

2018

ANNUAL REPORT



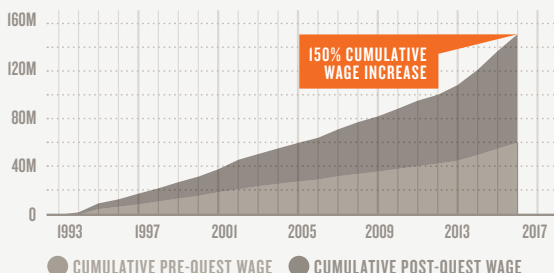
As Project QUEST
evolves, we shall
remain true to our
proud tradition of
helping unemployed
and underemployed
adults in our community
breakdown barriers to
achieve living wage
career opportunities.

DAVID J. ZAMMIELLO
PRESIDENT & CEO

Last year, we sent out a snapshot of the progress through our 25 years. In case you missed it, here are some highlights!

GRADUATES INCREASE IN INCOME
\$823,937,723
 ▲ \$9.51 PER FUNDED DOLLAR

The cumulative wages of these graduates have increased by approximately **150%.**



ECONOMIC IMPACT OF SPENDING
\$523,446,493
 ▲ \$6.04 PER FUNDED DOLLAR

The increase in income earned by graduates has led to a rise in personal spending, catalyzing even more economic growth.

- DIRECT EFFECT
- INDIRECT EFFECT
- INDUCED EFFECT

TOTAL IMPACT OVER 25 YEARS

\$1.67 BILLION
 ▲ \$19.32 PER FUNDED DOLLAR

Additionally, the higher socioeconomic status of the graduates will transfer to their children, resulting in a projected “transfer” of income to their children of **\$98.9 million** per year once all of these children who will enter the labor force are employed.

LEADERSHIP'S ADDRESS

Dear Friends and Supporters,

Earlier this year, the results of a comprehensive economic impact study concluded that Project QUEST's services produced an amazing \$1.67B financial return to the San Antonio community over the course of its twenty-five year history. More importantly, our services helped transform the lives of individuals and families while providing much needed talent to employers. We approached our 26th year as a time of reflection, renewal and change. Our leadership team, board, and stakeholders invested considerable energy planning our own "quest" in order to be well positioned to meet the future workforce needs of our diverse community. As this annual report highlights, Project QUEST delivered life changing services to 1,099 individuals across San Antonio and Bexar County. Strategically, we activated innovative changes which will enable us to scale and align services as workforce needs evolve. We are grateful to our partners who contributed to our success and strengthened our effectiveness.



DAVID J. ZAMMIELLO
President | CEO



DON A. BEELER
Chairman

2018 HIGHLIGHTS

OUR EFFORTS LED TO SEVERAL KEY OUTCOMES:

Implemented a new board governance structure and process;

Revised a strategic plan focused on eight key areas of service;

Introduced new organizational roles targeted at fundraising and partnership building;

Invested in new and value-added partnerships to enhance program impact; and

Expanded services to a broader array of industries and demand occupations.

THANK YOU TO OUR DONORS

January 1, 2018-December 31, 2018

\$2,000,000 & UP

City of San Antonio

\$1,000,000 & UP

Rockefeller Foundation & Chan
Zuckerberg Initiative
U.S. Department of Labor

\$200,000 & UP

Health Profession Opportunity Grants
USAA

\$75,000 & UP

Bexar County

\$20,000 & UP

Charles and Nancy Cheever
Frost Bank Foundation
Valero Energy Foundation

\$10,000 & UP

Andeavor
CHRISTUS Santa Rosa Health System
Wells Fargo

\$5,000 & UP

Accenture Federal
Alamo Colleges District
Broadway Bank
Crockett National Bank

Hixon Properties
Jefferson Bank
Rackspace
Sisters of the Holy Spirit
Dr. Todd Thames & Deborah Cardell
University Health System

\$2,000 & UP

ABIP, PC
CPS Energy
Crystal H. Kohanke
David J. Zammiello
The Gambrinus Company
Graham Weston
Port Authority
Security Service Federal Credit Union
VIA Metropolitan Transit

\$1,000 & UP

Alan Chase
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Baptist Health System School of Health Professionals
C2 Global
Codeup
Congregation of Divine Providence
Donald & Virginia Beeler
Garrett Heath
Goodwill
Joan M. Cheever
Krietzburg Family Foundation
Mary Stefl, Ph.D.
McCormack Development
Paul Olivier

COPS/Metro Alliance
St. Leo's Catholic Church
Tom O'Brien
UTSA

\$500 & UP

Carolyn King
Jeanette Flores Westbrook
Congressman Lloyd Doggett
Senator José Menendez
Katharine Underwood
Sandra Schlortt
Steve Mendoza

\$200 & UP

Brigidine Sisters
Carmen Garcia
Carmen R. Aguilar
C.C. Garcia Co., P.C.
Diane Sapphire
Henry and Mary Cisneros
Our Lady of the Lake University
Paul Martinez
Robert Cruz
Ruth Medellin
Southwest General Hospital
Sylvia Vela
Yetunde Akiwowo

FRIENDS OF QUEST

Adriana Rocha Garcia, Ph.D.
Alicia Cuellar
Alexis Hernandez
Amada Poplawsky
Amjed Jabari
Angela Poley
Ashley Bukhari
Atenogenes Villarreal
Beatrice Briseno Carreon
Belinda Garcia
Bonnie Reed
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Carmen Rodriguez
Sr. Cathy Partner
Cheri Whitacre
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Cristina Espinoza
Cristopher Pohl
Cynthia Miller
David Johnston
David and Linda Davila
Deborah Carter
Deborah Martin
Dimitri Antouiou
Dionne King
Edgar Castellon
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Edna Molina
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Ronald Ralston
Roxanne Ramirez
Ruby Siddle
Samian Quazi
Sarah Mellor
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Soudabeh Arvin
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Susan Oelsen
Susan Sheeran
Swen Borg Jr.
Sylvia Sanchez
Tyler Dolliver
Yolanda Cheney
Yolanda Smith

SUCCESS STORIES

EDUARDO

RN, SAN ANTONIO COLLEGE

I graduated from the San Antonio College Registered Nursing program on December 13, 2018. Although I had many obstacles in my life, I had a family who always wished me the best with my goals and aspirations, and Project QUEST to help me achieve them. I began my QUEST in the fall of 2016 while living in Del Rio, Texas. The nursing program in my hometown only accepted ten students, and I was in the dreaded eleventh spot. For a total of three cycles, I was the first alternate every year. On my last day of clinical in Del Rio, I met a former QUESTER, who informed me how Project QUEST assisted her in the nursing program. After continuously trying to get into the nursing program in Del Rio, I decided to take a huge risk and move to San Antonio. I gathered all the necessary paperwork and was accepted into Project QUEST.

The first month and a half of Nursing School, I lived in my car. I did not have a paycheck associated with Bexar County, which is required by every apartment in San Antonio. Unfortunately, I failed the first semester by 0.2%. Despite being homeless, I knew how much I had invested and was not going to let anything stop me from achieving my dreams. I decided to go back the following semester, and after proof of income from Bexar County, I was able to move into an apartment. I feel that the journey in life may not always be smooth, but the people you meet, the challenges you face, and the perseverance one experiences, will shape the person you strive to be.

KIMBERLY

RN, BAPTIST SCHOOL OF HEALTH PROFESSIONALS

I am a spring 2018 graduate of the Baptist School of Health Professions Nursing Program and looking back at it all, I feel I have moved mountains! Project QUEST provided me with the tools and guidance to obtain my dream job as a NICU nurse. I had my first child when I was 17 years old and it was difficult to go to school and raise a family. I got a job at Methodist Hospital as a supply clerk and I knew very quickly that I wanted to move up in the medical field, becoming a CNA and one day floated to the Neonatal Intensive Care Unit.

Since that day I have known that I wanted to be a NICU nurse. In order to earn income, I joined the Air Force. I remarried after some time and moved back to San Antonio near family which helped me focus on finishing my pre-requisites for nursing school. When I was ready to apply to nursing school, I was worried about how I would pay for it. Fortunately, I heard about Project QUEST. Project QUEST has been more than just a source of financial aid for me. With weekly Vision Initiative Perseverance meetings, I gained skills and knowledge to be a successful student but also a successful employee. Through these meetings, I learned how to write a strong resume, cover letter and competitive interviewing skills. I recently interviewed for a position in the highest level NICU in the city and was offered the job on the spot.

ABOUT US

OUR MISSION

Project QUEST strengthens the economy and transforms lives by preparing individuals for in-demand, living wage careers.

OUR VISION

Project QUEST will be San Antonio's leading workforce development initiative; providing life-changing services, education and career skills through collaboration and community partnerships.

2018 OUTCOMES

1,099
PARTICIPANTS
SERVED

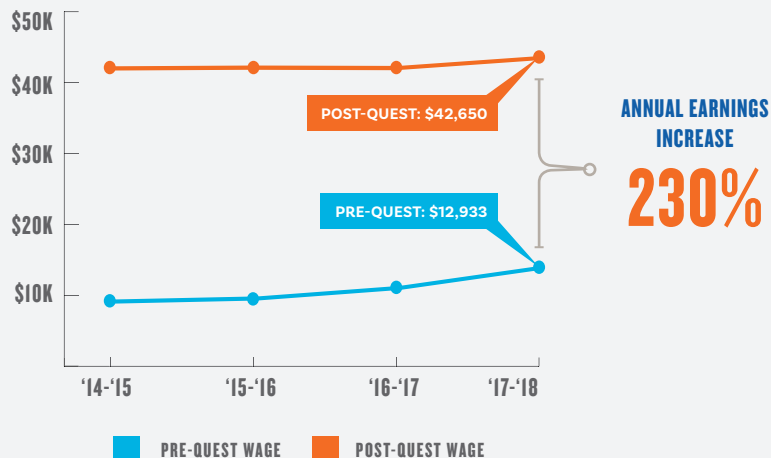
375 GRADUATES

396 PARTICIPANTS
PLACED INTO IN
DEMAND JOBS

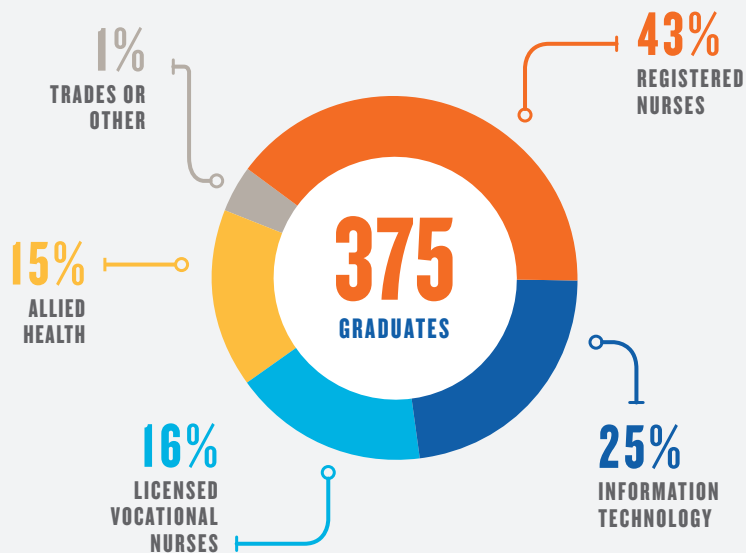
GRADUATES PLACED
INTO 27 IN-DEMAND
OCCUPATIONS

THE AVERAGE WAGE
PER HOUR FOR
GRADUATES IS \$22.26

ANNUAL EARNINGS



CAREER TRACKS



PARTICIPANTS

30
AVERAGE AGE

44%
PARENTS

21%
SINGLE PARENTS

13%
AFRICAN AMERICAN

62%
HISPANIC

67%
WOMEN

10%
FORMER MILITARY

25%
RECEIVE PUBLIC ASSISTANCE

FINANCIAL STATEMENT

Federal Government	\$1,928,432
State Government	\$108,323
Local Government	\$2,579,018
Foundation Grants	\$423,775

Individual & Corporate Gifts	\$195,091
Program Services	\$4,655,857
Administration	\$587,713
Fundraising	\$55,184

► **TOTAL ASSETS,
END FY '18**
\$705,902

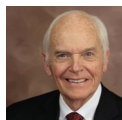


ANNUAL LUNCHEON

In November 2018, we held our Annual Luncheon, celebrating 26 years of impacting San Antonio's workforce. The luncheon event at the San Antonio Marriott River Center was attended by more than 400 guests. In attendance were numerous elected officials, as well as Erica Prosper Nirenberg who delivered an outstanding keynote speech. We recognized the long-term partnership with Alamo Colleges and Graham Weston's impact on our IT participants, through Open Cloud Academy. For the first time, we recognized our Distinguished QUESTER Misty Trevino for her amazing achievements since graduating from QUEST.

BOARD OF DIRECTORS

October 1, 2017-September 30, 2018



DON A. BEELER
Chairman;
Retired President;
CHRISTUS Santa Rosa



MIKE PHILLIPS
Vice Chair; Retired
Graphic Designer; COPS/
Metro Representative



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FLORES
-WESTBROOK**
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Community Reinvestment,
Broadway Bank



TOM O'BRIEN
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Controller of UDS Corp



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CARTER**
Director, Global
Talent Development,
Rackspace/OCA



ROBERT CRUZ
Retired, U.S. Postal
Service; COPS/Metro
Representative



**KATHARINE
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Valero Energy
Corporation



**HECTOR GARCIA,
CPA**
Principal, Hector Garcia
CPA; COPS/Metro
Representative



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Clinical Education
Operations, Methodist
Healthcare System



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KOHANKE**
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CHRISTUS Santa Rosa



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VP, Talent Management,
Andeavor



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LUTHER**
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Deacon, St. Leo the
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COPS/Metro
Representative



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MENDOZA**
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Representative



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PAUL OLIVIER
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Universalist Church of SA;
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Professor, Health Care
Administration,
Trinity University



**DR. TODD A.
THAMES, PT, MD,
MHA, FAAFP**
Physician and Data
Analyst, Grand
Rounds, Inc.

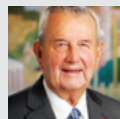


**DAVID J.
ZAMMELLO
SPHR**
President/CEO, Project
Quest, Inc

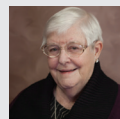
DIRECTORS EMERITUS



In Memory of Our Founder
TOM C. FROST[†]
(1927-2018)



**CHARLIE E.
CHEEVER**



**SISTER GABRIELLA
LOHAN, SHSP**



CONTACT

TELEPHONE: (210) 630-4690

WWW.QUESTSA.ORG



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Project QUEST Inc., is a 501(c)(3) organization funded in part by the City of San Antonio, Bexar County, the State of Texas, the U.S. Department of Labor and private funds.