computer
C.O.R.E.

Building Careers and Community

2013 Annual Report

Executive Director's Message

We spent much of 2013 adding depth and strength to what we do. We continued to develop CORE's program:

- We offered our 6-week "Intro to Computers for Essential Job Skills" program in both Reston and in Alexandria;

- Our 6-month core program at five sites throughout Northern Virginia;

- Our NOVA partnership which expanded so CORE clients may receive up to 13 credits for their work at CORE;

- Our skills building workshops which are open to all community members and offer training in skills to be competitive for jobs in banking and finance, retail and sales, the nonprofit sector and entrepreneurship.

We were pleased in 2013 to increase our partnerships with the corporate community.

Thanks to **Accenture**, **Deloitte** and **IBM** for coming in regularly to work one-on-one with CORE students. Also, thank you to **Symantec Corporation** and **The Legacy Network** for supporting graduations in 2013.

We continued progress on our 2012-15 strategic plan, thanks to the expertise of a Taproot Foundation pro-bono service team. Our priorities for this time frame:

- Building community partnerships – in 2013 we added a fifth 6-month site in partnership with Fairfax County at Gum Springs Community Center;

- Further improving and segmenting our program offerings – in partnership with NOVA, CORE continues to offer an Accounting course and a Business Communications course;

- Increased branding and marketing of our organization

In 2013, we worked with our Taproot Foundation team developing Key Messaging and Branding strategy;

- Thanks to Supon Creative for their generaous pro-bono redesign of our logo – we can't wait for you to see it!

- Increasing and enhancing our corporate partnerships – our employer focus groups and our corporate partnerships engaging employers in the classroom continue to grow.

CORE does what it does due to phenomenal volunteers, wonderful students and great staff.

CORE is the people involved; CORE is you. As always, our heartfelt thanks to each of you!

Lynn O'Connell

Success Story: Chantay

Chantay had been laid off from a previous job and was studying to become a registered addictions counselor when she heard about CORE by chance from a woman at the gym. "CORE really enhanced my computer skills," Chantay says. "I knew nothing about Excel before coming to CORE. Now I use Excel and Word all the time at work."

After graduating from CORE, Chantay completed the coursework to become a registered addictions counselor and got a job as a caseworker at the Washington Halfway House for Women. She's now studying for further certification in her field.

"I applaud CORE for being there and being such a big help to the community in Northern Virginia," Chantay says. "By helping the individual, you help the family and the community as well."

Chantay is doing the same, and we applaud her for taking the initiative to learn new skills to help others.

Success Story: Meskerem

Meskerem got a full-time job with General Nutrition Centers while attending CORE classes during the Spring 2010 training cycle. She had a busy schedule at a GNC retail store and rarely had the opportunity to search for other positions.

In May, CORE launched an e-mail newsletter to alert students and alumni to local job openings for which they qualified. Meskerem noticed a link in one of these emails to careerbuilder.com, a job search website that was new to her. She found an opening in the registrar's office at Northern Virginia Community College and applied for the position.

After a series of interviews, Meskerem got the job, which pays better than her previous job at GNC. She is now able to take classes at a discount at NOVA and is on her way to a career that she loves.

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Highlights from 2013

- We launched our 6-week class in partnership with Island Walk in Reston (thanks to Giving Circle of HOPE support) and at Carpenter's Shelter in Alexandria (thanks to United Way support).

- 202 students graduated from our program, and 136 of them received college credit at NOVA for their CORE course-work. Currently, 28% of those students have continued on at NOVA.

- In our fall survey of the 2013 spring alumni, 62%of spring graduates re-ported that they had gotten a raise, a promo-tion, or a new job.

- In 2013, we secured in-kind material donations valued at $100,893 and in-kind donations of time valued at $605,737.

- CORE offered two addi-tional NOVA classes – Accounting and Business Communications.

- CORE completed a board development and sustainability project, thanks to support from the Meyer Foundation.
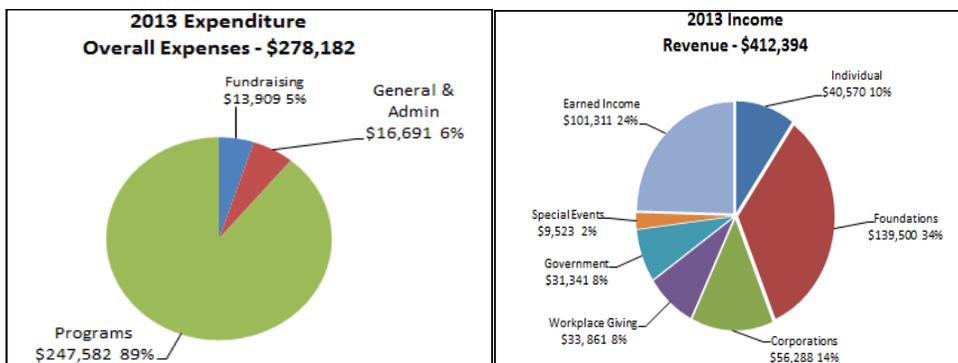
When CORE volunteer instructor Justin was teaching his class about Excel spreadsheets, one student became extremely excited at learning the new skill. When asked, he exclaimed, "Man, once I learn these spreadsheets, Bill Gates ain't got nothing on me."

CORE teaches computer skills … and confidence and dreaming big.

Fall 2013 Graduation

2013 Financial Summary (Unaudited figures)

2013 Expenditure
Overall Expenses - $278,182
Fundraising $13,909 5%
General & Admin $16,691 6%
Programs $247,582 89%

2013 Income
Revenue - $412,394
Individual $40,570 10%
Earned Income $101,311 24%
Special Events $9,523 2%
Government $31,341 8%
Workplace Giving $33,861 8%
Foundations $139,500 34%
Corporations $56,288 14%

"I worked so many years but my resume did not show all my skills. At CORE I learned how to really sell myself and show that I am qualified for a really good job."

—Socorro, 2013 CORE graduate