

# JOB TRAINING WORKS, PAYS, AND SAVES

Study shows that in one year, graduates of 12 non-profit, community-based, job training programs yielded:



76%

Employment rate

JOB TRAINING WORKS.



675%

Increase in total annual earnings

JOB TRAINING PAYS.



80%

Reduction in TANF (cash assistance)

JOB TRAINING SAVES.

## INDUSTRIES GRADUATES WERE TRAINED AND HIRED IN:



### ADMINISTRATIVE SUPPORT

Call Center Representative  
Customer Service Representative  
Office Services Assistant



### HEALTH CARE

Certified Nursing Assistant  
Patient Registration/Coordinator  
Pharmacy Technician



### HUMAN SERVICES

Direct Care Associate



### BUILDING MAINTENANCE

Technician



### HOSPITALITY

Food/Banquet Server  
Front Desk Agent  
Prep Cook  
Room Attendant



### PROPERTY AND CASUALTY INSURANCE

Insurance Customer Service Support



### FINANCIAL SERVICES

Accounts Payable  
Bank Teller/Head Teller  
Customer Service Representative  
Personal Banker

## JOB TRAINING WORKS.

84%

OF PARTICIPANTS COMPLETED PROGRAMS

76%

OF GRADUATES GAINED NEW EMPLOYMENT

## JOB TRAINING PAYS.

\$1.4 M

TOTAL EARNED ANNUAL INCOME **PRE-JOB TRAINING**



\$10.9 M

TOTAL EARNED ANNUAL INCOME **POST-JOB TRAINING**

↑ 675%

TOTAL WAGE INCREASE OF GRADUATES

*"TDBank benefits tremendously from working with the Asian American Civic Association's Careers in Banking and Finance Training Program. They send us well prepared candidates for hire, saving us time and money in recruiting."*

MARK M LUSSIER,  
EMPLOYER, ASSISTANT  
VICE PRESIDENT,  
ALLSTON TD BANK

## JOB TRAINING SAVES.

↓ 67%

TOTAL REDUCTION IN PUBLIC ASSISTANCE

↑ 515%

TOTAL ANNUAL NEW TAXES PAID

\$543,979

INCREASE IN ANNUAL SAVINGS FROM REDUCTION IN PUBLIC ASSISTANCE



\$1,397,742

INCREASE IN ANNUAL TAXES PAID



**\$1.9 Million**  
TOTAL SAVINGS ANNUALLY

PRODUCED BY JTA IN PARTNERSHIP WITH ROOT CAUSE



The **Job Training Alliance (JTA)** is a network of community-based workforce development organizations providing job training and employment assistance to low-income individuals in greater Boston. JTA commissioned RootCause, an independent, nonprofit management consulting and research firm, to conduct a third party Return on Investment study to document program outcomes and impact.

This study was funded by a grant from **SkillWorks**.

For more information, visit [www.jobtrainingalliance.org](http://www.jobtrainingalliance.org) and [www.rootcause.org](http://www.rootcause.org).

### Participating programs were delivered by:

ASIAN AMERICAN CIVIC ASSOCIATION  
BEST CORP.  
CAREER COLLABORATIVE  
COMMUNITY SERVINGS  
INTERNATIONAL INSTITUTE OF BOSTON  
JVS BOSTON  
MORGAN MEMORIAL GOODWILL  
OPERATION ABLE  
YMCA TRAINING, INC.