



THE COLLEGE AND CAREER READINESS BUREAU'S

CTE CORNER

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CTE BEST PRACTICES: LITERACY IS A CTE ISSUE, TOO

UNIVERSITY OF NEW MEXICO - TAOS

At the University of New Mexico-Taos, 67% of students read below a sixth-grade level. The crazy part is you would probably find similar statistics at colleges and universities across the state.

Jarring numbers like this highlight exactly why the NMPED's Year of Literacy is critical. CTE educators can play a pivotal role in improving literacy.

"I think there's a misconception that early literacy skills have been taught and that door is closed on literacy once a student moves into secondary. But that's not the case," said Victoria Henry, the Supervisor of Adult Community Education Programs at UNM Taos. "Literacy is so much more than phonics. It's a vast progression of thinking skills, communication skills, how we push back and advocate, how we put forth our ideas, and how we comprehend text."

Henry oversees literacy programming at UNM Taos along with the university's high school equivalency program called the Taos Education and Career Center. They provide curriculum design, teaching, and tutoring (primarily to students 16-24 years old).

Henry's experience includes time as a Language Arts teacher at a CTE-focused school in New York. According to Henry, CTE teachers can adjust to improve literacy in their classroom—whether it's an automotive, nursing, or computer science class.

"I think one of the top things any teacher can do to encourage literacy is to incorporate discussion in the classroom—both small group and whole group. We may gravitate toward whole group discussion because we feel like everyone is participating, but it can lead to fewer voices. It's important to build in small group work because everyone gets a chance to participate," Henry said.

STORY CONTINUES ON PAGE 2...

MESSAGE FROM TEAM CCRB:

VERONICA SANDERS



Greetings CTE leaders! I'd like to start by thanking you for your continued hard work and dedication to students! We, in the College and Career Readiness Bureau (CCRB), have heard about the challenges you are facing with staff shortages due to the virus and we want to commend you for everything you do and send well wishes to those of you that have been fighting off illnesses.

I've been with the CCRB since April, 2020 and I am amazed at what you all have done over the past two years. Many of us in CCRB have had the opportunity to work with you in our pre-CLNA work sessions and are so pleased by your positive spirit and willingness to go the extra mile to meet the needs of your CTE staff and students. Recently, many of you have reached out for assistance with your Annual Performance Report, data analysis, budgeting questions and program alignment. Please call or email me or any member of our [CCRB Staff](#) for questions about high quality CTE programs, regional priorities, networking opportunities, work-based learning or even just to share your stories, challenges, and successes. We are always happy to help!

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“CTE BEST PRACTICES: LITERACY IS A CTE ISSUE, TOO” CONTINUED...

Henry points out that another way to strengthen literacy in your CTE classroom is through a balance of opportunities to access to learning materials. Make sure there are oral, visual, and hands-on activities to help students take in information, in addition to reading.

Henry said, “Embrace the multi-level classroom. What you teach whole class is not going to be what everybody needs, and sometimes it’s going to go over some students’ heads. That’s okay.”

CTE educators can help improve literacy by simply shifting their understanding of literacy. We often think literacy is reading and writing skills, but Henry says it is much more than that—it includes how we gather knowledge from the word, how we express what we know, and what we believe. Those skills can translate to any career field.

“It’s really important to get students to know what they’re learning and how they’re learning. There’s been a big shift in math instruction to teach a variety of strategies and explain why they work. Literacy is the same way,” Henry said. “We’re not all going to record our thoughts in the same way. It’s about teaching students a repertoire of reading and writing strategies and getting them to think about why

something works best for them or why something does not work for them.”

It’s no secret many CTE educators feel overwhelmed right now due to low staffing, COVID-19 restrictions, etc. Henry wants to encourage CTE teachers by clarifying that supporting literacy does not have to be an extra burden. Instead, you can implement small adjustments.

“Even if you don’t have time for more planning, small group teaching, or strategic literacy work, small tweaks can make a big difference—include more discussion or swap out a text for a more exciting topic. Tiny changes can

help students with disabilities and English language learners, improving access and equity in your classrooms,” Henry said.

If you are itching for some literacy resources, **Henry provided three simple resources for you.** While the resources are for grades K-6 benchmark grading levels, they provide the key foundational reading and writing skills for teachers working with any age group and any CTE class. The resources can be used to plan instruction or as a framework to consider your current teaching accessibility.

“[LITERACY] IS ABOUT TEACHING STUDENTS A REPERTOIRE OF READING AND WRITING STRATEGIES.”
VICTORIA HENRY

CAREER CLUSTER FOCUS:



MARKETING, SALES & SERVICE

Each month, we are highlighting one of the 16 different career clusters. This month, we focus on the Marketing, Sales & Service career cluster—which helps organizations reach their objectives.

- **Most annual average openings:**
 - Retail salesperson (3,818 new jobs)
 - First-line Supervisors of Retail Sales Workers (1,205 new jobs)
 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (509 news jobs)
- **Highest median annual wage jobs:**
 - Advertising and Promotions Managers (\$133,130)
 - Sales Managers (\$111,570)
 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (\$107,830)
- **Top jobs for middle education (Associate’s degree, Associate’s certification):**
 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (\$38,150 entry annual wage)
 - Real Estate Sales Agents (\$34,820 entry annual wage)
 - Merchandise Displayers & Window Trimmers (\$26,010 entry annual wage)

You can find more information on core skills, pathways, certifications, and more by reading our **Career Cluster Guide Book**. You can view the digital version or order FREE physical books for your classroom.

CCRB WELCOMES NEW CTE DIRECTOR!



Several years passed, and when his shop teacher was ready to retire, he recruited Eric to take over the high school shop as the CTE teacher. In the years that followed, Eric pursued degrees from ENMU, first a Bachelor of Occupational Education and later a Master of Education Administration. Eric has been instrumental in developing CTE programming in his community. While working for ENMU-Roswell, he taught traditional college level courses and developed dual credit programs with three local school districts. He also developed a registered apprenticeship that placed students into paid earn-and-learn positions with local businesses. As a Skills USA Advisor, he had students compete and earn recognition at both state and national level competitions.

Although I will miss being in the classroom, I am excited about the opportunity I will have as the CTE Director - to share my talents, knowledge and love for education with other educators in New Mexico. I look forward to working with our schools and industry partners.”

Gomez intends to build on his key successes in CTE, including helping his students earn paid internships and industry credentials. “I spoke with industry to determine their needs and wants. Then, I worked with a representative from ASE (Automotive Service Excellence) to offer an entry-level certification. I also teamed up with NC3 and Snap ON tools to offer certifications on their equipment,” Gomez said.

Help us welcome Eric Gomez as the state’s new CTE Director! Eric first found his career path in the automotive shop at Dexter High School. He pursued certification as an automotive technician and had a successful career in that industry.

“I am excited to join CCRB as the new CTE Director because of my passion for education, especially CTE,” Gomez said. “I have been involved with CTE as an automotive instructor both in secondary education and post-secondary education and have enjoyed every moment of it!

Our team is very excited to have Eric on our team. Please feel free to introduce yourself or contact Eric with any questions by emailing Eric.Gomez@state.nm.us



REGISTER NOW FOR EDGAR TRAINING

Calling all CTE administrators! The College and Career Readiness Bureau is hosting a four-hour training session on Tuesday, March 8, 2022 that will cover basic federal grants management requirements and specific allowability concerns for Perkins CTE grant administrators. It will cover issues such as allowable use of funds, time and effort certifications, inventory management, and other related matters. Attendees will also have an opportunity to ask questions regarding implementing federal awards. **Registration is required.** [Click here to register and to add the event to your calendar.](#)

NMACTE SEARCHING FOR BOARD OF DIRECTORS, MONTHLY SOCIALS CONTINUE

The New Mexico Association for Career and Technical Education (NMACTE) is looking for new board members to represent Business and Trades & Industry. Responsibilities include quarterly meetings, assisting with the annual conference, representing your division, and helping lead the monthly social. The positions require a 2-3 year commitment. Please email Carol McAlister at carol.mcalister@carlsbadschools.net for an application by March 15, 2022.



NMACTE hosts monthly socials! They take place the first Wednesday of each month at 4:30 p.m., which means the next social is February 2, 2022. After brief announcements, divisions break out to collaborate on ways to improve CTE. Socials are open to anyone (teachers, administrators, counselors, etc.), regardless if you are an NMACTE member. Please save the Zoom link in your calendar! <https://us02web.zoom.us/j/81659039380>

LAS CRUCES CTE TEACHER EARNS NATIONAL RECOGNITION

Las Cruces High School agriculture teacher Rachel Knight took home an impressive award—the National Association for Agricultural Educators (NAAE) Convention Award - which recognizes those who made a positive impact



on another teacher. Fellow agriculture teacher Raul Perea recommended Rachel for the honor, citing her as an integral part of his success in the profession. Rachel currently serves on the board for NMACTE. She helps educators grow by facilitating professional development to CTE teachers across New Mexico. Congratulations, Rachel!

COMPUTER SCIENCE SUMMIT APPROACHING

Attention all CTE teachers—this computer science event may be for you. The Computer Science Teachers Association's (CTSA) Summit on February 12, 2022, from 9 a.m.-2 p.m., will help all teachers explore ways to integrate computer science into all subjects and grade levels. The CS Across the Curriculum summit is tailored for teachers who teach any subject in grades K-12. Scholarships are available, and pre-registration is required by February 10, 2022. [For more information or to register, click here.](#)



GIRLS WHO CODE SUMMER PROGRAMS

Girls Who Code is inviting current high school students who identify as girls or non-binary to apply for their free programs this summer! The two-week, introductory Summer Immersion Program (SIP) hosts current 9-11th graders in live, virtual classrooms led by industry-leading companies like EA, Pfizer, and ViacomCBS. Students will learn HTML, CSS, and JavaScript while getting an inside look into the tech industry. Meanwhile, their Self-Paced Program offers independent study and real-world projects for current 9-12th graders to earn beginner-level badges in HTML, CSS, and JavaScript for web development or an intermediate-level badge in Python for cybersecurity. Programs are available June 17-August 12, 2022. The early application deadline is February 16, 2022, and regular-decision applications are due March 18, 2022. [Complete the application here.](#)



UNDERSTANDING PERFORMANCE INDICATORS

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 Perkins V baseline targets are based on prior data. To help you better understand performance indicators, we delve into one indicator each month. **This month, we will cover 5S4: Program Quality Total.**

Numerator: Number of CTE Concentrators:

- who graduated in the reporting year and
- either earned a state-recognized CTE credential, enrolled in a CTE dual credit course in the program in which they are concentrating, or completed a course identified as work-based learning



Denominator: Number of CTE concentrators who graduated in the reporting year

State baseline: 45%

Multiracial: 33.9%

Caucasian: 46.71%

Male: 46.05%

English learners: 43.37%

Individuals with disabilities: 41.83%

Hawaiian Pacific Islander: 54.55%

Female: 50.74%

Homeless individuals: 47.06%

Individuals from economically disadvantaged families: 49.37%

Hispanic: 49.52%

African American: 51.09%

Youth who are in, or have aged out of, the foster care system: 60%

Individuals preparing for non-traditional fields: 52.90%

Native American: 45.60%

Asian: 33.96%

Youth with a parent who is an active duty member of the armed forces: 44.86%

Single parent: 40.74%

CTSO OF THE MONTH: EDUCATORS RISING



NEW MEXICO

Educators Rising New Mexico cultivates highly skilled educators by guiding young people on a path to becoming accomplished teachers, beginning in high school and extending through college and into the profession. The 2022 Educators Rising NM State Conference titled "Reimagining Education: A Call to Action" is around the corner, and registration closes on February 16, 2022. The northern region conference will take place February 25, 2022 at the CNM Workforce Training Center in Albuquerque while the southern region conference is set for March 11, 2022 at NMSU. [For more information, click here.](#)

Website: www.educatorsrisingnm.nmsu.edu

Phone: 575-646-2902

Email: edrisingnm@nmsu.edu

For a full list of CTSOs in New Mexico [see the CTSO page](#) on the CCRB website.



LITTLE LIBRARIES COMPETITION

There's still time to participate in the NMPED's little libraries competition to celebrate the state's Year of Literacy. Schools can compete to design or build a little library (specifications provided). The winner in the build category will be featured in social media posts and installed in front of the NMPED building. Submissions are due March 17, 2022. For more information, [please click here.](#)



SOFT SKILLS PROGRAM

The UNM Mentoring Institute is offering the A+ Soft-Skills program free to high school juniors and seniors. Student's comprehension of skills necessary to be successful in the workplace is enhanced through 56 lessons in a variety of categories. You can apply for the program at the UNM Mentoring Institute website or you can learn more about the software here. For questions, reach out to Barbara Martinez at barbara@21stcenturysolution.com.

P2C CAREER EXPLORATION IN CORE MATH CLASSES

AP WHAT'S HAPPENING WITH AP?

Pathway2Careers (P2C) brings career exploration into core math instruction with a complete, online (PDF or interactive) textbook and other resources. Curious teachers are invited to join New Mexico teacher leaders on Feb 23, 2022, 4:30-6:30pm, for an overview of the resources and assistance with integrating them into existing curricula. [Click here to register](#), or contact Patricia Carden at pcarden@nmsu.edu.

All Pathway2Careers courses (8th grade math, Algebra I, Geometry and Algebra II) include short, standards-aligned assessments. Quantile measurements are free, and teachers may use these assessments even if they are not using the P2C curriculum. [Get started here.](#) For more information about how to use P2C assessments, contact John at 505-396-1992 or John.Gabaldon@state.nm.us.

- **Advanced Placement Spring Workshop Call for Presenters:** We are now accepting proposals for engaging one-hour professional learning presentations; please complete the [AP Spring Presenter Proposal](#) by February 10, 2022. Your willingness to share your best practices supports dynamic professional development and can enhance student achievement. For questions, reach out to Melissa.DeLaurentis at or 575-490-3512.
- **Big Future Scholarships:** College Board is offering students in the class of 2023 scholarship opportunities by completing steps to plan for college. Students who build a college list can win \$500 or even a \$40,000 scholarship. The earlier students develop their college list, the more chances they have at winning. Check out [BigFuture Scholarships](#) for details.
- **AP Potential:** When considering scheduling, recruitment, and registration for AP courses, consider using College Board's AP Potential tool - in addition to grades, student motivation, and teacher recommendations - to increase equitable access. [AP Potential](#) uses score data to identify students who are ready for AP. It is accessible to school SAT coordinators, AP educators, and students who have taken any exam in the SAT suite. Free technical assistance is available! Contact Melissa.DeLaurentis@state.nm.us or 575-490-3512.



DATES AND DEADLINES



SCHOLARSHIP OF THE MONTH

You can stay up to date with deadlines and events on the PED calendar! To learn more about the following events, [click here:](#)

- **February 2:** AP Winter Workshops
- **February 8:** Region G CLNA Meeting #1
- **February 10:** CS Across the Curriculum Summit Registration Deadline
- **February 12:** CS Across the Curriculum Summit
- **February 14:** Region I CLNA Meeting
- **February 15:** Region C CLNA Meeting
- **February 16:** Region E CLNA Meeting
- **February 16:** Region H CLNA Meeting
- **February 17:** Region B CLNA Meeting
- **February 18:** Region G CLNA Meeting
- **February 23:** Region K CLNA Meeting
- **February 23:** Region A CLNA Meeting
- **February 23:** Region H CLNA Meeting
- **February 23:** Counselor Conference
- **February 23:** Pathway2Careers Professional Learning
- **February 25:** Educators Rising New Mexico Conference (Northern)
- **March 1:** Honeywell HOPE Scholarship Deadline
- **March 2:** Region D CLNA Meeting
- **March 8:** EDGAR Training

- Honeywell is looking for students who want to do work that matters by offering a scholarship that is designed to help students build high tech, rewarding, and high-paying careers in advanced manufacturing
- Scholarships range from \$1,000 to a full-ride scholarship to two-year trade or technical program at a local community college
- Students must be U.S. citizens and meet these requirements:
 - High school senior graduating from a high school in Albuquerque
 - Minimum GPA of 2.5 in their senior year
 - Plan to pursue a manufacturing or trade degree
 - Demonstrate a financial need
- Application due March 1, 2022,
- [Apply here!](#)

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CTE Region D
 Initiatives: Counselors, FAFSA, Next Step Plan
 CTSO: Educators Rising



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Regions G & J
 Initiatives: Climate Change
 CTSO: FCCLA



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Region K
 Initiatives: Dual Credit, Computer Science
 Strategic Plan
 CTSO: CS Alliance



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Region I
 Initiatives: Advanced Placement
 CTSOs: BPA, DECA



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Region H
 Initiatives: Careers2Community, Certifications
 CTSOs: TSA, STEM Challenge



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Region I
 Initiatives: Careers2Community
 CTSOs: BPA, DECA



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Region C
 Initiatives: Certifications
 CTSO: SkillsUSA



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Region B
 Initiatives: Office for Civil Rights/Federal Compliance for
 LEAs, Equity
 CTSO: CTLP



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Regions A & E
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 CTSO: HOSA



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 CTSO: FCCLA



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Initiatives: Newsletter, Career Cluster
 Guide Book