

A letter from the Chair



Hello,

Youth Employment Services YES is one of our countries strongest advocates for young adults in the employment arena. Our President, Nancy Schaefer, is recognized in the business community as the subject matter expert and is interviewed and quoted frequently!

Our President, Nancy, the YES Senior Management Team, the YES Staff and the wonderful Volunteers devote their time and energy to empowering young adults to find jobs and start businesses. The market is improving, however, our young adults in Canada are experiencing an unemployment rate of 16%, well above the national average. Our team works especially hard during these times to give the client groups the attention and service level they so deserve. We make a difference!

I have so enjoyed serving at YES as Board Chair. In this last year the Board Directors have worked with Management to initiate the process to develop the strategic direction of YES; we have supported our President during this time of change; through our Governance and Audit Committees, we have identified and mitigated risk on behalf of YES, and we have ensured fiscal sustainability of the organization.

We are very proud to serve on the YES Board! And we look forward to working with David Yu who is the new Board Chair. David will steer the Board and the organization with great leadership and vision.

Warm regards,

Beth Oakes
Founder and Managing Partner

THE OAKES GROUP



Challenges & Changes

A LETTER FROM THE PRESIDENT



Last year brought substantial challenges and changes to YES.

Before we begin reporting on those challenges you can see what a huge change we've made to our Annual Report. There is no longer a print version. We've fully launched into electronic media. In this way we reduce the amount of resources used in print media and we believe it is the best use of time and technology. We hope you enjoy the experience of viewing and reading our 2010 Annual Report.

Last year we helped an unprecedented number of young people to get jobs, start a business, return to school and to feel empowered by their successes. There were over **10,000** clients in all our programs with **80%** success.

We are proud of the young people who haven't given up hope in this sluggish economy and who make the effort to attend our programs and do the work of job search. We're also proud of the hard work of our staff and volunteers who worked tirelessly to find jobs in this slow-moving economy.

Because the recession took a heavy toll on employment YES was sought out by all major media to advance the discussion on youth unemployment and to pass along tips and best practices for those looking and finding work. YES appeared 13 times on major Canadian TV, radio and print media in 2009/10. We have been active in getting our message out... check out our press archive and see YES in the Media.

We created the Youth Empowerment Advisory Panel, YEAP, a group of diverse youth and young clients who advise us on programs and youth issues. By launching into social media with Facebook and Twitter last year, as a new and strong driver of service, all the help and connection we can get from youth is a good thing.

Our 6th successful ArtWork Gala fundraising event for youth was also a highlight of last year, enabling artists, volunteers, and donors to raise money to help those most deeply affected by our nation's youth employment crisis.

More good news came when the Provincial government announced that YES was selected to deliver their new flagship program in 2010 called Employment Service. This announcement was received with appreciation and satisfaction but it also ushered in a new reality.

“That’s a cut of 68% in individual clients and half a million dollars has been deleted from our budget.”



“YES makes youth taxpayers not tax drainers.”

Although YES was selected to deliver a new program for the provincial government it came along with cutbacks to some of our historical and effective programs. Starting April 1, 2010 two of our five sites in Toronto had to be closed, four programs cancelled. These four cancelled programs provided funding to help **5,980** individuals; the new program is for **1,885** individuals.

That’s a cut of 68% in individual clients and half a million dollars has been deleted from our budget.

The severe impact of these cuts will be felt most strongly by disadvantaged and at-risk youth. The Job Camp program serving this group was one of the four cancelled programs. This 5-week comprehensive job search and job placement program was an efficient and safe harbour for the marginalized youth of Toronto during tumultuous times.

These cutbacks had nothing to do with the success and effectiveness of YES programs. We believe that the cutbacks followed the economic restraint due to big government spending on the recession, the G20 summit and other priorities.

All the more perplexing is why the provincial government would make these cuts when the unemployment rate for youth is double that of adults. YES makes youth taxpayers not tax drainers.

Under the leadership of our Board of Directors, senior management and the outstanding work of our staff, YES **remains strong and committed to our Mission**. First, we have to swallow and digest the reality of cutbacks. We have downsized and reorganized our staff, closed offices, cancelled programs and put cost cutting measures in place.

Throughout this challenging work our doors have remained wide open to youth. We continue to work with our government partners in a positive relationship.

Second, we are strengthening our fundraising efforts with the private sector. The Rotary Club of Toronto, founders of yes in 1968, has been the first to step up to the plate to provide funds to continue a scaled-down Job Camp program. Since the provincial government cancelled funding for Job Camp we are proud that our private sector supporters understand the need for these intensive interventions to help youth.

Third, we shall strategically plan to strengthen and expand our core business. There is never a good time to ignore the needs of young people, especially now. Without programs and services that get youth jobs and off the streets what will become of them? The future of our country depends on their well-being and productivity. They are our children and our future.

OUR THANKS:

We thank our capable volunteers on the Board of Directors. These outstanding and highly qualified individuals bring their enthusiasm and skills to strengthen YES. We thank Joan Prior and Alon Ozery who resigned from the board this year. Their contributions to YES will not be forgotten. We welcomed Jim Hunter and Lincoln Caylor to the YES board team.

David Yu takes over the Chair's position from Beth Oakes. We are confident that David's leadership will continue to steer yes in the best direction and carry on the outstanding work and commitment from Beth.

We also thank our staff. Without the dedication and experience of our staff YES would not succeed.

And finally we thank our funders, all levels of government, foundations, corporations and individual donors for believing in and supporting this worthwhile cause.

We hope you enjoy this new approach to our Annual Report.

Beth Oakes,
CHAIR



Nancy Schaefer,
PRESIDENT



Program Summary

PROGRAMS AT A GLANCE

MISSION:

YES believes that employment is empowerment and the cornerstone of safe and healthy communities. YES leads the Canadian youth sector with innovative programs that empower disadvantaged and vulnerable youth to become self-sufficient contributing members of society.

PROGRAMS AT A GLANCE:

YES offers a variety of innovative programs to those in need of support to secure and maintain employment.

YES proudly served over **10,000** clients this year and boasts an **83%** success rate and a **97%** client satisfaction rate.



Some of our programs include:

- Job Connect
- Job Development & Placement Support (JDPS)
- Resource & Phone (RAP) Centre
- Summer Jobs Service (SJS)
- Youth Collaboration
- Job Camp
- Youth Job Centre
- Biz Start
- Entry Point
- Summer Company
- Ontario Works
- Ontario Works Career Discovery
- Reconnect to Employment
- Employment Resource Centre (ERC)
- Streets to Jobs
- Passion for Fashion
- St. Jamestown Summer Jobs for Youth
- e-YES
- Broad Reach

YES gratefully acknowledges the support of our funding partners in making these programs possible:

Canada

Ontario

TORONTO

Manulife Financial

RBC Foundation

TD Bank Financial Group

YES MARCH 31, 2010 Statement of Operations & Changes in Fund Balance — Operating Fund

We have audited the statement of financial position of Youth Employment Services YES as at March 31, 2010 and the statements of operations and changes in fund balance of the Operating Fund and the Special Projects Fund for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2010 and the results of its operations for the year then ended in accordance with Canadian generally accepted accounting principles.

PKF Hill LLP

Chartered Accountants,
Licensed Public Accountants
May 19, 2010

Revenue	2010	2009
Provincial Government		
Job Connect	\$2,362,292	\$2,256,000
Summer Jobs Service (SJS)	653,061	440,476
Employment Resource Centre (ERC)	518,951	499,466
Reconnect	421,096	423,959
Job Camp	354,627	343,199
Entry Point	61,445	59,422
Summer Company	18,302	16,715
Passion for Fashion	64,167	—
Federal Government		
Job Central	428,995	424,189
Youth Collaboration	277,939	266,935
BizStart	494,961	325,443
BizBoot	—	79,069
Career Focus — Great Grads	12,148	41,824
City of Toronto		
Toronto Social Services (Ontario Works)	86,056	80,034
Streets to Jobs	55,959	55,178
Other		
Career Focus	—	13,034
Community Job Creation Project	100,000	100,000
Investing in Neighbourhoods	47,685	8,193
eYes	17,636	—
Interest Income		
	2,531	3,495
Amortization of deferred contributions		
	45,898	81,475
	6,023,749	5,518,106
Expenses		
Participants' stipends, training allowance and benefits	1,695,087	1,475,882
Staff salaries and benefits	3,378,231	3,190,429
Program operating costs	781,614	841,918
Amortization of leasehold improvements and equipment	45,898	81,475
Other expenses	155,029	206,794
	6,055,859	5,796,498
Shortfall of revenue over expenses before the undernoted items	(32,110)	(278,392)
Less deferred revenue from provincial government	(107,865)	(45,915)
Less deferred funding for leasehold improvements and equipment	—	(24,384)
Excess of expenses over revenue	(139,975)	(348,691)
Operating Fund deficiency, beginning of year	(9,030)	(7,014)
Transfer from Special Projects Fund	141,364	346,675
Operating Fund deficiency, end of year		
	\$(7,641)	\$(9,030)