

SkillWorks:

Partners for a Productive Workforce



THE NEED:

Massachusetts' Middle Skills Jobs

Middle-skill jobs require more than high-school, but less than a four-year degree. These jobs make up the largest share of Massachusetts' labor market, comprising over 40% of all jobs. At the same time, only 32% of our labor force likely has the skills to fill these jobs.

Examples of High-Demand Middle-Skill Jobs in Massachusetts

OCCUPATION	INDUSTRY	SKILLWORKS PARTNERSHIP	MEDIAN ANNUAL EARNINGS
Energy Efficiency Technician	Energy Efficiency	Energy Efficiency Technician Apprenticeship Program	\$33,280
Senior Account Specialist	Financial Services	Year Up Financial Services Partnership	\$37,000
Paramedic	Health Care	Emergency Medical Careers Partnership	\$41,600
Licensed Practical Nurse	Health Care	Healthcare Training Institute	\$49,490
Room Service Server	Hospitality/Culinary	Hotel Training Center	\$45,000

SKILLWORKS: PARTNERS FOR A PRODUCTIVE WORKFORCE

SkillWorks is a ten-year, \$25 million partnership with philanthropy, government, community organizations, unions, and employers to respond to Massachusetts' workforce needs.

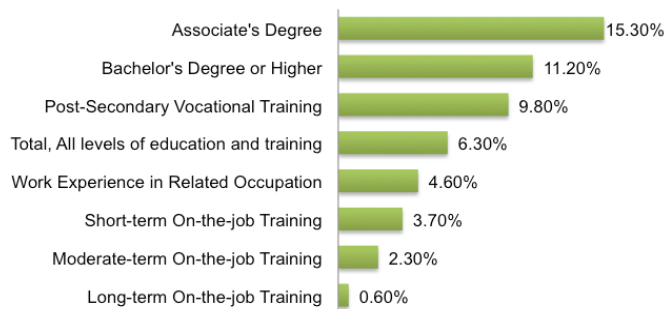
SkillWorks' mission is to help low-skill, low-to-moderate income residents move to family-sustaining jobs and to help employers find and retain skilled employees. It is the largest public/private investment in workforce development in Boston's history and served as the inspiration and model for the National Fund for Workforce Solutions.

SkillWorks' Results since 2003

- 13 Workforce Partnerships created or expanded
- 1,491 job seekers enrolled; 78% job placement rate
- 2,578 incumbent workers; 55% wage increase rate; 14% promotion rate
- Multiplier Effect
 - Nearly \$20 million raised from private philanthropy
 - Over \$7 million in new employer investments in workforce partnerships
 - Nearly \$4 million contributed by public funders (City of Boston, Commonwealth of MA)
 - Over \$30 million in new state funding for workforce programs, resulting in more than 30 new employer partnerships and 6,400 people trained statewide
- Current MA Legislative Efforts
 - Middle Skills Solutions Act (SB 921, HB 2713)
 - An Act Improving the Educational Rewards Grant Program (SB 42, HB 977)
 - Youth Solutions Act (HB 2712)

THE OPPORTUNITY:

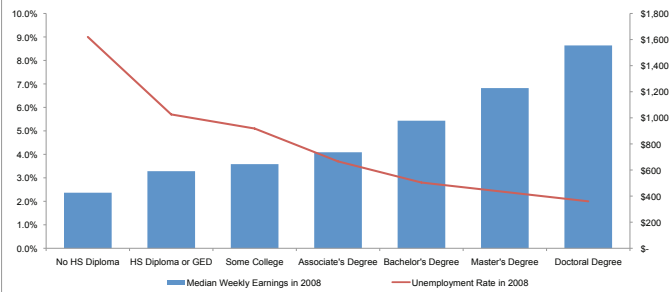
Massachusetts job growth by level of education, 2006-2016



Source: Commonwealth of Massachusetts Employment Projections, 2006-2016

RETURN ON INVESTMENT:

Earnings Increase and Unemployment Decreases with Level of Education



Source: U.S. Bureau of Labor Statistics

SkillWorks™

PARTNERS FOR A PRODUCTIVE WORKFORCE



Selected SkillWorks Employer Partners

Aramark
Bank of America
Beth Israel Deaconess Medical Center
BNY Mellon
Boston EMS
Brigham and Women's Hospital
Children's Hospital Boston
Conservation Services Group
Intercontinental Hotel
Massachusetts General Hospital
Ritz-Carlton Boston Common
Roxbury Technology Corporation
Save that Stuff
Starwood Hotels
State Street Corporation

SkillWorks Phase II Funders

Barr Foundation
BNY Mellon
The Boston Foundation
Chorus Foundation
The City of Boston's Neighborhood Jobs Trust
The Clowes Fund, Inc.
The Commonwealth of Massachusetts
The Garfield Foundation
The Hyams Foundation
Microsoft Corporation
National Fund for Workforce Solutions
Nellie Mae Education Foundation
State Street Foundation
Surdna Foundation
United Way of Massachusetts Bay and Merrimack Valley

www.skill-works.org