The FY ’18 year was incredibly favorable for SkillsUSA. I anticipate 2019 will shatter even more records as we open up opportunities for SkillsUSA members to build skills and careers. We will be moving very quickly to scale programs and serve more students and teachers. Dreams will be fulfilled, and lives will be changed for the better. And, this is all possible because of your support and dedication to our mission.

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

421,139 TOTAL MEMBERSHIP FOR 2018

THANKS TO 24,690 CLASSROOMS
FROM MORE THAN 6,200 SKILLSUSA SCHOOLS
SKILLSUSA DELIVERS AMERICA’S FUTURE WORKFORCE

FOR MORE THAN 50 YEARS, SKILLSUSA HAS SERVED students preparing for careers in trade, technical and skilled service occupations. It empowers them to become world-class workers, leaders and responsible American citizens. The national partnership of students, teachers and industry representatives reaches 360,681 members in 24,690 classrooms within 6,200 schools. SkillsUSA is in all 50 states plus two U.S. territories and the District of Columbia.

SkillsUSA members represent 130 skilled occupations, more than half rooted in STEM (science, technology, engineering and mathematics). SkillsUSA manages local, state and national technical championships — nearly 10,000 per year, planned and judged by industry — to set relevant standards for career and technical education and to provide recognition and motivation to students. SkillsUSA offers employability skills development, workplace credentials and technical skill assessments through the SkillsUSA Career Essentials suite curricula for instructors and students.

As a talent pipeline and skills-gap solution, SkillsUSA graduates more than 100,000 career-ready students each year.

A recent CareerBuilder survey with the Harris Poll found that 55 percent of employers experienced a negative impact due to job vacancies. Across the board, employers need workers with technical knowledge plus the soft skills that apply to any industry. Basic employability skills remain high on the wish list.

Adding to the nation’s problems is the student-loan debt that undercuts the economic mobility that higher education has always promised. An estimated $1.5 trillion in outstanding loans is owed by 44 million borrowers.

To download the annual report and see footnotes for citations, go to: www.skillsusa.org/about/annual-report/

Create a Meaningful Relationship with SkillsUSA

At SkillsUSA, we take pride in building relationships that benefit both education and industry, working closely with partners to meet their organizational priorities and produce a strong return on investment. We know success has different measures for each relationship, and we work hard to provide sponsor opportunities that are meaningful. Based on the level of investment, SkillsUSA partnerships include brand recognition, announcements to SkillsUSA teachers and state directors, social media posts, and special advertising and exhibitor rates.

Your company can help close the skills gap and benchmark U.S. technical training against global standards. To partner with SkillsUSA on our mission and programming, contact chief partnerships and development officer Amy Serafino at 703-737-0621 or aserafino@skillsusa.org.

Join SkillsUSA in solving the skills gap.

82% of surveyed companies predict workforce deficiencies

6 million current unfilled jobs

By 2025 3.4 million new manufacturing jobs available

6 out of 10 open skilled production positions are unfilled due to shortage of workers

THE SKILLS GAP IS REAL

SKILLSUSA IS A VALUES-DRIVEN program within the public education system, focused on career and technical education students in middle schools, high schools and colleges nationwide. SkillsUSA works with more than 600 national business, industry and labor partners to deliver a talent pipeline to help close the skills gap — the mismatch between jobs available and the skilled workers ready to fill them. The American economy thrives when workers have the education and training needed to fill the jobs of today and tomorrow. SkillsUSA is producing the kind of worker, leader and citizen that industry wants and needs.

- Of 450 companies surveyed by the Manufacturing Institute and Deloitte, 78 percent report the skills gap affects their ability to implement new technology and increase productivity. Business leaders are seeing these trends affect bottom lines.

- A recent CareerBuilder survey with the Harris Poll found that 55 percent of employers experienced a negative impact due to job vacancies.

- Across the board, employers need workers with technical knowledge plus the soft skills that apply to any industry. Basic employability skills remain high on the wish list.

- Adding to the nation’s problems is the student-loan debt that undercuts the economic mobility that higher education has always promised. An estimated $1.5 trillion in outstanding loans is owed by 44 million borrowers.

To see our partnerships video, “SkillsUSA: Closing the Gap,” go to: https://youtu.be/Pi5yAyKJECI
**Total restricted and unrestricted financial donations to the SkillsUSA Foundation**

- $5.5 million

**Total alumni membership for 2018, the largest in SkillsUSA history**

- 60,213

**Combined net assets for FY ’18**

- $7.72 million

**Total revenue for FY ’18**

- $12.26 million

**Total expenses for FY ’18**

- $11.72 million

**Total number of volunteer hours logged by our members nationwide through the President’s Volunteer Service Award program**

- 33,000

**Number of middle-school competitors in the 2018 SkillsUSA Championships**

- 6,273

**Number of middle-school students enrolled as SkillsUSA members in 2017-18 school year**

- 2,038

**Total number of volunteer hours worked during the 2018 SkillsUSA National Leadership and Skills Conference**

- 75,000

**Combined annual members reached since our founding in 2011**

- 13.5 million

**More than 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

**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**

- $36 million

**4.9 million**

- Impressions across social media platforms including Facebook, Twitter and Instagram

**$7.22 million**

- Combined net assets for FY ’18

**$4.9 million**

- Total revenue for FY ’18

**$11.72 million**

- Total expenses for FY ’18

**$12.26 million**

- Total revenue for FY ’18

**$11.72 million**

- Total expenses for FY ’18

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**Community service hours worked during the 2018 SkillsUSA National Leadership and Skills Conference, the most in our history, with an estimated 19,000 total attendees for the week**

- 10,879

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**Total number of paid registrations for the 2018 National Leadership and Skills Conference**

- 20,138

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**More than 20**

- Number of football fields to house the 100 competitions held during the 2018 SkillsUSA Championships (more than 1.1 million square feet, at 25 acres each)

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**For more information or to get involved, visit: www.skillsusa.org**

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**THE 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 mission-related programs and events. (For a list of partners, visit: www.skillsusa.org/support/partners)

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**INSTRUCTOR SPOTLIGHT**

The skills I have learned in the program have prepared me for a successful career in the volunteerism field. SkillsUSA has provided me with the skills and knowledge needed to help others.

- Brice Hardey-Pate, Emergency Nurse Practitioner, U.S. Army Care Facility, Africa

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**GRADUATE SPOTLIGHT**

I was in a student, and I’ve continued to stay involved throughout my career. I try to share with others my passion for SkillsUSA. Any student can become a part of this team.

- Joyce Price, 2018 SkillsUSA Alumna of the Year

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**Some people**

- Nick Prochil, Chairman and CEO, Snap-on Incorporated

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**Let’s be realistic: Soft skills are going to take you so much further than anything else in life. You may transition your career 10 times, but if you can make eye contact, shake a hand and ask coherent questions, you can be successful in any employment.**

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**CONTACT**

For a list of organizations that have made a financial contribution of at least $25,000 and/or documented in-kind contributions of at least $75,000, go to www.skillsusa.org/about/sponsors

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**SKILLSUSA OFFICIAL PARTNER LIST**

For a list of organizations that have made a financial contribution of at least $25,000 and/or documented in-kind contributions of at least $75,000, go to www.skillsusa.org/about/sponsors
FY ’18 PROGRAM HIGHLIGHTS

Largest membership in history with 360,681 paid members.

Largest Washington Leadership Training Institute in history, with 545 members from 28 states making 128 congressional visits in a single day.

Largest-ever SkillsUSA National Leadership and Skills Conference.

SkillsUSA Connect portal project launched to connect and serve members.

Perkins V legislation was celebrated on Sept. 25, 2018, with a rally to highlight the passage of the Strengthening Career and Technical Education for the 21st Century Act.

Three SkillsUSA members named as U.S. Presidential Scholars for CTE and recognized at a White House ceremony on June 24, 2018.

Four key imperatives activated to move SkillsUSA into the future: establish SkillsUSA as an education solution to state education agencies; create an abundant supply of well-trained teachers to grow CTE programs; ensure career readiness for every SkillsUSA member through the SkillsUSA Framework; and strengthen capacity to support SkillsUSA mission.

Rollout of our flagship curriculum, the SkillsUSA Career Essentials suite including Foundations, Experiences and Assessments to teach the SkillsUSA Framework and ensure job-ready graduates.

Meetings with top-level federal leaders increased recognition and visibility for SkillsUSA.

WorldSkills USA Team Selected for Kazan, Russia

The team was announced at the SkillsUSA Awards Ceremony on June 29, 2018, with 3M named the lead sponsor. 3M and SkillsUSA share a commitment to addressing the shortage of qualified skilled workers across many industries. Explains Mojdeh Poul, executive vice president, 3M Safety and Graphics Business Group: “As a global science-based company, we recognize that science, technology, engineering and math (STEM) skills are the foundation for many trades. This is about inspiring the next generation of skilled workers and supporting the team’s efforts in Kazan.”

Learn more about the WorldSkills USA program:
https://tinyurl.com/y4yvuycz