

# 2020

## ANNUAL REPORT



**WORKSHOPS<sup>®</sup>  
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**

**2020 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.

# Letter from our Founder & CEO



## Dear Supporters,

2020 was a year that put us all to the test. Challenging times and our responses to adversity are the stuff which defines us. Throughout this past year we have never lost sight of our primary purpose — supporting our deserving veterans as they transition from defending our nation to finding a new purpose in rebuilding American manufacturing. Our high-potential veterans warrant our assistance in developing the skills they need to enter productive advanced manufacturing careers with which they can support themselves and their families, while continuing to serve their nation.

Given this imperative, our Workshops for Warriors staff quickly adapted and overcame, implementing numerous new safety protocols required by the pandemic and modifying our entire curriculum to embrace online learning with great efficiency and success. I am proud to report we had 117 graduates in 2020 (bringing our total graduates to 793) who earned 1,834 nationally-recognized certifications. We could not have done this without our dedicated, determined team and your enthusiastic support.

I am excited by a growing national awareness for our organization. Workshops for Warriors was featured in Forbes magazine, on Fox & Friends, and just recently, on CNBC's Streets of Dreams with Marcus Lemonis. Rebuilding American manufacturing capabilities is critical to our collective future and Workshops for Warriors is uniquely positioned to train our future advanced manufacturing workforce. Our veteran graduates are working in every state of our nation and our core welding and machining programs have expanded to include advanced curriculum offerings that will further distinguish our graduates.

National initiatives have been introduced to make massive investments in infrastructure and clean energy. These initiatives, while stimulating the creation of millions more jobs, must be supported by an advanced manufacturing training pipeline to provide the skilled workforce to fill them. The supply of eager veterans is constant, and the desperate need for advanced manufacturing workers is rising. With your continued financial support, we can train more trainers faster, lead the charge in building a more robust nationally-scalable training pipeline, and create opportunities for more veterans to generate economic growth for the nation.

In 2021, we set our sights on major goals that include construction of a new training facility which will enable us to expand our course offerings and more than triple the number of veterans we can train and certify each year. This facility, which will be operational by the end of this year, will serve as a temporary headquarters and training center while we continue our plans for a purpose-built campus on our current site.

Hard times make hard men and women. We continue to press through this unprecedented period with a strength of will and conviction that is worthy of our nation's warriors. We will prevail in our mission, and we thank you for your continued support of our efforts to rebuild America's manufacturing workforce — one veteran at a time.

Very Respectfully,

Hernán Luis y Prado  
Founder & CEO

## \$52,000

Average starting salary  
of WFW's 2020 graduates

## 7,579

Total number of nationally-  
recognized certifications  
earned by WFW graduates  
as of December 18, 2020

## 793

Total number of  
WFW graduates as  
of December 18, 2020

## 94%

Percentage of 2020  
WFW graduates employed  
in manufacturing careers

## Our SUPPORTERS AND PARTNERS

Our work relies on our corporate partners and generous supporters throughout the Nation.

Check out a few highlights of our partnerships in 2020.

See more in the Photo Gallery on pages 12-15.



**Administrator Jovita Carranza of the U.S. Small Business Administration** toured Workshops for Warriors in October 2020. Administrator Carranza learned about WFW's critical role in providing training and credentials to U.S. veterans while strengthening our nation's manufacturing base.



**Ford Motor Company** continued its generous support of WFW in 2020. As a beneficiary of Ford's #ProudToHonor campaign, the company granted WFW \$500,000. Ford also donated thousands of masks to keep our students safe while they train.



**Harris Products Group** created a special-edition welding outfit to benefit Workshops for Warriors. The kit was sold nationwide by some of the largest distributors in the country.



**Jimmy DiResta** met with WFW Founder & CEO Hernán Luis y Prado and joined other senior staff for a tour of WFW. He became an enthusiastic team captain for WFW's end-of-year Military Face-Off fundraiser.

# Student Stories

**Angel**  
**Machining**  
**Program Graduate**



One of eight siblings growing up with a single mother, Angel credits his decision to enlist in the Marine Corps as a way out. The military gave him the structure he needed at the time. In 2019, however, Angel found himself discharged with nowhere to go.

"I was living near [Naval Base San Diego] 32nd Street when I went out one day to get tacos. I was thinking about how I didn't want to go back to my hometown," he said. "I saw a sign on a building that said 'Powered by Veterans' and thought, I wonder what that's about." A few minutes later he was in the Workshops for Warriors office, and a few weeks after that he accepted a lodging and tuition scholarship.

Angel graduated from WFW's machining program in April 2020 and accepted a full-time position at VetPowered LLC.

**Justin**  
**Welding**  
**Program Graduate**



Justin joined the Marine Corps right after high school. "[All of] the men [in my family] who were able to enlist, did," he said.

During his time in the USMC, Justin excelled as a machine gunner, deploying out of Okinawa, and as a member of the Marine Rotational Force-Darwin in Australia.

When it came time to transition out, a friend told him about Workshops for Warriors and he enrolled in the welding program. He knew welding could be useful both back home on the ranch and when pursuing other employment opportunities.

Justin graduated from WFW with 13 nationally-recognized credentials in welding and is employed full-time in the manufacturing industry.

**Elizabeth**  
**Machining**  
**Program Graduate**



Seeing the Marine Corps as a "way out" of a troubled life in her hometown, Elizabeth enlisted when she was 18-years-old.

Elizabeth was deployed in Okinawa, Korea, the Philippines, and Australia before moving to San Diego.

After meeting WFW CEO & Founder Hernán Luis y Prado at a USMC event, Elizabeth toured the school. She enrolled in the machining program while nearing the end of her time as active duty.

Elizabeth graduated in August of 2020 and accepted a position as a CNC machinist with Chromalloy in San Diego, CA.

## Student Stories, Cont.

**Keith**  
**Welding**  
**Program Graduate**



Keith transitioned out of the Navy in 2019 after serving an honorable four years. When he heard about Workshops for Warriors, he thought he should check it out.

"The things that caught my attention about Workshops for Warriors is that it is veteran-run and owned, that the reduced timeline fit my schedule, and that it is hands-on work."

Keith completed WFW's welding course and was named Summer 2020 Honor Graduate. He then entered WFW's intermediate Welding II program. After graduating for the second time in December 2020, Keith joined the Workshops for Warriors staff as a Welding Teaching Assistant.

**Ruffo**  
**Machining**  
**Program Graduate**



After serving four honorable years in the Army, Ruffo transitioned out of the military. He thought about going to college, but with his wife being deployed with the Navy, he could not pursue a multiple-year degree. Then, Ruffo discovered Workshops for Warriors' four-month training programs. It was the perfect fit.

Before his training began, in March of 2020, WFW had shifted all classroom instruction to online learning because of the COVID-19 pandemic.

"I was nervous. I'd never done online learning," Ruffo said. "But it was just like we were in the classroom."

Ruffo graduated with 31 machining credentials in December 2020 and accepted a full-time machinist position with Fox Racing in San Diego.

**Alicia**  
**Welding**  
**Program Graduate**



Alicia joined the Navy in December 2015 and worked as a Hull Technician doing plumbing, pipefitting, wood-working and welding. "[Welding] was something I grew to love."

After five years of service, Alicia transitioned out of the Navy. She heard about Workshops for Warriors from a Navy comrade and, naturally, she enrolled in WFW's welding program.

Alicia graduated in December 2020 and is now training in WFW's Welding II course. She will graduate in the Spring of 2021. After completing Welding II, Alicia plans to move closer to family in Anaheim, CA and secure a job doing advanced manufacturing welding.

# 2020 Graduating Classes

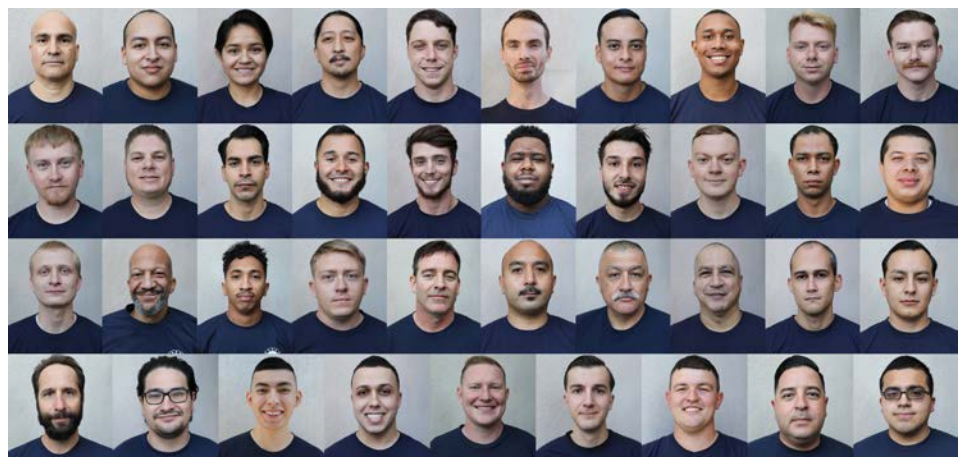
**Spring**  
**Graduating Class**  
**2020**  
*1st COVID Class*



**Summer**  
**Graduating Class**  
**2020**  
*2nd COVID Class*



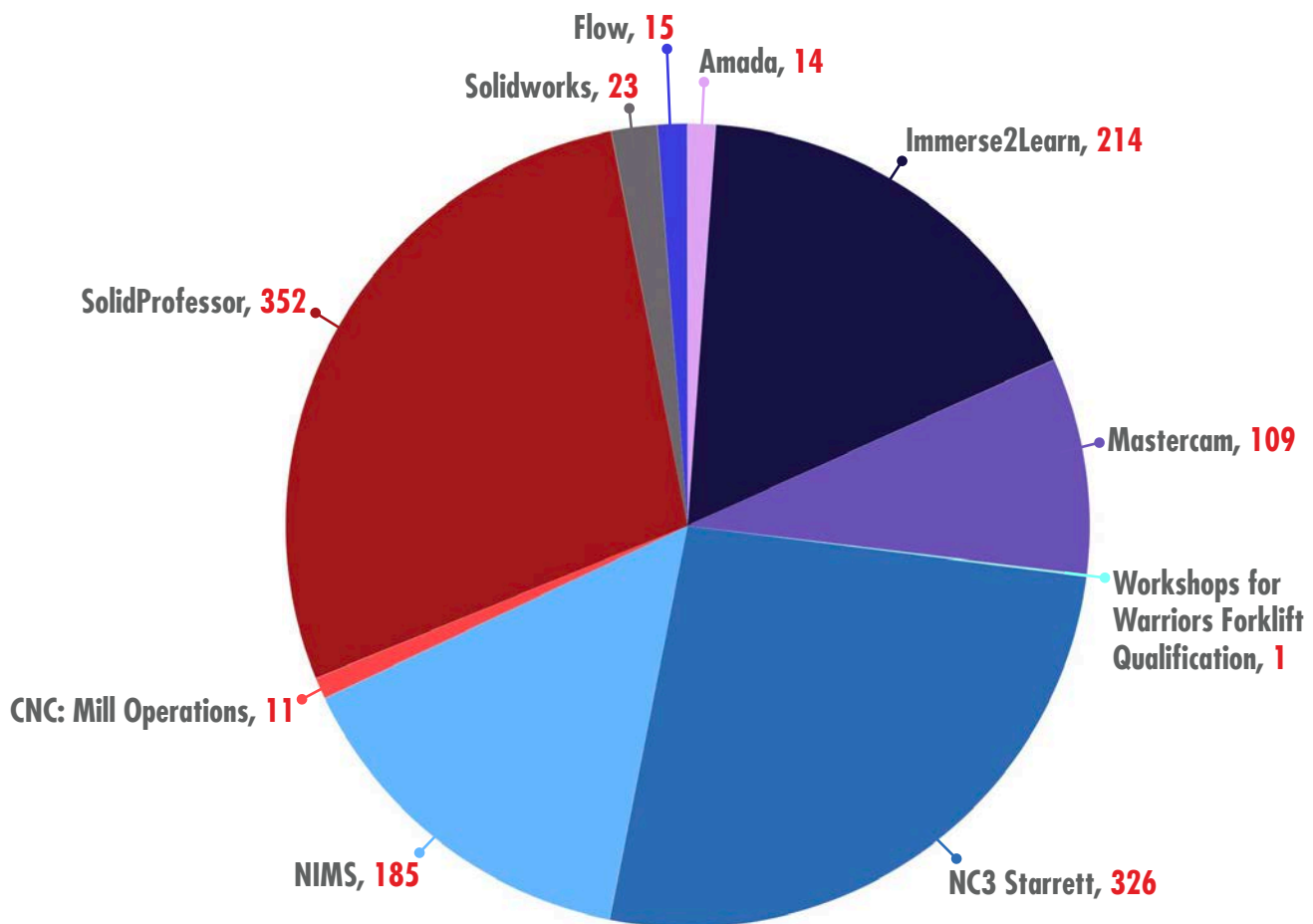
**Fall**  
**Graduating Class**  
**2020**  
*3rd COVID Class*



Students enrolled in WFW's machining program in 2020 earned a total of 1,250 machining certifications.



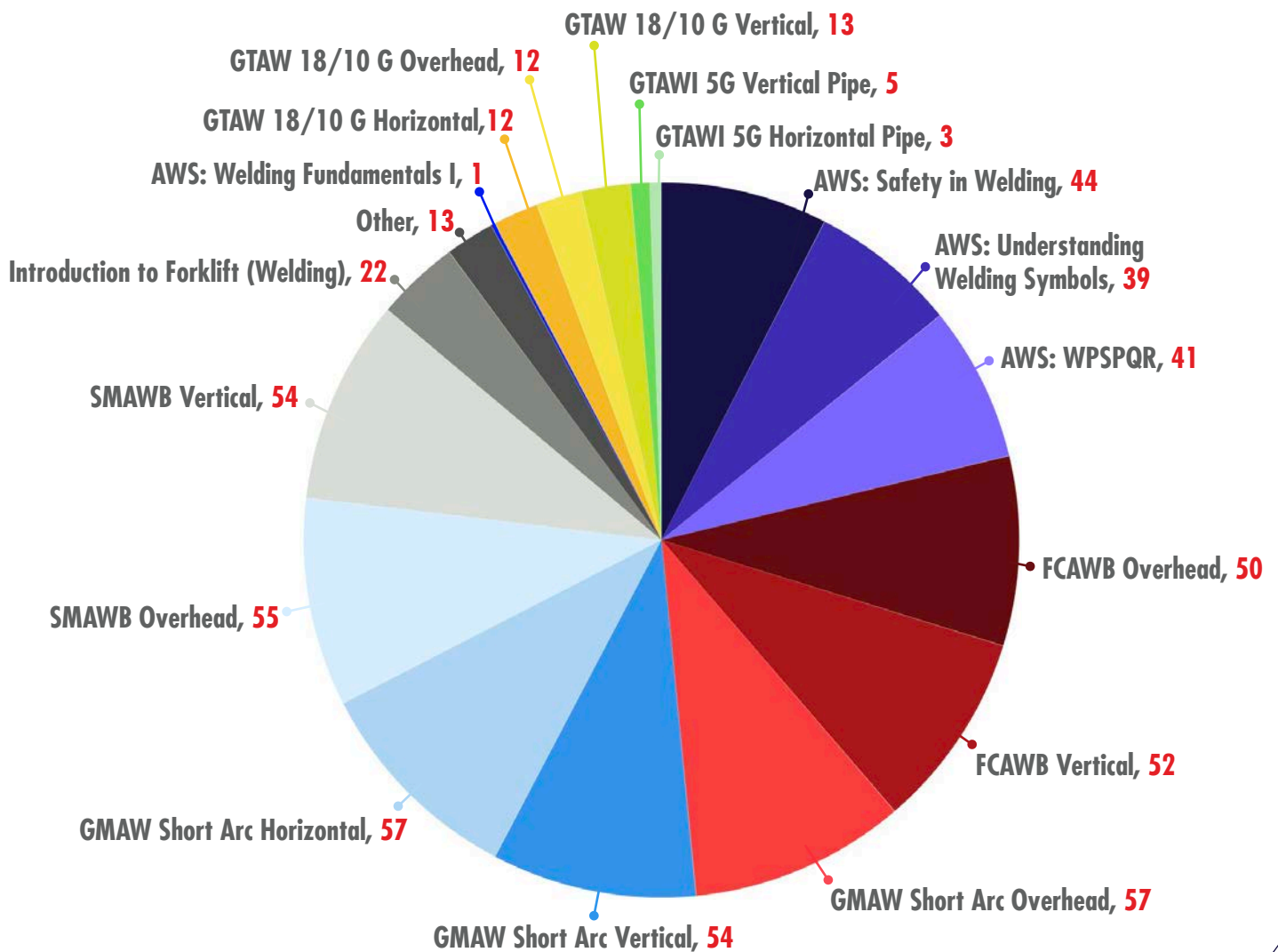
## Machining Credentials Earned



Students enrolled in WFW's welding program in 2020 earned 584 total welding certifications.



## 2020 Welding Credentials Earned





## Photo Gallery

1. The San Diego Padres visit WFW
2. Actor Jack Scalia tours WFW
3. Vetty Awards in Washington, D.C.
4. Friends from Qualcomm come in for a tour
5. Students participating in the Amada training
6. Founder & CEO Hernán Luis y Prado talks via Zoom to the Spring 2020 class
7. Marcus Lemonis filming at WFW for his CNBC show Streets of Dreams





8



9

## || Photo Gallery, Cont.

**8.** WFW staff and students distribute food to Barrio Logan residents

**9.** Rick Peters tours WFW

**10.** One Source donates hundreds of items to WFW

**11.** Moody's Medicinals delivers over 300 bottles of hand sanitizer

**12.** Linda Jacoway of the Galley Girls sews masks for WFW students

**13.** Flow Waterjet training



10



11



12



13

13



## Photo Gallery, Cont.

**14.** Mutual of America visits WFW

**15.** WFW's virtual Toast to Our Graduates

**16.** Staff contributing to Councilmember Vivian Moreno's neighborhood cleanup

**17.** Students select clothing donated by JoS. A. Bank

**18.** Welding students unbox donated saw blades from Lenox

**19.** Daniel Grubbs from the San Diego Police Department gives to WFW





## || Photo Gallery, Cont.

**20.** The Galley Girls donate pre-packaged Thanksgiving meals to WFW students

**21.** Welding students with helmets donated by IWDC

**22.** Weiler donates protective gear to the welding class



**23.** The Gene Haas Foundation names WFW a 2020 grant recipient

**24.** Kemper System donates hundreds of Anti-Spatter Spray cans to WFW

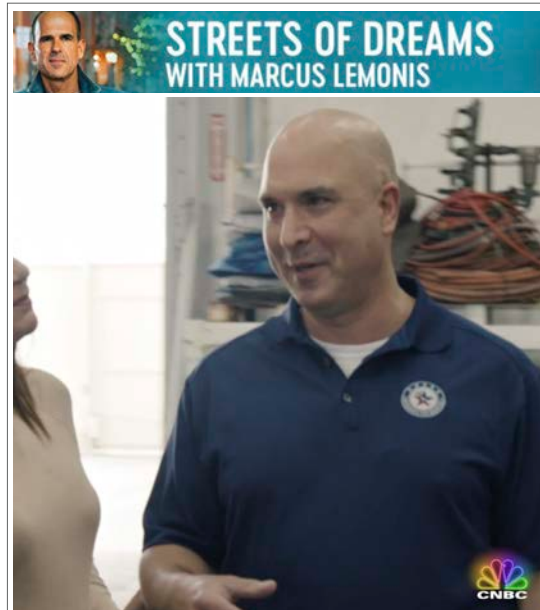
**25.** The El Cajon Rotary presents a check to WFW

**26.** Machining program staff unboxes vises donated by Kurt Manufacturing Company



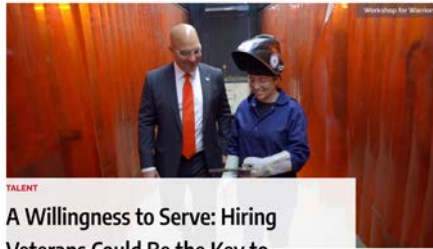
## In the News

Workshops for Warriors was proud to be featured by many local and national media outlets in 2020. We look forward to increasing our visibility in 2021 and beyond.



## In the News, Cont.

### IndustryWeek



TALENT

#### A Willingness to Serve: Hiring Veterans Could Be the Key to Overcoming Skills Shortage

"We need to reach a consensus as a country that recognizes what I call a Vet 2.0 perspective that looks to veterans as a valued source of talent, that will help galvanize a stronger, smarter and more efficient America," said Hernán Luis y Prado.

Adrienne Setko  
DEC 21, 2020

### MILITARY families MAGAZINE

#### Workshops for Warriors trains veterans for advanced manufacturing

by Jeremy Norris — September 24, 2020



A welding student from Workshops for Warriors. Courtesy photo.



Workshops for Warriors started with a handful of wounded service members in a 400-square foot garage. Twelve years later it's poised to become the world's largest training

### Military.com

#### 'Workshops for Warriors' Is Intense, Effective Training for Skilled Manufacturing Jobs



(Courtesy of Workshops for Warriors)

Military.com | By Blake Stilwell

The United States is aging in every possible way. The infrastructure that drove the postwar boom is in need of upgrades and repair, and those who helped build and maintain it are starting to retire. But few skilled workers are around to replace them.

One Navy veteran is out to fix that. He wants American military veterans to be the skilled workers of the future.

### The San Diego Union-Tribune



### GB Magazine

#### WORKSHOPS FOR WARRIORS WELLS FARGO IS HELPING FORGE A PATHWAY FOR VETERANS IN MANUFACTURING



With more than 200,000 U.S. service members leaving the military each year, ensuring veterans have the support they need for a successful transition back to civilian life has become increasingly important. San Diego-based nonprofit, Workshops for Warriors (WFW), is leading the charge through their advanced manufacturing program which trains, certifies and places veterans and transitioning service members into advanced manufacturing careers.

WFW offers two 18-week programs in CNC machining and welding. Upon completion, veterans and transitioning service members earn nationally recognized portable and stackable credentials – preparing them to enter a rapidly evolving and competitive workforce.

WFW | Twitter



Homeland Spotlight



To my fellow veterans and those that are in transition, I am writing this to you so that you know you are not alone. Taking off the uniform is not easy. The civilian world is hard to navigate, but there are so many amazing opportunities available to you. I want to share my story and one organization that is there to support you in finding a sustainable career while still serving the Nation without combat boots on.

I was inspired to enlist in the U.S. Marine Corps by my grandfather, an Army veteran who served honorably in WWII. I served for a total of 10 years, completing two combat tours – Operation Enduring Freedom and Operation Iraqi Freedom – and was honored to have held the titles of Funeral Honors Coordinator, Female Search Team Advisor, and USMC Toys for Troops Coordinator.

When the time came to leave active duty I was a single mother, and despite all of the great skills and experience I gained during my time in the Marine Corps, I ended up working low-paying administrative jobs that lacked purpose. Supporting a family on minimum wage is daunting, and I discovered how challenging transitioning can really be.

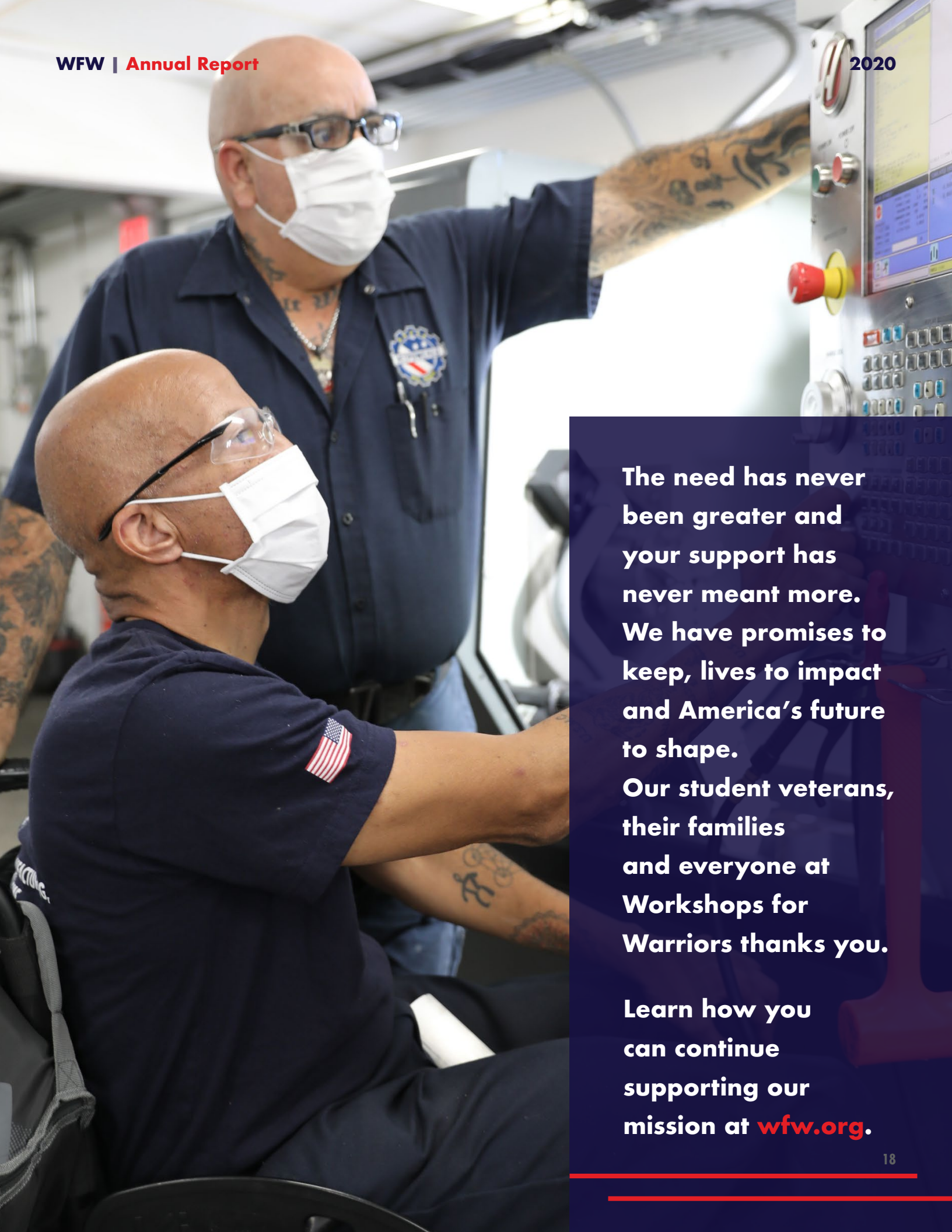
"We can rebuild America's advanced manufacturing workforce together. Workshops for Warriors will teach you how."

- Keshia Jarvis-Jones

Living the struggle first-hand, I was determined to help my brothers and sisters in arms through their experience leaving the service. We all deserve a better transition and career path.

Three years ago, I had the honor to join the admissions team at Workshops for Warriors, a San Diego-based nonprofit that trains, certifies and helps place veterans and transitioning service members into advanced manufacturing careers. As Administrative Director of Education Programs, my staff and I are directly responsible for admissions and employment skills.

Workshops for Warriors' talented team is made of driven and mission-focused veterans who dedicate themselves daily to providing veterans and transitioning service members with skills and credentials that lead to life-changing careers all over our Nation – in just four months. It starts when you apply for our Welding or CNC Machining programs on our website ([wfw.org](http://wfw.org)) and you have your first call with our admissions team. Like our Founder & CEO, Hernán Luis y Prado, a Navy combat veteran, you quickly realize that the people at Workshops for Warriors genuinely want to help.



**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](https://wfw.org).**



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

2970 Main Street, San Diego, CA 92113  
Phone 619.550.1620 • Fax 619.550.1621

**wfw.org**