

# Tech Express: Building Stackable Credentials in CTE

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# Welcome!



**Kathy McDonald, MBA**

Assistant Director for Network Partnerships

[kmcdonald@FloridaCollegeAccess.org](mailto:kmcdonald@FloridaCollegeAccess.org)

Twitter: @kathy\_mcdonald

# Today's Guest Presenter



**Lisa Bliss**

Tech Express Advisor

Valencia College

E-mail: [lbliss@valenciacollege.edu](mailto:lbliss@valenciacollege.edu)

# Today's Guest Presenter



**Andrew Jenkins**

Senior Director

Orange Technical College, Orlando Campus

E-mail: [Andrew.Jenkins@ocps.net](mailto:Andrew.Jenkins@ocps.net)

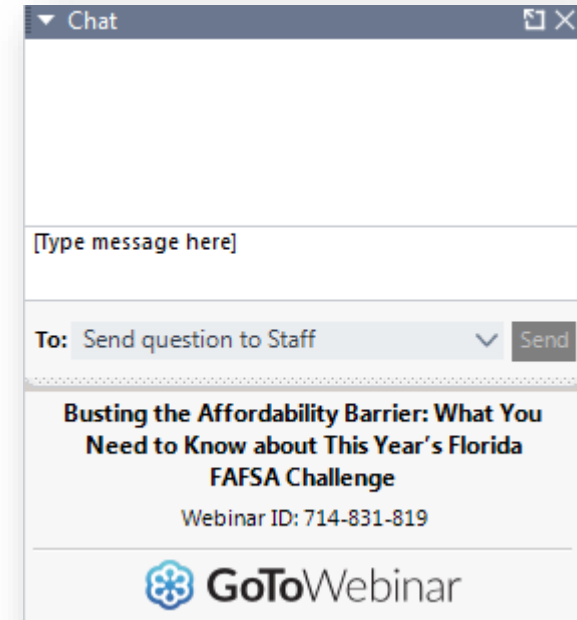
# Questions & Conversation

- Submit your questions in the chat box
- Share on social media

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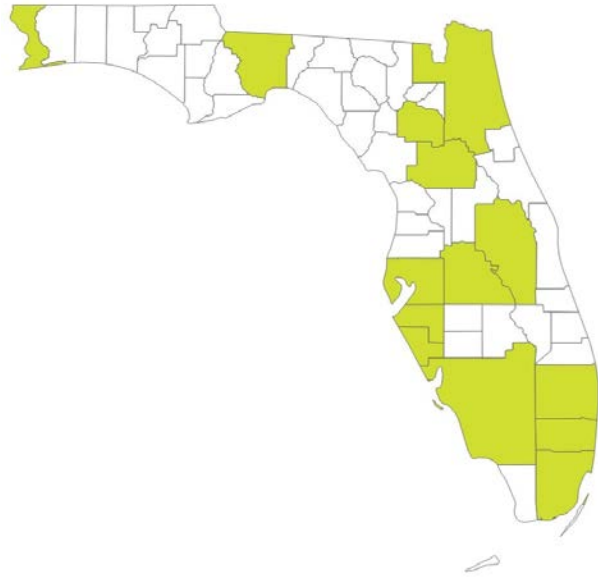
*This webinar is being recorded; all materials will be available within a week of recording*

# Florida College Access Network

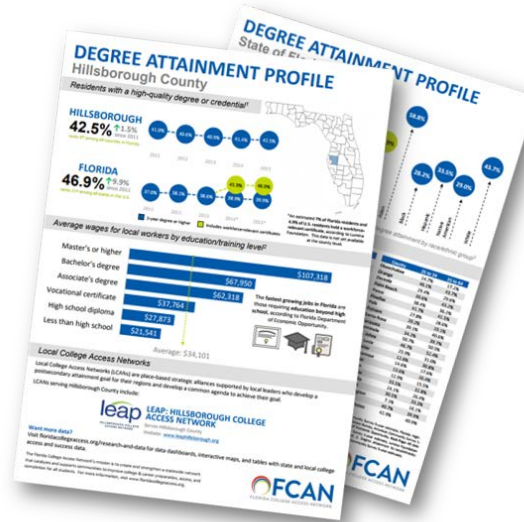
**Our mission:** To create and strengthen a statewide network that catalyzes and supports communities to improve college and career readiness, access, and completion for all students

**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



**COLLEGE  
READY  
FLORIDA**



**APPLY  
YOURSELF  
FLORIDA**



**FLORIDA  
FAFSA  
CHALLENGE**



**FLORIDA  
COLLEGE  
DECISION DAY**



**PLAN IT  
FLORIDA**

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)

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

*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](mailto:lbliss@valenciacollege.edu)
- Anita Gentz, [agentz@valenciacollege.edu](mailto:agentz@valenciacollege.edu)
- Gwen Murrell, [gmurrell1@valenciacollege.edu](mailto:gmurrell1@valenciacollege.edu)





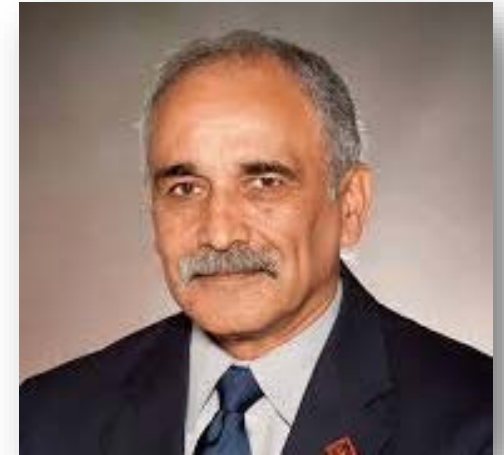
# Want to learn more?

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



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Early bird rate of \$275 ends April 5<sup>th</sup> –  
save now!





# Questions?



**Lisa Bliss**

Valencia College

[lbliss@valenciacollege.edu](mailto:lbliss@valenciacollege.edu)



**Andrew Jenkins**

Orange Technical College

[Andrew.Jenkins@ocps.net](mailto:Andrew.Jenkins@ocps.net)

# Conclusion