

SKILLS FOR AMERICA'S FUTURE: CHANGING LIVES THROUGH A JOBS-FIRST MODEL

THE PROBLEM

Annually, the United States spends \$41 billion on workforce development, yet marginalized populations, primarily low-moderate income and/or black and brown communities, experience unemployment rates well above national averages.

The prevailing "train and pray" model, funded by public dollars, fails to effectively remedy this disconnect between job seekers and employers, leaving job seekers without a link to real jobs post-training, with no improvement on earnings. Research shows that the training offered by traditional programs does not improve employment or earnings, and that only a small percentage of enrollees in training found jobs that were directly related to their training.

CURRENT "SUPPLY FOCUSED" SYSTEM

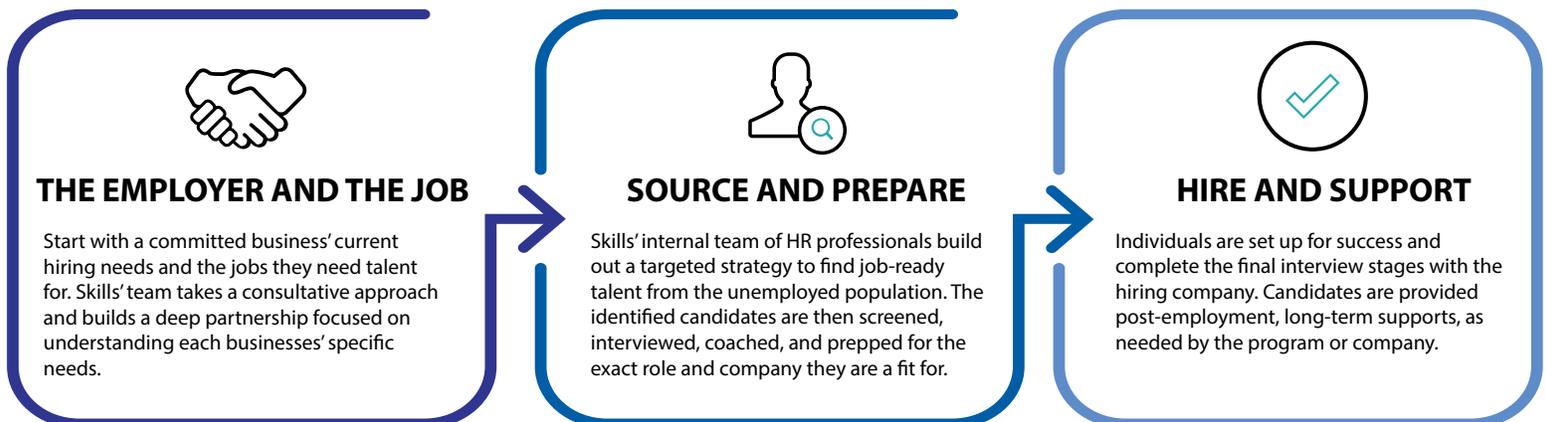


THE SOLUTION

Flipping the traditional workforce model on its head, Skills starts by going directly to the job source--employers--and understanding their hiring needs, company culture, and long-term human resources goals. Skills fills available positions with unemployed individuals, serving as a connection, coach, and advocate. The Skills model connects unemployed individuals with companies in need of hiring them and serves as the last mile for the unemployed but the first mile for businesses.

The expansion of the Skills model will positively disrupt the national workforce landscape by proving the efficacy of a jobs-first approach that helps employers connect with eligible job seekers faster, and eliminates the access gap for the countless unemployed across the country struggling to find work.

FLIP THE CURRENT WORKFORCE MODEL SKILLS' JOBS - FIRST MODEL



VISION FOR SCALE

Over the next five years, we plan to add 17 locations nationally and place over 10,000 individuals into jobs with more than 100 business partners with estimated collective wages earned during that time at over \$235 million. These sites will continue to drive local employment success and transform economic mobility.



IMPACT OF THE WORK

The Skills model has proven successful in two vastly different geographies. In both Chicago and Rhode Island, Skills places hundreds of unemployed individuals into jobs each month. In 2017, New Growth Group – a third-party firm specializing in workforce development and evaluation – determined the long-term impact of Skills’ model on job seekers placed:

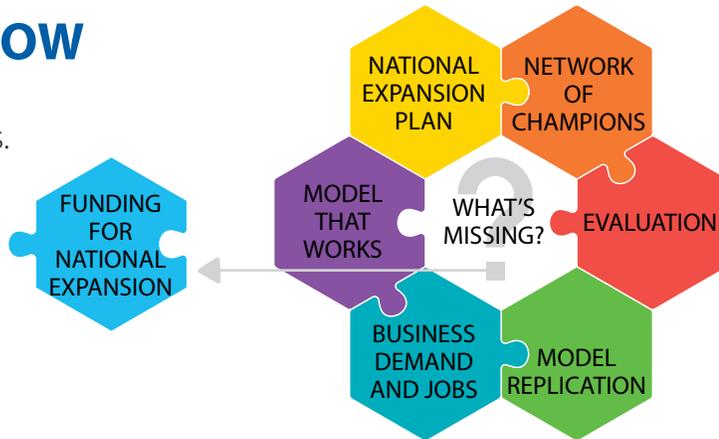
\$6,120/YR
MORE EARNED BY SKILLS PLACEMENT

20%
HIGHER RETENTION RATE AT 1 YEAR THAN COMPARISON GROUP

251%
YEAR 2 RETURN ON INVESTMENT

WHY SKILLS, WHY NOW

To date, Skills has been supported by funders focused on local efforts. We now have all the pieces necessary to expand our efforts except one key aspect... an investment of catalytic national funding.



NATIONAL HIRING PARTNERS

- Alliance Ground International
- AT&T
- Athletico
- Bank of America
- Blue Cross and Blue Shield
- BMO Harris Bank
- CDW
- Cintas
- CVS Health
- Domino's
- Dunkin'
- Gap
- HMS Host
- The Home Depot
- Honeywell
- Hudson Group
- Hyatt Hotels Corp.
- JPMorgan Chase
- Levy Restaurants
- Lowe's
- Massage Envy
- McDonald's
- Motivate/Lyft
- PeopleScout
- SmashHotels
- SportClips
- SSP America
- Swissport
- Total Airport Services
- Ulta Beauty
- United Way
- UPS
- Walgreens
- Walmart
- Waste Management
- Wintrust Financial

THE POWER OF YOUR INVESTMENT

An investment of \$10 million to expand Skills’ jobs-first model will:

- Build capacity for a national organization and network of employers leading demand-driven workforce solutions in 17 cities
- Increase economic mobility for over 10,000 unemployed individuals in underserved neighborhoods
- Develop thought leadership and data to advocate for systemic changes to the federal workforce system

On behalf of the millions of unemployed who do not have the network needed to find employment, please join hands with us to transform their lives.



FOR MORE INFORMATION:

EMILY PEVNICK, *DIRECTOR OF NATIONAL EXPANSION*
312.906.7207; EPEVNICK@SKILLSFORCHICAGOLAND.COM