

Note: This publication summarizes selected content from a 60-minute webinar. To view a recording and slides from the presentation, please visit www.imprintproject.org

While there is no funding specifically dedicated to helping skilled immigrants enter the American professional workforce, some nonprofits have secured funding for this population.

In this publication, you will learn from three case studies:

- * How other nonprofits have fit skilled immigrant programs within existing federal funding streams
- * How to use data to make the case for helping immigrant professionals
- * How to make the pitch to private foundations

Case Study #1: The Welcoming Center for New Pennsylvanians & WIA Funding

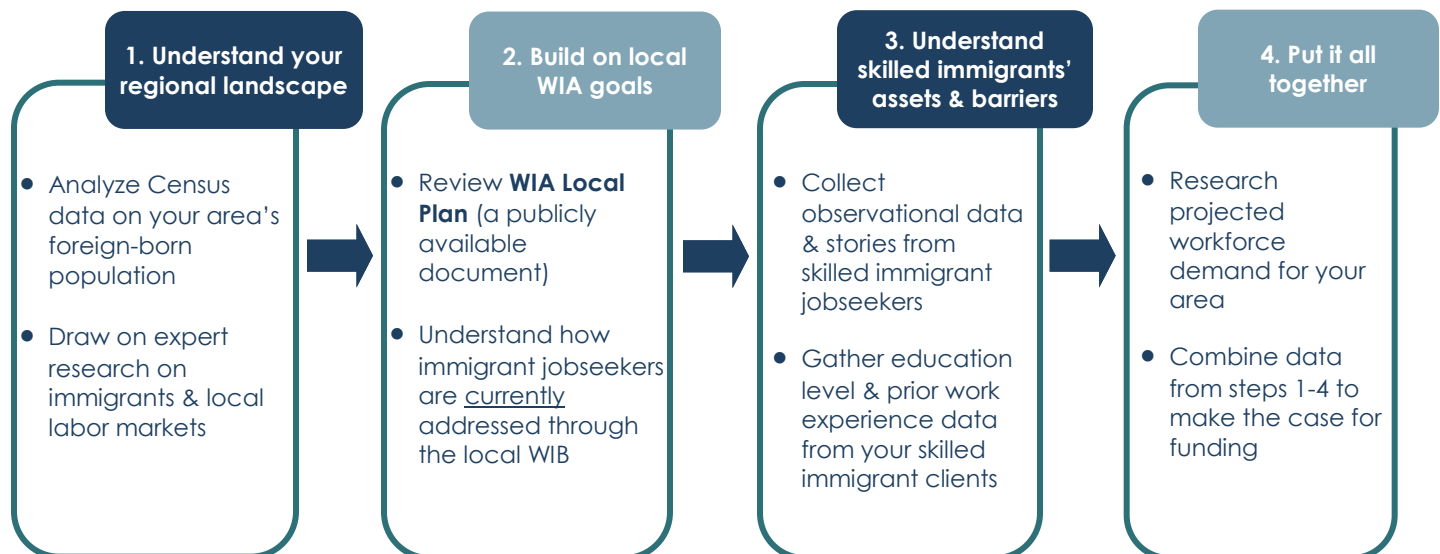


Connecting immigrants, employers, and communities
Learn more at:
www.welcomingcenter.org

The Welcoming Center for New Pennsylvanians is a nonprofit economic development organization based in Philadelphia. Since 2005, the Welcoming Center has received **Workforce Investment Act Title I** funds to place immigrant jobseekers in jobs commensurate with their skill set.

Federal Workforce Investment Act funds are distributed through local Workforce Investment Boards (WIBs). Below, we outline a basic process for using data to seek WIA funding for skilled immigrant services.

The Path to Funding: Making the Case to Local WIBs





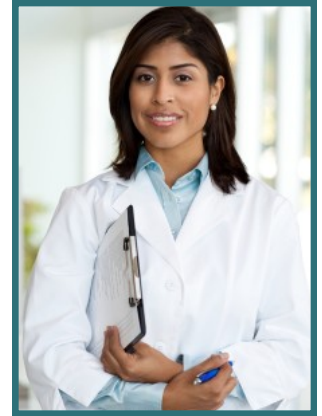
Case Study #2: The International Institute of St. Louis & Federal Funding Streams

The International Institute of St. Louis is a 94-year-old nonprofit that offers comprehensive adjustment services for immigrants and refugees in Missouri.

The International Institute places skilled immigrants in jobs using federal funds distributed at the national, state and local levels. Sources include:

- **US Office of Refugee Resettlement** (for refugees who have lived in the U.S. for less than 5 years)
- **Workforce Investment Act** (for immigrants and refugees who have lived in the U.S. more than 5 years)

The International Institute offers additional career support to skilled refugee jobseekers via the **Onward & Upwards** program, which explains the American job search process and resume writing. The 4-week course is co-taught by a volunteer Human Resources professional, keeping expenses for the program low.



Case Study #3: Upwardly Global & Foundation Funding

Upwardly Global is a nonprofit with locations in New York, Chicago and San Francisco. Since 2002, it has coached more than 3,000 skilled immigrant jobseekers and assisted more than 1,700 skilled immigrants back into their career fields.

Foundation grants make up more than one-third of the organization's funding.

Funders open to funding skilled immigrant work tend to have an **anti-poverty and/or immigrant integration focus**. Essential to securing foundation funding is **cultivating a relationship** with the funder, a process that typically takes a year or more.



Making the Pitch to Funders

1. Educate the funder on skilled immigrant issues
2. Define the local problem & the opportunity (i.e. the gap in service for skilled immigrants in your area)
3. Use evidence of individual results to indicate potential outcomes on a larger scale. Things to mention:
 - * Prior salary vs. post-intervention salary
 - * Health benefits before and after intervention
 - * Job retention data
 - * Cost per placement

