



2026 **RESOURCE FAIR**

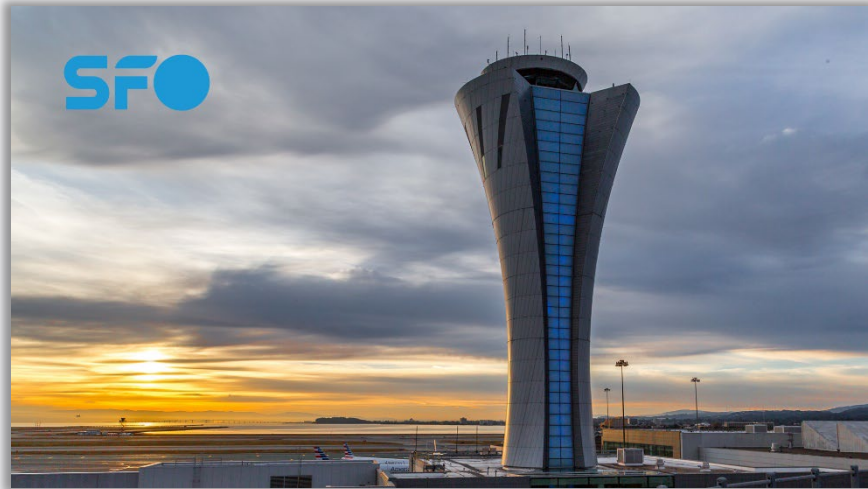
BREAKOUT SESSION 1

**PREPARING FOR EMPLOYMENT
OPPORTUNITIES AT THE AIRPORT**

10:30 AM – 11:45 AM



Agenda



1

SFO Social Impact: Working at SFO

2

City of Oakland: A Path to Economic Growth

3

**Port of Oakland: Seaport, Airport,
Everyone's Port**

4

OPIC: Employment Readiness Workshop

5

Presentation Survey

6

Enjoy the 2026 Resource Fair!



Working at SFO

Opportunities, Resources, and Connections



Rico Hamilton

Social Impact | San Francisco International Airport

Raise your hand:

... if you have heard of the **Business and Career Center at SFO (BCC)**

... if you knew that the **Business and Career Center has resources for employees like transportation, childcare and others**

Career Opportunities

- Customer/Passenger Services
- Food and Beverage
- Hotel/Hospitality
- Ramp/Fueling Services
- Warehouse and Cargo
- Facilities/Custodial Services
- Driving
- Retail/Customer Service
- Mechanical
- Management



Employee Resources



BART Discounts

Employees can save up to \$11.02 on a roundtrip BART commute with the BART Discount Card

Go > Shuttle

A commuter bus for all workers at SFO

Childcare

Tuition assistance and expanded hours offered through Palcare

Clipper Cards

One-time \$50 - \$100 prepaid transportation

Financial Counseling

Get free support with credit repair, budgeting, and saving for your financial goals



General Hiring Requirements



- Age 18 years or older
- Employment Authorization documents
- Two forms of current government issued photo identification (Social Security Card not applicable)
- Ability to work weekends, nights, and holidays
- Most, but not all jobs conduct a 10-year background check (no felony convictions within the past 10-years)
- Some jobs require drug testing, dependent on FAA and/or individual employer requirements

How to Apply for Jobs



- Go to our website flysfo.com/BCC
- Click "BCC Job Board"
- View current jobs and events, and apply for any jobs you find interesting
- Sign up to receive the latest job info

Questions and Contact

Learn more about our center



Location

Business and Career Center

International Terminal A – Departures Level (across from the SFO Medical Clinic)



Contact

community@flysfo.com; 650-456-7966

<https://www.flysfo.com/BCC>



David Dias

Oakland Economic and Workforce Development Department

A Path to Economic Growth

Oakland
Workforce
Development
Board (OWDB)
Programs and
Their Impact on
Economic
Development



What is the Oakland Workforce Development Board?

- Under the Workforce Innovation and Opportunity Act (WIOA), the Oakland Workforce Development Board (WDB) oversees city-wide employment and training programs.
- Workforce development is key to economic sustainability and growth. OWDB's programs and services ensure Oakland's economy remains resilient and inclusive by preparing a skilled and qualified workforce.
- The Oakland Workforce Development Board drives economic growth through the following:
 - Building a skilled labor pool that attracts and retains businesses
 - Reducing unemployment and underemployment by preparing workers for high-demand sectors
 - Ensuring inclusive economic growth through targeted programs for underrepresented communities.



Key OWDB Programs

Youth Employment Programs: Preparing young people for the workforce

Adult and Dislocated Worker Programs: Reskilling and job placement

Sector Partnerships: Focused on industries like tech, healthcare, manufacturing, transportation and logistics, and construction

Employer Services: Customized training and On-the-Job Training (OJT) for new hires and rapid response and lay off aversion services.



OWDB Service Providers

Adult/Dislocated Workers:

- Lao Family Community Development, Mandela Partners, Oakland Private Industry Council, Swords to Plowshares, The Unity Council

Youth Service providers

- Genesys Works, Lao Family Community Development, The Unity Council, Youth Empowerment Program, Youth Uprising

Oakland Forward

- Lao Family Community Development, Civicorps, Youth Empowerment Program, The Spanish Speaking Unity Council, Safe Passages, Rising Sun, Oakland Public Works

Others

- West Oakland Job Resource Center



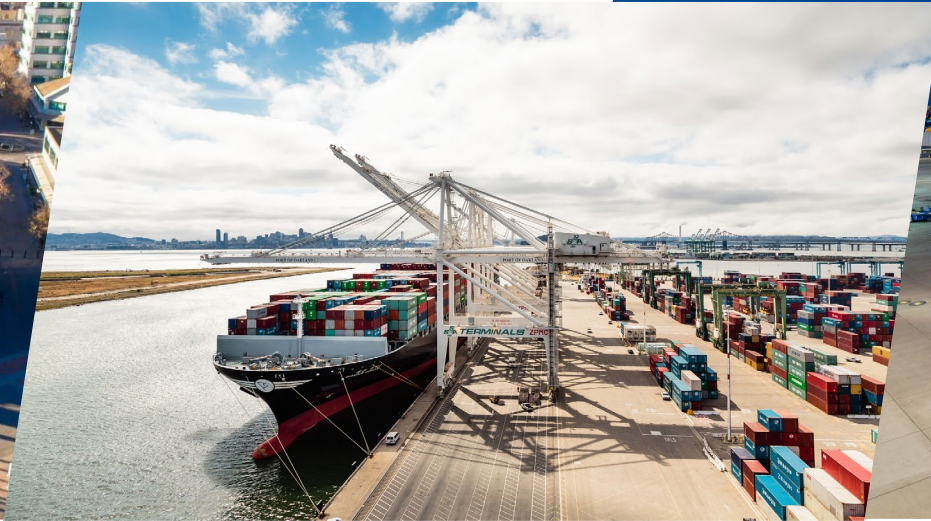
Learn More

- For more information about the Oakland Workforce Development Board, visit:
- OAKLANDCA.GOV/WDB



Chris Walker

Port of Oakland



PORT OF OAKLAND

Seaport. Airport. Everyone's Port.

Fast Facts

Independent department of the City of Oakland

As a landlord port, we manage property stretching along 20 miles waterfront

State Lands Trustee

- All Ports are property of the State of California and subject to the California Tideland Trust Doctrine
- Trust assets may be used for statewide Trust purposes only, which benefit the people of the entire state

Economic Engine

- The Port is the **2nd largest source of property tax revenue** in Alameda County after Tesla
- SSA, the Port's largest terminal operator, is the largest property taxpayer in Oakland
- The Port does not receive local tax dollars for operations



Port Tidelands and Jurisdiction



Maritime Operations



Aviation Operations



Commercial Real Estate



Parks and Open Space

Economic Impact

98,000 Jobs

Supported by
Combined
Port Activity

\$970 Million

State & Local Taxes
Generated

\$7.6 Billion

Total Personal Income &
Local Spending

Seaport by the Numbers

- **9th busiest seaport** in the U.S.
- **4th busiest seaport** in the West Coast
- **#1 refrigerated export port** in the U.S.
- **Near 50/50 balance** of imports and exports
- **4 marine terminals** in operation
- **2.25M TEUs** processed in 2025



OAK By The Numbers

- **2** Passenger Terminals
- **9.2 million passengers** served in 2025
- **2** major all-cargo carriers (FedEx & UPS)

30,000

Direct jobs created by
OAK

Over 8,000
badged
employees
across OAK,
UPS, FedEx

\$1.6B

Economic Impact in the
Region

\$212M

In State and Local Taxes

I ✈ OAK

Career Opportunities

- **Aviation (airport operations, TSA compliance, customer service)**
- **Maritime (logistics, terminal operations, longshore)**
- **Engineering & Environmental**
- **Administration (HR, finance, IT, communications)**
- **Skilled Trades & Construction**



Employment Sector Opportunities

- **Port of Oakland (public agency jobs)**
- **Airlines & airport tenants**
- **Terminal operators & Logistics companies**
- **Construction contractors (PLA projects)**
- **Concessionaires (retail/food at airport)**



Hiring Practices for Port of Oakland Positions

- **Online application system (NeoGov/Job Portal)**
- **Civil service process:**
- **Minimum qualifications screening**
- **Exams/interviews**
- **Eligible candidate lists**
- **Equal Opportunity Employer**
- **Background checks required**



General Hiring Requirements

- **Relevant education or certifications (varies by role)**
- **Work experience or transferable skills**
- **Ability to pass:**
 - **TSA background check (airport roles)**
 - **Security clearance**
- **Flexibility (shift work, weekends, holidays)**



Compensation & Benefits

- **The Port is part of the California Public Employees Retirement System ("CalPERS"). The CalPERS defined pension is based on a predetermined formula that factors in an employee's history, tenure of service, and age. The retirement formula for new hires is 2% at 62 years of age or 2.5% at 55 with other CalPERS service and/or reciprocity.**
- **The Port offers retiree medical benefits for employees and dependents after 10 years of CalPERS service (including 5 years at the Port).**
- **The Port pays 100% of the premium cost for employees and dependent health insurance coverage not to exceed the Kaiser-HMO Family Plan; cash in lieu of medical benefits is also available.**
- **The Port pays 100% of the premium cost for dental and vision coverage.**
- **The Port pays 100% of the premium cost for Long Term Disability ("LTD") coverage and reimburses employees for the State Disability Insurance.**
- **The Port pays 100% of the premium cost for life insurance at one-time annual salary with certain limits.**
- **The Port offers a Deferred Compensation Plan allowing employees to save and invest money with tax benefits.**
- **Time Away from Work:**
 - **From 2 to 5 weeks of vacation, depending on years of employment at the Port.**
 - **1 paid Floating Holiday per year.**
 - **12 days of sick leave per year after three months of employment, which includes 4 days of personal leave.**
 - **13 paid holidays as well as the second half of the shift on December 24th and December 31st.**



PORT OF OAKLAND
Seaport. Airport. Everyone's Port.

Thank you

Kevin Wilhelm

Oakland Private Industry Council



Employment Readiness Workshop

Kevin Wilhelm
Facilitator

“ELEVATOR PITCH”



“ELEVATOR PITCH”

What is an elevator pitch?

An elevator pitch is a brief, persuasive speech that summarizes who you are, what you do, and what value you offer, all in about 30 seconds or the time it takes to ride an elevator.

Also called an elevator speech, it's your chance to make a memorable first impression and spark a meaningful connection with potential employers.

In reality, most people have given an elevator pitch whether they realize it or not. That's because there are many different types of pitches, from interviews to new business opportunities.

Preparing your next pitch becomes an important step in marketing yourself. When it comes to figuring out whom to deliver your pitch to, you should aim for the best point of contact, not just the highest point of contact.

A strong elevator pitch helps you make meaningful connections in job interviews, networking events, and client meetings. A good elevator pitch can be the difference between landing your next big opportunity or falling short of obtaining the job.

So, how do you pitch yourself during a job interview with authenticity?

Identify the goal of the pitch

- Self-introduction
- Advertisement
- Building a connection

Clearly describe what you do

- What you study, research, build, make
- Past experiences

Focus on strengths

- Unique ideas, recent activities, latest accomplishments

Credit and/or compliment

- Team members, supervisors, mentors

Engage listener with a question

- Offer an opportunity to respond



Resume



Issues Your Resume Must Contend With:

**Your resume in its presentation form must be clean, well-spaced, and readable
(Stay with the standard 11 pt. font rule)**

Your resume must contend with a potential employer's ATS (Applicant Tracking System)

**Can your resume pass a quick view and perusal?
(Say in 7 seconds)?**

Does your resume deal with metrics (measurable accomplishments)

What does your career summary say (also known as Profile, Objective)

Are there wasted content? (unnecessary soft skills included, and undervalued words)

How important is the references and cover letter?

Is your resume interview-friendly?

What employers view of your resume in different situations:

Job Fairs, Hiring Events: 7-second perusal, Hybrid format

One-on-one Interview: Hybrid format, Metrics

Online applications: ATS system incorporated in your resume



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 Drag & Drop or Upload

Job Description

Copy and paste job description here

Available scans: 5 [Upgrade](#)

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7 SECONDS TO READ YOUR RESUME

careerly



Tips for Building Your Own Pitch

From these examples, you can see that the key to a compelling elevator statement is clarity and relevance. Whether you're a student, [a recent graduate](#), or an experienced professional, you'll want to highlight the most relevant aspects of your background and deliver them in a natural tone.

Here are some tips to help you create your own:

- *Organize your thoughts into a short summary that explains who you are, what you've done, and what you're looking for.*
- *Tailor the pitch to the audience, whether you're speaking to a recruiter at a career fair or a hiring manager in a formal interview.*
- *Don't forget to mention any unique volunteer experience or projects that show your expertise outside the classroom or workplace.*
- *Always carry a business card or an updated resume so the conversation can continue beyond your initial introduction.*

Example 1: Entry-Level Candidate

This example shows how an early-career elevator pitch can balance education and hands-on experience. It's clear, concise, and provides enough details to spark a follow-up conversation.

“Hello, my name is Jasmine Patel, and I recently completed my major in Environmental Science.

During my final year, I worked on a research project about sustainable water management, and I also completed an internship where I gained practical work experience with data collection and reporting. I am very interested in applying my analytical skills to an organization that values environmental responsibility. I would love to meet with you to discuss how my background could support your team's goals.”

Example 2: Career Changer

This scenario highlights someone making a transition. The pitch connects the person's past work experience with a new career direction, emphasizing transferable skills and motivation.

“Hi, I’m David Chen. I started my career in finance but found myself increasingly drawn to technology and innovation. Over the past year, I’ve been completing coursework in software development while freelancing on small projects to build practical expertise. I’m looking for a position in the tech industry where I can apply both my financial knowledge and programming skills to help employers make data-driven decisions. I’d be glad to talk more about how my diverse background could fill a unique need in your organization.”

Elevator Pitch Job Fair Mistakes to Avoid

A career fair can feel overwhelming!!!

Rows of booths, lines of eager students, and professionals waiting to meet recruiters create a fast-paced environment where making a strong introduction is crucial.

Yet even the most prepared candidates can stumble if they overlook common mistakes in their elevator pitch for career fair conversations.

Avoiding these errors can help you present your background with clarity, highlight your strengths, and leave a lasting impression on employers.

Even if your introduction has strong content, poor speaking skills can weaken your message.

Some candidates rush through their pitch, mumble, or avoid eye contact. Employers want to see that you can deliver your message clearly!

Forgetting to Research Before You Introduce Yourself

For example, a candidate might walk up and say, “Hi, I’m studying finance, and I want a job.”

Overloading Your Introduction with Background Details

Example: *Instead of saying, “I worked in retail, volunteered at three charities, and also studied abroad,” you could say, “I recently completed a marketing internship where I developed strong communication abilities that I’m eager to apply to a role supporting brand strategy.”*

Speaking Without Confidence

Even if your introduction has strong content, poor speaking skills can weaken your message

Ignoring the Recruiter’s Perspective

At a career fair, it is easy to forget that the person you’re speaking to may have heard hundreds of pitches already. Rambling, repeating your background unnecessarily, or failing to listen when they respond are all missed opportunities. A strong introduction includes not only what you say but how you engage in the conversation.





Thank You!

Thank you!

**Please fill out this survey to help us
improve!**



[Flysfo.com/BCC](https://flysfo.com/BCC)