Meet SkillsUSA members Keaton Pfeiffer and William Woodyard, high-school students from Upper Valley Career Center in Ohio with a passion for SkillsUSA. The personal development and real-world experience they’ve gained have helped them focus their career goals.
“The thing about SkillsUSA that’s so cool, and the reason that my foundation has supported it for years, is that it is deliberately focused on celebrating a skill. Three million jobs right now exist in the trades and transportation and commerce. The skills gap is real. Training kids and getting them excited to do the jobs that exist ought to be Job One. SkillsUSA does that in a big way. It’s about excellence and competition and being good at what you do, and eventually through all of that — learning who you are. SkillsUSA is working.”

Mike Rowe
mikeroweWORKS Foundation

$10,436,033
TOTAL REVENUE
43% from contributions, 25% from conference revenue, 19% from membership revenue, 12% from educational resources and 1% from other sources

$10,020,681
TOTAL EXPENSES

$4,492,311
TOTAL AMOUNT OF DONATIONS RECEIVED
Cash contributions: $3,658,089
Documented in-kind: $834,222

$6,983,329
COMBINED NET ASSETS

92%
AMOUNT OF EXPENSES GOING INTO PROGRAM SERVICES THAT DIRECTLY BENEFIT OUR MEMBERS
The national accepted IRS standard for return to membership among nonprofit organizations is 70%

FY 16 HIGHLIGHTS

SkillsUSA added 385 new chapters during the 2015-16 school year.
The SkillsUSA Chapter Excellence Program recognized 24 schools nationally as Models of Excellence. A total of 427 SkillsUSA programs applied.
SkillsUSA announced plans for enhanced educational materials for teachers and students including the Career Essentials Suite: Foundations, Experiences and Assessments. These flagship educational products will roll out under the new names in the 2017-18 school year.
SkillsUSA updated the Jump into STEM! resource for high-school students to use while mentoring elementary-age participants through interactive career experiences.
SkillsUSA released three new animated videos on the SkillsUSA Framework: one for parents, one for partners and one for teachers and students.

The SkillsUSA Brand Center was launched as a resource for state association directors, instructors and students.

SkillsUSA Champions magazine was re-launched as a digital publication, with new online content including web links, videos and enhanced lesson plans for teachers.

SkillsUSA announced Atlanta as the site for the 2021 to 2026 National Leadership and Skills Conference.

SkillsUSA held its 52nd National Leadership and Skills Conference in Louisville, Ky., June 20-24, with the largest SkillsUSA Championships and overall conference attendance in history. A special “Town Hall Meeting to Address the Skills Gap” brought top-level executives to NLSC.
SkillsUSA launched new apps for the conference as well as for SkillsUSA Championships clothing and tools.

Four SkillsUSA students were recognized by the White House as CTE U.S. Presidential Scholars. First Lady Michelle Obama provided a video salute to members for the NLSC opening ceremony.

The Washington Leadership Training Institute was the largest advocacy training in history, with 435 students and advisors from 27 states and Puerto Rico. Attendees visited 116 congressional and administration offices.

SkillsUSA and Skills Canada co-hosted the WorldSkills General Assembly in Niagara Falls, Canada — the first time two countries hosted the event. SkillsUSA held training for the WorldSkills Champions Trust, a group of young international leaders serving as ambassadors. SkillsUSA began fielding a team for the 44th WorldSkills in October 2017 in Abu Dhabi, United Arab Emirates.
SkillsUSA is a national partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce. The organization has more than 300,000 members in 18,000 classrooms within 4,000 schools.

SkillsUSA members are preparing for careers in trade, technical and skilled service occupations, including health occupations. They represent 130 skilled occupations, more than half of them rooted in STEM education. Our mission is to empower members to become world-class workers, leaders and responsible American citizens.

SkillsUSA helps students accelerate their personal growth and skill development, no matter what their career path. SkillsUSA instructs students through the SkillsUSA Framework. Integral to classroom instruction, the framework showcases technical skills, connects students to employers, and teaches employability skills that are validated by our partners. The SkillsUSA Framework provides a common language that helps students, parents, counselors and administrators, as well as industry, to understand the value of SkillsUSA.

Framework components include personal skills, workplace skills and technical skills grounded in academics. This trifecta of student success has been validated by multiple research studies. The framework centers on industry demand and builds the foundation for relevant, intentional student learning and leadership development. The language in our framework enables students to articulate what skills they have developed and how that will benefit their future employers.

SkillsUSA students have many opportunities to develop and practice their skills through the classroom program of work. They practice leadership and plan and carry out projects, including community service activities, working to national standards through the Chapter Excellence Program. SkillsUSA’s Career Essentials suite offers a comprehensive program for employability skills development. These turnkey resources help every student to build the foundational skills of the framework.

SkillsUSA conducts local, state and national championships that are designed and judged by industry to set relevant standards for career and technical education. These contests provide needed recognition for students. SkillsUSA offers technical skill assessments for more than 40 program areas.

The end result of a SkillsUSA education is a well-rounded student who’s prepared to exceed expectations. SkillsUSA graduates more than 100,000 students each year who are job-ready Day One, prepared for employment or higher education. SkillsUSA is a verified talent pipeline and skills-gap solution provider.

“I found my career and passion for engineering as a high-school drafting student and jumped right in — SkillsUSA immediately created more options for my future. My work as a structural engineer allows me to design buildings and do really interesting work. My experiences with SkillsUSA have helped me to develop personal, workplace and technical skills that are the foundation of a successful career path. I’ve stayed involved with SkillsUSA because it is rewarding to see other students grow into future leaders.”

Jera Schlotthauer, P.E.
Professional Structural Engineer
Martin/Martin Wyoming Inc.
Cheyenne, Wyo.
The skills gap is real. That gap — the widening chasm between jobs available in the United States in the skilled trades and the skilled workers ready to fill them — is a threat to our nation’s future prosperity. The American economy can thrive only when workers have the education and training needed to fill the jobs of today and tomorrow.

According to the Business Roundtable’s “Change the Equation” survey1, 98 percent of CEOs report that finding candidates with the competencies and training to fill open positions is a problem, affecting all skill levels needed — from entry-level to the highly technical.

A recent study of the skills gap from the manufacturing perspective reports that, over the next decade, 3.4 million new manufacturing jobs will become available, most as a result of retirement. Of those jobs, 2 million will go unfilled due to a lack of qualified workers.

And, according to a recent analysis from National Skills Coalition2, employers in all states face a shortage of sufficiently trained workers to fill middle-skill jobs, which are often overlooked. Requiring education beyond high school but not a four-year degree, middle-skill jobs make up the largest part of America’s labor market.

Student loan debt for higher education is also staggering, with more than $1.2 trillion outstanding, 40 million borrowers and an average balance of $29,000. Mounting student-loan debt is affecting economic patterns and undercutting the social mobility that higher education has long promised.

Of 450 companies surveyed in 2015 by the Manufacturing Institute and Deloitte3, 78 percent report the skills gap will adversely affect their ability to implement new technologies and increase productivity. And, 82 percent believe this growing gap will affect their ability to meet customer demand. It’s not just the manufacturing industry that’s suffering. Health care, architecture and engineering, maintenance, repair and customer-service sectors are all facing worker shortages and feeling the effects of the skills gap. The demand for STEM-related workers (science, technology, engineering and mathematics) is expected to grow by 17 percent through 2018. In fact, jobs rooted in STEM skills outnumbered the unemployed by almost two-to-one between 2009 and 2012.

Across the board, employers are desperate for workers with the technical skills their industry demands, along with soft skills that can be applied to any industry. When asked to identify the skills their employees were most deficient in, executives surveyed said “problem-solving skills.” Basic employability skills were high on the employer wish list.

There’s an organization that’s producing the kind of worker, leader and citizen that industry wants and needs: SkillsUSA.

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2 National Skills Coalition Middle-Skill Job Fact Sheet www.nationalskillscoalition.org

17% growth in demand for STEM workers
By 2025, there will be 3.4 million new manufacturing jobs available

6 out of 10 open skilled-production positions are unfilled because of a shortage of workers
2 million unfilled jobs predicted
82% of surveyed companies predict workforce deficiencies
“Lowe’s supports the SkillsUSA program because we see value. For more than a decade, Lowe’s red-vest employees and SkillsUSA red-jacket students have worked side by side in communities across America to make a difference through rebuilding and service activities that have lasting impact. Through our partnership, we’ve gained respect for SkillsUSA as an organization that is actively working to be a skills gap solution. SkillsUSA is an organization that builds world-class workers and responsible American citizens. Every company needs this pipeline of future leaders.”
Troy J. Dally
Senior Vice President of Customer Experience
Lowe’s Companies Inc.

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6,195
NUMBER OF HIGH-SCHOOL AND COLLEGE/POSTSECONDARY COMPETITORS IN THE SKILLSUSA CHAMPIONSHIPS, THE MOST EVER

71
NUMBER OF SKILLSUSA COMPETITIONS THAT ARE STEM-FOCUSED OR STEM-RELATED

20
NUMBER OF FOOTBALL FIELDS IT WOULD TAKE TO HOUSE THE 100 COMPETITIONS HELD DURING THE 2016 SKILLSUSA CHAMPIONSHIPS
More than 1,400,000 square feet, or 25 acres

10,602
NUMBER OF PAID REGISTRANTS FOR THE NATIONAL LEADERSHIP AND SKILLS CONFERENCE, THE MOST IN OUR HISTORY
An estimated 15,000 estimated total attendees joined the event

$36+
MILLION
TOTAL VALUE OF INDUSTRY-DONATED TIME, EQUIPMENT, MATERIALS AND PRIZES FOR THE SKILLSUSA CHAMPIONSHIPS, ONE OF THE LARGEST SINGLE DAYS OF CORPORATE VOLUNTEERISM IN AMERICA

600+
NUMBER OF BUSINESSES, TRADE ASSOCIATIONS AND LABOR UNIONS THAT PARTNER WITH SKILLSUSA ON THE NATIONAL LEVEL, WITH THOUSANDS MORE AT THE STATE AND LOCAL LEVEL

70,000
VOLUNTEER HOURS WORKED DURING THE NATIONAL LEADERSHIP AND SKILLS CONFERENCE

56,817
TOTAL NUMBER OF COMMUNITY SERVICE HOURS LOGGED BY OUR MEMBERS NATIONWIDE IN 2016 THROUGH THE PRESIDENT’S VOLUNTEER SERVICE AWARD PROGRAM

“I am teaching the same masonry program I got my start in. I incorporate SkillsUSA into my program because it adds value and real-world application. We treat our classroom like a first job. My students learn focus and time management, attendance, communication, problem solving and teamwork — these are job skills. It is awesome seeing young men and women come in to the program and watch them grow from not knowing what a brick or block is to building a beautiful wall or project around our school or neighboring schools.”
Curtis Hoover, Masonry Instructor
Center for Applied Technology North, Severn, Md.

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In fiscal year 2016, SkillsUSA experienced the biggest year in its history, thanks to our members and our business and industry partners. SkillsUSA is growing, but so is something else: the importance of our mission.

SkillsUSA Annual Report

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce. SkillsUSA helps every student excel.

SkillsUSA Foundation

The SkillsUSA Foundation is our philanthropic arm. The foundation raises approximately 17 percent of SkillsUSA’s overall operating budget each year. In addition to operating support, funds raised support SkillsUSA’s mission-related programs and events.

For a list of partners, visit: www.skillsusa.org/about/partners

For a full, audited financial statement, email your request to: anyinfo@skillsusa.org.

SkillsUSA
14001 SkillsUSA Way
Leesburg VA 20176

“SkillsUSA has taught me the value of being someone who is prepared with the level of education that I desire. And now, I’m going down a career path that I love. This organization has shown me that by working harder to get smarter every day in my engineering and design classes, I am not only putting myself in a position to do what I love, but to someday fill an opening in the job market and positively contribute to society.”

Keaton Pfeiffer, Pre-Engineering and Design Student, Region 3 Vice President

372,354
TOTAL MEMBERSHIP FOR 2016

54,026
TOTAL ALUMNI MEMBERSHIP FOR 2016, THE LARGEST IN SKILLSUSA HISTORY

12.5 MLLION
NUMBER OF MEMBERS REACHED SINCE OUR FOUNDING IN 1965

1,299
NUMBER OF MIDDLE-SCHOOL STUDENTS ENROLLED AS SKILLSUSA MEMBERS