



# IMPACT REPORT

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**2021**  
EDITION



**MAKE PROJECTS**  
EAT WELL. DO GOOD.





December 10, 2021

## ***Growth and Transformation***

Dear Friends,

Reflecting on our 2021 impact, I can't tell you who has grown and transformed more – our trainees starting out with fear in their eyes and blossoming into confident and joyful colleagues...or our little team also staring out into the dark expanse as we leapt out onto our own.

Again and again, I saw that with the support of all the warm customers, staff and volunteers, our trainees could successfully move past the fear when they focused on the work. And just showing up and doing the work guided them to the realization they have the skills, enough words, and all the ability to achieve their goals in America. MAKE Projects simply reveals their own power to themselves, and just as importantly, to the San Diego community.

And similarly, this same community – you dear supporter – showed us that we too have all that we need to achieve our dreams. 2021 showed me personally that while the mountaintop may be high and clouds may block the views (and even the path on some days), that simply showing up and focusing on the work is all we need to do.

And now, looking back onto 2021 and taking stock of all our individual and collective growth and transformation, I have no doubts about our road to success. We've been walking on it all this time, alongside our trainees, with you...and I can't wait to see the new sights that await us all in 2022.

With deep gratitude,

Anchi Mei  
Founder & Executive Director  
MAKE Projects







# WHO WE SERVED

In 2021, we enrolled a total of 39 youth and 24 adult training program participants into MAKE Projects.

**In total, we served 63 job trainees in 2021!**

Our trainees reflect the amazing different heritages of: **Somalia, Vietnam, Mexico, Cambodia, Democratic Republic of Congo, Afghanistan, Burma, Thailand, Kenya and Iraq.**

Adult Trainees were paid \$15/hour and worked approximately 12-15 hours a week.

From January-May 2021, Youth Trainees were paid a \$250 stipend. In June 2021, we shifted to \$15/hour to all youth trainees while expanding youth job roles into the cafe and kitchen.



*Chef Andrew and Trainee Sokyum working our new woodfired grill during Food and Farm FEST.*



*Trainee Genarose working a special event at the Museum of US.*



# OUR IMPACT

## **Job placement rate for 2021 adult training graduates: 93%**

Of the 24 adults we enrolled, six are currently still in the training program. Three dropped out due to household issues and are still working with our Employment Team to help solve those barriers and rejoin the program. And two individuals simply dropped out.

Of the 14 adult graduates that successfully completed their training program with us, 13 got jobs!

## **Our Employment Team helped employ 52 refugee and immigrant individuals in 2021!**

This includes 30 adult graduates and 20 youth graduates. We also helped one of our partner refugee business partners and a husband of an adult trainee get jobs too! We are excited to help all of the refugee and immigrant community succeed, and help however and whenever we can with employment services.

### **Top Employers (Youth):**

Subway, Sea World, San Diego Zoo, City Farmers Nursery

### **Top Job Positions (Adults):**

Caregiver, Prep Cook, Dishwasher

**MAKE Projects provided \$75,060 in unsubsidized wages straight into the pocketbooks of refugee and immigrant families.**





# 2021 FINANCIAL SNAPSHOT

## Grant Awards: \$365,000

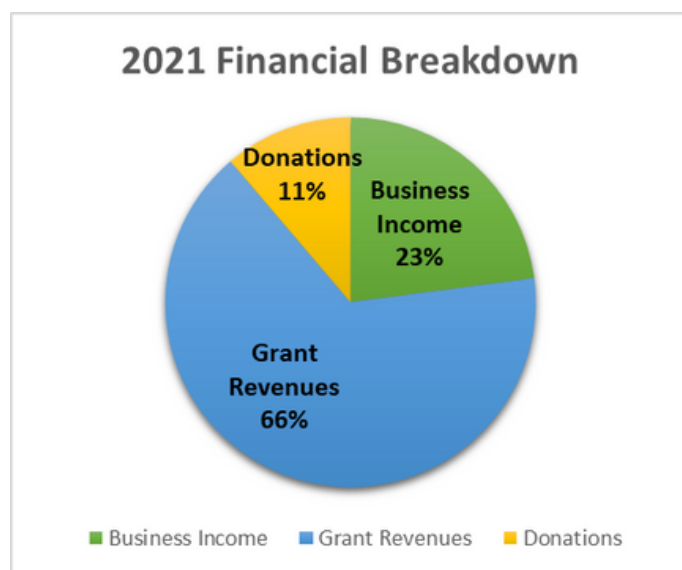
New grant awards from Parker Foundation, SDGE, San Diego Foundation, Welcome Home, The California Endowment, Price Philanthropies Stand Together Foundation

## Sales Revenue: \$126,999

- 92% growth in business income
- \$66,094 in sales revenue in 2020

## Donations: \$62,118

- 140 new donors generated in first six months
- 14 monthly, recurring donors
- 5 corporate sponsorships
- 1 public fundraiser event



### ***Social Impact Coordinator Abigail and Trainee Yasmine learning to use our digital timesheet app***

*Learning about the nuts and bolts (or swipes and clicks) of clocking in on the job at MAKE Projects gives our trainees the best chance to succeed in their next, permanent job. A paid work experience in a social enterprise like MAKE Projects teaches critical digital literacy and employment skills in the best possible way - applied, contextualized - and with enough support to learn and gain confidence. Their next job will most surely be in a fast-paced, high-volume environment, and they can look back to their orientation time at MAKE Projects, draw on the skills they learned (and remember our welcoming job environment!)*



## 2022 GOALS

- 1. Enroll and train 70 refugee and immigrant women and youth.**
- 2. Support at least 13 Afghan women and youth in 2022.**
- 3. Achieve job placements for 90% of adult graduates.**
- 4. Achieve 30% organizational self-sufficiency through business income.**
- 5. Secure a new expanded facility site.**



*Mari is our go-to Afghan interpreter. This picture was taken the first week our Afghan trainee, Bacha, started at MAKE Projects. Mari shared a plate of mandazis with Anchi and reflected on the conversations she had with Bacha during this first week. Mari had tears in her eyes as she described the pride that Bacha expressed on her first day completing onboarding paperwork with us, Bacha's first time alone in the world. With Mari's interpretation, Bacha has developed a resume and conducted a mock interview with Abigail. Meanwhile, Abigail and Mari just accompanied Bacha's husband to a job interview this past week at the Town and Country Hotel in Mission Valley. He starts his first job in the U.S. on Monday!*