



# 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” MODEL



## 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.

### SKILLS' JOBS-FIRST MODEL



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.

## Partner and Support

Skills is replicating our model in new locations, placing unemployed and underemployed job seekers into meaningful employment, resulting in new income, and increased economic mobility for thousands of individuals. We recently announced a \$10 million fundraising campaign to expand to 25 sites in 10 years. Learn more how you can get involved and join Skills' Nation Expansion Campaign.

### Potential Affiliate Sites and Local Champions

Champion economic mobility and transform lives—bring the Skills jobs-first workforce development model to your city or region! We partner with you to provide resources and support to adapt and activate the model. Customized training and consulting, seed grants, and assistance in sourcing local sustainability funds will set you up for success! Explore the benefits of joining the Skills network!

- ◆ Increase the economic mobility of thousands of unemployed job seekers in historically underinvested neighborhoods
- ◆ Access data, expertise, shared learnings, and resources to implement a jobs-first approach
- ◆ Align employers' hiring needs with diverse, job-ready talent and collaborate with workforce organizations
- ◆ Connect with a deep network of national employers across varied industries

### Funders

A job is transformational. At scale, the power of a job can be measured through both economic and social impact. By focusing on undeserved populations, the jobs-first model can unlock the talent in a region and change lives. Investing in the national expansion initiative will change the lives of millions of people across the country. Become a part of the movement!

### Employer Partners

The jobs-first model is proven to expand talent pipelines by focusing on the needs of the business community, then connecting often overlooked individuals with the available, quality jobs they are qualified for. If you have hiring needs outside of Chicago or Rhode Island, let's discuss how we can place quality candidates in your company in locations across the country.



### Skills For America's Future Contact Information

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