



Focusing
Philanthropy

Per Scholas Diligence Trip Report Dallas and Houston October 3 & 4, 2023

Program Visited

- Per Scholas Dallas
- Per Scholas Houston

Focusing Philanthropy Staff

- Parnia Banki

Per Scholas Staff – Dallas

- Joshua Boyce- Managing Director, Per Scholas Dallas
- Jessica Champness- Senior Vice President, Development

Per Scholas Staff – Houston

- Tondalayo Hall- Managing Director, Per Scholas Houston
- Jessica Champness- Senior Vice President, Development

Executive Summary

Parnia Banki visited Per Scholas at their training sites in Dallas and Houston. The goal was to re-visit Dallas since Joshua Boyce (leadership) had taken over as MD, and see Houston, a new geography, and meet the Tonda, MD, as it was about the launch.

Background

Per Scholas is a national nonprofit offering intensive, tuition-free classes, job placement and career development services to prepare adults for long-term careers in technology. Working closely with employers in each location, Per Scholas designs class curricula to teach students the technical and career skills they need for local, in demand entry-level tech jobs.

Per Scholas – Dallas (October 3rd, 2023)

- They are in a new space, a much nicer and more corporate setting. The space mirrors the professional setting the students aspire to be. The space was downsized from 10,000 to 7,500 sq ft
- Applicants= this location enrolls 120% of the cohort they need
- Acceptance rate is 50%
- Retention team keeps track of students by sending out gift cards, surveys, questionnaires and verifying their information



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Demographics- Dallas

Profile of student= individuals who are pivoting, building another career

- 90% of learners are people of color
- 44% women
- Ages 30-35 in Dallas.
- Starting salary is \$50k
- 50% were unemployed before enrolling
- 30% were underemployed before enrolling
- Learners were earning \$20k pre-program

Current Cohorts

- Offer 2 in-person classes
 - Cyber security- 21 students (have to know Java and more to be in that class)
 - IT Support- 19 students
- Cost per learner is up because of inflation. It was \$11,500 in 2021, and \$10k plus last year. The goal is to get back to \$10k/ learner

Growth projections

- This year, they'll have 8 cohorts of 19-20 students (total 155) in-classroom, and 95 RTT (remote training) for a total of 250
- Goal is to keep enrollment consistent to little growth over the next few years
 - 2022= 250
 - 2023= 255
 - 2025= 290
- The total number of students enrolled depends more on the labor market than demand, funding or other factors.

Partners in Dallas

- Bank of America
- Southwest
- CapGemini
- Spectrum
- Deloitte
- Santander

Staff- Dallas

- Joshau in position for a year

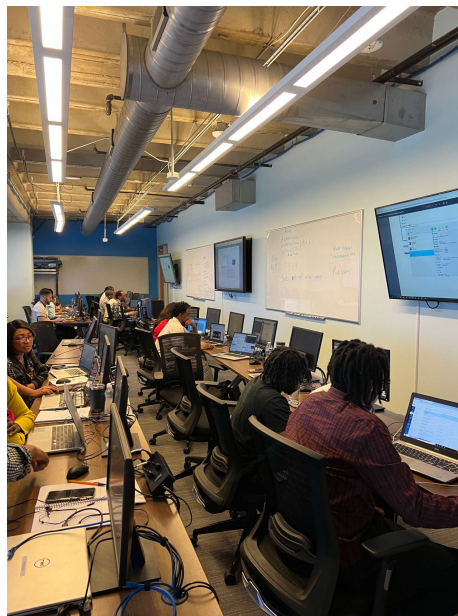


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- 3rd Managing Director of Dallas in 8 years

Demographics- National

- median age is 30-31.
- 85-90% learners are people of color
- 40% women
- 50% are High School graduates or equivalent



Per Scholas – Houston (October 4th, 2023)

- Houston is a new location for Per Scholas
- Permanent space is under construction. PS will not be in permanent space until 2024
- First cohort was supposed to begin in October but they lost the instructor. Hired another and first cohort will be Nov 13 with 18 learners
- They had over 1300 applicants for the 18 spots. They only have one physical classroom
- This year = 3 cohorts of 20 for IT Support, in-classroom
- 2 cohorts of 5 for software engineering, Remote
- 70 students in Houston
- 150,000 open tech jobs in Houston
- They've hired Sr Director of business solutions to help graduates get jobs



Location and background

- Current location is the Historic Third Ward or Ion District - historically black neighborhood which has experienced gentrification and resident displacement
- The Ion District is in midtown Houston. It's the centerpiece of Houston's innovation corridor- a 16 acre innovation district developed by Rice University connecting talent and catalyzing development of products, technologies, workforces and businesses
- Commitment to develop tech skills among Houstonians is a collaboration between the City of Houston, Ion, Rice University.. Per Scholas won the grant from Rice University
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National- Piloting

- Negotiating Google Loan for learners through Google .org. It's important that the favorable terms were negotiated for student
- Will roll out nationally in 20224