



# Port Jobs 2013 Annual Report



*Expanding opportunities.*  
**Building success.**

*Port Jobs receives funding and in-kind*



# Pathway to a Vibrant Seattle Port Economy



# KEY 2013 RESULTS

Expanding Opportunities. Building Success.

## Background

In 1993, the Port of Seattle spearheaded the creation of **Port Jobs**, a 501(c)(3) nonprofit organization. As a workforce intermediary, Port Jobs brings together stakeholders to address workforce issues in Port-related business sectors. Port Jobs supports a vibrant and equitable Port-related economy; we connect King County residents to jobs and training opportunities in the airport, trade, logistics, construction, and maritime sectors.

## 2013 Snapshot

Port Jobs served **7,013 people** across all of its programs in 2013. Key outcomes include:

-  **6,704 job seekers** assisted and **1,402 open positions** filled with **72 companies** at Sea-Tac Airport. (Airport Jobs)
-  **325** airport workers and job seekers enrolled in **onsite college classes** and **jobs skills workshops**. (Airport University)
-  **157** people placed in **apprenticeships and trades-related jobs** earning an average of **\$20.07** per hour plus benefits. (Apprenticeship Opportunities Project)

Port Jobs also continued its work in **international trade, transportation and logistics (ITTL)**, including completing a study/employer scan examining career and educational pathways, developing a new Airport University class in ITTL, engaging air cargo employers, and surveying drayage truck drivers.

*"The programs and people at Port Jobs are key to the vibrancy and health of the Sea-Tac, Seattle, and King County communities."*

**-Paul Lawson, District Manager, and Suzette Graham,  
General Manager, Ivar's Seafood**

# 2013 FUNDING

## Leveraging the Port of Seattle's Support

The Port of Seattle is Port Jobs' largest funder. In 2013, the Port provided \$725,000 in direct funding to Port Jobs, and also \$138,000 in in-kind support. The Port of Seattle's 2013 direct and in-kind funding to Port Jobs includes support for Port Jobs' Pier 66 operations, Airport Jobs, and major funding for the Apprenticeship Opportunities Project, which is administered by Port Jobs through a subcontract with ANEW (Apprenticeship and Non-Traditional Employment for Women).

The funding from the Port of Seattle acts as leverage for other funding. In 2013, Port Jobs raised nearly \$400,000 in additional funding from private foundation grants, earned income, United Way of King County, the City of Seattle, King County, and state and federal government. This funding provides additional operational support for Airport Jobs, the Apprenticeship Opportunities Project, Airport University, and wrap-around services.

As a result of this support, jobseekers placed through our programs had an **estimated annualized income of more than \$21,000,000** in 2013.



A JOB SEEKER LOOKS AT "HOTLIST" JOB OPENINGS AT THE AIRPORT

### 2013 Funders

Port of Seattle

City of Seattle – Office of  
Economic Development

King County

WA Department of Social and  
Health Services (Basic Food  
Employment and Training  
Program)

Skill-Up Washington

United Way of King County

# AIRPORT JOBS

Connecting Job Seekers and Employers at Sea-Tac Airport

Port Jobs opened Airport Jobs in 2000 to provide a centralized employment center that connects job seekers with airport companies recruiting new workers at Sea-Tac Airport. Any airport employer is welcome to post position openings through us, and anyone looking for a job is welcome in our office.

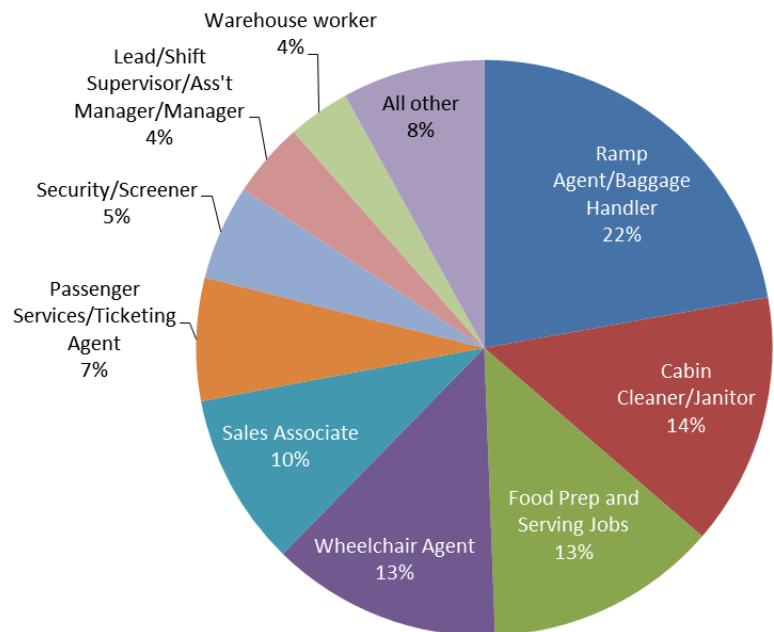
## 2013 Outcomes

- **6,704** job seekers served.
- **72** airport companies hired **1,275** Airport Jobs clients, filling **1,402** open positions.
- Placement wages ranged from \$9.19 to \$31.90 per hour, at an average of **\$10.09** per hour.
- Participants were hired as ramp agents/baggage handlers, cleaners, food preparation and serving workers, wheelchair assistants, sales associates and other positions. See Chart 1.



JOB SEEKERS LOOKING FOR WORK AT AIRPORT

Chart 1: Airport Jobs placements by occupation (n=1,402)



# AIRPORT UNIVERSITY

## College Classes for Airport Workers

Airport University, a partnership with Highline Community College and the Seattle College District, brings college classes to workers at Sea-Tac Airport. Through **college courses** and **jobs skills workshops**, airport workers can progress along career pathways in the hospitality, trade, transportation, logistics and tourism industries, and make progress toward college certificates and degrees.

### 2013 Outcomes

In 2013, **325 airport workers and job seekers** participated in Airport University:

- **88 people took college courses** taught at the airport in partnership with Highline Community College. Students worked for ground service, airlines, concessionaires and retail companies.
- Classes are offered tuition-free to income-eligible students through scholarships provided by Port Jobs. In 2013, **80 people received training scholarships.**
- **253 people completed jobs skills workshops** to prepare for the Secure Identification Display Area (SIDA) badge, Airfield Operations Area (AOA) badge and Washington State Food Handlers Permit tests. Port Jobs also provided interview preparation and online application workshops for job seekers.
- **Twelve airport workers** earned 15-credit Business Technology (BTECH) certificates from Highline Community College by completing classes entirely through Airport University and while working at the airport.

#### College classes

10-Key Mastery  
College 100  
Keyboarding  
MS Office 2010 (Excel, Access, Outlook, Word)  
Customer Service/SuperHost  
Introduction to the Computer  
Introduction to the Internet

#### Job skills workshops

SIDA badge test preparation  
AOA test preparation  
Food handlers permit preparation  
Interview preparation  
Online applications

# THE APPRENTICESHIP OPPORTUNITIES PROJECT

Connecting Residents to Well-Paying Construction Careers

Created in 1994, the Apprenticeship Opportunities Project (AOP) helps low-income individuals, women, and people of color enter and succeed in apprenticeships and in trades-related jobs. Port Jobs partners with Apprenticeship and Nontraditional Employment for Women (ANEW) to operate AOP.

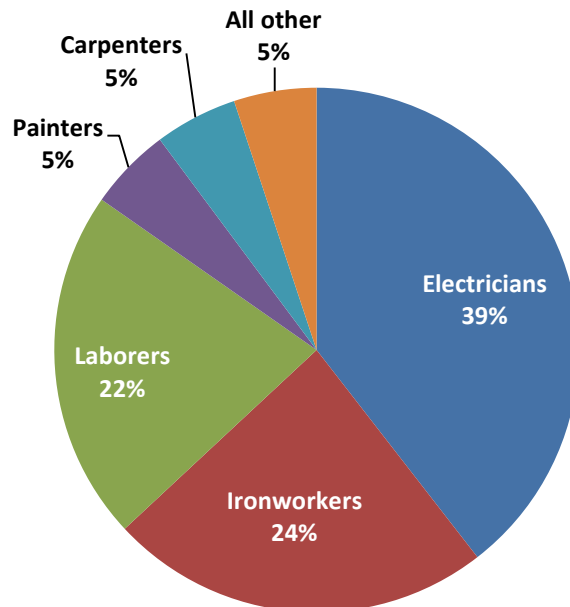
## 2013 Outcomes

- **157 people** entered apprenticeships and trades-related jobs. There was a strong demand for workers in the electrical trades (See Chart 2), which AOP helped fill along with placements in several other skilled trades.
- The average placement wage was **\$20.07 per hour** plus benefits.
- AOP provided assistance to **137 people** for work-related or emergency needs to help apprentices successfully enter or persist in their careers in the trades. Most assistance was for gas, work clothing, testing fees, and bus fare.



PREPARING FOR APPRENTICESHIP

Chart 2: AOP Placements by Trade (n=157)



# TRANSPORTATION AND LOGISTICS

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## Workforce Development in the Port-Related Transportation and Logistics Sector

In 2013, Port Jobs continued its efforts to support workforce development and create linkages to jobs in the Port-related international trade, transportation and logistics (ITTL) sector. This work aligns with several of the strategies outlined in the Port of Seattle's *Century Agenda*, including positioning the Puget Sound region as a premier international logistics hub.

### 2013 Highlights

- Completed *On the Move*, a study and employer scan that examined pathways to jobs in the transportation and logistics sector, with a particular focus on air cargo and port-related jobs. This study outlines next steps for Port Jobs' work in connecting job seekers with ITTL careers and educational pathways.
- Began development of a **new Airport University class** called *Introduction to International Trade, Transportation and Logistics*. This course, which will be offered in January 2014, will provide a strong foundation for airport workers interested in the transportation and logistics sector and career exploration.
- Worked with the Port's Air Cargo Operations Manager to reach out to **air cargo employers** regarding Port Jobs' services and to identify workforce hiring needs.
- Disseminated surveys to **drayage truck drivers** at port terminals as part of the Port's joint research study with the University of Washington.





# STRATEGIC OBJECTIVES

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## Supporting the Port of Seattle's Century Agenda

Port Jobs' workforce efforts support the following Port of Seattle *Century Agenda* strategies and objectives:

“Position the Puget Sound Region as a premier international logistics hub”, including tripling air cargo volume and growing seaport annual container volume.

“Increase work force training, job and business opportunities for local communities in trade, travel and logistics.”



AIRPORT WORKERS EARN COLLEGE CERTIFICATES AT HIGHLINE COMMUNITY  
COLLEGE THROUGH AIRPORT UNIVERSITY

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