

## **BANKWORK\$ ACHIEVEMENTS**

From its inaugural class in 2011 through the final class of 2017, the YWCA's BankWork\$ program has become one of the most successful workforce development programs in the nation:

- Launched **469** banking careers in the Puget Sound region, with an additional **61** graduates placed in non-banking jobs for a total of **530** job placements over **44** classes.
- **76%** of all graduates have accepted job offers.
- 2017 was our most successful year yet: **127** graduates accepted jobs out of a total of **150** graduates, giving us an **85%** success rate.
- **85%** of hires have retained their jobs at 6 months and **78%** have their retained jobs at 12 months.
- A recent study by the Seattle Jobs Initiative showed that about a **quarter** of all BankWork\$ hires were promoted in their first year, with an average wage after promotion of **\$19/hour**.
- Many graduates are now receiving salaries between **\$40,000 and \$50,000 a year**.
- Graduates have been promoted to: Lead Teller, Personal Banker, Universal Banker, Operations Manager, Assistant Branch Manager, Service Manager, Relationship Manager, Client Experience Professional, and other positions in loans, mortgage, insurance, and management.

## **WHO WE SERVE**

BankWork\$ helps banks diversify their workforces and achieve greater cultural competency by reaching out to low-income communities and communities of color:

- 79% of our trainees were women
- 79% were members of low income or very low income households
- 73% were people of color
  - 35% identified as African American
  - 14% identified as Asian or Pacific Islander
  - 12% identified as Latino or Hispanic
  - 11% identified as Other
  - 1% identified as Native American



BankWork\$ enrolls a large number of clients who are immigrants and refugees and up to half of each graduating class speaks more than one language. We also focus on veterans and in 2017 we featured a class completely composed of veterans and military spouses.

## **BANK PARTNERS AND PROGRAM SPONSORS**

Bank of America, BECU, Columbia Bank, Comcast Foundation, Department of Social and Health Services, East West Bank, First Financial Northwest Bank, First Security Bank, Harborstone Credit Union, Heritage Bank, HomeStreet Bank, JP Morgan Chase, KeyBank, Opus Bank, Peoples Bank, Qualstar Credit Union, Salal Credit Union, Seattle Metropolitan Credit Union, Sheri & Les Biller Family Foundation, Sound Credit Union, U.S. Bank, Umpqua Bank, Union Bank, Washington Federal, Wells Fargo

BankWork\$ has been endorsed by the Washington Banker's Association.