

# 2023 ANNUAL REPORT



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TURN  
TO CLEAR  
VISION

QUAR

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TURN  
HANDLE  
ONE  
FULL  
TURN

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# A LETTER FROM LEADERSHIP



Dear Friends and Colleagues,

We are pleased to present JobsFirstNYC's *Annual Report for Fiscal Year 2023*, a year in which we strengthened our commitment to advancing economic mobility for young adults and their communities in New York City.

JobsFirstNYC has continued to build and strengthen impactful partnerships to drive positive change in the lives of young people. Our partnerships this past year were even more diverse as we explored a range of collaborations focused on improving employment outcomes through local impact sourcing, the use of generative artificial intelligence (AI) to shrink the time between job searching and obtaining a job, and the implementation of sector-based networks. In addition, our community solutions partnerships showed the strength of place-based investment and maturity in the progress they made this year in launching entrepreneurial, internship, and employment initiatives. Key highlights include the following:

## Employment Partnerships

**Local impact sourcing with PeopleShores:** In early 2023, we saw great progress in our partnership with PeopleShores **aimed at creating jobs in five communities in New York City with high youth unemployment rates**. The results from the opening of the first site in Brooklyn and the first cohort of jobseekers completing their onboarding and being employed by PeopleShores and its anchor employer partner Morgan Stanley strongly support our initial assessment that partnering with a local impact sourcing company could not only create jobs in communities that need greater economic productivity but also improve the financial wellness of people from these communities, which tend to have high levels of lower-wage jobs.



**Skills mapping using generative AI with SkyHive:** Our commitment to harnessing cutting-edge technology for social and economic impact continued to inform our partnerships this year. In collaboration with [SkyHive](#), we launched a first-of-its-kind Skills Mapping Academy focused on **utilizing generative AI to unlock opportunities, shrink the distance between job searching and finding a job, and revolutionize skills-based hiring**. The Skills Mapping Academy enables workforce development and education practitioners to support and accelerate labor market-responsive training, reskilling, and upskilling for New York City jobseekers.

**Skills-first hiring with OneTen:** We continued our partnership with [OneTen](#), a national coalition of leading chief executives and their companies aimed at closing the opportunity gap for Black individuals and others by upskilling, hiring, and promoting one million people who do not yet have a four-year degree into family-sustaining jobs with opportunities for advancement over ten years. This partnership aligns with our commitment to uncovering new pathways to economic mobility and increasing equitable access to good jobs.

**Increasing employer partnerships to support the expansion of New York City's Summer Youth Employment Program:** We partnered with the New York City Mayor's Office to support the increase in the number of young people served in the Summer Youth Employment Program from 75,000 to 100,000. This initiative focused on improving systemic partnerships with private sector employers and laying the foundation for a long-term strategy to enhance year-round work-based learning experiences for young people.

**Effective partnership across sectoral employment programs:** We launched sector networks in three of the fastest-growing sectors in New York City: the green economy, technology, and healthcare. These networks organize and expand high-quality skills training, strengthen collective mechanisms to negotiate with employers, customize training to meet targeted hiring demands, and increase employment opportunities for young adults and their communities.



## Community Solutions

**Internship program—Jerome Avenue Revitalization Corporation (JARC):** As our partnerships grow and mature, they begin to develop solutions that further strengthen their mission to improve economic opportunities for young people and residents of their communities. JARC, one of JobsFirstNY Community Solutions partnerships, partnered with Bronx Community College and a subset of its 99 small business partners to launch its first internship program in the west Bronx.

**Entrepreneurship—Brownsville Hub Cooperative:** In partnership with Medgar Evers College, Babson College, Howard University, Metropolitan College of New York, and Brooklyn Legal Services, the Brownsville Hub Cooperative developed a robust curriculum to build the capacity of Brownsville/East New York entrepreneurs to partner with industry to operate and effectively manage a business.

Finally, this year we continued to focus on strengthening collaboration across all JobsFirstNYC partnerships through the development of biannual Partnership Forums, and were pleased to launch a Policy Committee composed of New York City workforce development and education stakeholders focused on improving access and equity in the workplace.

As we reflect on the achievements of Fiscal Year 2023, we extend our heartfelt gratitude to the entire JobsFirstNYC community—our dedicated team, visionary board members, and and invaluable partners and investors. Together, we have made significant strides toward creating a more inclusive and prosperous future for the young adults we serve.

Thank you for your unwavering support and commitment to our mission.

Sincerely,



Alan Momeyer  
Chairman of the Board



Marjorie D. Parker  
CEO and President

# ABOUT JOBSFIRSTNYC

Moderator: Eli Dvorkin, Center for an Urban Future



**Mission**

JobsFirstNYC creates and advances solutions that break down barriers and transform the systems supporting young adults and their communities in the pursuit of economic opportunities.

# OUR PARTNERSHIPS

District 8 Employment Network  
Green Economy Network  
Healthcare Sector Network  
LESEN  
Tech Sector Network  
Transfer 2 Career Collaborative

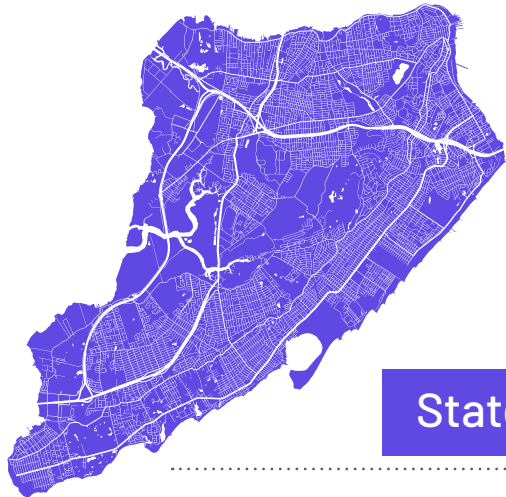
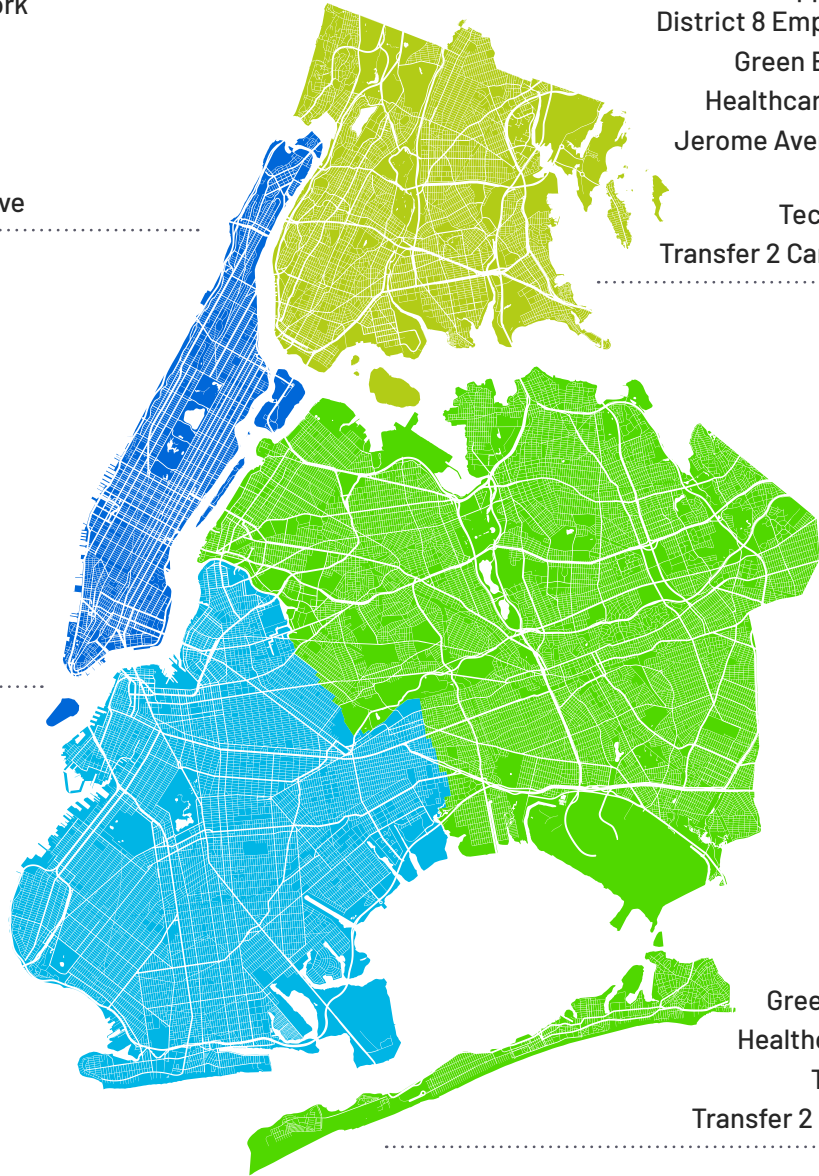
## Manhattan

Bronx Opportunity Network  
District 8 Employment Network  
Green Economy Network  
Healthcare Sector Network  
Jerome Avenue Revitalization Collaborative  
Tech Sector Network  
Transfer 2 Career Collaborative

## Bronx

Brownsville Hub Cooperative  
Green Economy Network  
Healthcare Sector Network  
PeopleShores  
Tech Sector Network  
Transfer 2 Career Collaborative  
YES Bed Stuy

## Brooklyn



## Staten Island

Green Economy Network  
Healthcare Sector Network  
Tech Sector Network  
Transfer 2 Career Collaborative  
Youth WINS

Green Economy Network  
Healthcare Sector Network  
Tech Sector Network  
Transfer 2 Career Collaborative

## Queens

# PEOPLE

2374 

**TOTAL PEOPLE SERVED**

1574 

**YOUNG ADULTS SERVED**



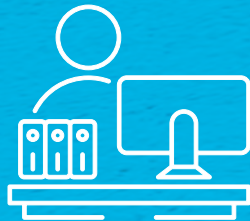
135

**NON-DEGREE  
CERTIFICATES/  
CREDENTIALS  
AWARDED**

402

**PEOPLE  
RECONNECTED  
TO SCHOOL  
OR WORK**

new college enrollments  
+ job placements



751

**STUDENTS  
ACTIVELY  
ENROLLED  
IN COLLEGE**

**OUR IMPACT**



# PARTNERSHIPS



225

**AGENCIES  
PARTICIPATING  
IN  
PARTNERSHIPS**

384

**CONVENINGS**

Includes  
Learning Communities,  
Committee Meetings,  
& Design Labs



70%

**OF  
PARTNERSHIPS  
RECEIVED NEW  
OR EXPANDED  
INVESTMENTS**

72



**EMPLOYERS ENGAGED**

590



**PARTNERSHIP PARTICIPANTS**

**OUR IMPACT**

# PARTNERS' WORDS

**“JobsFirstNYC has remained steadfastly alongside Youth WINS as our scaffolding, supporting us in our objectives while allowing us the independence to grow and adapt to our community as we see fit. We are grateful to the team at JobsFirstNYC for their coaching and support.”**

–Sean Ghazala, Coalition Director, Youth WINS

**“Having the perspective of individual providers on workforce challenges has been really eye opening. The way that the coalition is run has also really helped me think about best practices in my own work. I so appreciate the approach of JobsFirstNYC!”**

–Response from Partnership Forum Survey

**“We applaud JobsFirstNYC for breaking down barriers so young adults in New York City and surrounding communities can achieve financial security and self-sufficiency in today’s labor market. Together, we will reduce the time, cost, and effort required in hiring for all stakeholders, including job seekers, trainers, and recruiters.”**

–Sean Hinton, Founder and CEO, SkyHive

**“When partners have a chance to come together at a forum like this to provide feedback, what we can do for the economic conditions of New York is outstanding.”**

Pedro Barry, Association for Energy Affordability

# SOLUTIONS SPOTLIGHTS



COMMUNITY 

EDUCATION 

POLICY 

WORK 

## BROWNSVILLE HUB COOPERATIVE

PHASE: **Implement**

### Mission

The Brownsville Hub Cooperative (BHC) develops community-led solutions to spark economic growth in Brownsville, Brooklyn. BHC uses a people-centered, equity-based approach to create a self-sufficient community that builds individual and community wealth through education, ownership, business, and workforce development.

### Accomplishments

- ▶ Partnered with Medgar Evers College, Babson College, Howard University, Metropolitan College of New York, and Brooklyn Legal Services to develop a robust curriculum to build the capacity of Brownsville/East New York entrepreneurs to partner with industry to operate and effectively manage a business, leading to the creation of the New York State Education Department certified Community Entrepreneurs Certificate.
- ▶ Partnered with the Train-the-Trainer Entrepreneurship Program at the Medgar Evers College School of Business to offer participants the vital tech skills essential in today's business landscape, while nurturing an entrepreneurial mindset within an academic context.
- ▶ Established the Brownsville Workforce Alliance to create a local infrastructure to coordinate workforce development training and hiring.
- ▶ Partnered with the Community and Worker Ownership Project to develop a learning community Co-op model designed to spur the local economy. This initiative is slated to launch in late 2024.

# COMMUNITY

*Create localized solutions that respond to the unique needs of neighborhood communities with high numbers of young adults who are out of school and out of work.*

- ▶ Recognized by the Mayor's Office in its [Blueprint for Community Safety](#).
- ▶ Began working with the Brooklyn borough president to support a Community Entrepreneur Certificate Program slated to train 300 people over three years.



*Sister Tara Muhammad Central Brooklyn Economic Development Corporation work to develop pathways to self-sufficiency for individuals, families and small business owners in Central Brooklyn at JobsFirstNYC's Partnership Forum.*

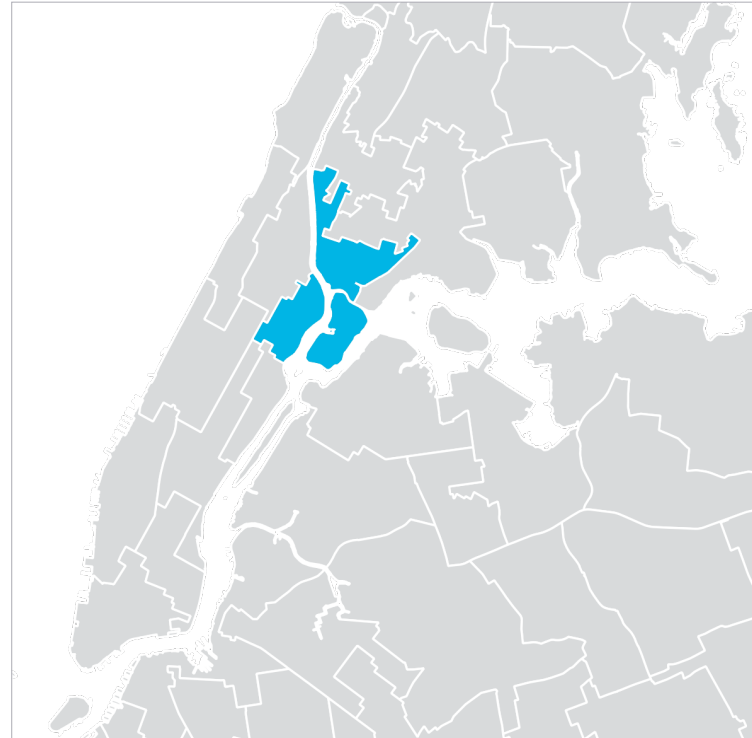
## DISTRICT 8 EMPLOYMENT NETWORK

PHASE: **Investigate**

### Accomplishments

- ▶ In partnership with City Council of New York Councilperson and Deputy Speaker Diana Ayala, representing the tentatively titled District 8 Employment Network seeks to connect East Harlem and South Bronx residents to sustainable employment opportunities utilizing resources and key stakeholders in the two neighborhoods. JobsFirstNYC's role is to facilitate and support the design of a workforce development partnership to address the educational and employment needs of District 8 young adult residents.
- ▶ To develop a deeper understanding of the resources available in District 8, JobsFirstNYC conducted a community asset mapping exercise to identify opportunities for young adults, including: social services, education, workforce development and employment, and government resources. A labor market and demographic report, produced in partnership with Community Service Society, identified the economic opportunities and challenges faced by residents of District 8.

# COMMUNITY



*Council District 8 Manhattan/Bronx*

## JEROME AVENUE REVITALIZATION COLLABORATIVE

PHASE: **Implement**

### Mission

The Jerome Avenue Revitalization Collaborative (JARC) seeks to bring about inclusive economic growth and sustainability for local residents, employers, and workers impacted by the Jerome Avenue rezoning.

### Accomplishments

- ▶ Partnered with the Division of Workforce Development at Bronx Community College (BCC) to launch its first internship program, where student interns supported the revitalization and capacity building of small businesses on the Jerome Avenue corridor. A grant from the CUNY Black, Race, and Ethnic Studies Initiative allowed for the sponsorship of 11 paid internships during the spring 2023 semester. While BCC focused on the students, the JARC recruited, trained, and liaised with 11 employers that were either small businesses or that provided technical assistance and support to area businesses.
- ▶ 99 businesses on the corridor registered as members of the JARC Business Research and Services Hub, giving them access to bilingual resources and access to events and programs to support their businesses.
- ▶ Received a \$25,000 grant from Amalgamated Bank to create a strategic plan for rolling out financial services to small businesses through the JARC.

## COMMUNITY

### 2023 JARC Internship Program

*"I am grateful for the experience of witnessing the hard work and consistency of human services. I hope there are more opportunities for fellow students at Bronx Community College to experience an internship that can liberate them, and ignite the purpose of their desired career field. Thank you kindly to the JARC Internship Program."* –Takierra Simpson, BCC student intern

*"My experience as a customer success intern at Elevate Digital through the JARC internship program was immensely valuable. It exposed me to diverse skills, allowed me to contribute to the growth of small businesses, and provided me with valuable networking opportunities."* –Mathilda Asemota, BCC student intern

*"My role at the UAMA has not only deepened my technical knowledge but also equipped me with essential soft skills. It helped me improve my communication, time management, and teamwork abilities. Interacting with colleagues instilled in me the importance of clear and effective communication in the workplace. My time as an IT tech for the UAMA through the JARC program at Bronx Community College was a rewarding experience that I will always cherish, and I am grateful for the opportunity to be a part of this program. It undoubtedly played a pivotal role in preparing me for success in the professional world."* –Dominick Leith, BCC student intern



## LOWER EAST SIDE EMPLOYMENT NETWORK

PHASE: **Integrate**

### Mission

The Lower East Side Employment Network seeks to improve workforce development practices and reduce operational costs for employers and community-based organizations in Manhattan's Lower East Side, thereby streamlining hiring processes and effectively connecting jobseekers to high-demand jobs.

### Accomplishments

- ▶ Continued to push for impact through collaborative training pipelines and rapid attachment to employment opportunities via partnerships with businesses—particularly within the accommodations, retail, construction, and building maintenance and management industries, which have all experienced a resurgence since COVID-19.
- ▶ Helped initiate the development of Henry Street's high-impact Building Systems Automations Training Program, operated in partnership with Stacks+Joules, which has placed 77% of graduates into green economy sector jobs to date.
- ▶ Helped bolster collaborative recruitment activities related to partners' internal hiring needs for vital social service positions.
- ▶ Serve as a trusted advisor for all partners, sharing insights and best practices and advising on labor market trends and program development.

# COMMUNITY



Roman Jackson, David Garza, Keri Faulhaber, Marjorie Parker, Celine Fejeran, and Amada Rosenblum at a LESEN site visit for Ballmer Group.

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## YES BED STUY

PHASE: **Implement**

### Mission

YES Bed Stuy is a collaborative of nonprofits, local colleges, and business intermediaries aimed at building stronger pathways to education and employment for young adults, with an emphasis on youth voice, skills training, and credentials.

### Accomplishments

- ▶ Co-led a youth focus group with The HOPE Program to hear directly from young adults about the challenges they face when seeking education and employment opportunities, especially given the recent changes in the world of work.
- ▶ Approved Kingsborough Community College's Freshman Seminar Class curriculum as a budget line item for the second cohort of YES Bed Stuy's Young Adult Leadership Program. The curriculum will allow young adult participants the opportunity to receive college credit through Kingsborough Community College if enrolled within one year of completion.
- ▶ Activated a new subcommittee, the External Partnerships Committee, tasked with building relationships with area employers, community organizations, and schools for the purpose of recruiting and accepting young adult referrals. The subcommittee led community stakeholder meetings and garnered interest from potential new partners, with a focus on local hiring opportunities.

# COMMUNITY

### Highlights from Youth Focus Group

YES Bed Stuy conducted a focus group to incorporate young adult voice into the partnership, which revealed important insights on the challenges and incentives currently affecting young people's access to education and career opportunities in Bed Stuy. Some key takeaways included the following:

- ▶ Young people want to be on a "career track" as opposed to "job to job" and want to "build for the future" for themselves and their families.
- ▶ Young people have fears and concerns about "climbing the career ladder" and starting off from entry-level positions. Entry-level positions require the most work, pay the least, and have the least power within most workplaces.
- ▶ Young people are interested in entrepreneurship.
- ▶ Young people desire more remote options in job training programs and in job opportunities.



## YOUTH WINS

PHASE: **Implement**

### Mission

Youth WINS is a collaborative with a mission to ensure that all young adults on Staten Island are meaningfully employed in order to become financially secure and economically mobile.

### Accomplishments

- ▶ Secured \$1.7 million in resources through the New York State Energy Research and Development Authority's Clean Energy Hubs Program and began working with the Queens and Staten Island coalition of providers to develop a green economy plan that includes training and raising awareness, expected to launch in 2024.
- ▶ Developed a Gaining and Maintaining Employment curriculum, which facilitated sessions for over 650 students from partner organizations;
- ▶ Completed the development of an advocacy agenda that will be used to support fundraising for youth programs in Staten Island.
- ▶ Hired a network director to lead the coordination and implementation of YouthWINS' goals.

# COMMUNITY



*Collaborating for a brighter future: YouthWINS coalition members hard at work during a productive session on Staten Island.*

## BRONX OPPORTUNITY NETWORK

PHASE: **Integrate**

### Mission

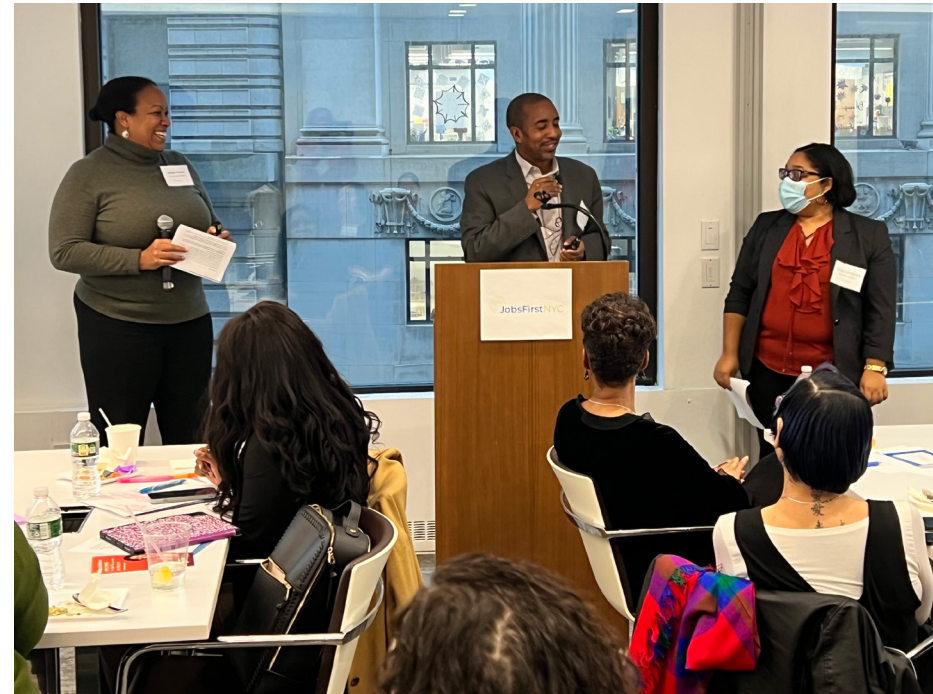
The Bronx Opportunity Network (BON) is a collaborative effort that seeks to address the systemic and individual challenges that can limit college enrollment, college graduation, and employment prospects among low-income Bronx students.

### Accomplishments

- ▶ Guttman Community College President Larry Johnson welcomed the BON to campus for an event in April 2023 formalizing the new partnership.
- ▶ BON developed a new partnership with the City University of New York Youth Studies Program in the School of Professional Studies to increase opportunities for students.
- ▶ Raised multiyear funding enabling the hiring of a part-time coordinator to coordinate and implement the goals of the BON. Launched a two-year Transfer Pilot Project with a week-long summer bootcamp. The origin of this project was a human-centered design process that resulted in an expansion of the BON's mission and student population in order to support student transfer to, and graduation from, bachelor's degree programs.
- ▶ CUNY has now removed stand-alone traditional remedial courses at all ten associate degree-granting colleges and replaced them with co-requisite courses. The BON has been advocating for this change at CUNY since its inception.

## EDUCATION

*Build equitable pathways to postsecondary education and career opportunities.*



Allison Palmer, Associate Executive Director, New Settlement and W. Theory Thompson, Chief Program Officer of Education & Vocation Programs, Good Shepherd Services, present at the JobsFirstNYC Partnership Forum.

## TRANSFER 2 CAREER COLLABORATIVE

PHASE: **Integrate**

### Mission

The Transfer 2 Career (T2C) Collaborative builds an innovative career development model through structural partnerships that reimagine the school-to-career transition for high school students. The overall goal of T2C is to eliminate or reduce the gap between the point when a student completes high school and the point when they enroll in postsecondary education or skills training or obtain employment.

### Accomplishments

- ▶ Partnered with the New York City Mayor's Office, the New York City Department of Youth and Community Development, and New York City Public Schools to support the expansion to 100,000 placements of New York City's Summer Youth Employment Program (SYEP) through increased employer partnerships and capacity building—particularly with small and mid-size businesses. Supported the publication of the report *Building and Strengthening Employer Partnerships for Work-Based Learning*, which includes findings and recommendations from a five-month roundtable aimed at strengthening employers' capacity to provide high-quality work-based learning experiences for young adults and from a survey of more than 100 SYEP participants.

## EDUCATION



- ▶ Published 11 learning briefs that explore models from across the transfer schools, community-based organizations, workforce development organizations, and community college partners.
- ▶ Starting in the 2022–2023 school year, New York City Public Schools launched the FutureReadyNYC pilot, an effort to equitably grow career-connected learning in city high schools. JobsFirstNYC was commissioned to conduct research and analysis for a green economy FutureReady career pathway in schools as part of the New York City mayor's sustainability plan.
- ▶ Collaborated with CARA and Shared Lane to build strong models for career pathways in traditional college-going high schools. The team provided coaching for schools and facilitated three career summits, reaching 31 participants from nine partner high schools.
- ▶ Hosted a second cohort of the CDOS Institute for Workforce Practitioners, a series of capacity-building workshops where workforce development staff receive hands-on training and coaching to align their professional skills and sector training to CDOS standards. 140 individuals across 67 organizations have participated in the institute thus far.

## GREEN ECONOMY NETWORK

PHASE: **Incubate**

### Mission

The Green Economy Network establishes effective practices and aligns current systems to create green jobs and career paths, prioritizing access and sustainability. The network brings together hundreds of nonprofits, government agencies, and employers to assess the green economy, increase knowledge and understanding of challenges and opportunities, connect workforce developers with employers, and facilitate a faster transition to a greener future.

The Network is prioritizing: developing formal employer partnerships to increase economic opportunities, understand industry needs and priorities, align partners by sector, and develop and market training; establishing replicable, scalable paths for jobseekers to enter and advance in high-quality careers in the green economy; and, advocating for standardized government investments in green economy careers.

### Accomplishments

- ▶ Completed the Network's logic model, principles of operation, mission, vision, and goal statements, and streamlined its implementation strategies.
- ▶ Recognized in a brief outlining the NYC Speaks action plan, an initiative fostering civic engagement and collaboration among community-based organizations and the city administration.

## WORK

*Identify, design, and advance practices and policies that achieve better outcomes for employers and workers.*

- ▶ Grantees of the New York State Energy Research and Development Authority's Regional Clean Energy Hubs built their partnerships through the network's Learning Communities and Design Labs and were awarded more than \$2 million.



Rohit Aggarwala, Commissioner of the NYC Department of Environmental Protection and Chief Climate Officer, Mayor's Office of Climate and Environmental Justice presents on New York City's Climate Priorities and Plans at a 2023 Green Economy Network Session.

## HEALTHCARE SECTOR NETWORK

PHASE: **Incubate**

### Mission

The Healthcare Sector Network strengthens workforce development and partners with employers to meet labor demand and ensure equitable access and opportunity within the healthcare sector to improve economic outcomes, increase access to high-wage jobs, and advance economic mobility.

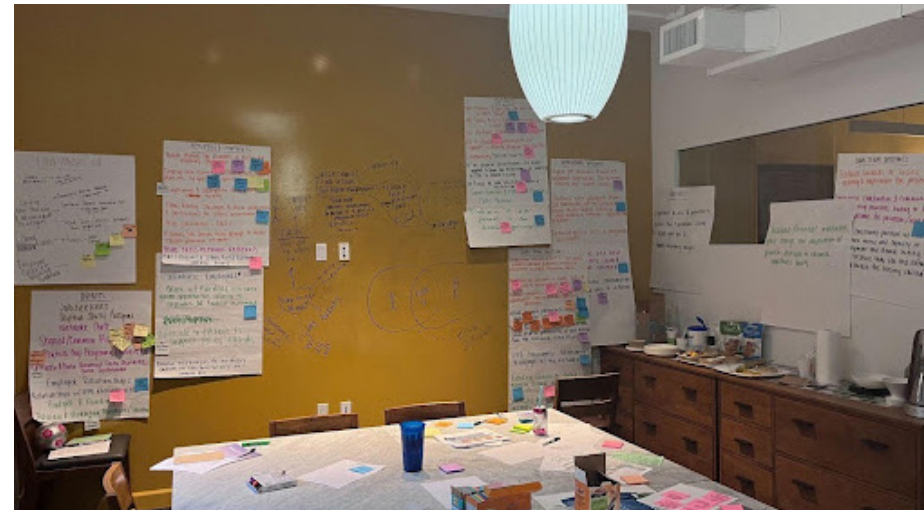
The Network is prioritizing: partnering with employers and across the workforce development ecosystem to strengthen healthcare career pathways and create career advancement strategies; complementing one another's training, services, and curricula and making cross-network referrals; designing and launching a marketing campaign to attract more applicants to the healthcare profession; sharing best practices to connect jobseekers with better-quality jobs and employers; and, improving the quality of entry-level jobs.

### Accomplishments

- ▶ Convened around the problem definition and conducted comprehensive data analysis, delving into labor market demands, economic opportunities, data analysis, and asset mapping.
- ▶ Formed a logic model, set network goals, and devised implementation strategies within the context of JobsFirstNYC's impact framework, incorporating specific metrics and outcomes.

## WORK

- ▶ Explored healthcare career pathways and created career advancement strategies with employers and across workforce development training.



Healthcare Sector Network Logic model and service delivery model brainstorm.

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## TECH SECTOR NETWORK

PHASE: **Incubate**

### Mission

By enabling employers to tell trainers what skills workers need today and in the future, collaborating on customized training to meet labor market demands, and providing a steady pipeline of qualified talent, the Tech Sector Network envisions an inclusive and thriving tech industry with accessible and market-driven training that leads to economic opportunity.

The Network is prioritizing: organizing and expanding customized training and upskilling across tech skills training providers; strengthening collective mechanisms to negotiate with employers; systematizing a Network referral system to bolster the talent pipeline; and, advancing a skills-based (vs. degree-based) hiring approach as a more efficient, inclusive, and effective recruitment process.

### Accomplishments

- ▶ Explored career pathways in schools, affirmed network goals, and reviewed and reassessed labor market data.
- ▶ Developed implementation strategies, set goals, constructed a logic model incorporating specific metrics and outcomes, and explored service delivery models.

# WORK



*The Tech Sector Network's logic model design session.*

## Key Objectives

- ▶ Promote effective solutions for young adults, continuing to expand on the recommendations in [Equitable Recovery for Young Adults: An Agenda for Young Adult Workforce Development in New York City](#).
- ▶ Review and assess proposed policies impacting young adults who are out of school and out of work.
- ▶ Build public awareness of the priorities outlined in JobsFirstNYC's Equitable Recovery policy paper and other research and committee inputs that support those priorities.
- ▶ Collaborate with public, private, and philanthropic stakeholders to address policy priorities identified by the committee. These priorities are informed by JobsFirstNYC's research and reports, as well as input and preferences from the committee.
- ▶ Facilitate targeted discussions around understanding the city budget and the New York City Council's role to the JobsFirstNYC Policy Committee, highlighting key insights into municipal budgeting and the pivotal role of the New York City Council.
- ▶ Develop and disseminate a policy toolkit to facilitate interaction with elected New York City officials, media, and the communities with which we partner.
- ▶ Advance the policy practices of JobsFirstNYC partnerships.

## Accomplishments

### Development of the JobsFirstNYC Policy Committee

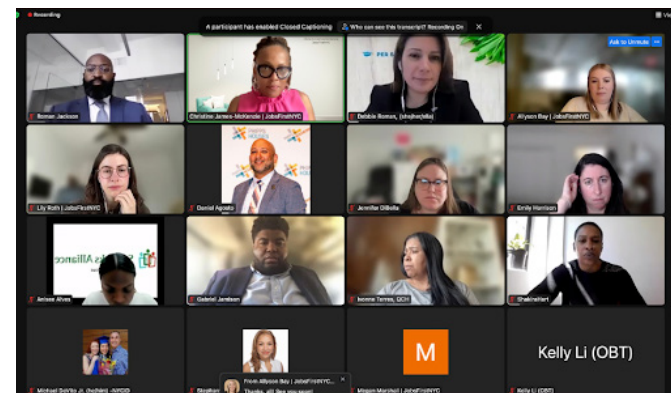
The JobsFirstNYC Policy Committee is an ad hoc committee comprising workforce development

# POLICY



*Using the lessons learned from our on-the-ground practice and robust research, we shape innovative policies that improve access to economic opportunities.*

practitioners from the private, public, and philanthropic communities with the goal of identifying and promoting opportunities to shape public perception and raise awareness of strategies that support young adults who are out of school and out of work young adults in New York City. The Committee provides expert input to assist JobsFirstNYC's Policy Solutions team in determining and advancing its strategic advocacy objectives.



*Inaugural Meeting of the JobsFirstNYC Policy Committee.*

# SPECIAL INITIATIVES



**JobsFirstNYC has continued to build and strengthen impactful partnerships to drive positive change in the lives of young people. Our employer partnerships this past year were even more diverse as we explored a range of collaborations focused on improving employment outcomes through local impact sourcing, skills-first hiring, and the use of generative AI to shrink the time between job searching and finding a job.**

*OneTen rings the closing bell at Nasdaq with Greg Hambric, Secretary of JobsFirstNYC Board of Directors, Keri Faulhaber, Vice President at JobsFirstNYC, Maurice Jones, former CEO of OneTen, and Marjorie Parker, CEO and President of JobsFirstNYC.*



## LOCAL IMPACT SOURCING WITH PEOPLESHORES

In early 2023, we saw great progress in our partnership with PeopleShores to create jobs in five communities in New York City with high youth unemployment rates. The results from the opening of the first site in Brooklyn and the first cohort of jobseekers completing their onboarding and being employed by PeopleShores and its anchor employer partner Morgan Stanley strongly support our initial assessment that partnering with a local impact sourcing company could not only create jobs in communities that need greater economic productivity but also improve the financial wellness of people from these communities, which tend to have high levels of lower-wage jobs.

### Project Purpose

This partnership seeks to connect talent development partners and jobseekers to technology and technology services jobs at PeopleShores sites established in economically challenged communities. It offers high-value services to socially conscious enterprises and builds digital skills centers in these communities.

### Accomplishments

- ▶ Opened first digital skills center in Bedford Stuyvesant, Brooklyn
- ▶ 31 employees reskilled; 26 employees completed the first year ending 2023 and are still working;
- ▶ 13 of the 26 employees now work directly with Morgan Stanley, with salary ranges of \$120,000– \$150,000.



*Marjorie Parker of JobsFirstNYC, and Mickey Austin of PeopleShores, address the inaugural cohort in Brooklyn, New York.*

## SKILLS-FIRST HIRING WITH ONETEN

JobsFirstNYC continued its partnership with OneTen, a national coalition of leading chief executives and their companies coming together to hire, promote, and advance skilled talent who do not have a four-year degree into family-sustaining careers over the next ten years. JobsFirstNYC is the community development lead for New York, increasing awareness of OneTen and strengthening local partnerships.

### Project Purpose

This partnership aims to uncover new pathways to economic mobility and increase equitable access to good-paying jobs to improve economic outcomes for people who do not have a four-year degree.

### Accomplishments

- ▶ Brought together OneTen members The Adecco Group, Accenture, and Deloitte with talent developers through a series of convenings featuring: Forage virtual work experience platform that closes the gap between the world of learning and the world of work; skills in demand, effective skills-based resume development, skills-based recruitment, and talent matching.
- ▶ Designed and facilitated a community of practice for talent developers' peer exchange around labor market intelligence; best practices for leveraging OneTen in service of New York City jobseekers;

- ▶ Provided technical assistance to talent developers, community colleges, and their students to learn how to register for the platform and use it effectively.
- ▶ Presented opportunities through OneTen to elected officials and thousands of jobseekers at community and citywide events, career fairs, and other convenings.

[OneTen Impact Report](#)



JobsFirstNYC representing OneTen @ Urban Upbound Career Fair at LaGuardia Community College

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## SKILLS MAPPING USING GENERATIVE AI WITH SKYHIVE

In collaboration with SkyHive, we launched a first-of-its-kind Skills Mapping Academy focused on utilizing generative AI to unlock opportunities, shrink the distance between job searching and finding a job, and revolutionize skills-based hiring.

### Project Purpose

The Skills Mapping Academy utilizes the SkyHive Enterprise platform to enable workforce and education practitioners to support New York City jobseekers in:

- ▶ understanding their skills and being able to clearly articulate them
- ▶ learning about skills in demand skills in various sectors and how they compare to the jobseeker's skillset
- ▶ connecting to trainings to enhance skills needed to access careers of interest
- ▶ finding and applying to available jobs based on skills rather than degrees

### Accomplishments

- ▶ 66 professionals across 26 organizations participated in our Skills Mapping Academy.
- ▶ 700 jobseekers were invited to create skills profiles on the platform.
- ▶ 3,500 skills mapped.
- ▶ Published a video interview titled "[When AI Helps You Get a Job](#)," featuring Keri Faulhaber of JobsFirstNYC, Jennifer Weurz of Dress for Success Greater New York, and Todd Raphael of SkyHive.
- ▶ JobsFirstNYC's Keri Faulhaber interviewed by New York City Employment and Training Coalition: "[A Conversation on the Skills Mapping Academy with Keri Faulhaber, JobsFirstNYC.](#)"



Sean Hinton, Founder and CEO of SkyHive Technologies and Marjorie Parker, CEO and President of JobsFirstNYC discuss Skills Mapping NYC.



**Transfer 2 Career Collaborative Learning Briefs:**  
Integrating Career Pathways in High Schools



**Building and Strengthening Employer Partnerships for Work-Based Learning**



A Roundtable Series Convened by the City of New York

April 2023

# POLICY, RESEARCH, & LEARNING

A photograph of three diverse professionals (two women and one man) sitting around a table in a meeting. They are looking at a laptop and some papers. The woman in the center is pointing at the laptop screen. The man on the right is looking at the laptop. The woman on the left is looking at the laptop. There are glasses of water and a smartphone on the table.

**MARKETS  
INSIDER**

**JobsFirstNYC Partners with Workforce AI Leader, SkyHive, to Revolutionize Skills-Based Employment in New York City**

**PR Newswire®**

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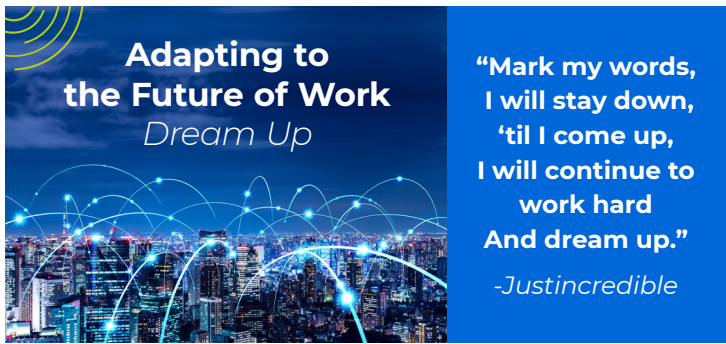
JobsFirstNYC Partners with OneTen to Achieve Better Outcomes for Employers and Black Workers



Aspen Institute OYF Spring 2023 Convening



Queens Tech Fair



Adapting to the Future of Work: Dream Up

“Mark my words, I will stay down, ‘til I come up, I will continue to work hard And dream up.”  
-Justincredible



NYEC in Indianapolis



Adapting to the Future of Work: Dream Up



City & State's Education in New York summit

# STORIES

# Marjorie Parker, CEO & President

# AWARDS & RECOGNITIONS



2023 Caribbean Impact Award Honoree



February 21, 2023 08:45 AM | 8 HOURS AGO

## Meet the 2023 Notable Black Leaders

Crain's Staff



The 50 honorees on Crain's list of Notable Black Leaders are exemplars of leadership across industries who are making a difference in the community

Honored by Crain's Magazine



Inaugural Brooklyn Power List honors most influential in Brooklyn

## CONDENSED AUDITED FINANCIAL INFORMATION – FY '23

### REVENUE

Grants - Foundations & Corporations	\$2,559,500
Individuals	26,650
Employee Retention Credits	112,403
Net realized and unrealized gain (loss) on investments	8,917
Contract Services	607,921
Interest and Dividends	2,680
<b>Total Support and Revenue</b>	<b>\$3,318,071</b>

### EXPENSES

Increase (Decrease) In Net Assets	702,674
Total Net Assets at Beginning of Year	2,960,274
<b>Total Net Assets, End of Year</b>	<b>\$3,662,948</b>



# LEADERSHIP & STAFF

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Senior Manager  
Accenture Public Services

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### Eryn Black

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Manager, Work Solutions

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Vice President, Community & Policy Solutions

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Manager, Communications & Policy

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### Lilian Roth

Manager, Research & Practice

# ACTIVE PARTNERS

A Chance In Life  
 Bed Stuy Restoration  
 BioBus  
 Borough of Manhattan Community College  
 Bridge Street Development Corporation  
 Bronx Community Board 4  
 Bronx Community Board 5  
 Bronx Community College  
 Bronx Cooperative Development Initiative/BronXchange  
 The Bronx Economic Development Corporation  
 Bronx Opportunity Network  
 BronxWorks  
 Brooklyn Chamber of Commerce  
 Brooklyn Community Pride Center  
 Brooklyn Community Services  
 Brownsville Community Justice Center  
 Brownsville Hub Cooperative  
 CAMBA  
 CARA  
 Central Brooklyn Economic Development Corporation,

Change Food for Good  
 Chinese-American Planning Council  
 CMP  
 Collins Advisory Services  
 Community Board 16  
 CUNY Building Performance Lab  
 CUNY Office of Careers and Industry Partnerships  
 CUNY Prep  
 Cypress Hills Local Development Corporation  
 Davidson Community Center  
 The Door  
 Drive Change  
 East Side House Settlement  
 Education Development Center  
 Educational Alliance  
 Elevate Digital  
 Goddard Riverside  
 Good Old Lower East Side (GOLES)  
 Good Shepherd Services  
 Grace Institute  
 Grace Outreach  
 Grand Street Settlement

Green City Force  
 Green Economy Network  
 Healthcare Sector Network  
 Henry Street Settlement  
 The HOPE Program  
 The Hort  
 Jerome Avenue Revitalization Corporation  
 JCC of Staten Island  
 Kingsborough Community College  
 The Knowledge House  
 Lower East Side Employment Network  
 Manhattan Community Board 3  
 Marcy Lab School  
 Marvel Consults  
 Medgar Evers College  
 New Settlement  
 New York Center for Interpersonal Development (NYCID)  
 NPower  
 NYCHA REES  
 Opportunities for a Better

Tomorrow  
 PeopleShores  
 Per Scholas  
 PHI  
 Phipps Neighborhood  
 Solar One  
 St. Nicks Alliance  
 Stanley M. Isaacs Neighborhood Center  
 Staten Island Community Partnership  
 Stella and Charles Guttman Community College  
 STRIVE  
 Tech Sector Network  
 Transfer to Career Collaborative  
 University Settlement  
 Vision Urbana  
 WHEDco  
 Year Up  
 YES Bed Stuy  
 Youth Design Center  
 Youth WINS

# INSTITUTIONAL INVESTORS

Accenture

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Carnegie Corporation of New York

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MetLife Foundation

New York City Council

New York City Public Schools

OneTen

The Pinkerton Foundation

Robin Hood

The Harry and Jeanette Weinberg Foundation



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