

2019 ANNUAL REPORT



WORKSHOPS®
FOR WARRIORS



**Workshops for
Warriors® graduates
earn nationally
recognized credentials
in just 16 weeks.**

Contents

Our Mission 4

Letter from our Founder & CEO 5

Engaging with Supporters
and Partners 6

Student Stories 7

2019 Graduating Classes 9

Credentials Earned 10

Photo Gallery 12

In the News 16



Our Mission

Workshops for Warriors (WFW) is a fully-audited, board-governed 501(c)(3) nonprofit. Our mission is to provide quality hands-on training, accredited STEM educational programs, and opportunities to earn third-party nationally recognized credentials to enable veterans, transitioning service members, and other students to be successfully trained and placed in their chosen manufacturing career field.



\$26/hour

Average starting wage
of WFW's 2019 graduates

5,660

Total number of nationally-
recognized certifications
earned by WFW graduates
as of December 12, 2019

680

Total number of
WFW graduates as
of December 12, 2019

95%

Percentage of 2019
WFW graduates employed
in manufacturing careers



Letter from our Founder & CEO



Dear Supporters,

Thank you for being such a crucial partner in our vital mission of providing America with the disciplined workforce she needs, and the dignified and lifelong careers our Veterans deserve.

With your generous support, Workshops for Warriors (WFW) has been increasing the pace at which we provide advanced manufacturing training, nationally-recognized credentials and job placement to transitioning service members, wounded warriors, and Veterans throughout America. At the end of 2019, WFW graduates now number 680 with 5,660 nationally recognized machining and welding credentials earned. Most importantly, 95 percent of WFW graduates earn livable wages in stable, high demand advanced manufacturing positions...lifting our Nation up...one Veteran at a time.

We could not have achieved these impressive totals without your wise counsel, assistance in raising awareness to our mission and capabilities, and your generous financial support.

Thank you.

After 11 years of operations Workshops for Warriors has a solid foundation, a proven plan for future growth and self-sustainment, and a formidable and dedicated leadership team. WFW remains laser focused on growing and developing what we consider to be the center of gravity of our team...our motivated, selfless, and technically adept instructors and teaching assistants.

Integral to our growth is the creation and training of additional advanced manufacturing instructors. In order to achieve this, WFW submitted a facility expansion plan to the City of San Diego in September 2019. Once approved, this \$144M "Train the Trainer" facility will provide a purpose-built state of the art advanced manufacturing training center in the heart of San Diego, where 17,000 young men and women leave military service every year. This impressive facility will increase our student throughput ten-fold and will offer our active duty and Veteran students a world class technical environment, meals, housing and social framework they need to thrive, learn, and successfully transition into advanced manufacturing sectors throughout America. The City of San Diego is currently reviewing our expansion plans and we expect to have a firm decision by July 2020. We have 11 years of proven track record in arming our Veterans with the skills they need to continue to serve our great Nation. We need your help to raise awareness of our mission and share what we do with your network.

We have \$14.8M raised, our only limiting factor is the capital resource requirement to fully finance our plan. With \$25M in hand by December 2020 we can begin construction.

Please join us in the fight so we can press the attack on achieving our ambitious vision of rebuilding America's manufacturing workforce — one Veteran at a time.

Very Respectfully,

Hernán Luis y Prado
Founder & CEO

ENGAGING WITH SUPPORTERS AND PARTNERS

Our work relies on the relationships we have been fortunate enough to build with partners and generous supporters throughout the U.S. Their belief in what we do is imperative to our mission.

On this page are a few highlights from 2019.



Councilmember Vivian Moreno has been a longtime supporter of Workshops for Warriors. As a special guest at our Fall 2019 graduation ceremony, she spoke about the lasting impact WFW is making for veterans and in our local community.



Fabtech proved to be another rewarding event where we met like-minded leaders who, like WFW, are passionate about rebuilding American manufacturing. WFW Founder & CEO Hernán Luis y Prado shared his wisdom with a panel of industry experts during the convention.



IWDC honored WFW with a donation of more than \$30,000, which they raised at their partners meeting in December 2019. We were grateful to have our friends from Westair present the check.



Allen Gutierrez, SBA Associate Administrator of the Office of Entrepreneurial Development, toured WFW in December 2019. Support from entities like the SBA helps raise awareness for our cause and furthers our mission.

Student Stories

Dante
Machining
Program Graduate



Dante joined the Marine Corps in 2015, right after high school, and enlisted as a combat engineer. While stationed at Camp Pendleton, Dante was part of 7th Engineer Support Battalion.

Dante first heard about Workshops for Warriors from a Marine on base who was enrolled in the program. Dante later expressed that the camaraderie he had with other service members at WFW as important to his success. "From one-on-one help with class material, to employment readiness, training and placement, Workshops for Warriors offers much more than other programs."

After graduating, Dante was hired as a full-time machinist at Solar Turbines.

Mike
Welding
Program Graduate



Mike was deployed seven times and served 24 years active duty before retiring from the U.S. Navy in 2006. Once retired, he found work at a Naval Weapons Station; however, with the onset of the Great Recession, he found himself without a job and with limited opportunities. As Mike put it, "Life got really dark for me."

Over time and with treatment, Mike improved emotionally, but he still faced long-term unemployment. Eventually, he heard about Workshops for Warriors and enrolled in the welding program.

Mike was hired as a full-time welder shortly after graduating from WFW. "Workshops for Warriors has given me more than just the training to be successful," said Mike. "They made me feel like I mattered once again."

Valentino
Machining
Program Graduate



Valentino worked as a supply specialist in the U.S. Army in Fort Campbell, Ky. After his military service concluded in 2011, he became interested in CNC machining. Valentino found Workshops for Warriors online and couldn't believe the program was real. "It sounded too good to be true!"

Before Valentino enrolled, he felt disappointed that he was not advancing his career. Upon graduation, he had earned 17 nationally-recognized certifications in machining and later accepted a full-time position as a machining assistant.

"Workshops for Warriors has allowed me to open a new chapter in my life," Valentino said. "For that I will always be grateful."

Student Stories, Cont.

Juan
Welding
Program Graduate



Juan enlisted in the Marine Corps about a year after high school. While stationed in Yuma, Ariz., shortly after marrying his wife and the birth of their daughter, Juan found Workshops for Warriors. Learning a trade, he discovered, would not only provide a new way to support his family; it would allow his daughter to grow up in a two-parent household, something he didn't get to experience.

Juan earned eight credentials in welding through Workshops for Warriors. He is now employed as a full-time welder back in Yuma. Before graduating, Juan remarked, "This has really been a chance for me to be fulfilled, to foster who I am as a person. Workshops for Warriors has helped keep me motivated."

Sam
Machinist
Program Graduate



Sam spent four years in the Marine Corps as a mortarman, completing two combat tours. Despite picking up sergeant in three years, a rare feat in the Corps, he elected not to re-enlist.

During his transition, Sam struggled to find a job that kept him in one place. "I worked in 10 states in nine months with two or three different companies," Sam said. "It was a difficult time." Then, Sam found Workshops for Warriors.

Months later, Sam graduated as the top student in WFW's Fall 2019 machining program and was selected by WFW to become a Teaching Assistant. "This program saved me in every way, financially, mentally and emotionally. I was drained, and the family atmosphere here, getting to learn something that helps me be creative, it put me on a new path."

Claudia
Welding
Program Graduate



As a Machinist Mate in the Navy, Claudia spent four years maintaining fire control systems aboard a destroyer. She became anxious and stressed about her next steps after service.

Workshops for Warriors helped by teaching Claudia a trade, showing her how to craft an effective resume and helping in her job search. Claudia excelled in the welding program at Workshops for Warriors, earning seven nationally-recognized certifications. She now works as an independent contractor.

"Workshops for Warriors is a great school run by an amazing, knowledgeable staff," Claudia said. "It will change your life."

2019 Graduating Classes

Spring Graduating Class 2019



Summer Graduating Class 2019



Fall Graduating Class 2019



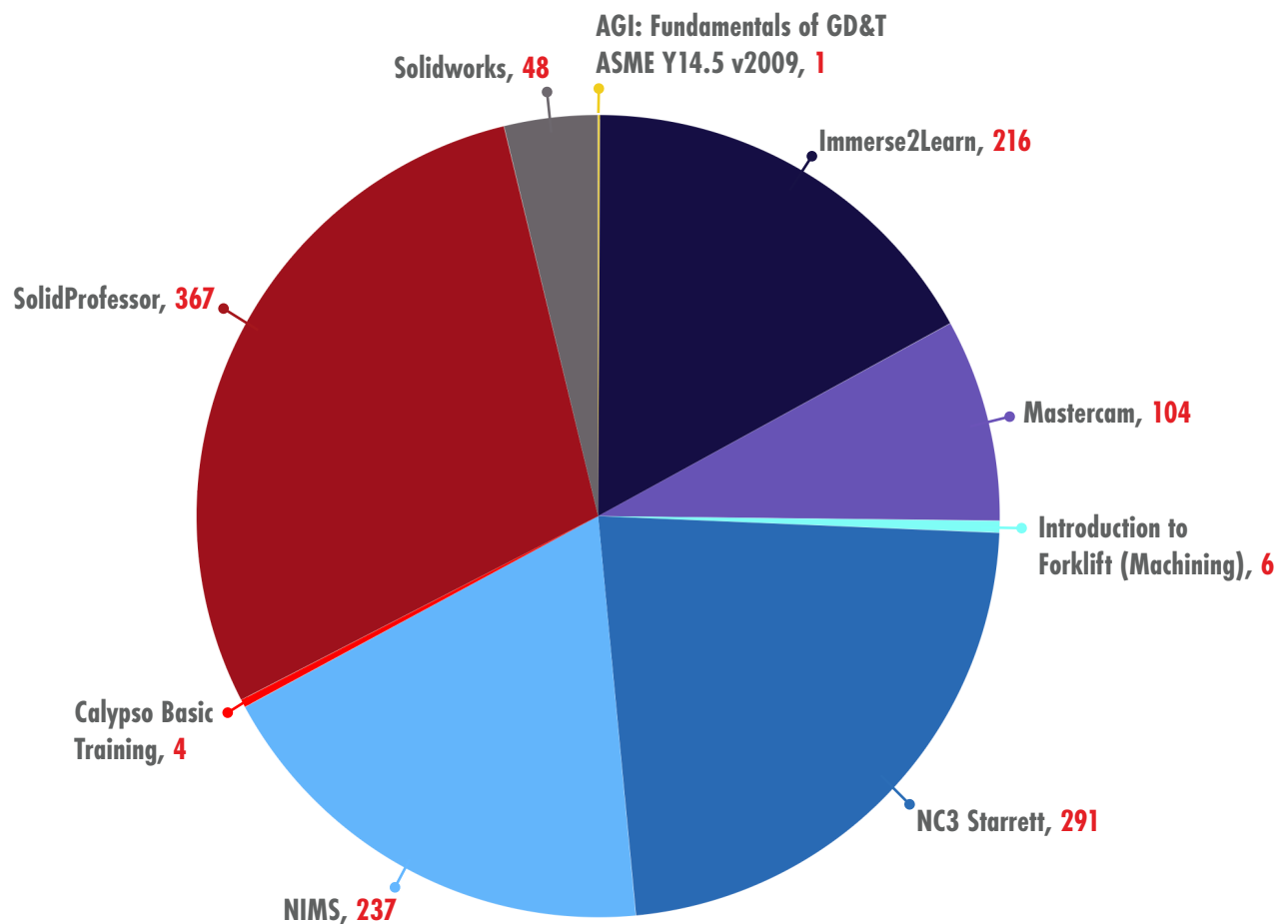
Credentials Earned

Machining Program

Students enrolled in WFW's machining program in 2019 earned a total of 1,274 machining certifications.



2019 Machining Credentials Earned



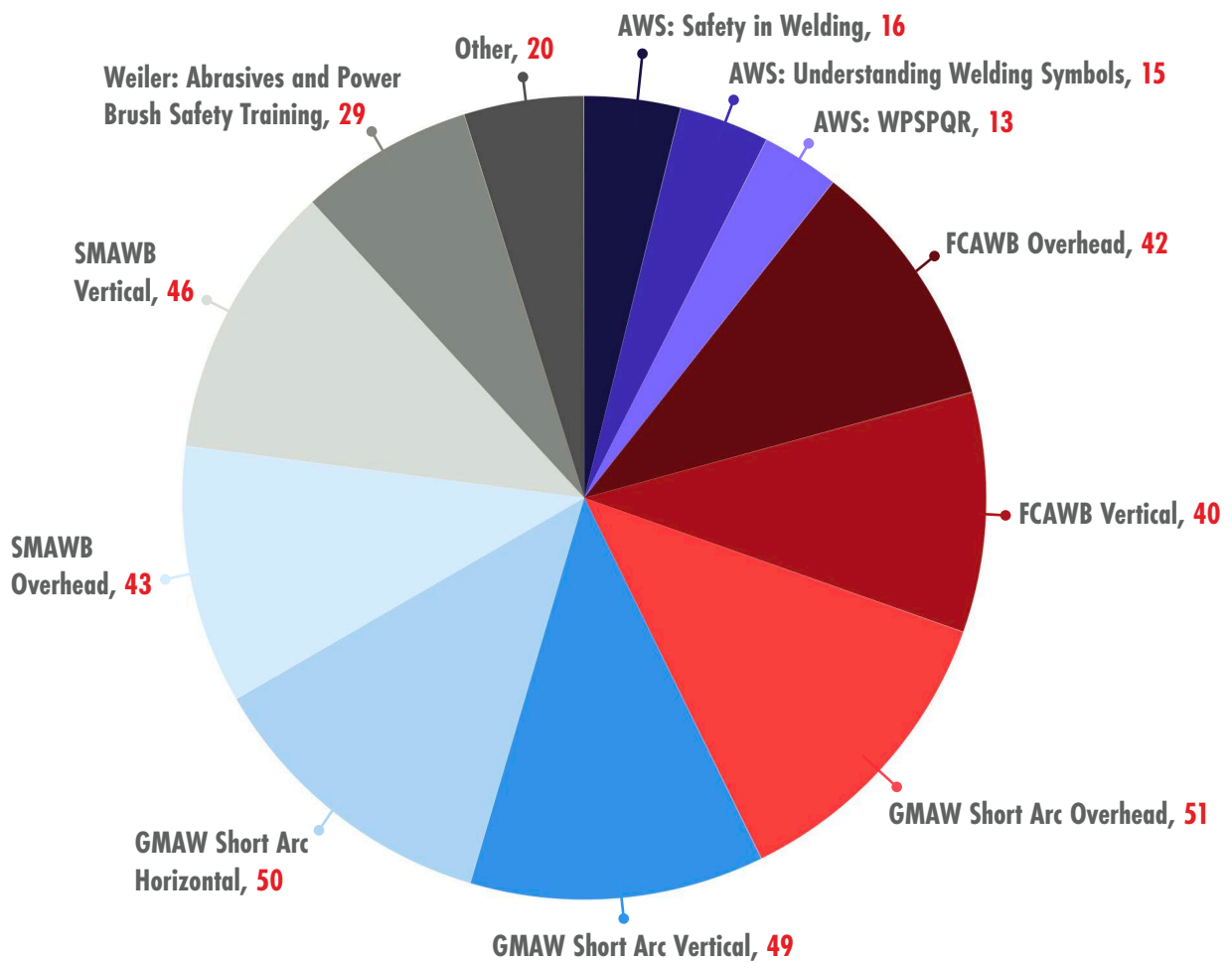
Credentials Earned, Cont.

Welding Program

Students enrolled in WFW's welding program in 2019 earned 414 total welding certifications.



2019 Welding Credentials Earned



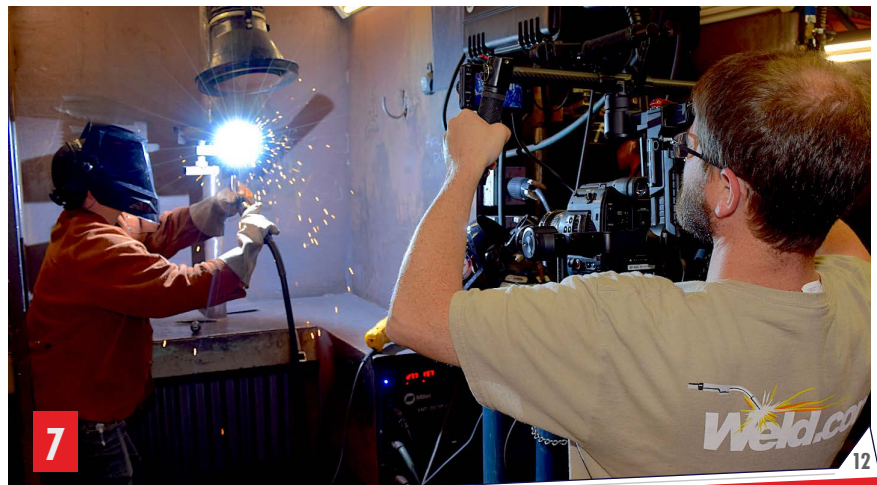


Photo Gallery

1. Team building day with Board of Advisor Ed Miller and SOLIDWORKS
2. WFW COO Rachel Luis y Prado gifted with a Valentine's Day rose from Scotchman Industries
3. Spring 2019 Class Career Fair
4. Hired Heroes resumé makeover training
5. Weiler Abrasives visits WFW
6. Fundraiser hosted by Judy and Dick Arendsee
7. Weld.com video shoot



Photo Gallery, Cont.

8. WFW Founder & CEO Hernán Luis y Prado addresses guests at our 3rd Annual Gala

9. U.S. Department of Housing and Urban Development visits WFW

10. Harvey Tool Company donation

11. City National Bank check presentation

12. Lunch with the Galley Girls

13. Terri Wruck and James Alcocer from Snap-on tour WFW



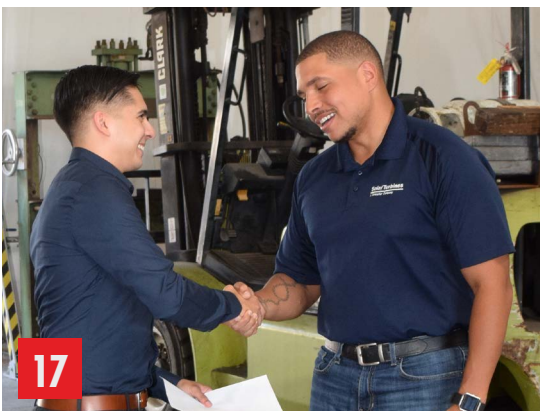


Photo Gallery, Cont.

14. Workshops for Warriors honored with San Diego County Proclamation for National Hire a Veteran Day by the San Diego Board of Supervisors

15. CA State Assemblymember Todd Gloria talks with WFW students during tour

16. WFW on KOGO News Radio

17. Summer Career Fair

18. GovX tours WFW

19. Mutual of America visits WFW





Photo Gallery, Cont.

20. Manufacturing Day

21. U.S. Marine Corps 244th birthday celebration

22. The San Diego Police Department tours WFW

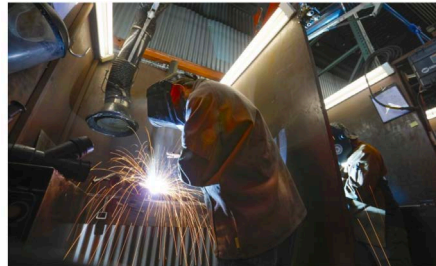
23. Fall 2019 Graduation Ceremony

24. Visit from the San Diego Padres

25. Hernán Luis y Prado with the Hypertherm team at Fabtech

Local and national exposure helped increase our visibility in 2019. We look forward to increasing our media exposure in 2020 and beyond.

Nonprofit Workshops for Warriors to build new, bigger facility in Barrio Logan



Construction of the \$163 million building is set to begin in December 2020

SAN DIEGO — A nonprofit that provides manufacturing training to veterans plans to expand its current facility in Barrio Logan, allowing the school to nearly triple the number of students it accepts.

Forbes

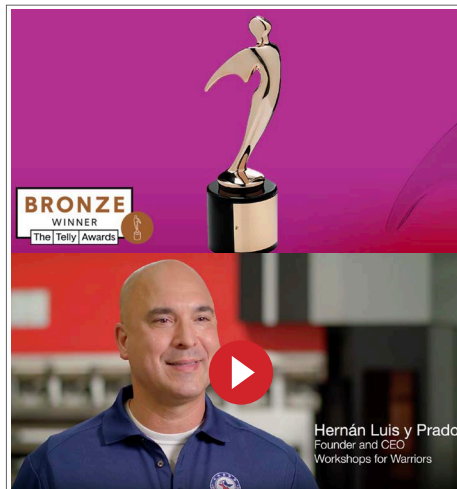
How To Celebrate Patriotism And Our Veterans Through Supporting Manufacturing And Skills Trade Jobs



I write about navigating the unspoken rules in today's workplace.



The best part of where things are evolving in our country today is that it's not just military veterans who get to be patriotic. A critical way we demonstrate patriotism is through the work we choose to do, the things we purchase and the



Rancho Santa Fe REVIEW

Remember Our Fallen Veterans – And Honor Those Still With Us!

[illegible]

The need has never been greater and your support has never meant more. We have promises to keep, lives to impact and America's future to shape. Our student veterans, their families and everyone at Workshops for Warriors thanks you.

Learn how you can continue supporting our mission at wfw.org.

**REBUILDING AMERICAN
MANUFACTURING,
ONE VETERAN AT A TIME™**



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