



CMP Accomplishments 2020

CMP



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ANNUAL SUMMARY

During the FY 2020 CMP and the world around us has changed. On January 23rd, 2020, CMP's HQ suffered a devastating fire and on March 16th, we were ordered to shelter in place. NYC schools closed. Clients lost jobs. One thing remained constant, CMP's unwavering support and assistance to the community.

After the fire, through the support of community partners, CMP secured short-term temporary space for offices and classrooms. With the pandemic, each and every one of our program services, that were able to, has moved to a virtual platform with remote delivery to our clients.

We pivoted services to help clients with income security, such as applying for unemployment assistance, or with business continuity services, such as applying for Paycheck Protection Program.

Throughout the year, CMP served just over 4,000 clients, added new Board members, and conducted advocacy for our community.

BOARD OF DIRECTORS

CMP is grateful for our Board members who offer governance, guidance, and support through our history. This year CMP added six new Board members with differing levels of professional expertise to assist the organization in providing services to the community.



John Lam

John Lam is Chairman and CEO of the Lam Group, which started out in the garment industry. Today, Lam Group is one of the most prominent real estate investment conglomerates in New York City that specializes in the development of commercial, residential, retail, hospitality, and mixed used properties. Through more than 30 years of real estate operation, the Lam Group acquire over 50 buildings and developed 28 hotels, channeling hundreds of millions of wealth into local industry. Its hotels alone have created over 4,000 permanent job positions. The Lam Group has been recognized as the leading group in the New York City real estate industry, with 16 well-functioning and fully owned hotels), billions of total value and around \$200 million of annual rental revenue. As one brand of Lam Group, the Real Hospitality Group has over 6,000 employees, over 75 hotels, and billions of assets. Its hotel management ranks 15th among the top 100 in the United States, and its hotel construction ranks 25th. In New York, the management and construction both rank 1st. Lam Group is the only company within the United States that functions as hotel constructor, manager, and owner. It enjoys worldwide reputation for its huge achievements.



Anne Louie

Anne Louie is Vice President and Branch Manager for the TD Bank at Bowery, Chinatown. She started as a Sales and Service Manager at the branch 5 years ago when she returned to the banking scene in New York. She later became Branch Manager of the TD Bank branch on Canal and Lafayette streets before returning to the

Bowery location to succeed the retiring branch manager there. Anne has over 20 years of banking experience at both large and regional financial institutions. Her previous services included Wells Fargo, Wachovia, PNC, and Chase Manhattan, where she had experience in managing established as well as opened De Novo branches. In between her banking career, Anne was owner/manager of a startup gift shop, which grew to 4 stores over a 10-year period. While an entrepreneur, Anne developed business strategies and obtained financing to support its growth. Combining small business and financial skills acquired through her banking experiences allows Anne to serve her customers with a deep understanding of the challenges and needs that they face.



Brittany Ryan

Brittany serves as a Senior Manager in PwC's Digital Risk Solution (DRS) practice within the Risk Assurance group, where she is responsible for helping risk, compliance, and finance organizations conduct testing and assessments using analytical systems and techniques. She has a Bachelor of Science in Chemical Engineering and a minor in Chemistry and Biomedical Engineering from the University of Pittsburgh, PA. Brittany also served four years in the U.S. military as an Army captain and chemical officer, preparing soldiers for combat through proper wear of personal protective equipment (PPE) and employing various detection systems for early warning and detection of chemical, biological, radiological, and nuclear events. Brittany currently resides in the New York Metro area and continues to serve in the U.S. Army Reserves.



Sunny Wang

Sunny Wang is the Managing Director of Broad Group with 4,000 employees and Head of its U.S. operation - Broad USA, since 2012. Broad USA is a privately held company headquartered in New Jersey, supporting the sales and services to Broad Group's North America customers. Based in Changsha, China, Broad USA's parent company Broad Group is a private manufacturer of central air conditioning non-electric absorption chillers that are powered by natural gas and waste heat. Sunny rose through the ranks at Broad Group. Prior to his current position, he was Regional General Manager of Central China. He started his career with the company as Senior Sales in a smaller branch office. Sunny has nearly 15 years' experience in manufacturing industry, with a core focus on sale and marketing, as well as overall operation. Sunny also serves as an executive member of China General Chamber of Commerce - USA, and actively participates in a number of international forums and lectures on green production and construction innovation. Sunny has a BA in hospitality management from Xi'an Foreign Studies University, China, and an MBA from the University of Hull, Yorkshire, UK.



Eileen Xie

Eileen is Vice President, CFO Change, of Credit Suisse. She has 20 years of experience in managing financial planning, capital market data analytics (particularly merger and acquisition), and compliance computation. Eileen has strong qualifications in driving competitive edges of a product as well as strategic data changes for end users or regulatory institutions. She effectively built teams, led initiatives, and enforced business processes across multiple business lines in global matrix organizations. A resourceful problem solver, Eileen has extensive experience in strategic planning, managing budget, streamlining process, communicating with stakeholders, understanding client needs, and executing projects. Prior to her current role, she served as the Head of Product Management for Thomson Reuters in Beijing, China and in New York. She was a guest speaker and panelist representing Thomson Reuters at the annual China PE/VC Forum in Shanghai. She also spoke on PE fund return

overview over vintage years for NA, EMEA and Asia. Eileen holds a Master's degree in Business Management from the George Washington University, and is a Chartered Financial Analyst (CFA) since 2006.



Kevin Yu

Kevin Yu is Board Chairman of the Chinese University Alumni Alliance in North America (CUAA), an alliance of Chinese university alumni associations. Under his leadership, the organization has expanded to include 73 member associations with over 100,000 member professionals in various industries. A strong believer in entrepreneurship, Kevin regularly organizes career development seminars, job fairs, business competitions, and cultural exchanges for CUAA members to network and showcase new business ideas. Professionally, Kevin serves as the Executive Vice President at Cannondale Financial, LLC., and has held various positions in the financial market over the past 30 years. He has been working in project development, training, and advising for many years, and has given lectures in business investment and project development at Harvard University, MIT, Yale University, Columbia University, Princeton University, University of Pennsylvania, New York University, the City University of New York, and Fordham University. He earned a BS degree in International Finance from Nankai University, China, and an MBA from the University of Bridgeport.

CMP BOARD OF DIRECTORS

Officers

William G. Leung, Chair
TD Bank (Retired)

Jeffrey D. Leong, Vice Chair
Life Financial Management

Tony C. Wong, Treasurer
Wong & Co., CPA

Alison Yu, Secretary
*William Randolph Hearst
Foundations*

Members at Large

Deborah Chan, ESQ
Law Office of Deborah Chan, P.C.

Suzanne Goon Mark
Time Inc. (Retired)

David Ho, LMSW
*1199SEIU United Healthcare
Workers East*

Hans Johannsen
Agricultural Bank of China (Retired)

John Lam
Lam Group

Chong Min Lee
Woori America Bank

Elizabeth Lee
Cathay Bank

Anne Louie
TD Bank

Patrick Ng
Po Wing Hong Food Market

Brittany Ryan
PwC

Sunny Wang
Broad USA

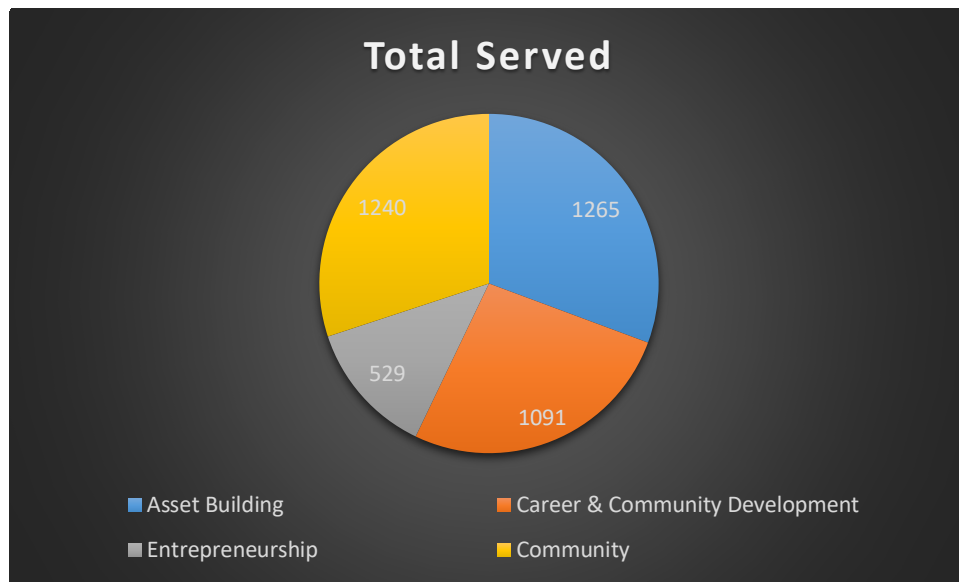
Danny K. Wong
Customers Bank

Eileen Xie
Credit Suisse

Kevin Yu
Cannondale Financial, LLC

PROGRAMS

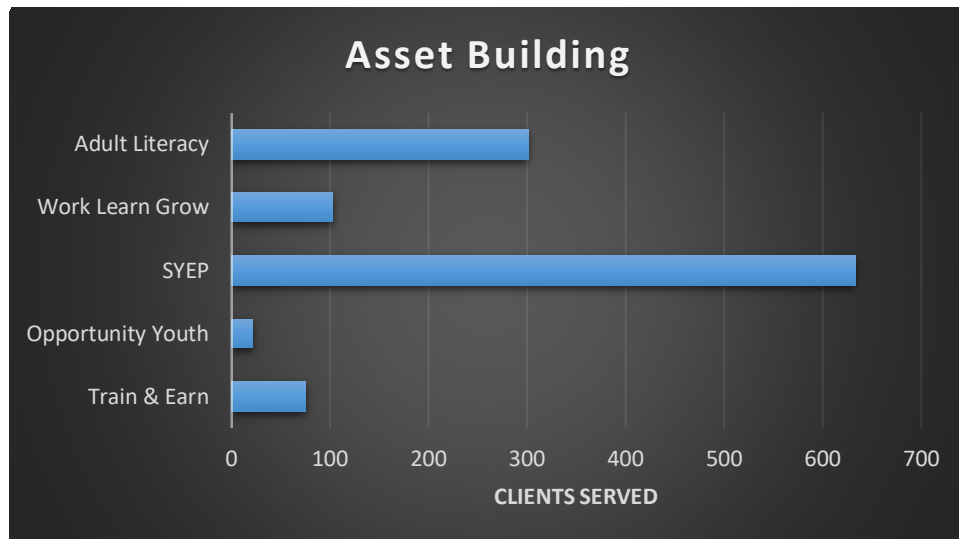
The year 2020 was not without challenges. Out of these challenges, CMP found opportunities to serve our clients and the community. The fire and covid allowed us the privilege of helping more community members with income security as individuals and business owners.



CMP provided vital services, including core programs and income security programs during this year. Staff helped individuals obtain unemployment insurance and helped businesses obtain loans and grants. Our classes allowed individuals to keep connected and feel less isolated.

Asset Building

CMP provides new immigrants and first time job seekers, including young adults, necessary tools and opportunities to enhance their employability and engagement in the workforce.



The Asset Building programs provided 1,265 individuals with literacy, workforce training and internship opportunities.



Highlight on Asset Building

Against the statewide shutdown background, any in-person work experience opportunity looked slim since late March this year, and the internship for our FY 19-20 Cycle graduates was in jeopardy. Miracle took place when DYCD started partnering with NYC 2020 Census in May, and this creative

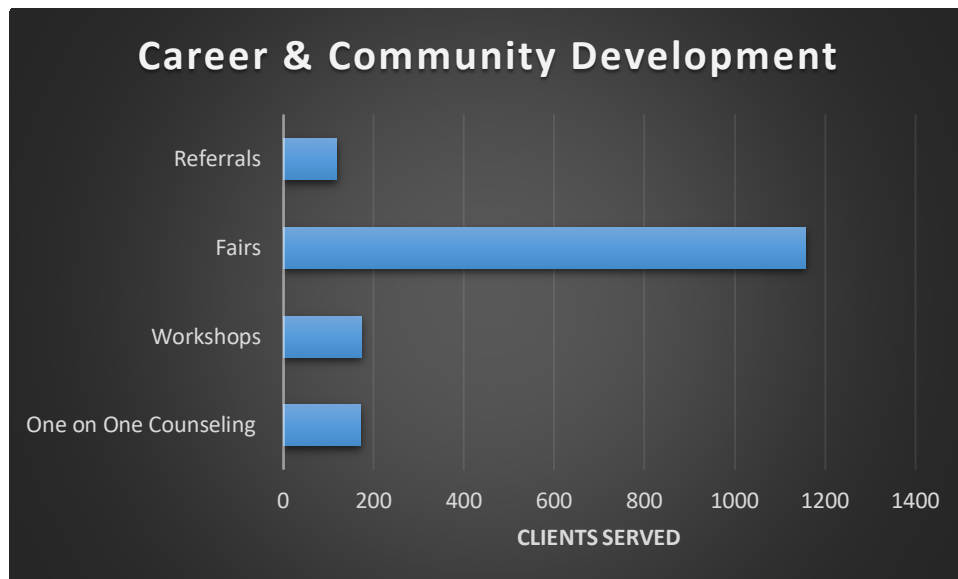
initiative brought the internship back from the brink. Guided by May Lo, our capable internship specialist, twenty-two of our Cycle 2 graduates took advantage of the rare work experience opportunity and worked on the NYC 2020 Census community outreach project, calling residents in all five boroughs to remind of and help them with their 2020 Census Questionnaire. Our participants worked 25 hours per week for 6 weeks, for a total of **3,255** hours--each participant logging an average of 148 hours out of the 150 maximum allowable hours--and reaching a total of **86,979** NYC residents. In the process, they earned on average \$2,157 per person--a not so small income for disadvantaged families, especially in the pandemic; and more importantly, they overcame their fear of language barriers, took on and became good at the tasks of calling strangers on the phone, and helped the City's 2020 Census outreach efforts. This got to be an amazing and unforgettable experience for our mostly new immigrant

youth participants. It is certainly an impressive and heartening achievement for the program against the backdrop of the pandemic.

We owe this success to our participants, staff, and the well-coordinated guidance and support of DYCD and NYC 2020 Census.

Career & Community Development

CMP offers vocational trainings, skills preparation, and job placement service to people who are seeking employment opportunities or career advancement.



Programs within Career & Community Development worked with 1,091 individuals to assist them on the first step into a career.

Highlight on Career & Community Development

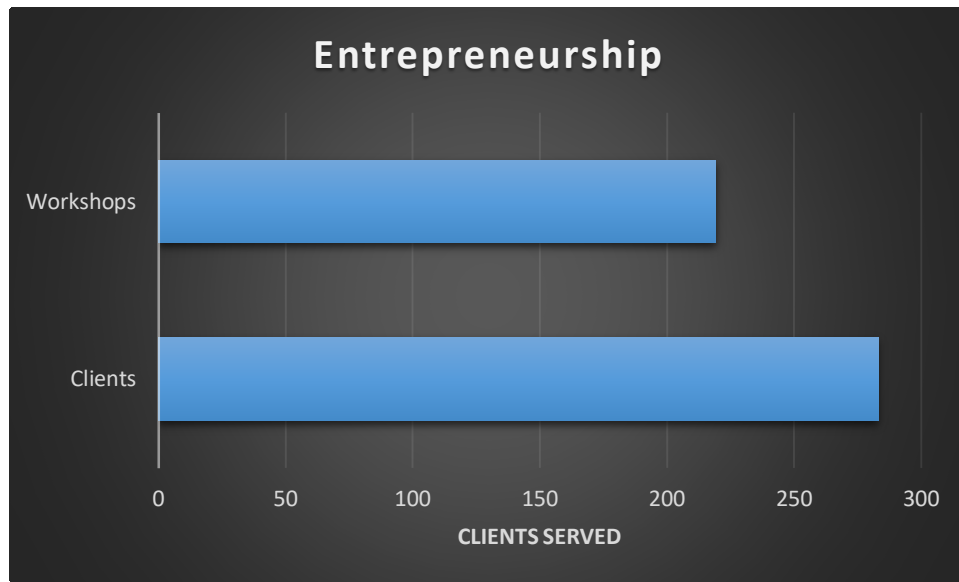


On March 3rd, 2020, CMP partnered with the NYS Department of Labor and United Healthcare to host the Careers of the Future Workshop at the United Healthcare Plaza in Flushing from 4pm-6pm. In this workshop, Elena Volovelsky (Principal Economist and Labor Market Analyst) from the Department of Labor informed participants/job seekers about the economic trends and the future job market outlook in the next 5 to 10 years. This workshop consisted information in labor market trend, determining salaries that are being paid and provide analysis of identifying the appropriate labor market for various types of positions including ancillary pay, merit and pay practices.

Quote from Jobseeker: *“Thank you Michelle and CMP. I am grateful for your help and for your continuation in keeping me in the loop of each step of my job search process. Without you, I would not have gotten a job in the Accounting field within 3 months on my own.”* -- Javer, Job Seeker from 8/2019

Entrepreneurship

By assisting individuals wishing to be self-employed through our business counseling, entrepreneurial training courses, and financial literacy workshops, CMP helps to maximize their investments, limit risks and potential losses, and helps to create jobs.



Entrepreneurship clients numbered to 591 that CMP was able to assist through workshops, one-on-one counseling, classroom training, and technical assistance.



Highlight on Entrepreneurship

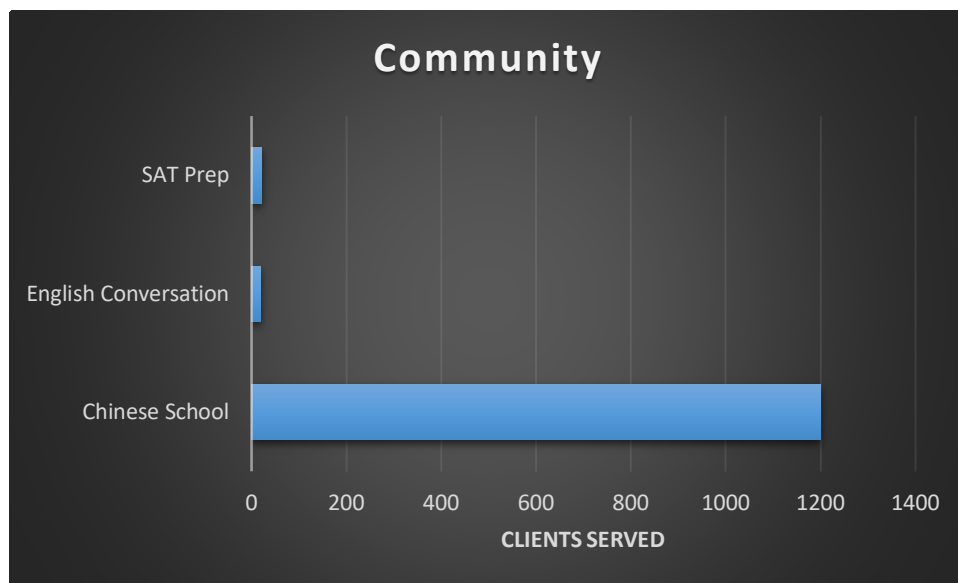
Wendy Chen is the owner of Reedchy Nails & Spa and also a licensed cosmetologist. She has been a BOC client since 2011 and has received consultations and guidance from our business counselors in starting and growing her two nail salons in Brooklyn. Her salons offer services including manicure, pedicure, nail art, waxing, callus treatment, etc. Both salons had been doing very well over the years until the COVID-19 pandemic impacted the business. Wendy shut down her business in March following the government orders to close all non-essential businesses, and later on she was facing financial difficulties without any income from her business after the shutdown. In response to her financial hardship, our BOC counselors provided her assistance in applying for loans

and grants during her difficult time and helped secure over \$56,000 funds in supporting her business. Wendy also attended our webinars to learn digital marketing skills for promoting

business and attracting customers at this challenging time. Through our assistance and support, her salons were reopened in July and now her business is on track of recovery as her customers are starting to come back.

Community

CMP provides a wide range of services and hosts numerous events in the community throughout the year, such as Chinese School, SAT Preparation Program, and English conversation courses.



Overwhelmingly, the most number of students served is through CMP's Chinese School which provides Saturday, afterschool, and evening programming. English Conversation and SAT Preparation classes are led by Team Leaders from NY Cares.

Highlight on Community



After the fire on January 23, Chinese school was not knocked down, and the preparations for the spring semester were completed in the shortest time. With the assistance of CMP leadership, the OCM Church was found as the school site, and the Spring semester started on February 15th as scheduled with 550 students. Due to the COVID-19 pandemic, the OCM Church had to close, as did many organizations and businesses. Despite the temporary loss of Chinese School physical campus, Chinese School did not give up, and quickly switched to remote learning by using WeChat as a teaching platform. 520 students continue to study in the spring semester. 30 students graduated from junior high and elementary schools with graduation certificates; 57 students received scholarships for academic excellence. CMP Shuang Wen Afterschool Program also moved to remote learning as well. About 50 students continue the online afterschool course.

Career Advancement



During the year, CMP piloted a new program named the Career Advancement aimed at assisting individuals with no more than five years work experience to help them advance their careers.

CMP's Career Advancement Pilot Program was successfully held on Saturday, November 9, 2019. The pilot program was an intense one-day journey which attracted 15 participants with 3-5 years of work experience that were looking to enter Corporate America or

wanted to advance their careers in Corporate America. Participants have received lots of

valuable career advice and guidance from our 20 corporate volunteer speakers and coaches representing various industries and functions of the corporate sector in self-discovery and assessment to unlock their potential, building their own brand, improving soft skills, job discovery and advancement, as well as tips of improving networking skills. After presentations of each topic, participants were divided into one-on-one session with supportive coaches and receive sustainable strategies and recommendations for professional growth and development. What excited participants most was the Networking Reception at the end of the program for them to practice the networking tips learned during the day.

"My coach is great. I am so glad to see CMP brought in so many great speakers and coaches who are willing and able to help! This program would make an impact to my plan in advancing my career." --- Elizabeth, Program Participant

Looking Ahead

CMP will continue to work on programs to benefit the community. CMP's virtual gala is scheduled in the Fall. We look forward to seeing you in the new year!

Financial Statement

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CHINATOWN MANPOWER PROJECT, INC.

Statement of Activities
For the Year Ended June 30, 2020

	Without Donor Restrictions		With Donor Restrictions	Total
	Operating	Board Designated		
Public support and revenue				
Government agencies				
Grants	\$ 1,186,006	\$ -	\$ -	\$ 1,186,006
Tuition	270,757	-	-	270,757
Special events, net of direct benefits to donors of \$8,394 for 2020 and 2019, respectively	7,219	-	-	7,219
Contributions	313,221	-	261,000	574,221
In-kind contributions	458,339	-	-	458,339
Program service fees				
Chinese school	311,744	-	-	311,744
CMP Academy	10,745	-	-	10,745
Other	500	-	-	500
Investment return, net	110,337	-	-	110,337
Other	173,086	-	-	173,086
Net assets released from restrictions	73,241	-	(73,241)	-
Total public support and revenue	<u>2,915,195</u>	<u>-</u>	<u>187,759</u>	<u>3,102,954</u>
Expenses				
Program services				
Adult Literacy	229,144	-	-	229,144
Neighborhood Development Area Work, Learn and Grow	34,637	-	-	34,637
Employment	106,054	-	-	106,054
Out of School Youth	823,294	-	-	823,294
Out of School Youth				
Follow-Up Year	127,359	-	-	127,359
Chinese School	468,225	-	-	468,225
CMP Academy	129,359	-	-	129,359
Business Outreach Center	195,945	-	-	195,945
Jobs to Build On	11,599	-	-	11,599
Summer Youth Employment	307,280	-	-	307,280
Food Stamps	13,465	-	-	13,465
Total program services	<u>2,446,361</u>	<u>-</u>	<u>-</u>	<u>2,446,361</u>
Supporting activities				
Management and general	407,218	-	-	407,218
Development	50,875	-	-	50,875
Total expenses	<u>2,904,454</u>	<u>-</u>	<u>-</u>	<u>2,904,454</u>
Increase in net assets before insurance proceeds, net	10,741	-	187,759	198,500
Insurance proceeds, net	62,542	-	-	62,542
Increase in net assets	<u>73,283</u>	<u>-</u>	<u>187,759</u>	<u>261,042</u>
Net assets, beginning of year	<u>2,612,595</u>	<u>480,000</u>	<u>106,530</u>	<u>3,199,125</u>
Net assets, end of year	<u>\$ 2,685,878</u>	<u>\$ 480,000</u>	<u>\$ 294,289</u>	<u>\$ 3,460,167</u>

See notes to financial statements.