



WELCOME!

Marna Lombardi, M.B.A.

Grant Coordinator

LeeAnne Del Rio, Ed.D.

Grant Coordinator

Stephanie Robb, M.A.

Articulation/Tech Prep Coordinator



Collaborating Grants Maximizing Efforts

LET'S GET STARTED

Quick Assessment for each of us

Let's have fun!

STAND UP...

◉ Step 1

- Put your hands out



Are your thumbs pointed away from your body?

◉ Step 2

- Put your hands to the side



Are your thumbs turned toward your body?

or



CLASP YOUR HANDS

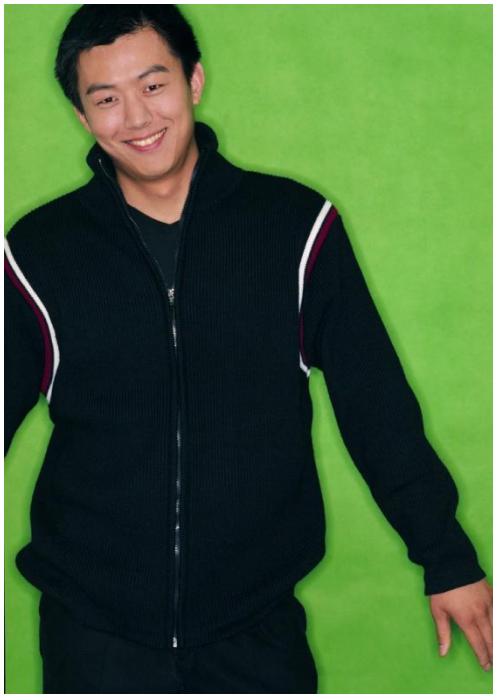
Is your right thumb on top?

or

Is your left thumb on top?

FIND A PARTNER - FACE EACH OTHER AND ASK THESE QUESTIONS...

- ◉ Which shoulder is higher? Is it the left or right shoulder?
- ◉ SMILE - do you have one corner of your mouth higher than the other?



THE REST OF THE QUESTIONS CAN
BE DONE AT YOUR SEAT !

Please be seated...



❧ Thank You ❧

WHEN YOU MEET PEOPLE DO YOU:

- Remember names

- Remember faces

or

George Washington



FOR YOUR FRIENDS AND FAMILY:

- Do you like to keep feelings to yourself



or

- Do you like to share your feelings



IN SCHOOL DO YOU:

◉ Prefer multiple choice tests



or

◉ Prefer essay tests

Answer the following questions below.

31. What was the Fugitive Slave Act? How did the North and South react to it? (10 points)
A complete answer will include the following: you need to be more specific.
1. A definition of the Fugitive Slave Act (4 points) The north opposed it because
2. Did the North oppose or support it? (1 point) they didn't want to cooperate
3. Why? (2 points) with slave catchers.
4. Did the South oppose or support it? (1 point)
5. Why? (2 points)

The Fugitive Slave Act was a law that let slave owners recapture their runaway slaves. The north opposed of it. The North didn't want slavery and this would make slavery go up. The south supported it. Most all slave owners lived in the south and wanted slavery. If they got their slaves back slavery would keep going.

-2

AT HOME AND AT SCHOOL:

◉ Do you like to do one thing at a time

◉ Do several things at once

or



IS YOUR FREE TIME:

⦿ Planned and structured

⦿ Is it spontaneous, impulsive

or



IN YOUR FREE TIME WITH YOUR FRIENDS ARE YOU:

- ◉ Not the risk taker

or

- ◉ A risk taker, a daredevil

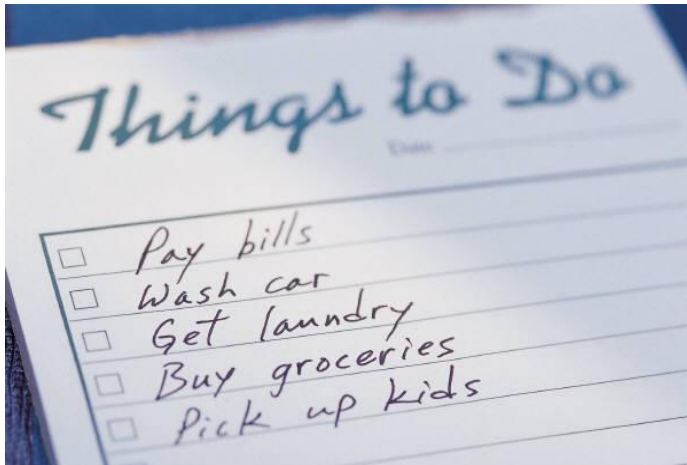


GETTING YOUR WORK DONE:

◉ Do you like to make lists

or

◉ Do you dislike lists



IN THE CLASSROOM OR LEARNING NEW THINGS DO YOU:

- ◉ Have a long attention span, can concentrate for long periods of time
- or
- ◉ Do you have a short attention span, does your mind wander



THINK OF YOUR BACK PACK, YOUR DESK OR YOUR ROOM AT HOME:

◉ Do you like neatness and order, everything in its place

or

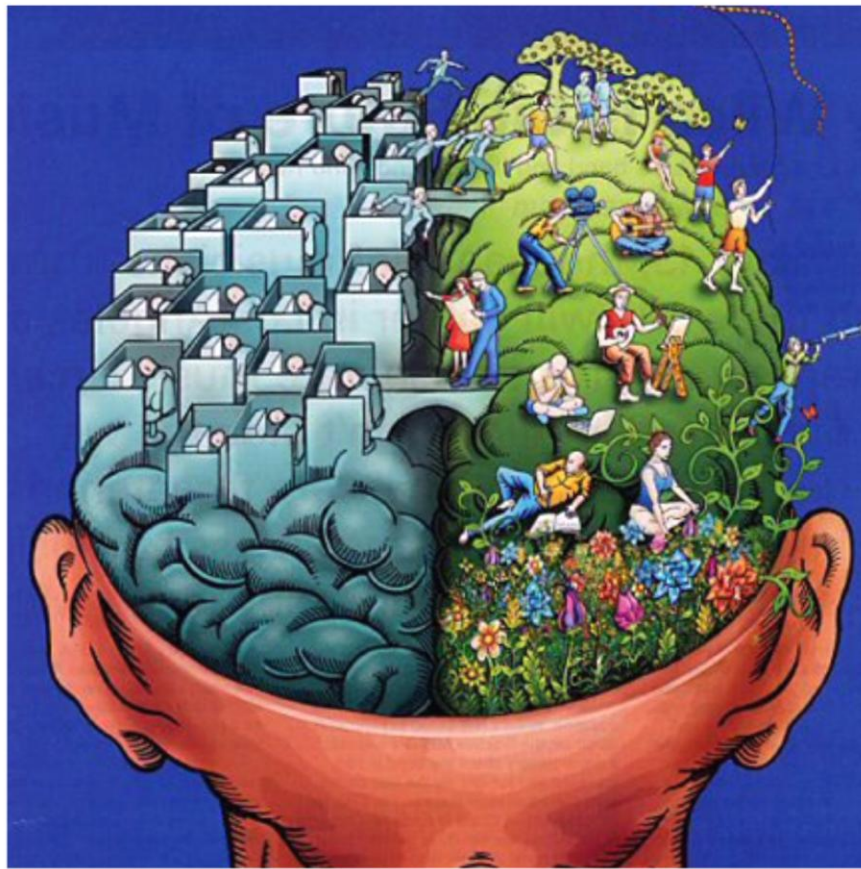
◉ Is messy and disorganized, do you jam-it, cram-it approach



RIGHT BRAIN / LEFT BRAIN

GOOD NEWS:

- ◉ Let's add up your scores and find out if you are a right brain or left brain person!
- ◉ Your scores should include 13 answers! Odd number, so you are predominately one or the other.
- ◉ There is no right or wrong answers
- ◉ We all have two parts of a brain
- ◉ Many of us have been trained or learned how to have skills that are not naturally our style.



WHAT DO WE KNOW ABOUT THIS?

Left brain people: logical, like
to collect information, like
numbers

Right brain people: creative
thinker likes to read and write



SO HOW DOES THIS RELATE TO OUR TOPIC TODAY?

You can't choose your co-workers, but you can choose your teams.

In this case, we (the three of us) all represent different sectors on the scale.

RESEARCH AND OUR EXPERIENCES SHOW US THAT:

People tend to self
segregate.

People tend to have friends
that mirror their
appearance, style, values,
and demographics.

Heterogeneous teams
actually perform better
than homogenous teams.





COLLABORATION:

-to work jointly with others or work together especially in an intellectual endeavor

DIVERSITY:

- the condition of being diverse; *especially* the inclusion of diverse people (as people of different races or cultures) in a group or organization

TYPES OF TEAM PLAYERS

◉ Challenger - Question

open candid confrontational ethical
legal examines data unstructured encouraged innovation

◉ Communicator - Process

total involvement wide acceptance warm/friendly
informal listens uses humor resists leader control

◉ Contributor - Task

measurable conservative detailed statistical
economical to the point analytical technical

◉ Collaborator - Goal

visionary big picture strategic goal directed
looks for commitment wants involvement



Central Coast
Career Technical Education
COMMUNITY
COLLABORATIVE
..... *CC-CTE-CC*

Marna Lombardi
Grant Coordinator CC-CTE-CC

CC-CTE-CC Grant

- Four areas of Focus:
 - 7th/8th Grade Outreach
 - Professional Development for the Region
 - Increase awareness in Career Technical Education
 - Development of a pathway in the H-T-R Industry Sector
 - Common area – CTE with my colleagues

EXPLORE YOUR CENTRAL COAST BACKYARD SERIES

Best Practice - 2009

Series cont. for 2010

- For: School Counselors, Allan Hancock & Cuesta College Faculty along with area Business/Industry Leaders
- LeeAnne and Stephanie were essential in the planning. Stephanie brought industry/business contacts and LeeAnne attended the first one to help lead the tour

EXPLORE, EXPERIENCE, AND EDUCATE!

- PURPOSE:
 - Learn about current and future employment needs.
- LOGISTICS:
 - Eight-hour tour of geographical area from Paso Robles to Santa Ynez.
 - FIELD TRIPS For 2010 – learned from the first year – themes chosen fall in line with what LeeAnne's regional grant is focusing on (Renewable Energy, Entrepreneurships) and a tie in with Stephanie's focus on articulation (getting high school and college faculty to talk to each other).

BACKYARD SERIES

- February 27, 2009
- Field Trip 101
 - 8:30 departure



DESTINATIONS

- Cottonwood Canyon Vineyard
- Chumash Employee Resource Center (CERC)
- Allan Hancock College Solvang Center
- The Alisal Guest Ranch
- La Purisima Mission
- Lompoc Aquatic Center
- Allan Hancock College Lompoc Center
- Cabrillo High School - Aquarium

COTTONWOOD CANYON VINEYARD



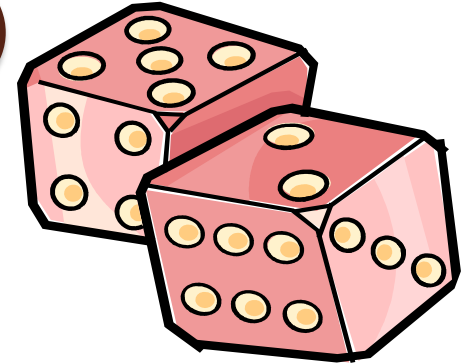
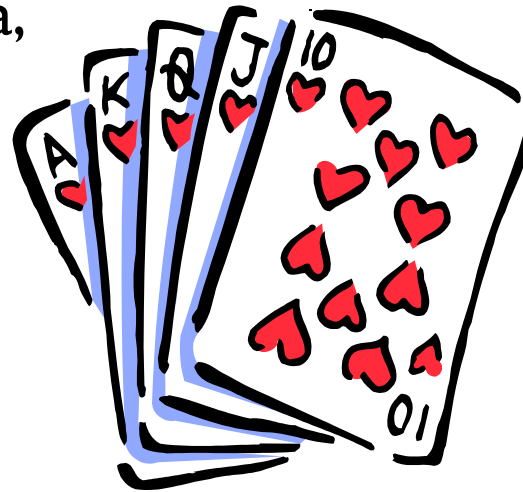
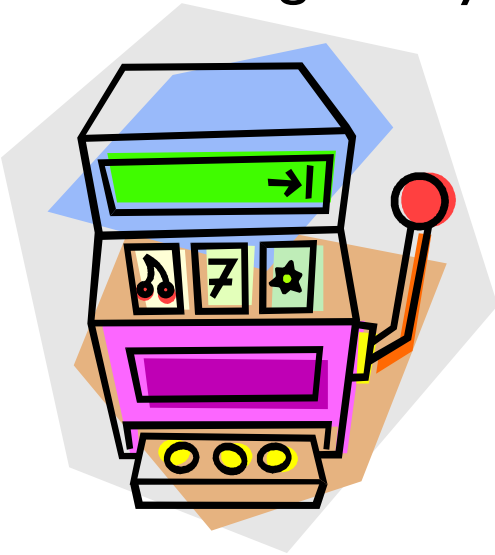
- Founded in 1988 by the Beko family
- Owners are planning for expansion
- 78 acres
- Design includes restaurant, banquet facilities, and parking area

- Tasting room hours: 10am to 5:30pm Daily
- 6,000 square feet of wine caves
caves serve as barrel rooms



CHUMASH EMPLOYEE RESOURCE CENTER (CERC)

- 15,000 sq. ft. for training for Chumash Casino employees
- Casino includes hotel, spa, and training facility



- Employs about 1,600 people
- Is the area's *largest employer*

THE ALISAL GUEST RANCH

- Founded in 1700's
- Became guest ranch in 1743



- Employs 275 employees
- Popular spot for weddings and receptions

LA PURISIMA MISSION



- State park
- 70,000 visitors a year
- Employs 7 permanent employees
- Run with the help of 100 volunteers on a budget of \$633,000 a year

LOMPOC AQUATIC CENTER



- Design is 3 pools on a 4.5 acre site
- Hours 5:45am-8:00pm and open till 9pm in the summer
- Capacity of 299 guests at a time
- Center includes therapy pool with wheelchair access, and water park



CABRILLO HIGH SCHOOL - AQUARIUM

- An opportunity for students to learn many job skills
- Foundation course for the Hospitality, Tourism and Recreation Industry Sector
- Elective class that has 3 sections of 120 students
- 5,000 guests per year



COLLABORATION



**Virtual Tour Counselor's
Workshop
April 24, 2009**

Stephanie: Hosted 100 middle and high school counselors and allowed me to give a presentation on our Backyard Series and to talk about jobs/programs/pathways in the Hospitality-Tourism-Recreation Industry Sector.

LeeAnne: Continued to promote the series to her partners and use the materials to help develop the student guidebook on jobs.



El Camino Jr. High Parent Information Night

Monday, Feb. 1, 2010

6:15p.m. – 8:00 p.m.

Over 125 parents and students attended

Three step process: Classroom, Community and Collaboration

- AVID classroom project
 - Introduction of 15 industry sectors
 - Purchased materials for science board displays
 - Worked with students for one week



◦ Students' work



THE EVENT: PARTNERED WITH UCSB OUTREACH

10

8

4

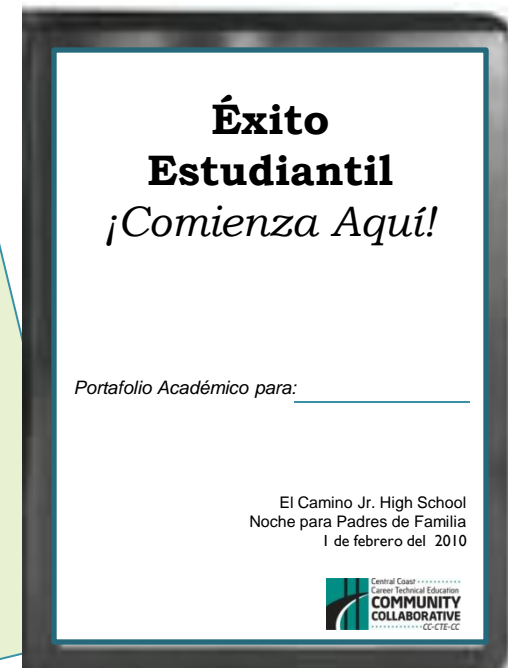
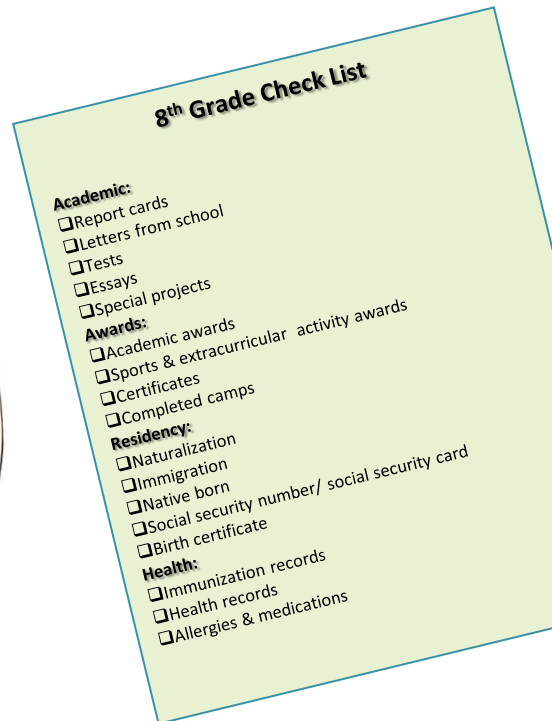
2

1



The Academic Portfolio

- A five year plan – from 8th grade college
- Checklists (English and Spanish)
- School Calendars
- ROP CD





South Central Regional Tech Prep Coordination

Dr. LeeAnne Del Rio
Grant Coordinator

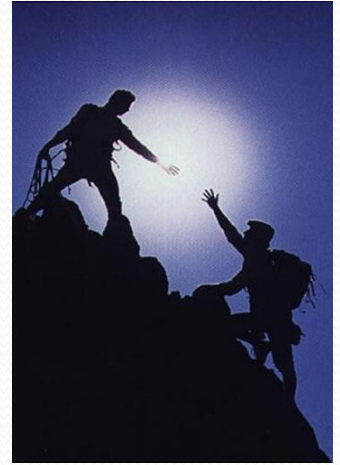


Connect * Collaborate * Cultivate*



ACCOMPLISHMENT:

1st Regionally shared Student Guidebook



- Stephanie: Promoted it within our region!
- Marna: Proofread for errors!





About SC Programs Events Resources Regional Student Guidebook (PDF)



Building Trades and Construction

Includes products and services related to Commercial and Institutional Construction and Structures, Heavy Construction, Building Materials Distribution and Residential Construction.

[more →](#)

Upcoming Events 2010

- Jan. **First Upcoming Event Item 26, 2010**
Cal- PASS Training at Allan Hancock College [more →](#)
- Jan. **Second Upcoming Event Item 26, 2010**
Cal- PASS Training at Antelope Valley College [more →](#)
- Feb. **Third Upcoming Event Item 27- March 2, 2010**
Educating for Careers Conference Anaheim [more →](#)

Regional Colleges

The South Central Region includes 8 member colleges, geographically distributed:

Allan Hancock Joint CCD

- ▶ Allan Hancock College
Santa Maria

Antelope Valley CCD

- ▶ Antelope Valley College
Lancaster

San Luis Obispo County CCD

- ▶ Cuesta College
San Luis Obispo

Santa Barbara CCD

- ▶ Santa Barbara City College
Santa Barbara

Santa Clarita CCD

- ▶ College of the Canyons
Santa Clarita

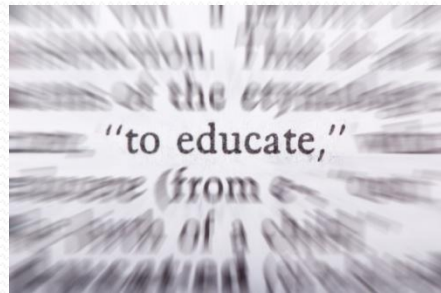
Ventura County CCD

- ▶ Moorpark College
Moorpark
- ▶ Oxnard College

ACCOMPLISHMENT:

1st regionally shared Professional Development

- Marna:
 - Helped go over every detail of the presentation and planning
 - Presented Externships
- Stephanie:
 - Attended 1st event, both days
 - Helped set-up





ACCOMPLISHMENT:

Daily Institutional Survival:

- *Getting checks cut
- *Placing orders
- * Knowing who to go to
- *Bouncing ideas off each other
- * Shared payments for activities*

Help

Stephanie:

- Taught us how the system works
- Already built relationships in the community and at the college... Introduced Us



• Marna:



- Ground-blazing new trails in the system
- Role-models many of the same tasks I had to do for my grant: MOU, Travel, ...

LeeAnne

Conferences, Curriculum Support,
Food, Supplies, Travel Expenses,
Articulation Events, Career Events,
Brochures, Substitute Teachers,
Stipends *FOR 8 COLLEGES AND
FEEDER HIGH SCHOOLS IN THE
ENTIRE REGION*

Marna

Conferences, Externships,
Travel Expenses, Brochures,
Food, Supplies
*FOR CUESTA COLLEGE &
ALLAN HANCOCK
COLLEGE*for high schools
and middle schools
*RECREATION/TOURISM
FOCUS*

Stephanie

Special Events, Career
Events, Supplies,
Articulation events
*FOR ALLAN HANCOCK
COLLEGE and local high
schools*

Articulation/ Tech Prep Coordinator

Stephanie Robb



Central Coast Articulation Group (CCAG)

- Chancellor's Office Tech Prep Grant
- Local high school participation
- Going strong for over 20 years
- Meet five times each year
- Set goals/outcomes, plan events, serve as Tech Prep advisory committee
- Year –End Report

Do You Know About 2+2?

2+2 lets you:

- **Save Money!**
- **Save Time!**
- **Start earning college credit!**

How Does it Work?

The courses listed on the back of this flier count twice! Take the course in high school and earn an “A” or a “B”. Then come to Allan Hancock College within three years and take the next level course, earning a “C” or better. You earn college credit **for both courses!** In some cases, you can earn credit for several classes.

If you have any questions or want more information about 2+2 (also called *Articulation*), contact Stephanie Robb at Allan Hancock College, 922-6966 ext. 3734 or srobb@hancockcollege.edu

SUMMARY OF ARTICULATION AGREEMENTS

Allan Hancock College and Santa Maria High School

High School Course Title	Equivalent to course	Student must take one of the following:
ROP Accounting and Finance	Accounting 100	ACCT 130
Engine and Tune-up & Auto Chassis and Drive Train	Automotive Technology 100	AT 133, 303, 308, 313, 314, 323, 324
AP or Honors Biology	Biology 100 (subject area credit)	(High school course grade of B or better or score 3 or better on AP exam)
AP or Honors Chemistry	Chemistry 120	AP test score of 3 or better or CHEM 180
AP or Honors Chemistry	Chemistry 150	AP test score of 4 or better
Intro to Marketing/Student Store	Business 102	BUS 140
ROP Retail Merchandising	Business 136	BUS 106
Computer Applications I	Computer Business Office Technology 100 & 360	Any CBOT course
ROP Communication Technology	Computer Business Office Technology 131 & 132	Any CBOT course
ROP Office Technology	Computer Business Office Technology 312 & 360	Any CBOT course
Computer Applications II or III	Computer Science 102	
Cisco Networking Academy 1 & 2	Electronics 106 & 107 or Computer Science 106 & 107	EL 106 or COM SC 106
Architectural Drawing I A/B	Engineering Technology 100	ARCH 111, 121 ET 140
Child & Family A/B	Early Childhood Studies 100	ECS 101
Advanced Clothing, Fashion & Design	Family and Consumer Sciences 140 A & B	FCS 140C
Food & Nutrition A/B	Family and Consumer Sciences 109	FCS 110, 112, 113, 114, 120, 124, 125, 126
Clothing A/B	Family and Consumer Sciences 140 A	FCS 140B
Interior Design A & B	Family and Consumer Sciences 170	FCS 171
AP Statistics	Mathematics 123	AP test score of 3 or better
AP Calculus (AB)	Mathematics 181	Math 182 or AP test score of 3 or better
AP Calculus (BC)	Mathematics 182	MATH 183
Math Analysis	Mathematics 141	MATH 135, 181
ROP Medical Science/Health Careers	Medical Assisting 300, 303, & Biology 301	Enroll in CNA or Medical Asst. Program
Music Theory I & II	Music 110	MUSIC 111
Physics	Physics 141	PHYS 142
ROP Adv. Ag. Mechanics or Vocational Ag. Welding	Welding Technology 108	WLD T 107, 306, 307, 308



Articulation Summit



AGENDA

Allan Hancock College Articulation Summit

Date: Wednesday, March 11, 2009

Time: 3:30p.m. – 6:30 p.m.

Place: Historic Santa Maria Inn – Santa Maria Room



3:30 p.m. General Session - Nancy Jones

1. Overview and Purpose of the Day
2. Review of What Articulation Is
3. Explanation of the *Statewide Career Pathways: Creating School to College Articulation* Templates
4. Discussion of Ongoing Articulation Renewal in the Future

4:15 p.m. Breakouts by Discipline

Business: accounting, business, CBOT, CBIS, computer science

Fine Arts: multimedia, graphics, photography, film, music

Industrial Technology: automotive technology, welding, architecture, engineering technology, agribusiness, electronics

Life & Physical Sciences: biology, chemistry, physics, geology, medical assisting

Mathematics

Social Sciences: early childhood studies and family & consumer sciences

5:00 p.m. Working Dinner

Participants may take their dinners back to their breakout meeting area.

5:30 p.m. Breakouts by Discipline Continue

6:30 p.m. Adjournment

Career Exploration Day

- Sixth Annual Career Exploration Day held in Fall 2009
- 85 exhibitors participated
- 1000 students brought to AHC
- Tours of labs given, hands on activities



Career Exploration Day



Counselor's Workshop



Friday, April 24, 2009

AGENDA

8:00	Check in at Q15
8:20	Overview of the event – Clint Freeland
8:30	Introduction and welcome - Dr. Charles Osiris
8:45	Overview of the AHC Police Academy – Greg Dossey
9:00	Get into groups for Administration of Justice activities
10:30	Break (convene at the gym on the main campus – Building N)
10:45	College Now! – Marian Quaid-Maltagliati
11:00	Recreation Program – Marna Lombardi
11:15	Athletics – Kim Ensing
11:30	Career & Technical Education Trade Show and tours
12:30	Lunch
1:15	Bridges to the Baccalaureate – Len Miyahara
1:30	MESA
1:45	CTE Center –Eleanor Snowden and Lynn Mayer
2:00	New student services staff - Beverly Garcia and Joseph Martinez
2:15	Evaluations / Door prizes

Sponsored by



Annual Counselor's Workshop

Friday, April 24, 2009 • 8 a.m.-2:30 p.m.

The day begins at the Allan Hancock College South Campus 1300 South College Drive (corner of College and Stowell) building Q, room Q15, highlighting the **Allan Hancock College Police Academy**.

We will participate in:

1. Law Enforcement Driving Simulators (LEDS)
2. Force Options Simulator (FOS)
3. Arrest and Control and behind-the-wheel EVOC (Emergency Vehicle Operations Course)

At 10:30 a.m. the remainder of the workshop will convene in the Joe White Memorial Sports Pavilion (building N) on the Santa Maria main campus.

This year we will be showcasing many Career and Technical Education (CTE) areas by presenting a CTE Trade Show in the gym in addition to the planned agenda.

Please RSVP to Stephanie Robb at srobb@hancockcollege.edu or (805) 922-6966 ext. 3734 by April 20.



TEMPORARY PARKING PERMIT

Event/Meeting: Counselor's Workshop • Contact Person: Stephanie Robb • Phone: ext. 3734

Issued for: ☐ Parking in White or Yellow stall ☒ Parking in White stall only

Place this card on the dashboard in your vehicle on the passenger's side and in plain sight

If you park in a district lot you may only park in designated areas. Although the district is providing the parking areas, the district assumes no liability or responsibility for loss, theft or damage to your vehicle.

This permit is valid for April 24, 2009 (Only)

In order to maximize grant efforts we became a TEAM

“A team is a small number of people with complimentary skills who are committed to a common purpose, performance goals, and approach for which they hold themselves mutually accountable.”

Jon R. Katzenbach

Douglas K. Smith

Characteristics of Effective Teams

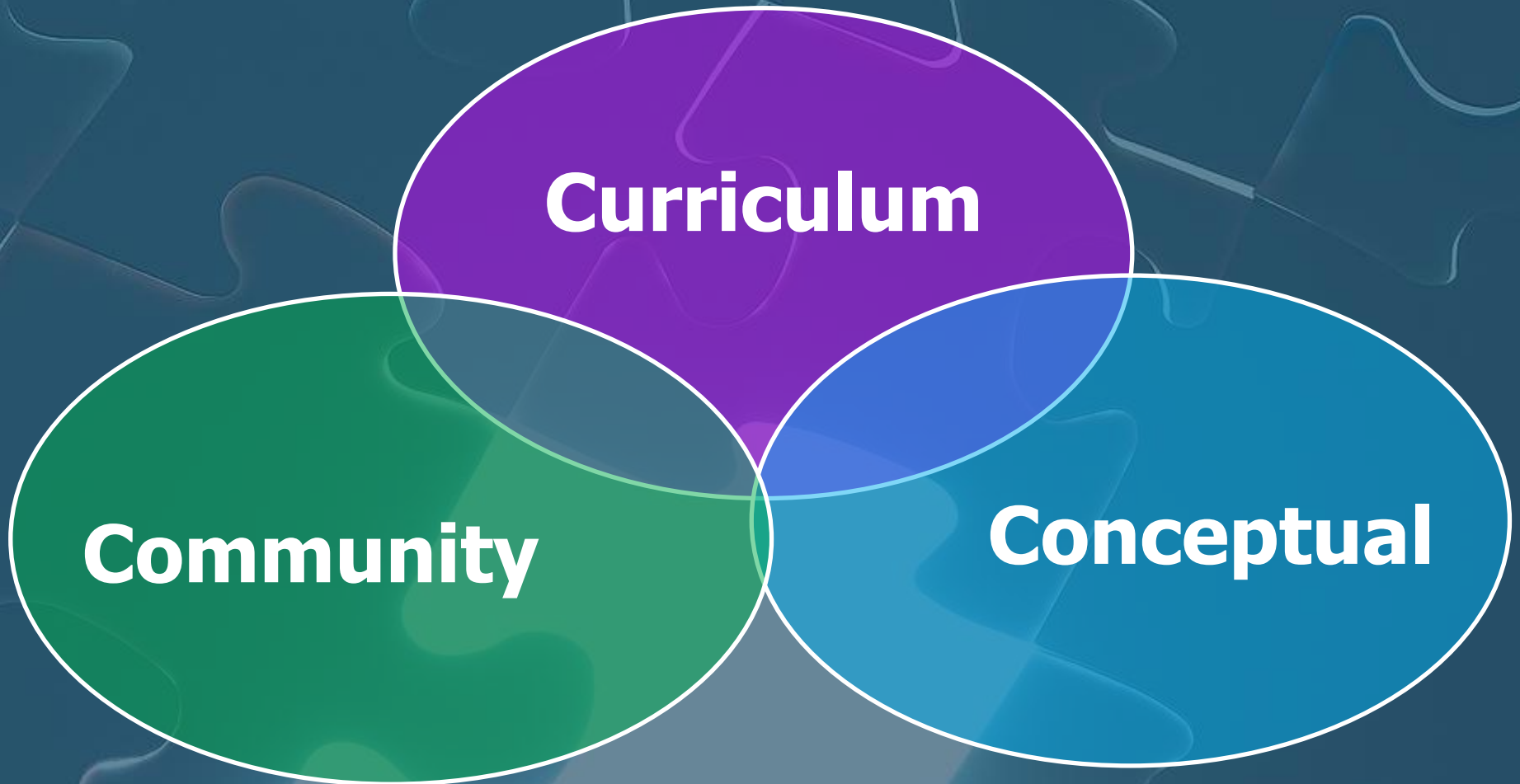
- Have a clear and concise purpose
- Informal and comfortable climate
- Committed participation
- Effective listening
- Civilized disagreement to overcome any conflict
- Consensus decision making
- Open communication
- Clear roles and work assignments
- Shared leadership
- External relationship building
- Style diversity
- Self-Assessment

Maximizing Grant Efforts

- All 3 grant coordinators are members of CCAG
- Monthly meetings to coordinate grant activities
- Share a joint Outlook Calendar of CTE/grant events
- Share resources and plan budgets, conscious not to overlap
- Communication and a cooperative spirit are essential!

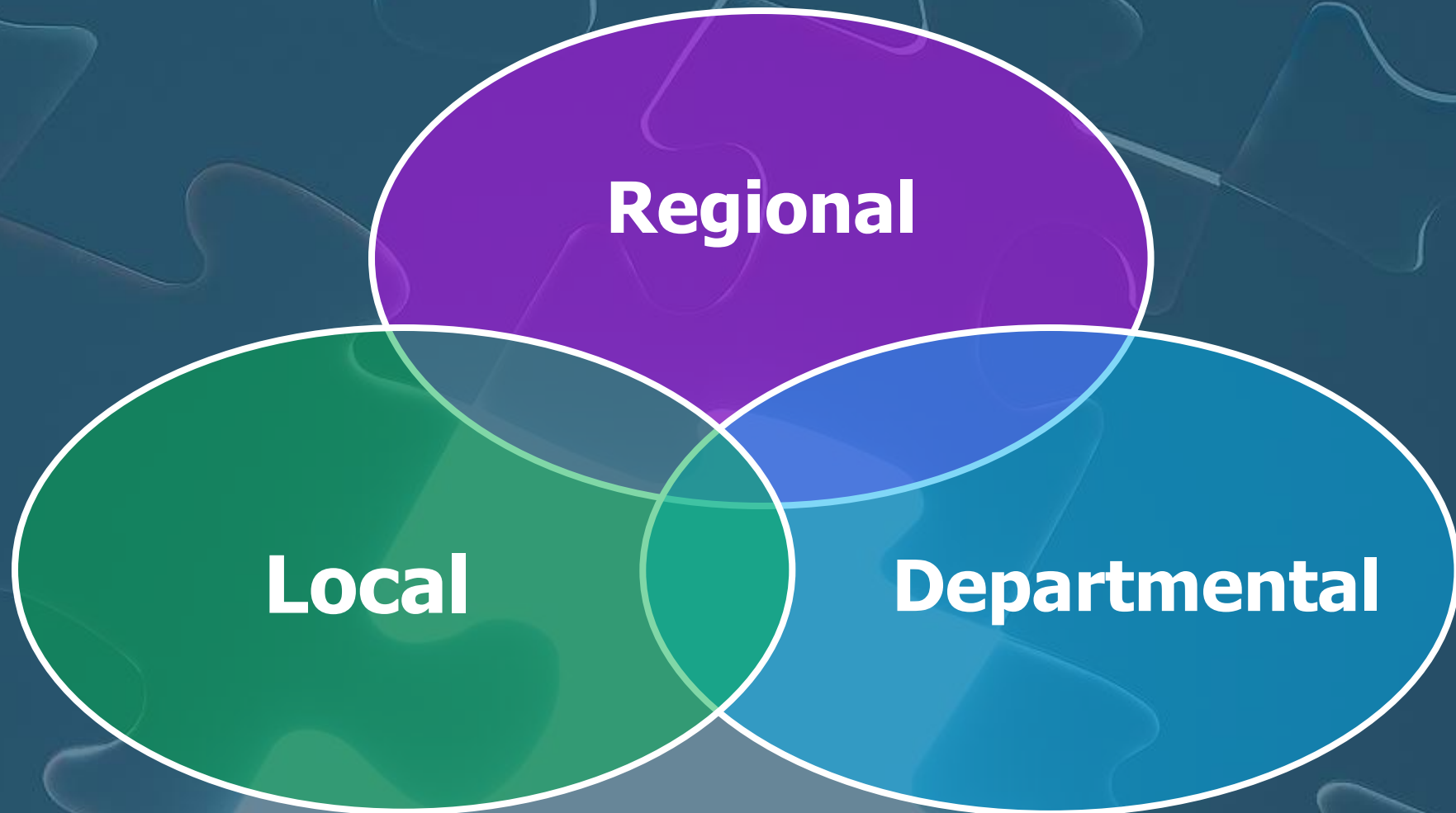


What efforts, connections, lessons could you combine?





What grants could you combine?





QUESTION?

How are the three of you similar?



QUESTION?

**How are the three of you
different?**



QUESTION?

**How can you collaborate and
maximize your efforts?**



Any Questions?

Evaluation

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ldelrio@hancockcollege.edu

srobb@hancockcollege.edu