Tech Express: Building Stackable Credentials in CTE

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Welcome!

Kathy McDonald, MBA
Assistant Director for Network Partnerships

kmcdonald@FloridaCollegeAccess.org
Twitter: @kathy_mcdonald
Today’s Guest Presenter

Lisa Bliss
Tech Express Advisor
Valencia College
E-mail: lbliss@valenciacollege.edu
Today’s Guest Presenter

Andrew Jenkins
Senior Director
Orange Technical College, Orlando Campus
E-mail: Andrew.Jenkins@ocps.net
Questions & Conversation

• Submit your questions in the chat box

• Share on social media
  Twitter: @FLCollegeAccess
  @VCTechExpress
  @CentralFL_CAN

#FCAN
#TechExpress

This webinar is being recorded; all materials will be available within a week of recording
Florida College Access Network

Our mission: To create and strengthen a statewide network that catalyzes and supports communities to improve college and career readiness, access, and completion for all students

Our vision: At least 60% of working-age Floridians will hold a high-quality postsecondary degree or credential by the year 2025
Our Work

Local College Access Networks (LCANs)

Research & Policy

Statewide Initiatives
Introduction:
CTE is already an important piece of talent readiness in Florida

54,000: students enrolled in a career certificate program, applied technology diploma program or an apprenticeship program through a district-operated technical center in 2016-2017.

105,937: Florida residents who have already graduated from high school were enrolled in CTE.

$68.7M: Florida received federal CTE funding last year
4 of the Top 10 Fastest Growing Jobs Require a Postsecondary Vocational Certificate (2018-2026)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Occupation</th>
<th>% Growth</th>
<th>Total Job Openings</th>
<th>Median Hourly Wage</th>
<th>Minimum Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Physicians Assistants</td>
<td>37%</td>
<td>4,979</td>
<td>$48.08</td>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>2</td>
<td>Home Health Aides</td>
<td>36%</td>
<td>39,947</td>
<td>$10.97</td>
<td>PSAV Certificate</td>
</tr>
<tr>
<td>3</td>
<td>Nurse Practitioners</td>
<td>33%</td>
<td>7,562</td>
<td>$46.39</td>
<td>Graduate Degree</td>
</tr>
<tr>
<td>4</td>
<td>Personal Care Aides</td>
<td>29%</td>
<td>44,735</td>
<td>$10.36</td>
<td>PSAV Certificate</td>
</tr>
<tr>
<td>5</td>
<td>Medical Assistants</td>
<td>28%</td>
<td>68,385</td>
<td>$15.07</td>
<td>PSAV Certificate</td>
</tr>
<tr>
<td>6</td>
<td>Physical Therapist Assistants</td>
<td>27%</td>
<td>7,512</td>
<td>$29.78</td>
<td>Associate’s Degree</td>
</tr>
<tr>
<td>7</td>
<td>Software Developers (Applications)</td>
<td>27%</td>
<td>31,228</td>
<td>$42.21</td>
<td>Associate’s Degree</td>
</tr>
<tr>
<td>8</td>
<td>Information Security Analysts</td>
<td>26%</td>
<td>4,423</td>
<td>$39.73</td>
<td>PSAV Certificate</td>
</tr>
<tr>
<td>9</td>
<td>Health Specialties Teachers (Postsecondary Level)</td>
<td>26%</td>
<td>10,527</td>
<td>N/A</td>
<td>Graduate Degree</td>
</tr>
<tr>
<td>10</td>
<td>Market Research Analysts and Marketing Specialists</td>
<td>24%</td>
<td>33,365</td>
<td>$27.81</td>
<td>Bachelor’s Degree</td>
</tr>
</tbody>
</table>

Source: Florida Department of Economic Opportunity
Poll: What’s the biggest challenge in creating seamless transfers from your technical college to your state college?
Orange County Public Schools and Valencia College
“Tech Express to Valencia”
How was Tech Express developed?

It started with a collaborative partnership

• Established the Mission: To raise awareness of earned credits available upon completion of an articulated technical certificate and provide on-site assistance to facilitate a smooth transition to Valencia
• Ideated in 2014 by leadership from OCPS and Valencia College
• Partnered with Orange County School District to create the Tech Express initiative
• Launched in 2016 after much discussion and collaboration
• Deployed Tech Express advisors to each technical college campus
• Developed articulation agreements with Orange and Osceola technical colleges that provide college credits for program completion with documentation of mastery of knowledge and skills
What did we hope to achieve?

- Create a support system for technical college students
- Facilitate a seamless transition to Valencia College
- Help with recruitment and retention at the technical colleges
- Develop skilled workers needed for high-demand careers
- Give students opportunity to earn stackable credentials
How did we make Tech Express work? By...

• Locating Tech Express advisors in high traffic areas at the technical colleges—location, location, location
• Collaborating with staff and administration at technical college campuses
• Raising awareness and understanding among students and instructors with class visits
• Attending community events to spread the word about Tech Express
• Partnering with community agencies and events
• Ensuring that stakeholders such as counselors, career specialists, and students are aware of these opportunities
How did we raise awareness?

Marketing is critical!
How did we get buy-in from all stakeholders?

Relationships are critical!

- Strengthening relationships with stakeholders
- Understanding the culture of the school and the students we serve
- Having the latitude to advise students in their best interest
- Working with instructors at technical college to develop additional articulation agreements that provide a variety of opportunities for students
What were the challenges?

- Overcoming the perception of competition
- Determining what data is needed by both institutions
- Overcoming the logistical challenges with being a Valencia employee on a technical college campus
How did we address the challenges?

- **Endorsement**: Support from the technical college senior directors and Associate Superintendent
- **Inclusion**: Regular meetings with leadership of OCPS and Valencia
- **Earned Trust**: Build trust one step at a time
- **Acceptance**: Become part of the school culture
- **Shared Interests**: Let instructors and students know that Valencia recognizes their accomplishments with award of credits
- **Benefits**: Shared data that highlights student success
Lessons learned

• Be mindful that such a unique partnership takes time to evolve
• Be patient and allow time to build a trusting relationship with all stakeholders
• Keep school leadership and Valencia leaders informed—we are the link
• Promote at every opportunity
What you should consider...

• Allow at least 3-5 years for implementation with valid supporting data
• Build in a timeframe for students to claim their credits
• Determine the method of assessment the college requires for award of credit to maintain college accreditation standards
• Look for all possible agreements to benefit technical college graduates
• Hire advisors who are self-directed and can collaborate as a team. Allow time for the advisors to gain knowledge about the college.
Tech Express to Valencia Advisors

- Lisa Bliss, lbliss@valenciacollege.edu
- Anita Gentz, agentz@valenciacollege.edu
- Gwen Murrell, gmurrell1@valenciacollege.edu
Want to learn more?

Please join our break-out session at the FCAN Summit:
“OCPS Tech Express to Valencia-Collaboration
Beats Competition Every Time!”

Rosen Centre, Orlando, FL
May 8-9, 2019

Dr. Nasser Hedayat,
Assistant VP for Career and Workforce Education,
Valencia College

Dr. Michael Armbruster,
Associate Superintendent,
Career and Technical Education,
Orange County Public Schools
Don’t miss out

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Register now for the FCAN summit:

www.FCANsummit.org

Early bird rate of $275 ends April 5th – save now!
Questions?

Lisa Bliss  
Valencia College  
lbliss@valenciacollege.edu

Andrew Jenkins  
Orange Technical College  
Andrew.Jenkins@ocps.net
Conclusion