



OPPORTUNITY BEGINS HERE

I'm excited to share a quick update on the progress of the *Opportunity Begins Here* campaign and the results we're seeing from the *One Workforce Investment Model*.

Since launching the campaign last July and aligning our investments to the region's **Top 30 Occupations**, we've seen a substantial increase in meaningful outcomes:

- **16 On-the-Job Trainings (OJTs)** have been completed year to date—**double** the number completed in all of last program year.
- **30 Work Experiences (WEX)** have been supported so far this year, with **18 occurring in just the third quarter**.
- **25 Incumbent Worker Trainings** have been delivered to help local employers upskill their existing staff, **18 in Q3 alone**.
- **174 individuals have been placed into employment**, with an average wage of **\$22.94/hour** (nearly \$48,000/year), and **56 of those placements** occurred in Q3 alone.

Here's where these outcomes are landing in our six priority sectors:

- **Healthcare:** 33.74% of placements | Avg. wage: \$21.93/hr
- **Specialty Manufacturing & Logistics:** 22.09% | \$24.24/hr
- **Hospitality & Tourism:** 18.4% | \$19.30/hr
- **IT and Telecom:** 6.13% | \$26.53/hr
- **Forest & Wood Products:** 4.29% | \$25.29/hr
- **Food Production:** 1.85% | \$19.78/hr
- **Other (legacy programs or out-of-strategy roles):** 13.5%

We're also seeing significant movement in **high-wage occupations** such as:

- Registered Nurses (\$67/hr, top wage)
- Millwrights, Maintenance Workers, Electricians (\$30–\$40/hr)

Additionally, here's a snapshot of our current talent pipeline:

- **201 total outcomes to date** (placements, active OJTs, and incumbent workers)
- **76 participants are job-ready**

- **64 are actively in training**
- **128 are enrolled or awaiting training**
- That's **268 individuals in the pipeline**—well-positioned to help us meet our annual BHAG goal of 450.

We're also seeing success with our financial empowerment strategies (totals through 3rd quarter, unless noted otherwise):

- 532 **Economic Security for All (EcSA)** enrollments, with 97 achieving self-sufficiency
- 84 Trained under EcSA and \$460,000 in incentive payments distributed in Q3 quarter alone.
- **6 individuals enrolled in Matched Investment Savings Accounts (MISA)**, exceeding our Q3 goal.
- We're on track to fully utilize MISA funding and hit all related outcomes.
- **51 applications** have been submitted for our **Small Business Grant Fund** (\$40K) targeting BIPOC-owned businesses. Grants will average \$5K–\$7K.

With nearly **100% of PY24 job seeker funds obligated**, we are pivoting our focus to driving every participant in the pipeline to a meaningful outcome. The momentum is strong—and with continued focus—we are on track to meet or exceed our ambitious goals.

It's also worth highlighting that we are currently **meeting or exceeding nearly 100% of our funder requirements**—a major improvement from previous years. This marks a turning point in our organizational performance, reflecting the impact of the *One Workforce* investment strategy and the broader shift toward demand-driven, outcomes-focused service delivery. Over the past two years, we've worked diligently to build the systems, partnerships, and practices that make this possible—and it's paying off. Funders are seeing stronger outcomes, and our community is seeing real, measurable progress.

Thank you for your continued support and leadership. Together, we are proving that **Opportunity Begins Here** is more than a message—it's a movement toward economic mobility and workforce equity in our region.