakfast event in July to recognize their ongoing dedication to youth in our community and to celebrate their most recent generous donation to our Toronto Youth Job Corps program. Attended by youth from the program alongside special guests from RBC, we heard from David Bazak, RBC's Regional Vice President who spoke to the RBC Foundations Future Launch Program and its commitment to supporting youth through organizations like YES to gain work experience, grow their network, and gain new skills.

And in November, YES welcomed Manulife employees and special guests to an event hosted at our offices in Manulife's honour! Recognising the generous multi-year commitment to YES' mental health services – which will help ensure that more young people will receive the critical support they need to overcome barriers, manage their mental health and be able to better contribute to the community – we heard how their gift has already made an impact with a recent YES client, Aelita Yoon, sharing her experiences. We also heard from Donna Lowe Carbell, Head of Group Benefits at Manulife, on why supporting mental health is important to them.

We are so grateful to the RBC Foundation, Manulife and all our incredible partners for their ongoing support! A full list of supporters can be found on Pages 18-19.

I was anxious, was unable to look for a job and did not want to socialize with new people. After realising I could no longer maintain self-respect while remaining unemployed, I made the decision to seek help from YES. YES instilled hope and drive within me. The staff were so committed and went above and beyond in their support of me. I now have a job I love, met an amazing group of people and feel confident about facing life's challenges! - STEWART

YES In The Media

In the past year YES has been featured multiple times in the media including:

YES President & CEO Timothy Lang Emcees Government Announcement with Treasury Board President, Eleanor McMahon

Treasury Board President and the Minister for Digital Media, Eleanor McMahon, announced the "Employing Young Talent Incentive" by the Ontario Government at an event in Hamilton which was emceed by YES President & CEO Timothy Lang.

Link to Video: http://www.mediaevents.ca/msb-20180406-hamilton/



YES President & CEO Timothy Lang cited in Globe & Mail on Ontario Wage increase

https://www.theglobeandmail.com/business/ small-business/talent/article-ontario-summer-jobmarket-strong-despite-hike-in-minimum-wage/

Note: link available to Globe and Mail subscribers only.



YES Featured in 30 cities across Canada: Lang and Brooks interviewed

YES President & CEO, Tim Lang and YES Manager, DiAnne Brooks were featured on CBC Radio interviews across Canada. Each city has its own broadcast team and Tim and DiAnne were interviewed 15 times each for cities nationwide. The interview was based on summer job prospects and how some youth are turning toward internet based businesses. YES commented on its experience and expertise to helping youth succeed.



CBC News cites YES President & CEO Tim Lang, YES Youth, YES Business partners in Article

Opportunity knocks for youth as unemployment expected to stay at record lows: Don Pittis.

YES President and CEO, Timothy Lang, was featured in a CBC News article regarding the low unemployment rate in June. Lang stated that a low unemployment rate is an opportunity to bring young workers and worker-hungry employers together.

https://www.cbc.ca/news/business/youthemployment-jobs-1.4731868



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Lang says. Seventy-five per cent of those clients are people with what he describes as "barriers to employment," from poor education, to mental illnesses, to trouble with the law, to simply being recent immigrants.

Some employers, such as Jebril Jalloh, are now completely on side. Jalloh, who founded the fashion boutique Get Fresh Company five years ago after selling clothing from the back of his vehicle, says the employees he's found and trained have turned into loyal members of his team.

"I prefer to train people from scratch," explains Jalloh, who says he grew up in a part of Toronto the city describes as "at risk."

YES President & CEO Tim Lang on BT Breakfast Television

From the role of mentors to how to best prepare for jobs of the future, Timothy Lang, President and C.E.O. of Youth Employment Services (YES), joins Breakfast Television Vancouver to discuss three ways we can support youth employment in B.C.

Thanks to the support from Citi Foundation, YES is able to provide these resources to the community through the YES On Demand! Program.

https://www.yes.on.ca/news/page/3/







Former Prime Minister Brian Mulroney speaks at the 50 year celebrations.

> I had very little understanding of the workplace and no prior work experience before I came to YES. My mother had participated in a YES program when she was younger and her success inspired me to apply in the hopes of achieving similar outcomes. YES gave me the tools and knowledge to be able to find employment and gain the confidence needed to keep a job. The valuable resources and lessons learned from YES will remain with me forever. - **PHOEBE**

I was a newcomer to Canada and struggling to get a job. I would apply for jobs and continuously get rejected. After coming to YES, so many doors of opportunities opened up for me! Now I have a cover letter that I love, a very structured and focused resume and I now know how to get jobs and keep them! I am forever grateful for the support YES has provided. - ZAHYAN



YES Programs and Services

All job seekers can access a variety of services and supports at YES to aid them in their career planning, job search, and job maintenance. Seven offices located across the Greater Toronto Area make it easy for youth to find help when and where they need it.



BizStart Entrepreneurship	BizStart is a full-time, 6-month entrepreneurship training program.
Employment Service	Employment Service provides employment services for all job seekers, including students.
Job Central	The Job Central assists youth ages 15-30 living in the under-serviced neighbourhood of Keele/Eglinton to find employment.
Lighthouse Project	The Lighthouse Project assists job-seekers living with mental health issues who are looking to obtain and maintain full-time (30 hours per week or more)
Ontario Works Career Opportunity	The Career Opportunity Program assists job ready individuals to find and maintain employment. Individual must be on social assistance and be referred by a TESS caseworker.
Ontario Works Career Discovery	Career Discovery provides career testing and assessment services for those receiving social assistance.
Canada-Ontario Jobs Grant	Canada-Ontario Job Grant (the Job Grant) provides an opportunity for employers to invest in their workforce, with help from the government.
Street to Jobs	The focus of the Streets to Jobs program is to aid homeless youth overcome the key barriers to employment that keep them out of work.
YESAbility	YESAbility is an employment program for youth and adults with disabilities.
Youth Job Connection	Youth Job Connection is a program to help youth, $15 - 29$ years old, find and keep jobs. It is a PAID program with several components.
Youth Job Connection Summer	Provides summer, part-time and after-school job opportunities to high school students, aged 15 to 18, who are facing challenging life circumstances and may need support transitioning between school and work.
Youth Job Link	Youth Job Link is designed to help youth, including students, aged 15 to 29, who do not face significant barriers to employment, but who could benefit from some extra help to plan their careers and transition to the labour market.

Continued...

Youth Collaboration	Youth Collaboration assists youth ages 15-30 to find employment through group based employability skills training and work experience.	
HSBC Ask A Business Consultant (ABC)	ABC is a program designed to expose young people, 15-29 years of age, to the field of entrepreneurship as a career option by offering sessions on a variety of topics that have been identified as some of the most important things for young people to know when thinking of starting a business.	
Summer Company	Summer Company is a program designed to help enterprising young people ages 15-29 to start up and run their own summer business.	
Toronto Youth Job Corps	The Toronto Youth Job Corps (TYJC) program assists youth 15 – 30 years of age to find employment through group-based employability skills training, personal development, and work experience.	
Empowering Youth with Mental Health Issues program	Generously presented by Manulife, this program seeks to push out YES' specialized curriculum for youth with mental health issues into the community so that further organizations and youth can gain the knowledge, skills and experiences necessary to achieve economic mobility and success in today's economy.	I h
This Way Ahead Program	This Way Ahead, presented by Gap Inc., is a life skills and paid store internship program to help teens and young adults from low-income communities land their first job. The program provides the opportunity for youth graduates of YES' job readiness training programs to apply their learnings through paid internships at Old Navy, Gap, and Banana Republic stores in the GTA.	joł du kn
YES On Demand! Program	YES On Demand! (YOD), generously supported by Citi Foundation, provides low-income youth in the GTA with specialized services to help them obtain employability and entrepreneurship skills and become employed or start their own income-generating business through three key elements: online employability and entrepreneurship skills training, mentorship, and specialized programming for youth with mental health issues. A knowledge transfer component will also see youth impacted in Vancouver, Winnipeg, Calgary and Ottawa.	res no int to
Employing Young People Incentive	Employment of Ontario invested funding in new incentives to help small businesses and employers hire and retain youth aged 15-29. The intent of these measures is to help small businesses better compete, grow and invest, while helping young people find meaningful employment and take their first steps towards building a career.	Ca the eve

had difficulties finding a ob since I lacked confidence during interviews and didn't know how to improve my resume. Thanks to YES I now feel more confident in interviews and know what to expect from employers. Calling YES was one of the best decisions I've ever made! - JOE

Our Donors

YES continued to see strong support from the community and thanks to the generosity of existing and new partners, fundraising exceeded its planned target in 2018-19.

YES gratefully acknowledges all the individuals, businesses and foundations that have donated and helped to empower our youth to become selfsufficient contributing members of our community. None of this great work would happen without you. Thank You for helping us to change lives.



Partner (\$5,000 - \$9,999) The Marjorie and Joseph Wright Memorial Foundation The KPMG Foundation Ted Rogers Community Grant The Hylcan Foundation	Builder (\$1,000 - \$4,999) Nicole Musicco State Street Fiera Capital Rogers Patricia E. Wright Anthony Hendrie Edward Caffyn Elspeth Gaukrodger Susie Hendrie Luzita Kennedy Gail Hendrie Harry A. Newman Memorial Foundation Peter and Beth Oakes	Ambassador (\$20 - \$999) Richard Shallhorn and Nancy Baker Julie Crothers Kelli Wight Lawrence Foerster Adrian Macdonald Alexandria Pike Michael Nadler	Andrew McGuffin Clayton Wilson and Donald W. Middleton Brent Barron Matt & Natasha Shoom- Kirsch Barb Deneka David Walsh Nina Bombier John E.C. Carr James Hunter Matthew Ferrone Ron Latvanen Joan Prior Pat and Chris Snyder	David Dimmer Jim Hilborn Rosalind Waxman Aprameya Rao David Michael Hayes Amutha Vipulananda Brian and Joyce Westlake Irene Lam Jason Shvili Mark J. and An Richardson Michael H. Morgan Carolynne Veffer Neil Phillips	Daniel Stoffman Diane Karnay John and Carol Heeney Sophia Kelsick-Plumb Sudharshana Coomarasamy John-Paul Bernardi Branden McEwan Adrienne MacNeill Hardacre Amy Liu Dima Farsoun Spencer Monckton
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Government

Without government support and recognition of the employment needs of young people, many of our programs and services would not be possible. We thank the City of Toronto, Provincial and Federal governments for their various contributions.









Our Board, Volunteers and Staff

YES Volunteers

YES thanks the extraordinary people who give of their time and energy to volunteer in our programs.

Adrienne Mapp	Bianca Channer	David Wearing	Gabby Ignacio	John Macleod	Linda Sukk	Michael Nadler	Ralph Melo	Shrikant
Ahsan Paracha	Bill Chen	David Windeler	Gurjinder Singh	John Tilak Santosh	Lorena Murialdo	Michael Paluzzi	Randy Osei	Subramanian
Aisling Palmer	Bola Osagie	Dayo Olusegun	Gyty Noori	Jonathan Vassallo	Luki Danukarjanto	Michael Sauro	Raymond Ang	Siyang Xu
Alex Chiarlitti	Bonnie Yau	Debbie	Hamza Mhadi	Jose Garcia	Madhavi Kulkarni	Michelle Shiveck	Raza Akbar	Srusti Pandya
Alfred Guzman	Brenda Tran	Lachmansingh	Harris Lam	Justin Da Rosa	Mai Anh Thi Vu	Milan Amini	Richard Haggins	Stephanie Bacchus
Ali Soumah	Brian Ross	Deepanshu Pal	Harry Clapham	Kainaz Ladha	Mano Wijedasa	Mo Waja	Robb Davis	Stephanie Pavlich
Alon Ozery	Caitlin Feere	Derek Richardson	Hayley Baldwin	Kaitlin Reiner	Maor Daniel	Naman Bawa	Robert Karbaum	Stephanie Rebello
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Andrew Mack	Chanakya Malhotra	Duncan So	Jalisa Luces-Mendes	Katherine Mather	Marleigh Cheaney	Neil Thompson	Sally Abdelnabi	Tahmila Hosan
Andrew Nnensa	Charles Ruecker	Edward Caffyn	James Pashutinski	Kathy Pucci-Ellero	Marushka D'Cruz	Nephra Jacob	Sam Yarwood	Talia Shapiro
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Andrew Tannenbaum	Chris Gostling	Morakis	Janelle Brooks	Katie Williams	Mary Festa	Nitesh Tahariya	Samantha Yarwood	Thiru Yogiraj
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Asma Shahsamand	Danielle Fernandes	Fares Khouri	Jesse Finn	Kyla Brucciani	Mehul Shah	Otis Mushonga	Vigneswaran	Yvonne Chang
Atul Sawhney	Danny Stone	Ferase Rammo	Jessica Freitas	Laura Mullen	Michael Sauro	Pablo A Velez	Shawna Micks	Zishan Haq
Audriana Steeden	Danyal Martin	Fon Arunpairojana	Jeunice Vianca	Lauren Cox	Michael Burgess	Palaramanan	Sheng Xu	
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Luzita Kennedy Director



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Julie Crothers Director

It was very difficult for me to get a job because of my criminal background. YES helped me prepare a resume and cover letter and worked with me on strengthening my interview skills. Shortly after my time at YES, I got a job interview at a restaurant. Because of YES and the skills they helped me gain, I am now in the hiring process! – PAUL



Michael Kavanagh Director



Jamil Jivani Director



Timothy Lang Director – Ex Officio

Changing LivesForever





YES Staff

YES appreciates the dedication and professionalism of our staff in helping our clients each and every day.

Misty Ahmed Cynthia Ainslie Umi Ali Kofi Amoama Catherine Ankrah **Desmond Appiah-**Bediako Michelle Asante Haider Ashraf Evita Avakian Oluwatomike Babajide Deniero Bartolini Caroline Bokuba Lori Bottrell **DiAnne Brooks** Sonia Buchanan Kristina Bui Mei Cantos

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YES Financial Statements

Youth Employment Services YES – Statement of Financial Position

	2019	2018
Assets		
Current		
Cash	\$1,700,345	\$2,198,910
Investments	5,806,332	4,232,431
Accounts receivable	1,152,937	903,962
Prepaid expenses	\$26,758	23,989
	8,686,372	7,359,292
Leasehold improvements and equipment	338,187	205,620
	\$9,024,559	\$7,564,912
Liabilities and fund balances		
Current		
Accounts payable and accrued liabilities	\$2,183,311	\$1,901,192
Deferred revenue	1,671,728	1,511,865
	3,855,039	3,413,057
Deferred contributions	337,830	205,263
	4,192,869	3,618,320
Fund balances		
Operating Fund	(885)	(1,719)
Special Projects Fund	4,832,575	3,948,311
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	4,831,690	3,946,592
	\$9,024,559	\$7,564,912

n behalf of the Board of Directors

but that Director ector Susie Hendrie John Taylor

A copy of YES' full audited financial statements are available at our website

Youth Employment Services YES Statement of Operations and Changes in Fund Balance – Operating Fund

	2019	2018
Revenue		
Provincial Government		
Employment Service	\$3,440,995	\$2,839,903
Youth Job Connections	4,503,981	4,100,034
Canada-Ontario Job Grant	1,224,849	1,381,309
Youth Job Connections - Summer	778,096	778,096
Youth Job Link	126,000	124,485
YESAbility	158,500	149,168
Summer Company	72,590	221,618
Federal Government		
Youth Collaboration and Job Central	1,838,902	1,481,327
BizStart	1,215,369	615,564
Lighthouse	419,469	325,161
City of Toronto		
Toronto Social Services (Ontario Works)	245,973	249,195
Streets to Jobs	68,547	68,547
Toronto Youth Job Corps	687,911	444,482
Miscellaneous income	72,205	-
Interest income	24,195	10,131
Amortization of deferred contributions	161,334	140,013
Less: deferred funding for leasehold improvements and equipment	(293,901)	(140,948)
	14,745,015	12,788,085

	2019	2018
Expenses		
Participants stipends, training allowance and benefits	7,320,577	6,430,907
Staff salaries and benefits	6,247,760	5,563,090
Program operating costs	1,710,997	1,327,333
Amortization of leasehold improvements and equipment	161,334	140,013
Other expenses	516	1,009
	15,441,184	13,462,352
Deficiency of revenue over expenses	(696,169)	(674,267)
Operating fund deficit, beginning of year	(1,719)	(1,014)
Transfer from Special Projects Fund		
GAP - This Way Ahead	195,063	210,248
HSBC - Ask A Business Consultant	77,688	77,578
Counselling Foundation – Empowering the Employment	-	20,000
Starbucks	39,298	62,478
Citi Foundation	215,349	64,157
RBC Foundation	70,219	35,854
Manulife	51,386	10,247
Annual transfer	48,000	193,000
Operating Fund deficit, end of year	\$(885)	\$(1,719)

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Youth Employment Services YES – Head Office 555 Richmond Street West, Suite 711 Toronto, ON M5V 3B1 Tel: 416-504-5516

YES - Job Development Services 555 Richmond Street West, Suite 602 Toronto, ON M5V 3B1 Tel: 416-504-5516 YES - Lighthouse Project 555 Richmond Street West, Suite 1003 Toronto, ON M5V 3B1 Tel: 416-504-5516

YES - Youth Business Centre 555 Richmond Street West, Suite 1005 Toronto, ON M5V 3B1 Tel: 416-504-5303 YES Employment Centre 1610 Bloor Street West Toronto, ON M6P 1A7 Tel: 416-535-8448

YES - Youth Job Centre 2562 Eglinton Avenue West Toronto, ON M6M 1T4 Tel: 416-656-8900 YES - Toronto Youth Job Corps 783 Lawrence West, Units 8 and 9 Toronto, ON M6A 1C2 Tel: 416-789-5236

www.yes.on.ca Charitable Registration Number: 83275 6720 RR0001