

CTE BEST PRACTICES: RIO RANCHO CHAMBER OF COMMERCE

DIRECTOR'S MESSAGE



We're inching closer to wrapping up one of the most, if not the most, challenging year in New Mexico educational history. We want to show our appreciation for your hard work over the last year. You have dealt with the harsh transition to online learning, then hybrid learning, and then, finally, back to in-person learning. We know you refused to give up, and instead, provided top-notch education to our students in the midst of difficult circumstances. We encourage you to keep fighting for our students in this final month of the academic year. Kudos to everyone!

Elaine Perea, PhD

Director, College and Career Readiness Bureau

TABLE OF CONTENTS

CLICK TO VIEW STORY

CTE Best Practices (Continued)	Page 2
Region Focus	Page 2
Understanding Performance Indicators	Page 2
Summer Enrichment Internship Program	Page 3
ACTE Releases COVID Report	Page 3
College and Career Signing Day	Page 3
CCRB Welcomes New Team Member	Page 4
NMPED/ACTE Division Socials	Page 4
Career Clusters Guide Book	Page 4
Scholarships of the Month	Page 5
CCRB Coaches	Page 5

COVID-19 has certainly turned the education world on its heads, but that is not stopping New Mexico educators from offering Career Technical Education (CTE) programs. Now that most schools have moved towards in-person learning, the College and Career Readiness Bureau will highlight some of the creative ways LEAs and businesses are providing CTE to students during this pandemic. For May, we focus on the Rio Rancho Regional Chamber of Commerce.

With in-person learning making a triumphant comeback, many New Mexico businesses are ready to work with our students to ignite their young careers, not later this year, but now. We spoke with Jerry Schalow, the President & CEO of the Rio Rancho Regional Chamber of Commerce, to get in-depth insight on how the business world is willing to interact with the state's CTE educators. Within this Q&A conversation, we hope you find valuable ideas to connect our CTE students with businesses that eager to hire and train the workforce:

Q: How has the pandemic affected the Chamber of Commerce?

A: 20% of our businesses have closed which means we've seen less members for the Rio Rancho Chamber of Commerce. On the other hand, it's been eye opening. We now offer more services, shifting from an in-person model to a virtual model. We've offered a lot more to businesses to help them survive, apply for loans, hiring staff, and acquire funding.

Q: What is your vision for CTE in Region E?

A: Career technical education is key to our future's success. A solid, true CTE program like they have in other states would impact graduation rates anywhere from 5-10%. I think it's also important that we get the word out that [CTE] is a true option and not "just for the kids that can't go to college". Yes, they can go to college. But at the same time, the salaries are about the same between the two. In a lot of cases, someone that is in a CTE job, like a welder or a plumber, could be making significantly more than someone with a Bachelor's degree. I would also like to see the counselors promoting CTE opportunities as much as they promote college. Often times, when you walk into a counselor's office, you'll find pennants supporting UNM, NMSU, and other colleges. We should be putting posters on the wall that show welders, electricians, or plumbers.



JERRY SCHALOW, PRESIDENT & CEO OF THE RIO RANCHO CHAMBER OF COMMERCE

Q: What is your relationship like with certain school districts?

A: We have the strongest relationship with Rio Rancho Public Schools, their central office, and their CTE group. Their desire to grow CTE in the area has been outstanding. They're very open to adjusting their plan.

Q: How does the return of in-person learning affect the ability for businesses to take part in Work-Based Learning, internships, etc.?

A: I also work with Workforce Connections of Central New Mexico. We have enlisted a program where we meet with businesses and educators to walk-through the needs of businesses. We have a shortage of HVAC workers here in the state. How many schools in New Mexico have an HVAC program? Slim to none. Plus, many HVAC workers are part of an aging population. That's an opportunity for schools to start training more HVAC workers.

Q: Are businesses owners willing to work with counselors to make sure they understand the needs of businesses?

A: Businesses are willing. We have found that most businesses are open to internships and apprenticeships. Sometimes, there's a claim that businesses won't hire for internships or apprenticeships. But in reality, we found there's

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“BUSINESSES ARE WILLING [TO WORK WITH COUNSELORS]. WE HAVE FOUND MOST BUSINESSES ARE OPEN TO INTERNSHIPS AND APPRENTICESHIPS.”

-JERRY SCHALOW, RIO RANCHO CHAMBER OF COMMERCE

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24 employers in Sandoval County that will hire for those type of positions. On top of that, a lot of these businesses want to get their workers starting in high school so they can develop them into great employees. The biggest complaint we get from employers is that kids today aren't ready to work. They don't have the work ethic, won't put the phone down, and they don't have that experience. Every class needs to have the opportunity for students to stand up in front of the class and talk, whether they're teaching something or talking about their day. It teaches students how to talk to people, how to hold up a conversation, and how to look people in the eye. It's something small that could make a big difference.

Q: More specifically, are businesses willing to work with schools and students *right now*, without waiting until the fall?

A: Yes, I think businesses are ready because New Mexico is rated dead last in workforce preparedness in the entire country, according to Site Selector magazine. There is a huge need to fill jobs in manufacturing, which means we need to train our students in CTE.

Q: What two things could the workforce and schools do right now to get a jumpstart into careers in every region?

A: 1) Reach out to your Workforce Connections group. They have the contact with the employers. Workforce Connections can pay up to 100% of the student's salary. 2) Reach out to your local chamber of commerce to find out who's hiring and taking apprenticeships.

UNDERSTANDING PERFORMANCE INDICATORS: 2S1

Performance indicators are the core indicators of performance set by the U.S. Department of Education, Office of Career, Technical, and Adult Education (OCTAE). The CCRB set Perkins V baseline percentages based on data from the last two years submitted by each district or postsecondary. To help you better understand performance indicators, we delve into one indicator each month. For May, we will cover 2S1: Academic Achievement in Reading/ELA.

2S1: Academic Achievement in Reading/ELA

Numerator: Students who in the Reporting Year were:

- Concentrators, and received a performance level of proficient on a Language Arts proficiency test in 10th, 11th, or 12th grade.
- If a student took the proficiency test more than once the maximum performance level is used.



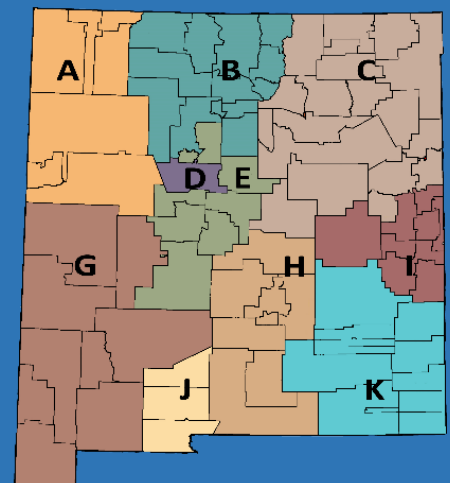
Denominator: Students who in the Reporting Year were Concentrators, and took a Language Arts proficiency test in 10th, 11th, or 12th grade

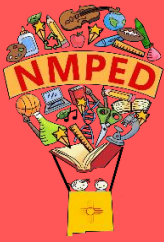
State Baseline: 29.8%	
Male: 29.4%	Female: 41.7%
African American: 26.8%	Asian: 61%
Caucasian: 49.1%	Hawaiian Pacific Islander: 33.3%
Hispanic: 30.6%	Native American: 23.3%
Multiracial: 43.6%	Individuals with disabilities: 10.4%
Individuals from economically disadvantaged families: 29.8%	Individuals preparing for non-traditional fields: 44.6%
Single parent: 14.8%	English learners: 8.1%
Homeless individuals: 23.8%	Youths who are in, or have aged out of the foster care system: 11.4%
Youth with a parent who is active duty member of the armed forces: 39.8%	



REGION FOCUS

This month, we are highlighting Region C. It includes 13 school districts totaling more than 1,600 high school students. Major employers include Las Vegas City Public Schools, Luna Community College, Alta Vista Regional Hospital, and Angel Fire Resort. The occupations with the largest projected growth include Personal Care and Service Occupations (403 new jobs), Installation, Maintenance and Repair (72), and Education, Training and Library (50). In the winter of 2019, the following local economic and educational priorities were identified for Region C: Education, Business Management, and 21st Century Transportation.





SUMMER ENRICHMENT INTERNSHIP PROGRAM

NMPED has launched the [Summer Enrichment Internship Program](#). The federal government has committed more than \$9.89 million for the program as part of pandemic relief efforts. Under the program, funding is available to cover the cost of summer internships for current New Mexico high school students in June-September of 2021 only. The goal is to provide high school students with the opportunity to participate in high-quality internships (20 hours per week for 6 weeks) in government agencies, including county, tribal, and/or municipal placements. To view the funding available for your county/tribe, [view page 6 of this document](#). We recommend you encourage your county manager or tribal leader to take advantage of this funding by applying for the program by May 14, 2021. [View a list of contact information for your county manager/tribal leader here](#).



COLLEGE AND CAREER SIGNING DAY

New Mexico College and Career Signing Day is on the horizon! On Tuesday, May 4, 2021, the College and Career Readiness Bureau, College Connect New Mexico, and other partners are celebrating the next steps for our high school seniors. While many students will be announcing where they'll be earning their postsecondary education, some students will also be highlighting their next step in the workforce through the military, apprenticeships, and more. We will be hosting a live celebration through the [New Mexico Public Education Facebook page](#) on Tuesday, May 4, 2021 at 3:00 p.m. We would love if you supported our high school seniors by watching this celebratory event!

ACTE RELEASES REPORT ON CTE DURING COVID-19

The Association for Career and Technical Education (ACTE) recently released a report titled [High-quality CTE During COVID-19: Challenges and Innovations](#). In response to surveys field to ACTE members in January and February 2021, CTE professionals reported the biggest challenges they are facing as:

- Motivating and engaging learners
- Providing hands-on learning and lab hours
- Providing work-based learning experiences



In the face of these challenges, many innovative CTE best practices also came to light:

- Adult nursing students at Assabet Valley Regional Technical School in Marlborough, Massachusetts are gaining experience by administering COVID-19 vaccines
- YouthForce Internship in New Orleans, Louisiana developed virtual "consultancies" in which students worked together to solve a business problem identified by an employer
- Kansas DECA is organizing virtual challenges to continue to develop students' technical, employability and leadership skills

CAREERS2COMMUNITIES UPDATE

We encourage you to get familiar with our new federal grant, [Careers2Community \(C2C\)](#). It will enhance the college and career readiness of all students through a series of online CTE and well-rounded education programs. With a focus on equitable access, students will increase their awareness of high-growth career opportunities in their region and complete career-focused, math



curriculum. Do you want to gain access to incredible new (FREE) math curricula, participate in valuable professional learning, and get paid for your time? Join Mathematically Connected Communities (MC²) for the virtual Summer Learning Summit, June 15-18, 2021. This online workshop explores new Algebra I and Geometry courses connecting math to the world of work, developed in partnership with the [Careers2Communities program](#). Registration is free, and participants earn \$500 for completing the Summit. To register, go to: <https://forms.gle/PJohh9QhcAasjxwGA>. For more information, contact Patricia Carden at pcarden@nmsu.edu

ADVANCED PLACEMENT REMINDERS



Registration is open for this year's AP Summer Institutes. Current and prospective Advanced Placement teachers can sign up for FREE course/exam specific workshops, taught by College Board consultants. New Mexico's virtual APSIs take place on June 7-11 and June 14-18. Educators whose courses are not offered this year may apply for a scholarship covering registration at an out-of-state event (paid as a reimbursement to the district). [Click here for a list of courses available or to register](#). Contact Jackie at apsi@regionix.org with questions.

Also, schools have two different opportunities to offer online Advanced Placement courses to one or more students.

1. Rural schools (those with a federal [locale code](#) of 41, 42 or 43) qualify to participate in the College Readiness Program with National Math & Science Initiative. Choose from eight different AP courses, receive a laptop for each participating student, and benefit from NMSI academic coaching. Includes tuition and lab fees. For more information, contact Jim Smithwick at jsmithwick@nms.org.
2. All schools may apply for a tuition-only scholarship through NMPED to offer online AP courses not available on their own campus. Applicants must attend a mandatory 30-minute webinar on Monday, May 3 at 3:00 or Friday, May 21 at 3:00. For more information, contact Alexandra Lutz at 505-490-3648 or alexandra.lutz@state.nm.us.

CCRB WELCOMES NEW TEAM MEMBER



The CCRB is pleased to welcome John Gabaldon to our team. He will be supporting our Careers2Community grant, which helps mathematics teachers incorporate career exploration into applied math lessons. He also is the new Region H coach with the following career pathway focus areas: STEM, military, TSA, and certifications. John is an experienced mathematics and Career Technical Education teacher who is passionate about helping students understand the real-world application of what they learn in school. He has over 25 years of experience teaching math: AP Calculus, Pre-Calculus, Algebra 1 2, Pre-Algebra, Honors Math, and at the middle school levels. He also has many years of experience as a Project Lead The Way (PLTW) engineering instructor in Los Lunas. He even served as a Flight Operations Coordinator in the United States Army. Welcome to the team, John!

NMPED/ACTE DIVISION SOCIALS

The College and Career Readiness Bureau has partnered with the New Mexico Association for Career Technical Education to host monthly networking socials. Each month, an online event will allow people from the same career cluster to meet, network, and ask questions. A representative from the College and Career Readiness Bureau will be on the call to answer any questions you may have. This is being designed to create a network of professionals across the state. [To view when your division is meeting and to join, please view this online schedule.](#)

JOIN A LEADERSHIP PROGRAM!

CTE teachers are encouraged to consider applying for a spot on NMPED's highly-visible leadership programs, the State Ambassador and the Secretary's Community Advisory. The State Ambassadors are a cohort of 25 teachers that act as ambassadors for the profession, including assisting in the recruiting and retention of teachers, helping strengthen ties with teacher preparation programs and celebrating the profession with our teachers. The Secretary's Community Advisory will consist of four different cohorts with 15 members each: teachers, high school students, parents/guardians, and business leaders. Their work includes advising the Public Education Secretary on initiatives and being a voice for their communities. The deadline to apply for both programs is May 31, 2021. [Click here to apply for the State Ambassador program](#) and [click here to apply for the Secretary's Community Advisory.](#)

RENEW YOUR LICENSE!

It might be a good time for you to think about renewing your license. All licensure applications and processing fees are accepted online only. Visit the [NMPED Online Licensure Portal](#) to get started. The first time you access the portal, click "Register" to create your account and follow the prompts for application submission. You can apply, pay, and track your application status online. We are currently processing complete applications within 2 to 3 weeks. Should you need assistance, please call 505-827-5800 select option 1 or 2, or email LicensureUnit@state.nm.us.

FEDERAL FUNDING FOR COMPUTER SCIENCE

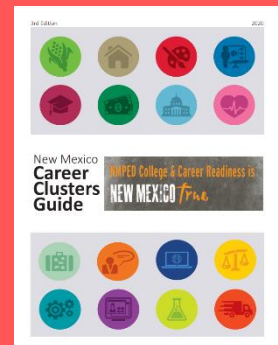
If your school or district is looking for federal funding to help support computer science initiatives, a new resource is available. After Congress passed the American Rescue Plan earlier this year, Code.org created an [ESSER Funding for Computer Science Guide](#). It can help you navigate the more than \$195 billion in emergency funds that the U.S. Department of Education made available for schools. The rescue plan allows flexibility in how these funds are used, including a continued investment in computer science education and professional learning for teachers.

NEW MEXICO GIRLS' STATE

New Mexico Girls' State is an experimental program immersing young women in the inner workings of government. From June 7-11, 2021, participants become knowledgeable of the democratic process and how our republic form of government works by campaigning in mock parties to become city, county, and state officials of their Girls' State. All students that complete the program earn 3 college credits and receive a \$1,000 Eastern New Mexico University (ENMU) scholarship and are eligible to apply for the \$10,000 Samsung American Legion Scholarship. Additionally, two girls are selected as representative to Girls Nation in Washington, D.C. The 2021 program is fully virtual and open to both incoming seniors as well as 2021 graduates. Girls' State is free to attend, but there is a \$20 application fee. [For more information or to apply, click here.](#)

INPUT NEEDED: CAREER CLUSTERS FRAMEWORK

There is still time to provide your input on the Career Clusters Framework. Two decades ago, Advance CTE developed the 16 career clusters framework (STEM, Health Science, Information Technology/Computer Science, etc.) that we still use today. However, Advance CTE is now looking to completely modernize the framework by the end of 2022. By May 7, 2021, anyone can provide their ideas to ensure the framework's relevance for current and future needs of learners at all levels and of the workplace. [If you would like to do so, please visit here.](#)



GET YOUR CAREER CLUSTERS GUIDEBOOK

Now that many students are back in the classroom, we want to remind you of a FREE resource that helps students make important life and career decisions. The 3rd edition of the Career Clusters Guide Book provides a structure for selecting careers based on linking what they know about themselves with information about occupations and typical training requirements. You can order FREE physical copies of the Career Clusters Guide Book for your school/district by filling out [this order form](#). You may also access the digital version of the [English version here](#) and the [Spanish version here](#).

SCHOLARSHIPS OF THE MONTH

Project Lead the Way Lockheed Martin Cybersecurity Grant

- Grantees must implement the PLTW Computer Science Cybersecurity course for the 2021-2022 and 2022-2023 academic years
- Total award: \$10,000
- Application deadline: May 14
- [To apply, click here](#)

The Harbor Freight Tools for Schools Prize for Teaching Excellence

- Annually awards more than \$1 million to 18 outstanding skilled trades teachers and programs in public high schools in the United States
- Three grand prize winners of \$100,000 each and 15 prize winners of \$50,000 each
- You must be a public high school skilled trades teacher applying solo
- Judge are looking for: strong evidence of past teaching success and future innovation, thoughtful and in-depth application, positive data and inspirational storytelling, active engagement with learning modules, and lastly, passion, creativity, and leadership
- Applications are due May 21, 2021 with winners announced in October 2021
- [To apply, visit here](#)

CCRB COACHES

- **Barbara Armijo, Region D**
 - Career Clusters: Education & Training, Human Services
 - Email: Barbara.Armijo@state.nm.us
 - Phone: 505-231-6519
- **Denise Ojeda, Region C**
 - Career Clusters: Architecture & Construction, Manufacturing
 - Email: Victoria.Ojeda@state.nm.us
 - Phone: 505-490-2160
- **Jaime Cherry, Region K**
 - Career Clusters: Information Technology, Computer Science
 - Email: Jaime.Cherry@state.nm.us
 - Phone: 505-469-6744
- **JoAnn Beuerle, Region I**
 - Career Clusters: Agriculture, Food & Natural Resources
 - Email: Joann.Beuerle@state.nm.us
 - Phone: 505-490-3512
- **John Gabaldon, Region H**
 - Career Clusters: STEM
 - Email: John.Gabaldon@state.nm.us
 - Phone: 505-396-1992
- **Rick Schmidt, Region B**
 - Career Clusters: Law, Public Safety, Corrections & Security, Transportation, Distribution & Logistics
 - Email: Rick.Schmidt@state.nm.us
 - Phone: 505-396-1257
- **Susan Chaudoir, PhD, Region G & J**
 - Career Clusters: Hospitality & Tourism, Arts, Audio/Video Technology & Communications
 - Email: Susan.Chaudoir@state.nm.us
 - Phone: 505-827-6723
- **Veronica Sanders, Regions A & E**
 - Career Clusters: Health Science
 - Email: Veronica.Sanders@state.nm.us
 - Phone: 505-660-2541
- **Louise Williams, Region G & J**
 - Career Clusters: Hospitality & Tourism, Arts, Audio/Visual Technology & Communications
 - Email: Louise.Williams@state.nm.us
 - Phone: 505-690-6577

DO YOU HAVE AN EVENT OR STORY YOU WOULD LIKE TO SHARE? REACH OUT TO UR COMMUNICATIONS COORDINATOR AT CHRISTIAN.NARANJO@STATE.NM.US

YOU CAN ALSO CHECK OUT PREVIOUS EDITIONS OF THE [CTE CORNER HERE](#)