A MESSAGE FROM PACE'S PRESIDENT & CEO

Looking back, the effects of COVID-19 were devastating. Many lost jobs, thousands of businesses closed, and millions of people died. Another byproduct of the pandemic was a resurgence of anti-Asian hate. The flood of anti-Asian hate crimes has been incredibly alarming. Since the start of the pandemic, nearly 11,500 anti-Asian incidents of hate have been reported.

Program year 2021-2022 has proven to be the year of post pandemic transition, filled with ups and downs, along with a new set of challenges. Record high inflation, continued supply chain issues as well as Russia's shocking attack on Ukraine in early 2022. While we saw the pandemic subside, schools and businesses started to reopen and in-person events began to resume, there were still long-lasting impacts felt in the community.

This trend was also reflected throughout our services. While a majority of our departments “normalized,” we saw many clients still struggling. Within our energy department, we saw a significant uptick in clients requesting utility assistance, more than double from the prior year. We also saw a need and procured over $1.5MM in grants for small and minority owned local businesses. Through it all, we continued the vital work in the community, combating racism through service.

We are honored to continue serving the diverse communities in Los Angeles - communities ranging from Japanese, Chinese, Filipino, Vietnamese to Mexican, Guatemalan, African (from Africa), and African American. And we are incredibly grateful to you for working with us, helping fulfill our mission to empower our underserved communities. We are only able to continue our work through the generous support of donors and allies like you.

While we acknowledge the progress we have made so far, we know there will be even more challenges ahead. This program year, we served over 40,000 individuals and families. With a recession looming on the horizon, that number could easily double - we need your help more than ever.

As the saying goes...it takes a village. Thank you.

Aloha nui loa (much love),

Kerry N. Doi
President & CEO
Pacific Asian Consortium in Employment (PACE) is a nonprofit, community development corporation that creates economic solutions to meet the challenges of employment, education, housing, the environment and business development in the Pacific Asian and other diverse communities. More than 1.4 MILLION men, women, children and families have come to PACE over the past 47 years, seeking a guiding hand to get a good job, start their own business, improve their financial skills, assure their children’s success and create a better quality of life for themselves and their community. Our ethnically diverse staff reflects the multicultural diversity of our clients. Collectively, PACE staff have linguistic and cultural competency in more than 40 languages and dialects.

During Program Year 2021-2022, PACE served 42,840 clients from across LA County. 93% were Low-to-Moderate Income and 93% were ethnic minorities: 51% African American, 32% Hispanic, 9% Asian Pacific Islander, and <1% Native American or Native Alaskan.

Board of Directors
Sandra Sakamoto, Chair
Mike Eng, Vice Chair & Treasurer
Honorable Jon Mayeda (Ret.), Secretary
Neil Yoneji, Member
Kerry Doi, Member

Executive Staff
Kerry Doi, President & CEO
Billy Chun, Vice President & COO
Grace Choi, Controller
Stacy Wong, Director of Human Resources
Mimi Cheung, Int Director of Development & Communications
Bo Sivanunsakul, Director of Business
Kellie Konysky, Director of Education
Johnson Ng, Director of Employment
Celia Andrade, Director of Energy
Albert Sy, Director of Housing

FINANCIALS

FISCAL YEAR FINANCIALS
*For the year ending June 30, 2022

REVENUE AND SUPPORT
Earned Governmental Grants/Contracts $31,315,697
Other Grants & Contracts $1,815,833
Interest Income $331,972
Contribution/Donations $812,461
Other Income $159,416
Total Revenue & Support $34,435,379

EXPENSES
Program Services
Education $15,754,600
Energy $7,776,644
Business $3,698,595
Employment $1,773,044
PACE Care Social Enterprise $822,216
Total Program Services $29,225,099
Supporting Services
General & Administration/Support Services $2,734,012

TOTAL EXPENSES $31,959,111

*Fiscal year revenue and expenses are based on unaudited financials.

CLIENT DEMOGRAPHICS

African American 91.5%
Hispanic 32%
Asian & Pacific Islander 9.4%
White 6.6%
PACE believes investing in early childhood education is one of the strongest pathways out of poverty. This is why we continue this critically important work within the community.

Beyond classroom instruction, PACE Education also provides students with healthy meals and snacks, vision and hearing screenings, and reviews their medical and dental histories by nursing staff. In addition, they also connect families with critical social services while teaching parents advocacy and leadership skills.

With reopening of classes, we were thrilled to have our students return to the classroom. During the 21-22 program year, PACE Education served nearly 2,000 children and families over 15 school sites. We also saw an uptick in father engagement and number of parent volunteer hours.
According to the Low Income Home Energy Assistance Program (LIHEAP), nearly 40% of low-income households reported that they were unable to pay their energy bills in the second half of 2021.

Unsurprisingly, during the post-pandemic transition year, we saw a significant spike in clients receiving utility assistance - more than double our clients from prior year. Through our Low Income Home Energy Assistance Program (LIHEAP), we helped 26,892 clients receive over $12M in emergency utility payments. The average household annual income of those who received emergency utility assistance was $17,707.

With the support of our longstanding partners, PACE served another 8,000 clients through weatherization services, energy efficiency measures, home inspections, appliance replacements, education in energy conservation. These services consisted of replacing inefficient home appliances, heating and cooling equipment, and performing minor repairs in and around the home - services that averaged $10,230 per home.

Combined, all of PACE Energy services goes toward improving both the health and safety of low-income households throughout the Greater Los Angeles area.

"Thank you for helping me...it has been a true blessing because I am on a fixed income and could not afford everything. God bless."

-Ivette Campbell

26,892
Clients receiving emergency utility payment assistance

$12,479,700
Clients receiving emergency utility payment assistance

$17,706
Average Household Income for those that received emergency utility assistance

4,146
Clients served through Home Weatherization

4,012
Households served by the Energy Savings Assistance Program
Ana Garcia came to PACE lost and wishing to do more in life but had no idea where to begin. She heard about PACE through PACE Education - where her nephew Matteo attended school for early childhood education. She was surprised to learn that PACE wasn’t just an educational center but it also had many wonderful opportunities and resources for the whole family.

After learning more about PACE, Ana attended a job fair where she met one of PACE’s workforce development specialist. PACE’s Employment staff walked Ana through the intake and assessment process. Soon after, Ana also received assistance with funding for a training program as well as job coaching and resume assistance. She was ultimately placed in a long term rewarding career as a career coach - ready to pay it forward to others seeking similar assistance!

In program year 2021/22, PACE Employment continued providing job seekers comprehensive employment services including career counseling, training, and placement as well as recruiting services for businesses. With many facilities reopening and the resurgence of in person events, PACE Employment also attended and cohosted a number of job fairs alongside our government agencies, community-based organizations, colleges, schools, unions and employer partners. Through our Transitional Subsidized Employment (TSE) Program, we also offered entry-level workers 8 months of paid work experience at private and nonprofit organizations. Participants gain valuable hands-on training and behavioral skills needed to transition to higher paying, unsubsidized employment.

During the program year, PACE Employment participated in a number of employment initiatives. We successfully wrapped up AB1111 Breaking Barriers to Employment initiative and served over 100 individuals to enter, participate and complete workforce training and/or education. Staff helped participants close barriers to employment and become well on their way to obtaining family sustaining jobs in the community. PACE also partnered with Hospitality Training Academy in finding and enrolling English Language Learners to on ramp into culinary careers while also partnering with Los Angeles Airport to help dislocated workers that were severely impacted by COVID-19. In addition, we provided single parents with financial assistance for childcare and training through a Community Development Block Grant. To round out the program year, PACE Employment kicked off the Equity Special Population program designed to train individuals in rewarding early childhood education careers launched in May 2022.
PACE Business provides 1x1 business counseling, technical assistance, asset building, credit building/repair, training and capital to low-income ethnic minority entrepreneurs and small business owners from across Los Angeles County. Clients may access services through our 2 City of LA Business Source Centers and our award-winning SBA Women’s Business Center.

PACE & our Community Development Financial Institution (CDFI) also provides access to capital for minority owned and small businesses to sustain and grow throughout Los Angeles and beyond. As an SBA Microlender, SBA Community Advantage Lender, US Economic Development Administration Lender, and certified CDFI, PACE Business offers a range of affordable financial products to meet the varying needs of our clients.

In program year 21-22, PACE became a Minority Business Development Agency Business Center receiving $2.5 million over 5 years to serve minority owned businesses. Subsequently, PACE received additional supplemental funding dedicated towards COVID-19 response and relief efforts. In addition, SBA also awarded supplemental funding for our Women’s Business Center towards COVID-19.

In response to community needs, PACE was also able to provide grants of up to $10,000 to businesses through two grant opportunities - the California Dream Fund and grants provided to unincorporated areas of Los Angeles County Supervisor District 1.

In public works, there are long cycle times to get paid. We were always in cashflow challenges. We got to a point where we had to take on ‘usurious’ money...PACE and (their bonding company partner) Merriwether & Williams put together a plan and I was able to not only obtain 2 loans for 2 projects at once but also to refinance another that was at much higher interest rates. They put me in a much better financial position and it has been instrumental in our success.

-William Jackson, Global Electric
According to the Los Angeles Homeless Services Authority (LAHSA), Los Angeles County is home to over 69,000 people experiencing homelessness.

PACE housing works to end homelessness by providing 127 units of affordable housing in Los Angeles. Residents can also access a range of complimentary supportive services such as childcare, financial literacy training, employment services, credit building/repair, emergency utility bill assistance and more.

Within PACE Housing, our Handyman worker program assisted an additional 85 low income older adults and persons with disabilities. Clients received up to $5,000 in home improvements to ensure their homes were safer and more accessible.

PACE Care, our in-home healthcare agency, was launched in 2014 through a federal grant from the US Department of Health and Human Services, Community Economic Development program. PACE Care is expanding employment opportunities in the high-growth healthcare industry for low-income individuals, many of whom have significant barriers to employment while providing critically needed in home care for seniors. Job seekers receive no-cost extensive training to become certified and registered Home Health Aides and access to job opportunities and other support services.

Grants from the Keiro Foundation and USC Good Neighbors Foundation have enabled PACE Care to steadily grow. Since inception, PACE Care has created over 95 living wage jobs with benefits.

For more information, visit www.pacecarela.com
### CUMULATIVE IMPACT 1975-2022

#### Education
- Children & Families Served: 74,859
- Parent Volunteer Hours: 1,668,137
- Meals Prepared: 10,704,718

#### Energy
- Households Served: 985,339
- Emergency Utility Payments: $105,575,288
- Saved Through Weatherization Programs: $3,780,035,382

#### Employment
- Workers Trained &/or Placed/Services Received: 200,991
- Businesses Recruiting On-Site: 649
- Wages Earned by Placed Workers: $68,228,853

#### Business
- Entrepreneurs Trained/Counseled: 54,131
- Businesses Assisted: 17,625
- Jobs Created/Retained: 22,170
- Loans Provided/Packaged/Funded: $537,685,891

#### Housing
- Units Owned & Operated: 127
- Units Rehabbed: 5,393
- Low-Income Older Adults & Persons with a Disability Served: 7,479
FUNDERS & DONORS

GOVERNMENT
California Department of Community Services & Development
California Department of Education State Preschool
California Dept of Social Services
California Office of the Small Business Advocate, Governor’s Office of Business and Economic Development
California Office of the Small Business Advocate, Governor’s Office of Business and Economic Development, California Dream Fund
City of Los Angeles Economic Workforce Development
County of Los Angeles Chief Executive Office, Anti-Racism, Diversity, and Inclusion Initiative
County of Los Angeles, Community Development Division
Department of Labor
Department of Public Social Services
Los Angeles Business Source Center – Central West
Los Angeles Business Source Center – Hollywood
Los Angeles Business Source Center – Mid-City
Los Angeles County Development Authority
Los Angeles Housing Department
Office of Community Services, Community Economic Development Office of Head Start (LACOE Grantee)
Office of Refugee Resettlement Micro-Enterprise Development Program
South Bay Workforce Investment Board
U.S. Department of the Treasury – Community Development Financial Institutions Fund
U.S. Dept of Commerce, Minority Business Development Agency
U.S. Dept of Energy
U.S. Economic Development Administration
U.S. Small Business Administration, Office of Women’s Business Ownership
U.S. Small Business Administration, Women’s Business Center, COVID-19
U.S. Small Business Administration, Women’s Business Center, Microloan Technical Assistance Program
USDA Child & Adult Care Food Program

PRIVATE
Amazon Smile
Anonymous
Capital One
Cathay Bank
CIT Bank
Citizens Business Bank
Comerica
Enterprise Bank & Trust
Facebook
First S Los Angeles
Hanns Bank
Hospitality Training Academy
HSBC
Jamison Management Company
K.Umemoto Local Initiatives Support Corporation
Los Angeles Department of Water & Power
Milikeleka Place LLC
National CAPACD
Pacific City Bank
Pacific Premier Bank
Preferred Bank
Quality Start Los Angeles
Roberto Zepeda
Royal Business Bank
Ryuku Gunawan
SoCal Gas
Southern California Edison
State Bank of India
Susana Apeles
Tides Center
Union Bank
United Way of Metropolitan Dallas
US Bank
Wells Fargo Bank

IN-KIND
Ashanty Soto
Baby2Baby
Build4All Construction
Children’s Hospital Los Angeles (CHLA)
CM School Supply
Department of Public Social Services – Subsidized Transitional Employment Program (STEP)
DJI Consulting
Employment Development Department (EDD)
FIR Consulting
Harbor Building Maintenance
Lakeshore Learning
Lewis Roca Rothgerber Christie LLP
Los Angeles County Office of Education
Maeshiro Consulting
Manatt, Phelps & Phillips LLP
Milbank LLP
One Voice
PBS
US Foods

IN-KIND & VOLUNTEER
Asian American Drug Abuse Program, Inc.
(AADAP)
Asian Pacific Islander Small Business Collaborative
Charming China
CitiBank
City of San Gabriel
Collins Law Group
Department of Financial Protection and Innovation
First General Bank
Global Fly
Google
Hoya Insurance
JCT Industries
JP Morgan Chase
Kaiser Foundation
Korean Consulate
Los Angeles Community College District (LACCD)
Mira Costa College
Public Counsel
Shopify
U.S. Department of Labor
UCLA
Wells Fargo Bank