



# BY THE NUMBERS OUTCOMES & IMPACT

## ABOUT YEAR UP

Year Up empowers motivated young adults to move from minimum wage to meaningful careers by ensuring that they gain the skills, experiences, and support necessary to reach their full potential and thrive in professional careers and higher education. Students spend six months learning in-demand technical and professional skills before applying their skills during a six-month corporate internship. Throughout the program, students complete coursework for college credits and receive access to a robust offering of services and supports to promote their success.

## IN-DEMAND TRAINING SOLUTIONS

The training solutions Year Up offers directly reflect the needs of our corporate partners and industry trends. Young adults acquire the knowledge, skills, and competencies required for roles in one of five career pathways, and our corporate partners gain access to a strong pipeline of talent to meet their hiring needs.

## NATIONAL OUTCOMES



**29,000+**  
STUDENTS SERVED TO DATE



**90%**  
GRADUATE PLACEMENT  
Graduates employed and/or enrolled in postsecondary education within four months of program completion.



**\$42,000**  
STARTING SALARY  
Employed graduates earn an average starting wage of \$21.00/hour, equivalent to a salary of \$42,000 per year.



**75%**  
FULL-TIME, TRAINING-ALIGNED ROLES  
Graduates employed full-time in roles aligned with one of the five career pathways Year Up trains students.

“After high school, there were many obstacles between me and success. Through Year Up, I was able to kick-start my college career as well as a career in a corporate environment. In the past year, I have seen nothing but growth. Year Up has helped me to realize that I can dream and achieve as loud as I desire.”

**JESUS CONTRERAS**  
Business Consultant at American Express & Year Up Graduate

## 5 CAREER PATHWAYS

INFORMATION TECHNOLOGY

FINANCIAL OPERATIONS

SALES & CUSTOMER SUPPORT

BUSINESS OPERATIONS

SOFTWARE DEVELOPMENT & SUPPORT

### TECHNICAL TRAINING CURRICULUM OFFERED IN:

- Helpdesk/Desktop Support
- Customer Service
- Cyber Security
- Project Management Support
- Investment Operations
- Business Fundamentals
- Accounting & Corporate Finance
- Client Services & Sales Support
- Data Analytics
- Application Development & Support
- Quality Assurance

### IN-DEMAND PROFESSIONAL SKILLS TRAINING INCLUDES:

- Microsoft Office
- Public Speaking & Presentation Skills
- Business Writing
- Customer Service
- Career Development & Networking
- Time Management
- Workplace Norms

## DYNAMIC PARTNERSHIPS

In partnership with leading employers in the markets we serve, Year Up connects young adults who need opportunity with companies that need talent. On a per intern basis, corporate partners make a financial investment in Year Up, commensurate with entry-level talent costs. Through the six month internship, partners gain access to a diverse pipeline of bright, motivated, and skilled entry-level talent, receive 1-to-1 support from Year Up, and have the opportunity to hire graduates at zero cost.

### NATIONAL CORPORATE PARTNERS INCLUDE:

BANK OF AMERICA

FACEBOOK



JPMORGAN CHASE & CO.



### NATIONAL PARTNERSHIP OUTCOMES

**250+**

FORWARD-THINKING CORPORATE PARTNERS

**41 of 100**

FORTUNE 100 COMPANIES PARTNER WITH YEAR UP

**90%**

PARTNER SATISFACTION RATE

**45%**

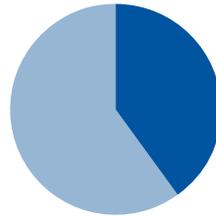
GRADUATES CONVERTED TO HIRE FROM INTERNSHIP



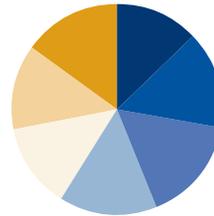
## WHO WE SERVE

Talent in America is equally distributed, but opportunity is not. Year Up serves young adults, ages 18-24, who have earned a high school diploma or GED but are otherwise disconnected from the economic mainstream. These underserved young adults are talented and motivated, but they are too often stuck in low-skills, low-wage, low-opportunity jobs—if employed at all. By connecting these young adults to opportunity, they are able to launch professional careers, strengthen their communities, and lift others while they climb.

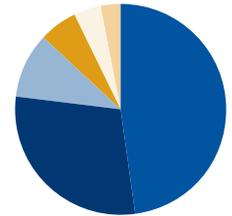
## NATIONAL DEMOGRAPHICS



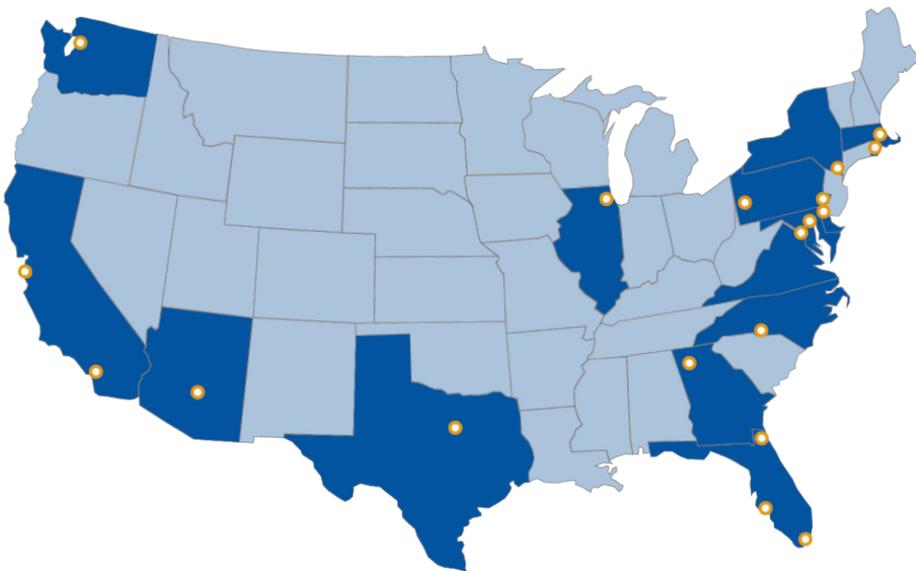
**GENDER**  
■ 40% Female  
■ 60% Male



**AGE**  
■ 13% 18 ■ 13% 22  
■ 15% 19 ■ 13% 23  
■ 16% 20 ■ 15% 24  
■ 15% 21



**RACE**  
■ 48% Black/African American ■ 6% White  
■ 29% Hispanic or Latino ■ 4% Two or More Races  
■ 10% Asian ■ 3% Other



## WHERE WE SERVE



**19 MARKETS**  
**27 CITIES**  
**35 CAMPUSES**

## GRADUATE SPOTLIGHT



**KIM ALEJOS | YEAR UP GRADUATE**  
 Technical Writer, Salesforce

When Kim graduated high school, she was excited to further her education. She recalls, “I knew I wanted to go to college and get a degree, but I didn’t know what I wanted to study. So I went the community college route.” But in 2016, all of that changed. Kim’s beloved father, the family bread-winner, had an aneurism. Due to that accident, he lost his sight, and life changed for the entire family. “I knew in that moment that I would do anything to help my family,” recalls Kim, “even if it meant putting off my education.”

Kim’s sister had told her about Year Up a few years earlier. Kim dismissed the idea at the time, but given her family’s new circumstances, Kim decided to apply to Year Up. The program would give her a living stipend that would contribute something to the family’s immediate needs. Year Up would also continue Kim’s education—albeit in a different direction than she had anticipated—and in six months she would have an internship leading to a potential career and the ability to support her family.

Kim studied Project Management Support at Year Up and earned an internship at Salesforce. “In my project management training at Year Up, we were introduced to Agile and Waterfall. Agile happens to be the foundation we use in Salesforce engineering, so when I came in and said I knew scrum, Kanban, and story-pointing, my team was shocked. It saved so much time.” Kim thrived on internship and was hired as an Associate Technical Writer. She has since been promoted to Technical Writer and hopes to continue to grow her career at Salesforce and supporting other incoming interns coming into the company.