



upliftED
EDUCATION FOR EMPLOYMENT

SAIL TO

NOVEMBER 4, 2019 • ORLANDO, FL

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Welcome

Daisy C Franklin, MSW
UpliftED

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FOUNDATION



VALENCIA COLLEGE

Special Thanks to:



Heart of Florida United Way



SAIL to 60 Planning Committee

- Annie Jones - Heart of Florida United Way
- Anthony Cook - School District of Osceola County
- Ashley Gastel - Education Consultant
- Karl Allen - CareerSource Central Florida
- Keren Rohena - Heart of Florida United Way
- Ray Larsen - Heart of Florida United Way
- Zoé Colón - University of Central Florida/Parramore Education & Innovation District

Opening Remarks

Hear from two partners of
UpliftEd and why they
support its work

01



Opening Remarks

Daniel Barkowitz

Assistant Vice President of Financial Aid
and Veterans Affairs
Valencia College

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WiFi & Social Media

- GWguest
- @UpliftedCF
- #SAILto60 #uplifted

Special Remarks

Kate Wilson

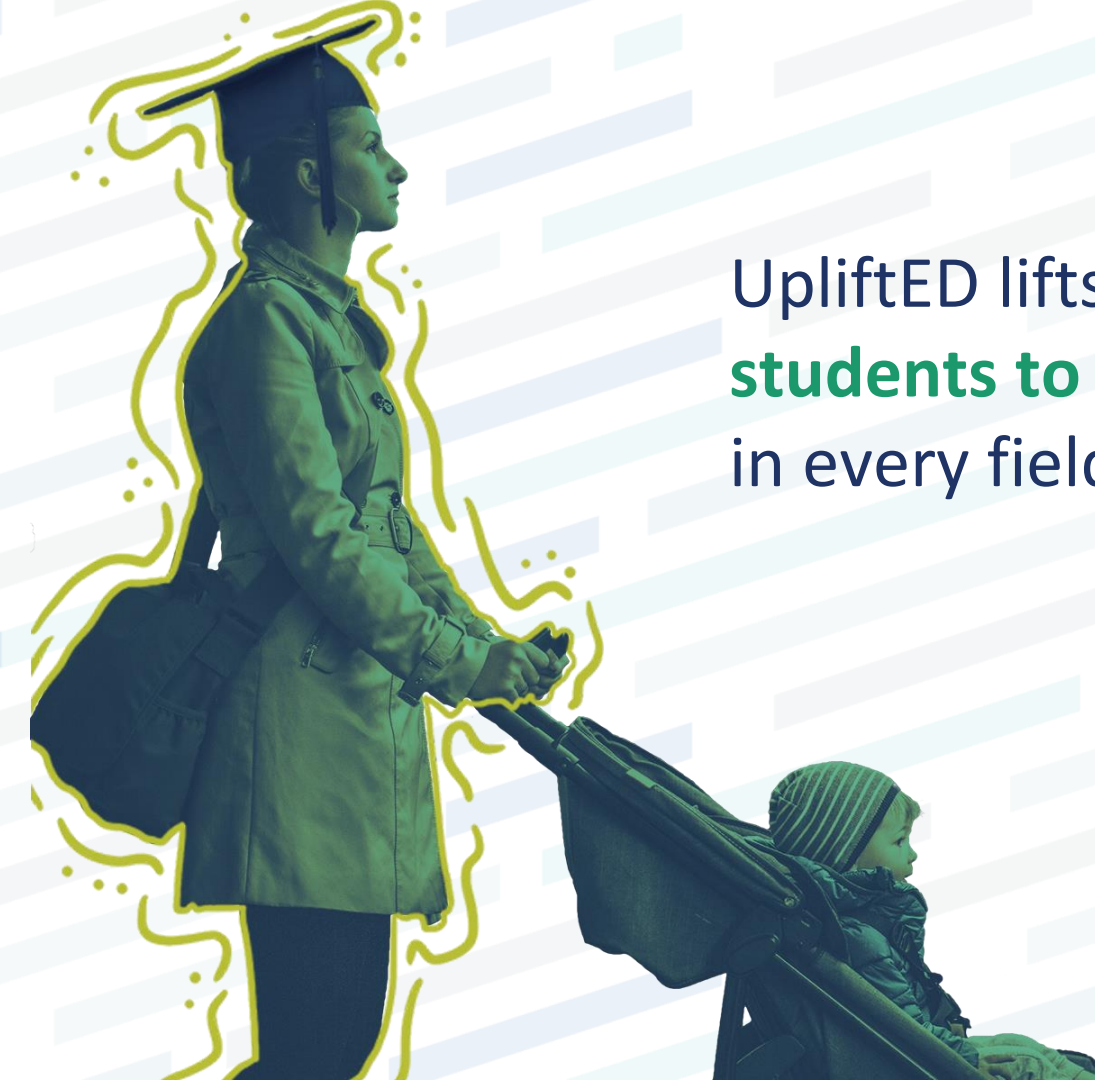
Senior Vice President
Community Affairs Manager – Florida
Wells Fargo

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A woman in a graduation cap and gown is pushing a stroller with a child inside. The woman is wearing a dark graduation cap and a dark, long-sleeved gown. She is pushing a black stroller with a child inside. The child is wearing a striped hat and a dark jacket. The background is white with diagonal light blue and green stripes. The text is in the center-right of the image.

UpliftED lifts lives, **preparing students to thrive** in great careers in every field.

#SAILto60

Setting the Stage

Learn more about Local College Access Networks, HB7071 & SAIL to 60

02



What is a College Access Network and Why They are Important to the Success of SAIL to 60?

Laurie Meggesin

Executive Director

Florida College Access Network

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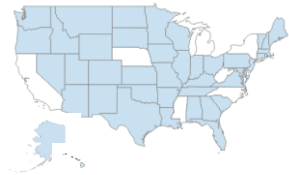
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House Bill 7071

SAIL to 60 Initiative

- **GOAL:** To increase the percentage of working-age Floridians with degrees, certificates, education and training beyond high school to 60% by 2030
- Tasks the business-led and education supported **Talent Development Council** to develop a strategic plan to achieve 60% goal

Attainment goals serve as a “north star” to guide talent development strategy. **42 states** have set an attainment goal to guide talent development and economic prosperity.



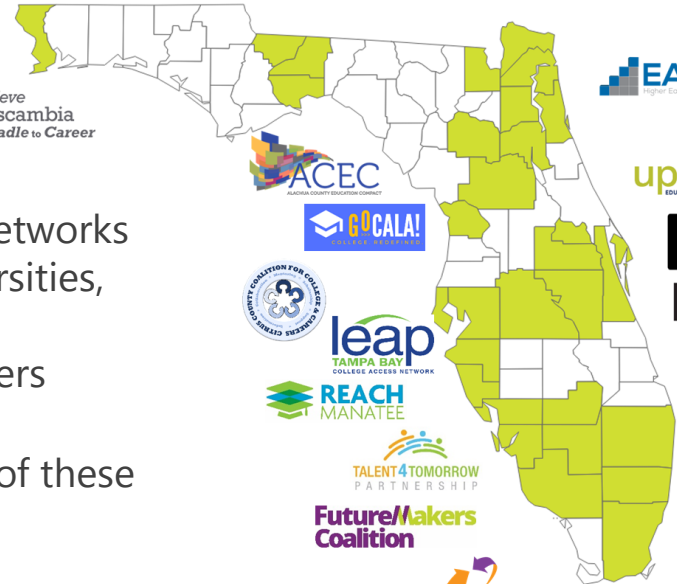
Local College Access Networks are **cross-sector partnerships** that **create solutions** to support local **talent development**.

17 regional networks throughout Florida



600 organizations and institutions within these networks including school districts, colleges and universities, career and technical colleges, nonprofits, philanthropy, business and government leaders

82% of Florida's population is supported by one of these coalitions



FCAN's Mission: To create and strengthen a statewide network that catalyzes and supports communities to improve college and career preparation, access, and completion for all students.



Research and Data FCAN publishes research and data on evidence-based practices and policy opportunities to strengthen Florida's talent pool. Recent publications highlighted student experiences with financial aid, transfer policies, and developmental education reform.

Local college access networks (LCANs) LCANs represent 78% of the state's population. These organizations are made up of community leaders who come together to create solutions and partnerships to support local talent development.



Statewide Initiatives FCAN coordinates four College Ready Florida initiatives to increase access to resources to support students in continuing their education after high.

A high school diploma alone is **no longer** the ticket to the middle class.

50
% Recent high school graduates with jobs after high school

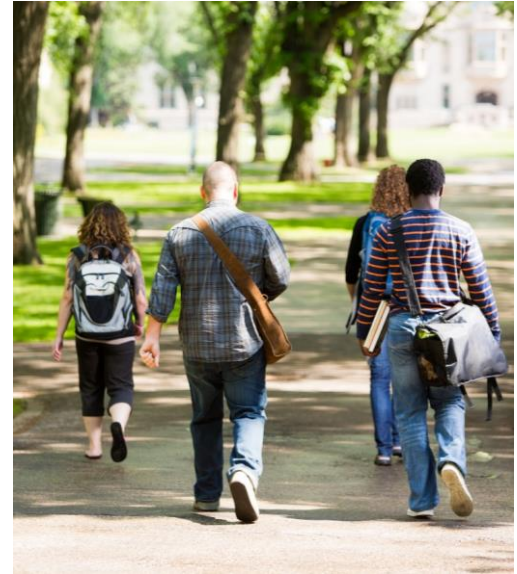
- Median annual earnings: **\$12,000**

28
% Working-age Floridians with only high school diploma

- Median annual earnings: **\$27,522**

12
% Working-age Floridians with some college, but no degree

- That is **1.3 million** residents



Working-Age Adults (Age 25-64) with a High-Quality Degree or Credential

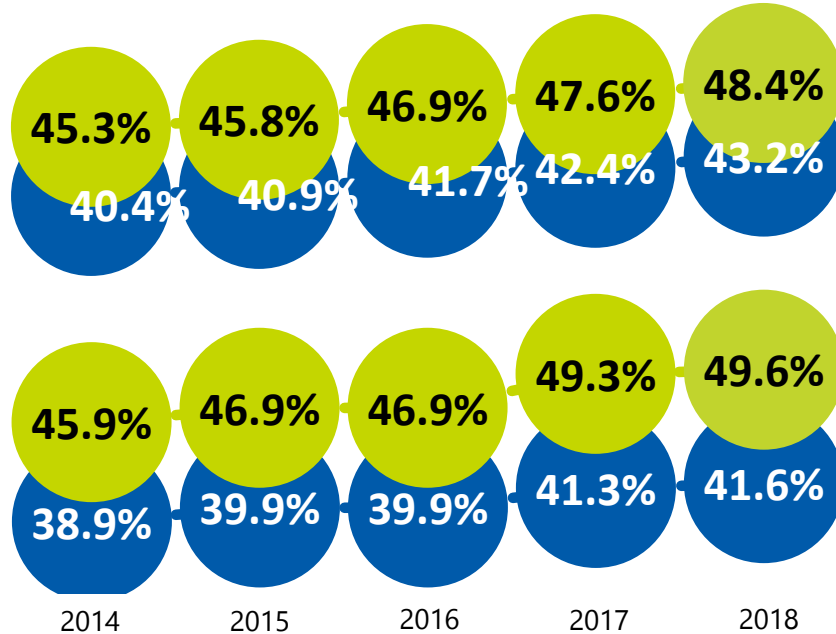
UNITED STATES

48.4% ↑ 3.1%
since 2014

FLORIDA

49.6% ↑ 3.7%
since 2014

ranks 22nd among all states in the U.S.

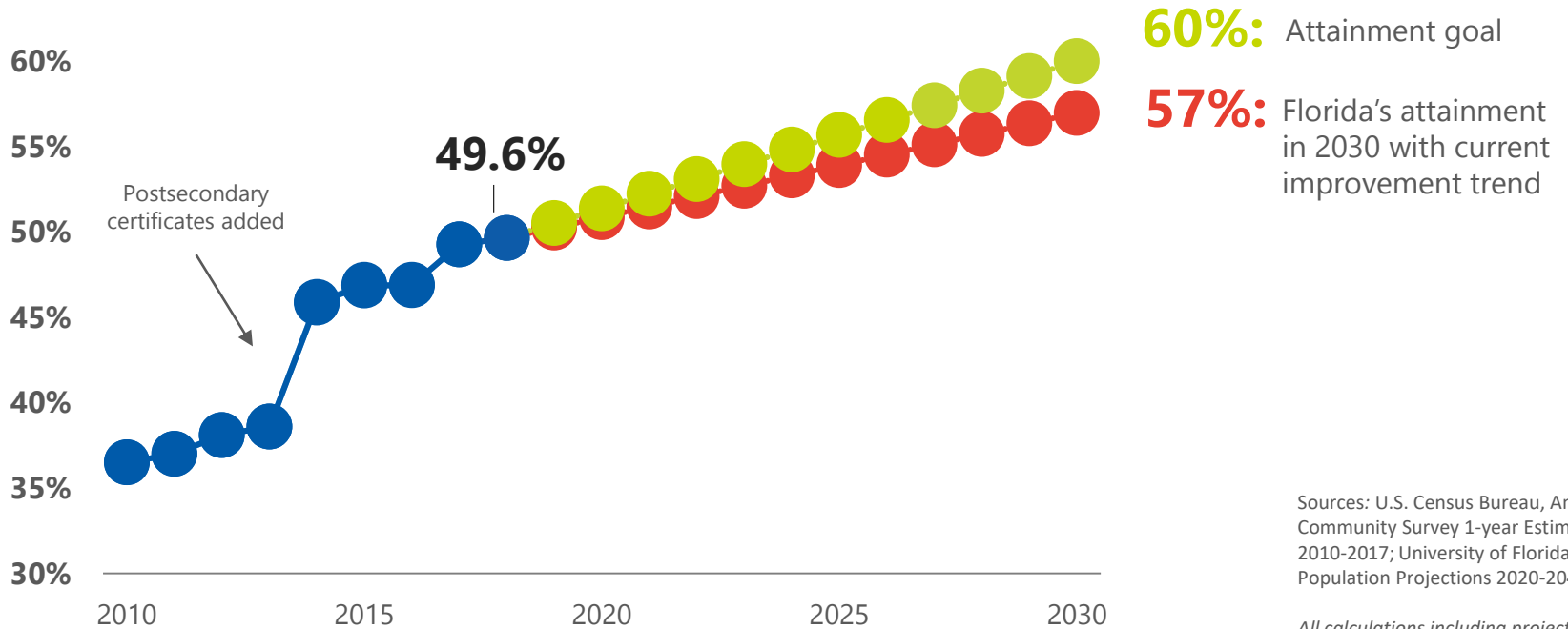


■ 2-year degree or higher ■ Includes workforce-relevant certificates

*An estimated 8% of Florida residents and 5.2% of U.S. residents hold a workforce-relevant certificate, according to Lumina Foundation. These data are not yet available at the county level.

Source: U.S. Census Bureau, American Community Survey 1-year estimate and Lumina Foundation Stronger Nation Report

At our current rate, **Florida will fall short** of the talent needs our economy demands.



Sources: U.S. Census Bureau, American Community Survey 1-year Estimates, 2010-2017; University of Florida, BEBR, Population Projections 2020-2045

All calculations including projections completed by FCAN.

County	25 to 64
Alachua	53.6%
Baker	21.8%
Bay	34.0%
Bradford	19.8%
Brevard	43.2%
Broward	43.9%
Calhoun	15.1%
Charlotte	30.8%
Citrus	26.0%
Clay	36.3%
Collier	38.8%
Columbia	27.7%
DeSoto	13.3%
Dixie	14.3%
Duval	40.2%
Escambia	41.8%
Flagler	32.1%
Franklin	22.4%
Gadsden	22.8%
Gilchrist	25.3%
Glades	17.3%
Gulf	24.8%
Hamilton	14.9%

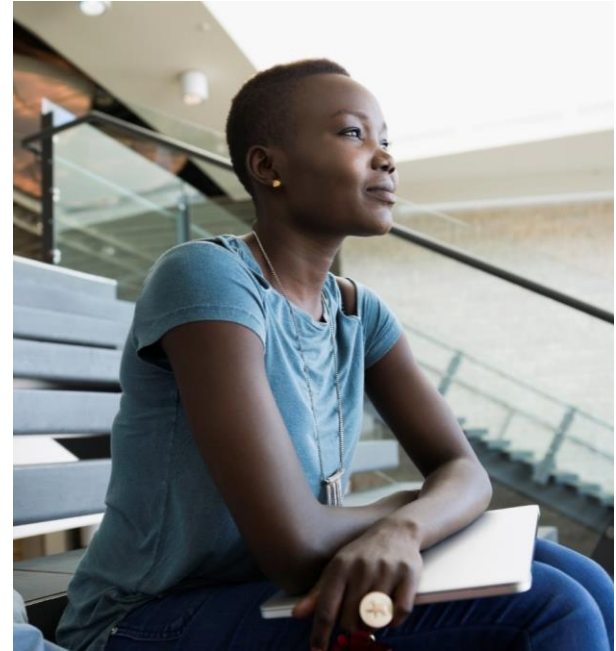
County	25 to 64
Hardee	12.3%
Hendry	14.3%
Hernando	29.4%
Highlands	25.7%
Hillsborough	43.8%
Holmes	17.2%
Indian River	36.9%
Jackson	20.8%
Jefferson	29.4%
Lafayette	20.3%
Lake	34.2%
Lee	35.5%
Leon	56.4%
Levy	19.6%
Liberty	16.3%
Madison	22.6%
Manatee	37.1%
Marion	27.9%
Martin	43.4%
Miami-Dade	40.2%
Monroe	40.2%
Nassau	35.0%
Okaloosa	41.6%

County	25 to 64
Okeechobee	18.6%
Orange	45.8%
Osceola	31.2%
Palm Beach	44.4%
Pasco	37.4%
Pinellas	42.6%
Polk	29.3%
Putnam	18.6%
Santa Rosa	42.1%
Sarasota	40.8%
Seminole	55.0%
St. Johns	54.1%
St. Lucie	30.7%
Sumter	31.6%
Suwannee	19.5%
Taylor	19.0%
Union	16.3%
Volusia	34.4%
Wakulla	26.0%
Walton	34.5%
Washington	17.9%
Florida	41.3%
United States	42.4%

Sources
 Florida and United States:
 U.S. Census Bureau,
 American Community
 Survey 1-year estimates,
 2017
 Counties: U.S. Census
 Bureau, American
 Community Survey 1-year
 estimates, 2017

To grow Florida's talent pool, **today's students** need the **opportunity to achieve their highest potential**

- 53** % come from low or moderate income households
- 43** % attend school part-time
- 37** % are age 25 or older
- 83** % of full time, first time in college students receive federal, state, and/or institutional financial aid.



Source: Integrated Postsecondary Education Data System (IPEDS)

We believe in the power of
education to **transform**
futures.

Where are we now?
Policy Update on
HB7071 and SAIL to 60

Nicole Washington
Principal
Washington Education Strategies

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“Education is the most
powerful weapon which
you can use to change the
world.”

Nelson Mandela





Live Q&A with
Representative Rene
“Coach P” Plasencia

Moderated by Nicole
Washington

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What are your questions for
"Coach P"?

What do you want to see from
the Talent Development
Council?





Be sure share your experience on social media:

- @UpliftedCF
- #SAILto60 #uplifted

Why does it matter?

Learn why SAIL to 60 matters to Central Floridians and our workforce

03



SAIL to 60 in Central Florida through the eyes of ALICE

Ray Larsen

Vice President for Collective Impact
Heart of Florida United Way

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UNITED WE FIGHT.
UNITED WE WIN.

LIVE UNITED

Sail to 60

November 4, 2019

Heart of Florida United Way
www.HFUW.org

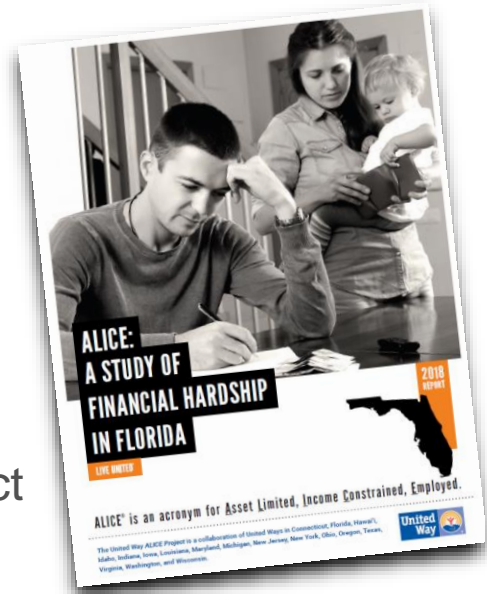


UNITED WE FIGHT.
UNITED WE WIN.

LIVE UNITED

What is ALICE?

- Asset Limited Income Constrained Employed
- Examines *working* people living above the poverty line, but still struggling
- Data demonstrates that federal poverty rate is not an accurate measure of the true scope of need
- Eighteen states participated in United Way ALICE Project
- Third report HFUW has participated in (2014, 2016, 2018)



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UNITED WE WIN.

LIVE UNITED

What does the report say?

- People are working hard, but are still unable to make ends meet
- Economic recovery did not reach all
- Poverty rate doesn't tell the whole story
- Cost of living has outpaced wage growth



LIVE UNITED

Local Data Overview

#LIVEUNITED

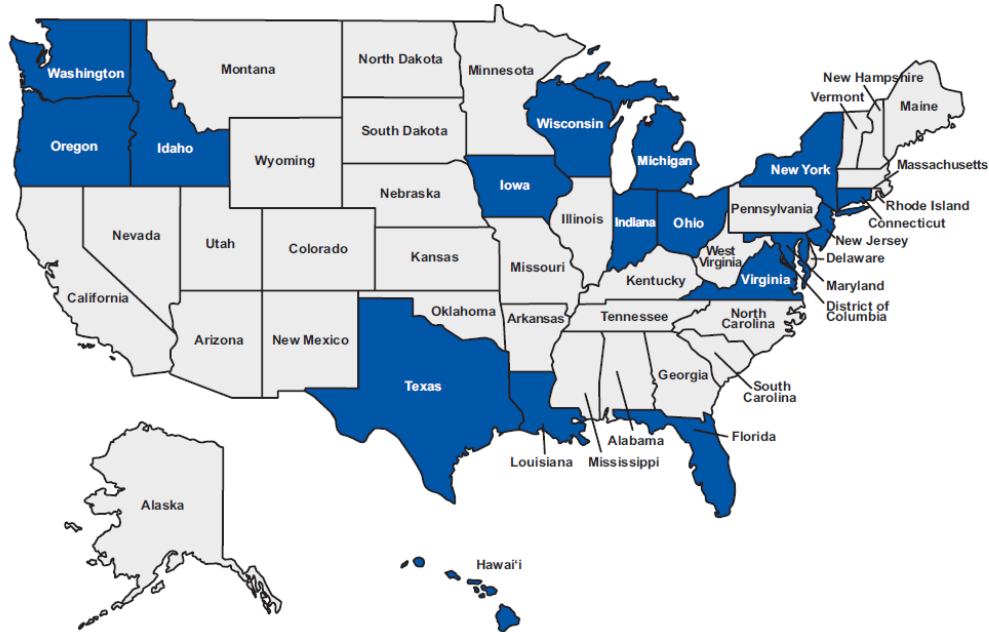
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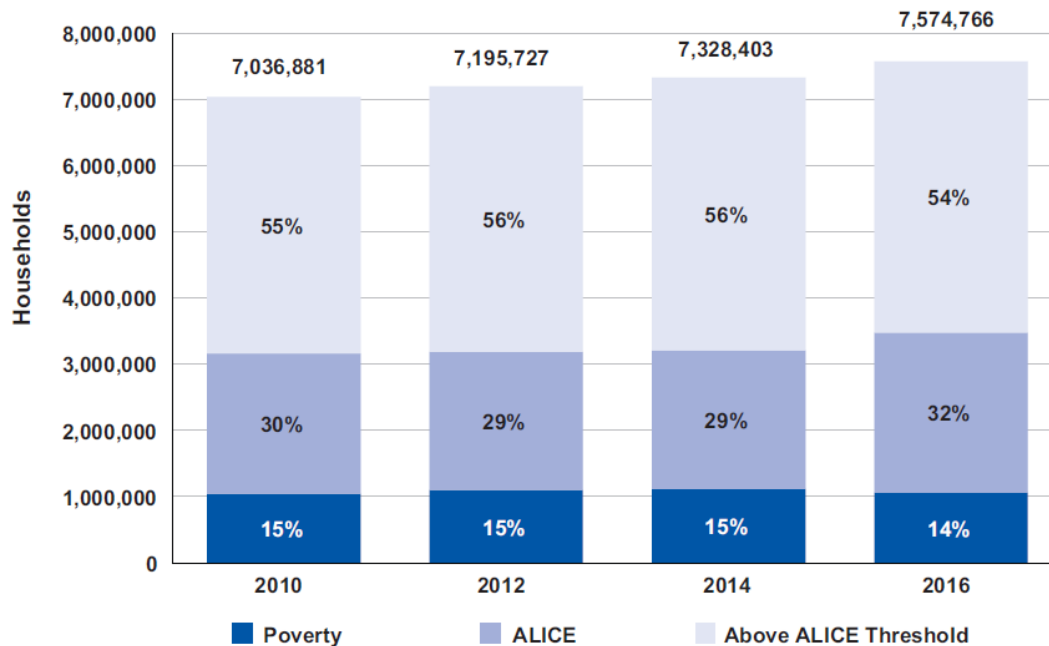
States with ALICE Reports



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Household Income, Florida, 2010 to 2016

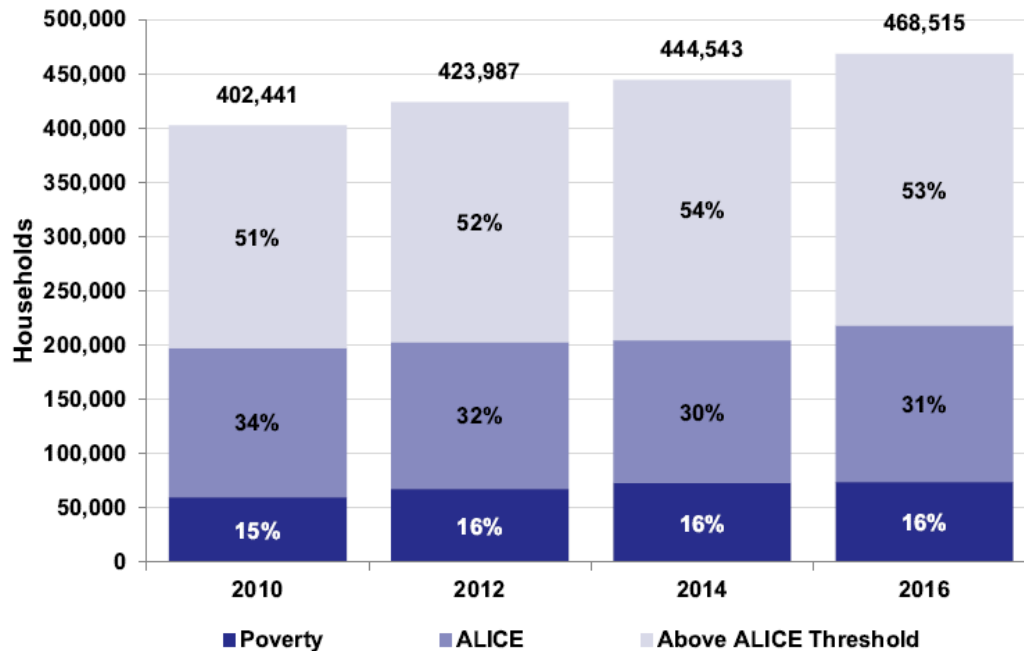


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Household Income, Orange County, 2010 to 2016

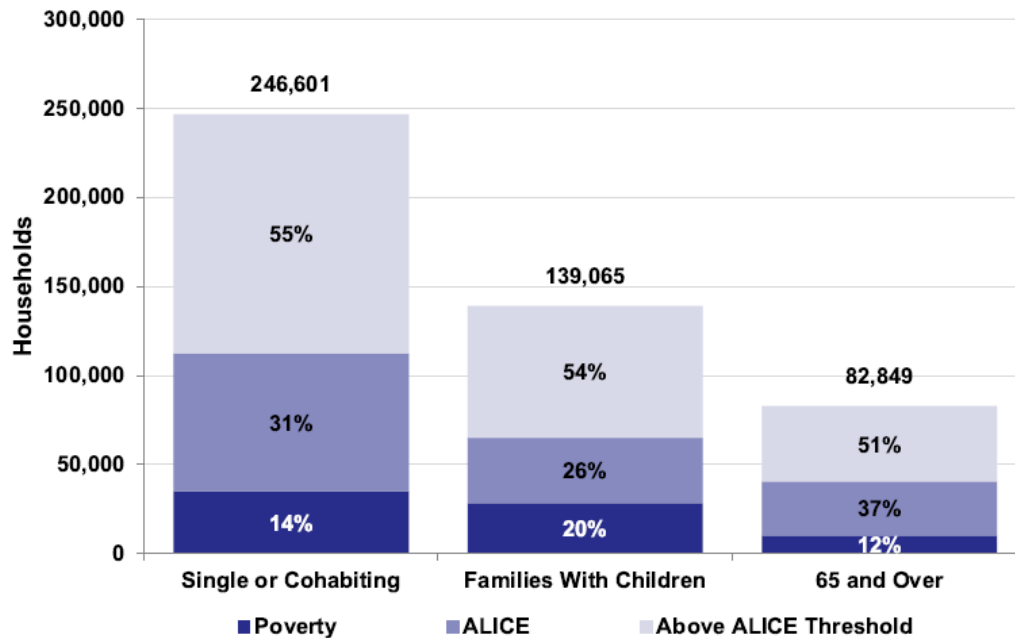


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Household Types by Income, Orange County



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What is ALICE?

The Report **IS**:

- A way to quantify need among a demographic that has existed for a long time.
- A way to combat misconceptions with numbers.
- Data to support United Way's case in working toward *prevention*.

The Report **IS NOT**:

- Not an initiative, a product, a program, a campaign, etc... it's a *report*, it's *data* that supports United Way's work
- Simply an income/minimum wage problem
- A political position

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UNITED WE WIN.

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Orange County Survival Budget

Household Survival Budget, Orange County		
	SINGLE ADULT	2 ADULTS, 1 INFANT, 1 PRESCHOOLER
Monthly Costs		
Housing	\$748	\$1,003
Child Care	\$-	\$1,040
Food	\$164	\$542
Transportation	\$322	\$644
Health Care	\$196	\$726
Technology	\$55	\$75
Miscellaneous	\$173	\$440
Taxes	\$248	\$368
Monthly Total	\$1,906	\$4,838
ANNUAL TOTAL	\$22,872	\$58,056
<i>Hourly Wage</i>	<i>\$11.44</i>	<i>\$29.03</i>

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UNITED WE WIN.

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Central Florida ALICE

47.6 %
in Central
Florida

County	Survival Budget (Family of Four)	Percent ALICE or Below	Number of Families
Orange	\$58,056	47%	220,202
Seminole	\$58,392	39%	65,344
Osceola	\$56,088	57%	57,565

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UNITED WE WIN.

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Central Florida ALICE

Orange	Seminole	Osceola
Tildenville – 98% (498)	Midway – 81% (573)	Kissimmee – 69% (21,587)
Taft – 77% (700)	Sanford – 59% (19,987)	Buenaventura Lakes – 66% (8,392)
Orlo Vista – 73% (2,141)	Casselberry – 56% (10,429)	Campbell – 66% (1,206)
Eatonville – 73% (571)	Goldenrod – 55% (4,880)	Kissimmee CCD – 65% (47,890)

#LIVEUNITED

Ray Larsen

Heart of Florida United Way

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“Education is for improving the lives
of others and for leaving your
community and world better than
you found it.”

Marian Wright Edelman

Why is SAIL to 60 important to the Central Florida Business Community, Workforce Development and Closing the Talent Gap ?

Pamela Nabors

President and CEO

CareerSource Central Florida

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CareerSource
CENTRAL FLORIDA

WE **CONNECT** CENTRAL FLORIDIANS TO CAREERS
AND **DEVELOP** SKILLED TALENT FOR BUSINESSES.

TALENT SOLUTIONS TO
IGNITE YOUR POTENTIAL...
YOUR JOURNEY LIVES HERE

*2019 UpliftED SAIL to 60
November 4, 2019*



WE ARE
CAREERSOURCERS
WHO **INSPIRE**
PEOPLE,
TRANSFORM
BUSINESSES AND
ELEVATE
COMMUNITY.



WE SERVE 5 COUNTIES & SUPPORT 6 HIGH GROWTH INDUSTRIES

Audiences



CAREER SEEKERS

22- 44 YEARS OLD

H.S. DIPLOMA OR SOME COLLEGE
EARNS LESS THAN \$15 /HR.



BUSINESSES

SMALL BUSINESS

5 – 150 STAFF MEMBERS
REPRESENTED

OUR SERVICES

Businesses

FINDING & HIRING QUALIFIED TALENT

- Pre-screenings
- Hiring Events
- Interview Locations
- Job Postings



WORKFORCE INTELLIGENCE

- Employment Data
- Job and Labor Market Trends
- Labor Resources

NEW HIRE TRAINING

- Apprenticeships
- Internships
- Training Programs

APPRENTICESHIPS

PROVEN SOLUTION FOR BUSINESSES TO RECRUIT, TRAIN AND RETAIN HIGHLY SKILLED WORKERS



SKILLED WORKFORCE

Recruit and develop a highly skilled workforce that helps you grow your business



POSITIVE IMPACT TO YOUR BOTTOM LINE

Improve productivity, profitability and your bottom line



REDUCE TURNOVER

Minimize cost with reduced turnover and liability



CUSTOMIZABLE TRAINING

Create flexible training options that ensure workers develop the right skills



RETAIN WORKERS

94% of apprentices continue employment after completing an apprenticeship



DIVERSITY

Foster a diverse and inclusive culture

CSCF APPRENTICESHIP: NONTRADITIONAL

The Hartford



ORLANDO 2019 LABOR FORCE

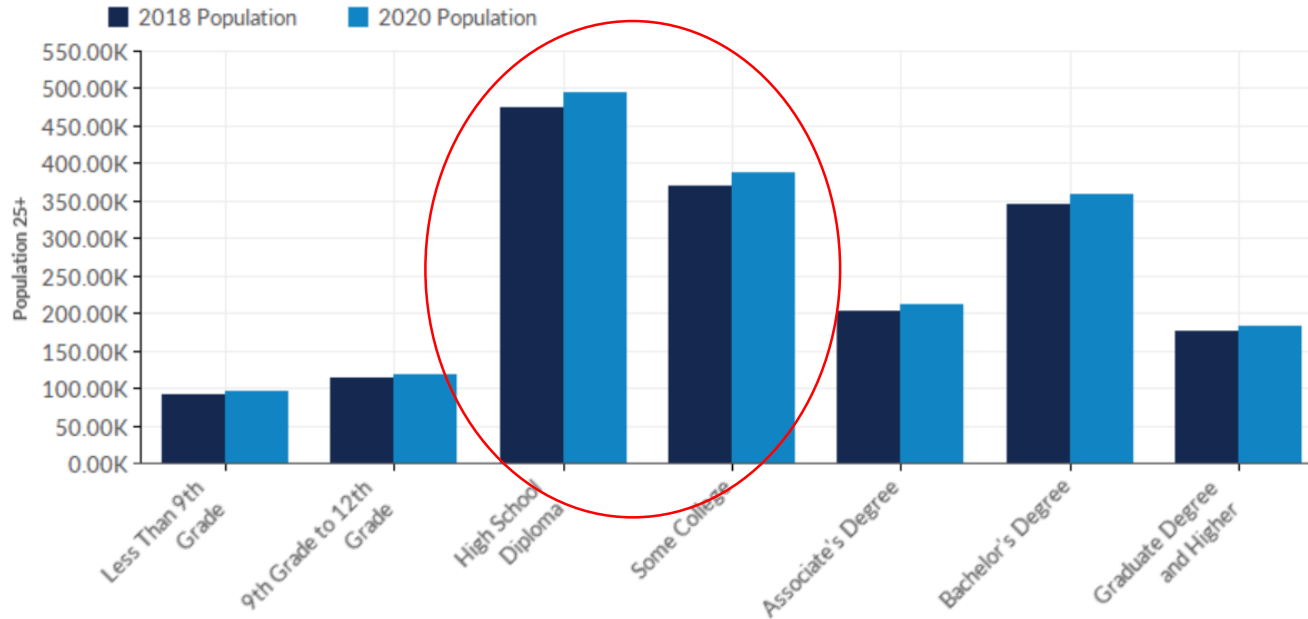


	Population
● Total Working Age Population	2,153,525
● Not in Labor Force (15+) ?	765,473
● Labor Force ?	1,388,052
● Employed ?	1,343,333
● Unemployed ?	44,719
● Under 15	475,238

- Currently the Population is 2.6M
 - Projected to Grow to 2.75M by 2024
- 1.36M Jobs in the Region; Outpacing the National Growth Rate
- Labor Force is 1.38M – With Unemployment Rate Less Than 3%
- Closing Skills Gap to Keep Pace With Job Growth

ORLANDO MSA EDUCATION LEVEL

- **843,500** Adults with H.S. Diploma or Some College in 2019
 - Projected to Increase by About 36,800 in 2020
- Approximately **125,000** Adults Lack A High School Diploma



ORLANDO FASTEST GROWING OCCUPATIONS

- Top 10 Occupations Projected Through 2026 Will Require A Post-secondary Certification or College Degree

Occupation:

1. Physician Assistants
2. Nurse Practitioners
3. Home Health Aides
4. Physical Therapy Assistants
5. Medical Assistants
6. Personal Care Aides
7. Physical Therapists
8. Diagnostic Medical Sonographers
9. Operations Research Analysts
10. Information Security Analysts

Education Required:

- Bachelor's Degree
- Master's Or Higher Degree
- Postsecondary Vocational
Associate Degree
- Postsecondary Vocational
- Postsecondary Vocational
- Master's Or Higher Degree
- Postsecondary Vocational
- Master's Or Higher Degree
- Postsecondary Vocational

PANEL DISCUSSION

PANELISTS

Carolyn McMorran

Assistant Vice President of Professional
Continuing Education Valencia College

Dr. Michael Armbruster

Associate Superintendent for Career and Technical
Education Orange Technical College

Paul Moore

Senior Manager of Operations Engineering
Lockheed Martin Missiles and Fire Control

Morning Recap and Next Steps

04



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What's Next?

Visit the Mainsail – Learn more, get connected & engaged

Provide Feedback – Simply text **SAIL** to **898-211**

Meet back at 12:45

Enjoy Lunch!

Afternoon Breakout Sessions

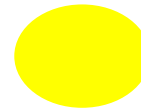
Learn more about UpliftED's
work in detail and help create
its 2020 working agenda.

05



Impact Team Round Robin

Adult Learner



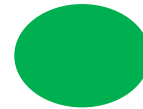
Garage

Career Connections



Theater

Policy



Workshop

Scholarships & Financial Aid



Theater

Wrap-up & Close

06



Key Takeaways



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Let's Stay Connected



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goingtocollege@hfuw.org



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Thank you!

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