

**2019**  
**BLUE JACKET INC**

**BLUE JACKET  
CLOTHING CO.**

**ANNUAL REPORT**



**S**ometimes I still can't believe it happened. After nearly five years of discussing and planning how we need to find a new location for the Blue Jacket Clothing Co., we finally did it. We opened a new location at Coldwater Crossing. Since 2013, the store failed to break-even financially and we are hopeful with our new digs.

2019 — our 14th year in business — was another one that I shake my head in appreciation. I still believe we could be labelled as trailblazers in Fort Wayne and champions for the underdog.

I ponder where we'd be without great partners like the Embassy Theatre who stepped up big to make us a better agency, and without volunteers like Doug Lucas who has volunteered over 100 times in the last 7 years, many times twice a month, providing his great skill in mock interviewing. He was awarded the Chief Blue Jacket Award in November.

We had another incredible 2nd Chances Art Exhibit hosted at the University of Saint Francis, telling incredible stories through fine art from some of the best artists in the region.

### **From the Executive Director**

And I still can't believe we were given the Fantasy of Lights to operate five years ago and I am amazed at how it continues to grow, remaining fresh for our loyal patrons.

I am thankful that we were able to test and spread our wings at more in-house transitional employment through our janitorial services, parking services, inside of our clothing store, and even creative employment through selling old Fantasy of Lights bulbs fashioned into Christmas Tree Ornaments.

Individuals who worked these jobs normally would not be given a chance to work out in the community, though it provided them with experience, skill refinement, a wage, and exactly what our mission prioritizes; hope and opportunity.

I am eager to watch in-house employment grow at Blue Jacket because there is no better training in our eyes than on-the-job training. Thank you for your support!

— Anthony Hudson

### **2019 staff**

**Anthony Hudson**  
Executive Director

**Kevin Pothast**  
Director of Operations

**Kurt Kline**  
Director of Finance

**Brad Saleik**  
Director of Marketing

**Lindsey Lortie**  
Program Supervisor

**Angie Hallam**  
Clothing Store Manager

**Heather Maley**  
Operations Manager

**Jeff Kovach**  
Sales Coordinator

**Andrea Ballinger**  
Administrative Manager

**Jennifer Harvey**  
Placement Coordinator

**Jennifer Crickmore**  
Career Advocate

**Tina Shull**  
Office Manager

**Bernie Lane**  
Classroom Facilitator

**Raquel Cheatem**  
Career Advocate

**Jarrod Williams**  
Sales Coordinator

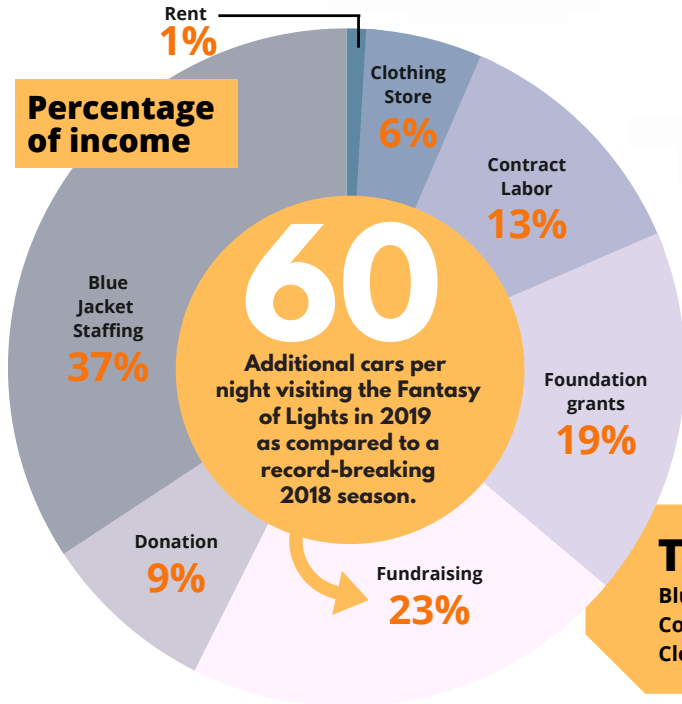
**Abby Hamlin**  
Janitorial

**Jerry Love,  
Regulio Sustaita**  
Transportation

**Scott Olwein,  
Vernica Ramirez**  
Embassy staff

# FINANCIAL OVERVIEW

The following is a breakdown of income and expenses for Blue Jacket Inc for 2019.



## Income

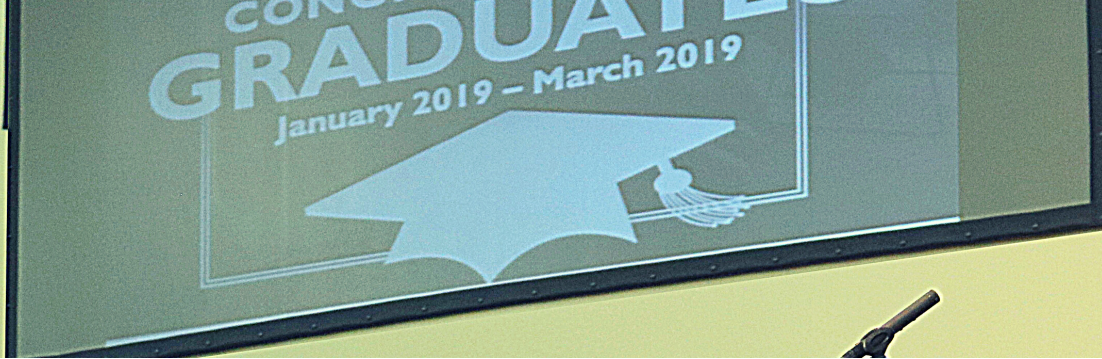
Income	2019 Budget	2019 Actual	Variance
Grants/donations	\$393,400	\$357,909	(\$35,491)
Fundraising	\$365,250	\$295,245	(\$70,005)
Earned income	\$1,352,932	\$749,288	(\$603,644)
	\$2,111,582	\$1,402,442	(\$709,140)

## Expenses

Income	2019 Budget	2019 Actual	Variance
Programming	\$1,444,023	\$1,206,560	\$273,463
Fundraising	\$303,294	\$219,442	\$83,852
Administrative	\$377,610	\$210,283	\$167,010
	(\$13,029)	(\$283,843)	(\$220,814)

## TOTAL INCOME BREAKDOWN

**Blue Jacket Staffing:** \$1,051,263; **Foundation grants:** \$237,650; **Fundraising:** \$365,345, **Contract Labor:** \$219,855; **Individual/business donation:** \$479,754; **Blue Jacket Clothing Co.:** \$68,393, **Rent:** \$21,877; **Career Academy:** \$4,000; **Other:** \$760.



**W**e had an impactful year in 2019. Blue Jacket, financial contributors, employer partners, not-for-profit partners and individuals sharing time and spreading awareness — together achieved significant milestones that increased community awareness of the mission, diversified funding and created more opportunities for clients and partners.

WE opened a north location for the Blue Jacket Clothing Co. which was the fulfillment of a years long effort to support future growth.

WE trialed public graduation ceremonies to highlight the commitment and dedication of Career Academy graduates and WE continued to provide opportunities to a new group of clients through the Adapted Career Academy.

**From  
the Board  
President**

WE served the mission of Blue Jacket well in 2019.

WE will use these accomplishments as a foundation to continue to expand our service to the community and continue to create the space for our clients to change their lives for the better.

I'm honored to be a part of this team effort and I thank you for your contributions to what WE accomplished.

I look forward to what WE will do in the year to come.

— Donnell Miller

**2019 Board  
of Directors**

**Donnell Miller**  
President

**Joe Marana**  
Vice President

**Tim Sheppard**  
Finance

**Jessica Foor**  
Secretary

**Jon Painter**  
**Chad Edmonds**

**Fred Bean**  
**Noah Diehm**

**Kris Gilman**  
**Andrea Robinson**

**Josh Stir**  
**Josh Quandt**

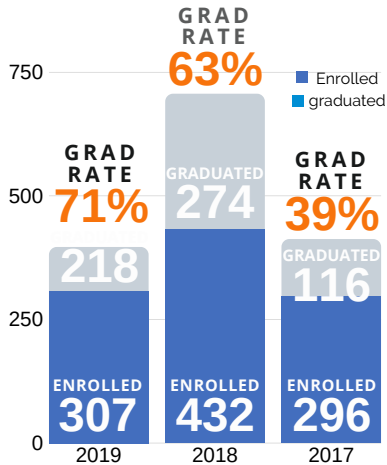
**Chris Wesner**  
**Jody Fosnaugh**

**Mike Coil**

# OUR CAREER ACADEMIES

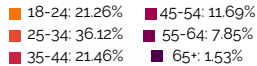


Our commitment and dedication to provide training and opportunities to anyone with a barrier who is striving to earn gainful employment does not end after graduation from the Career Academy. Blue Jacket Staffing offers temporary or transitional jobs to graduates.

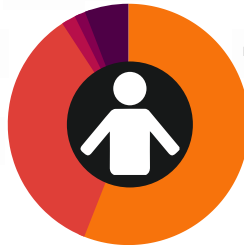
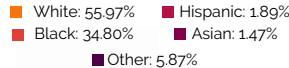


## WHO WE SERVE

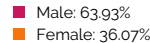
### BY AGE



### BY RACE



### BY GENDER



## Testimonial

"My son went through your (Adapted Career) academy program. . . . I just want to say, Blue Jacket is an amazing organization, I've not seen such progress made with my son. It changed how he thought about himself. Even with his mild disability . . . It made a difference in the way he saw himself. As his mother, I would like to say 'Blue Jacket, my hat is off to you!' An amazing organization; I pray you continue to help individuals near and far! Thank you!"

**ADAPTED  
CAREER  
ACADEMY**

**32**  
GRADUATES  
IN 2019

**70%**  
GRADUATION  
RATE IN 2019

**59%**  
PLACEMENT  
RATE IN 2019

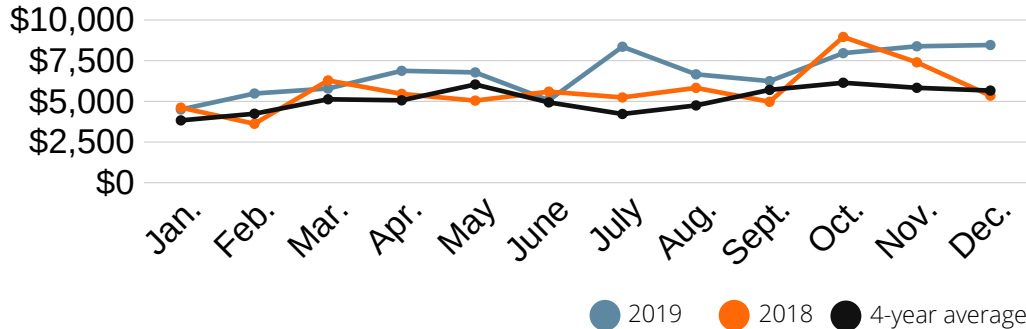
– MARIE DEPREE, MOTHER  
OF A 2019 ACA GRADUATE

# BLUE JACKET CLOTHING CO.

Blue Jacket's goal is to create transitional positions at the business professional men's and women's thrift clothing venture, which opened a second location this year in July, using only Blue Jacket graduates. These transitional placements provide income, experience, and a leg up for people that possess little hope at becoming employed.

## 2019 BJCC revenue

We had a strong end to the year, but more importantly we are showing a positive trend to begin 2020. Efforts to market the new store were made through a professionally-produced commercial introduced to an ultra-local market on three of the main TV networks.



## Blue Jacket transitional staff in 2019

BobbiAnne Anderson  
John Wallace  
Kaula Moore  
Akeeba Harvey  
Amanda Cunningham  
Ariel Dean  
Erin Bell  
Hailey Woodward  
Jacob Johnson  
Madeline Bratton  
Melissa Miller  
Paul Turnbull  
Devin Gilliam  
Michelle Lichtsinn

**3,385**

Pieces of clothing BJCC gave away to clients in its Career Academy and Adapted Career Academy programs in 2019.

CLIENT SPOTLIGHT: BOBBIANNE ANDERSON

# ONGOING VICTORY

2015 CAREER  
ACADEMY GRAD  
BOBBIANNE  
ANDERSON  
OVERCAME  
AN ABUSIVE  
CHILDHOOD,  
BEING A  
SINGLE MOM,  
INCARCERATION  
AND OTHER  
HARDSHIPS.



SEE HER VIDEO STORY AT  
[TINYURL.COM/S7LV0EH](https://tinyurl.com/s7lv0eh)

**B**obbianne Anderson came across Blue Jacket's services by chance back in 2015, listed among a long list of resources provided to her and her boyfriend, Coyle, from a local church. After using the rest of their car's gas on the drive to Blue Jacket's orientation, they were almost turned away because the session had ended. As it turns out, sometimes chance takes you right where you need to be.

After graduation, Bobbianne volunteered in many roles, mostly surrounding the Blue Jacket Clothing Co. venture. "I think the whole time (Blue Jacket employees) were thinking they

*"... I do have strength, I do have power. I am bold and I'm dynamic ..."*

were asking too much of me, and really they were saving my life," said Anderson.

"I feel like everything that I needed to work on, this was my safe place to get comfortable with it. This program took me in and took me under their wings, gave me room to grow, all the while believing in me and knowing that I could do it – even if I didn't know it myself."

"Bobbianne is an enormous support to our clothing store staff. She does an incredible job with customers and training transitional employees," said store manager Angie Hallam. "I consider myself very blessed to have such a great partner for the clothing store and look forward to all of the growth in the future."

"They were there while I was learning my values, they were there while I was learning my boundaries," said Anderson. "In showing me that I do have strength, I do have power. I am bold and I'm dynamic and I can work a full-time job . . . For me, if it wasn't for Blue Jacket, I wouldn't be at the point that I am right now.



**BLUE**  
Jacket  
CAREER ACADEMY

BLUE JACKET'S  
FANTASY OF  
Lights

**BLUE**  
Jacket  
CLOTHING CO.

ART EXHIBIT  
**SECOND**  
CHANCES  
FUNDRAISER

**BLUE**  
Jacket  
STAFFING

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FORT WAYNE IN 46807



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