Unlocking skills. Empowering people!

Connecting Skills to Jobs for People with Some College but No Degree

Opportunity: Scale-up Across Colleges, Systems, and States

Over **37 million Americans** have completed college courses but do not have a degree. And because they can't see for themselves and show to others the skills they gained in those courses, they're locked out of job opportunities. Consequently, they make a lot less money: **$40,000 a year less**, on average, than people with a bachelor's degree. The impact of this problem ripples across families, communities, and economies, wasting talent and potential simply because skills are hidden.

Our Unlocking Skills initiative turns course completion data into AI-powered skills profiles that help people access better jobs and grow their earning potential.

Credential Engine and the American Association of Collegiate Registrars and Admissions Officers (AACRAO) together are uniquely positioned to scale this skills profile solution. The Credential Engine team are experts in structured data about credentials, courses, and skills. The AACRAO team are experts in the processes and technologies used by college registrars.

This opportunity will scale up with **individual colleges, college and university systems, and states** as partners. A key benefit is that collaboration across these levels leverages collective will and action, coordinated outreach, and shared technology investments to drive systemic change.

We're seeking
- $4.8M over 18 months to scale to 50 colleges, 10 systems, and 5 states.
- $9.6M over 36 months to scale to 100 colleges, 20 systems, and 10 states.

Return on Investment:
We estimate the 18-month investment will empower over **500,000 people** with skills profiles—making their skills visible, improving their access to better jobs, and enabling employers to find qualified talent. Even modest income gains can drive significant personal, economic, and community-level impact. Estimated ROI ratio: 1684:1

Next Step:
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