SA Works, housed under the San Antonio Economic Development Foundation, is an industry-led workforce organization aligning San Antonio’s education providers and private sector to promote economic mobility.
SAEDF STRATEGIC FRAMEWORK

Business Attraction
Business Retention & Expansion
Trade Development
Entrepreneurial Development

WORKFORCE DEVELOPMENT

Advanced Manufacturing
New Energy
IT / Cyber Security
Bioscience
Financial Services
Military
Headquarters
Challenge: Middle Skills Jobs Not Being Filled

Healthcare
2 posted job openings for every 1 healthcare graduate in San Antonio*

Information Technology
10 posted job openings for every 1 IT college graduate in San Antonio*

Manufacturing
Nationally over the next decade, projected 3.4 million job vacancies with 2 million that will go unfilled **

*SA2020 Talent Pipeline Report  **The Manufacturing Institute
Mission: SA Works is an industry-led workforce program aligning San Antonio’s education providers and private sector to promote economic mobility.
GROWING OUR TALENT

Job Shadow Day

One day event to provide students exposure to various companies across Bexar County. The companies participating in the city-wide Job Shadow Day planned for months to provide a combination of meaningful and informative activities.

Job Shadow Day exposes students to:
- company culture and values
- career opportunities in diverse industries
- technical and marketable skills needed in the workplace

Teacher Externships

Teacher Externships provide opportunities for educators to learn how math and science is applied in the workplace with one-week summer sessions that include employer visits and creation of project-based learning lessons. The Externships for Teachers Project in San Antonio is carried out by the Alamo STEM Workforce Coalition (ASWC). ASWC member organizations include:

- Workforce Solutions Alamo (WSA)
- The Alliance for Technology Education in Applied Math and Science (ATEAMS)
- Education Service Center, Region 20 (ESC-20)
- The University of Texas at San Antonio (UTSA) Academy for Teacher Excellence (ATE)

Affiliated partners include: San Antonio Chamber of Commerce and PI6Plus Council
GROWING OUR TALENT: TRI-AGENCY COLLABORATION

**YOUTH INTERNSHIPS**

- **2018:** 899
  - SA Works Employers-35
  - 22 Returning, 13 New
- **2017:** 700
  - SA Works Employers-28
  - 14 Returning, 12 New
- **2016:** 573
  - SA Works Employers-14
  - 2 Returning, 12 New

**ECONOMIC IMPACT OF YOUTH EMPLOYMENT**

- **Total Impact:** $1,296,560
- **2018:** 300 Middle & High School Students
- **2017:** 278 High School Students
- **2016:** 210 College Students

**15 School Districts & 73 High Schools**
GROWING OUR TALENT

Summer Jobs for High School Students

2017 SA WORKS SUMMER INTERNSHIP PROGRAM

THE EMPLOYED LIFE
All SA Works interns gain real-world, hands-on paid experience and get exposure to new career paths.

OVER 700
14-19 YEAR-OLDS EMPLOYED

77 TOTAL NUMBER OF SCHOOLS
in 10 school districts
- 55 Public Schools
- 9 Private Schools
- 11 Charter Schools
- 2 Home Schools

33 EMPLOYERS REPRESENTING
- 19 Private Sector Companies
- 10 Non-Profit Organizations
- 4 Public Sector Entities

HOW OUR EMPLOYERS BENEFIT
- Increased productivity
- Potential recruitment
- Mentorship opportunities
- Fresh ideas and perspectives

ECONOMIC IMPACT OF EMPLOYMENT

TOTAL IMPACT
$1,102,500

ROI EXAMPLE
In 5-6 hours saved
$34,000

GET INVOLVED!
Help us grow San Antonio’s talent
sanantonioioworks.org

Mayor’s Call to Action
- **83% AGREED** the Internship Confirmed their post-secondary plans
- **82% AGREED** that they Identified Significant Improvements in their Essential Skills
- **81% AGREED** the Internship Helped them Know the Types of Skills, Education and Certifications needed in their chosen field
Over 70% AGREED it Supports Developing Next Generation Talent

Over 40% AGREED it Supports Increased Productivity

Over 30% AGREED that it Supports Identifying Entry-Level Talent
Southwest High School’s engineering team tests a robot on stage after Southwest ISD received a $1.7 Million Grant from Toyota USA Foundation.
Jungle Disk/SAISD/Councilwoman Viagran
- 21 students hosted at Highlands High School
- 4 week program/$9/hr
- Focused on:
  - Understanding Jungle Disks’ Line of Business
  - Jungle Disk product development/customer service
  - Competitor analysis
  - Marketing Plans

Bank of America Grant - $35K
- Increase from $25K in 2017
- Increase in funding from 18 to 25 students
- 2nd year in partnership with Family Service
- $9/hr/8 weeks/120 Hours
ACTIVATING ALIGNMENT

Cultivate and maintain a high-quality workforce development system.

TRAINING/EDUCATION PROVIDERS
- Understand capacity
- Drive alignment to employer needs
- ID service gaps
- Programs leading to in-demand jobs

EMPLOYERS
- Skilled workers
- Feedback to trainers/educators
- Internships/on-the-job training

TRAINING STANDARDS • TRAINING FEEDBACK LOOP • DEMAND-DRIVEN COMMITMENTS