

MONTHLY REPORT



A MONTHLY REPORT TO THE CSA AND BOARD OF DIRECTORS

March 2014

JAG BOARD OF DIRECTORS SPRING MEETING: APRIL 9-10

Plans are coming together very well for the Spring Meeting of the Board of Directors to be hosted by Governor Mike Pence, JAG Vice Chair.

A Working Dinner at the Governor's Residence will lead off the events. The focus will be on the key elements of success and lessons learned from the largest-scale growth in the shortest period of time in the history of JAG: the doubling of scale from 60 locations and 3,000 youth to 114 locations serving nearly 6,000 youth in approximately six months.

During the Working Dinner, we anticipate a presentation by the President of USA Funds, a likely major new player in the higher education arena that is interested in exploring ways to support the growth and development of JAG.

The Board meeting will be chaired by Governors Pence and Sandoval (with Governor Markell joining for a portion of the time by phone). We will assess the status of our efforts to secure renewed growth and first-time appropriation funding across 23 states and how the JAG Board could best help in meeting those objectives. We will also review progress on our other growth strategies. In addition, we will consider (a) a plan for the first-ever statewide demonstration of JAG in all the Native American schools in a major rural state; and (b) a possible major "Summit on Youth Unemployment" to be co-led by the U.S. Chamber of Commerce, the Business Roundtable, and JAG.

EXPLORATORY DISCUSSIONS ON PARTNERSHIP WITH USA FUNDS

As we continue to explore possible partnerships to help achieve both our growth and model enhancement priorities for 2014, we have entered into discussions with the leaders of USA Funds, the nation's largest guarantor of student loans.

As some may realize, the role of "guarantor" of student loans ended in 2009 when the Obama Administration, with the support of Congress, chose to make the U.S. government the direct lender to students. Therefore, USA Funds is managing the nearly \$60 billion of student loans that they guaranteed through the anticipated conclusion of those student loans in 4-8 years.

As part of their continued commitment to improving the value, results, time, and costs required for completion, USA Funds has embarked on the development of an entirely new strategy that will have both business and philanthropic components to improve higher education through a mission statement of "Completion with a Purpose."



The new team of senior leaders at USA Funds, which was recruited by the Bill Hansen, the new Chief Executive Officer who took over in July, is knowledgeable about JAG and is well-convincing fans. At their invitation, we provided to them a variety of options for investing in the work of JAG to help accomplish the new direction of USA Funds with the "Completion with a Purpose" goal. JAG also fits the concurrent focus of USA Funds on those parts of the population who have the hardest time being admitted into higher education and successfully completing it in a cost-effective manner.

As good fortune would have it, USA Funds is headquartered in Indianapolis. Bill Hansen will present a large-scale business plan to their Board of Directors and seek their approval to work with JAG in developing the final partnership. Assuming that the meeting goes well, we hope to have Bill Hansen with us at the Board meeting to discuss the kinds of partnerships that would fit our collective missions.

While keeping expectations in line, we are quite excited about this, given the scale of USA Funds and its focus on both the categories of young people we serve and our shared mission of completing the educational process as a prerequisite for, but not as the ending goal of our services. Our mission is only accomplished once our students are able to get a good job.

For more information about USA Funds, visit <http://www.usafunds.org>.

NEW OPPORTUNITY TO TAKE JAG TO NEW YORK CITY!

Those who have been on the Board for many years know that we have tried on multiple occasions to find the right opportunity to take Jobs for America's Graduates to New York City, the nation's largest school system and one of its most challenging.

Over 30 years, there have been at least half a dozen serious attempts to implement the program in New York, including an exploration two years ago with the Partnership for New York City, an organization comprised of 200 CEOs from New York's top companies. This exploration was prompted by the support of JPMorgan Chase, but ultimately did not find traction due to continued budget challenges in the schools.

A new strategy is now underway under the leadership of the American Federation of Teachers (AFT). This will be the very first time that JAG will approach a school system with a teachers union taking the lead. Through Francine Lawrence, Executive Vice President of the AFT, arrangements were made for Ken Smith and Francine to meet with the President of the largest union representing teachers in New York City, the United Federation of Teachers, which has approximately 200,000 members. The UFT represents non-supervisory educators, school Secretaries, guidance counselors, nurses, and other school staff.

Michael Mulgrew, the President of the UFT, was immediately enthusiastic in our meeting, as his personal focus and that of the union's is on ways to enhance the academic and economic success of the school's most at-risk population. Mulgrew committed to having the United Federation of Teachers take the lead in directly reaching out to the new Mayor of New York, Mayor de Blasio (at the time about two weeks on the job), the new Chancellor of the New York City Schools, and Governor Andrew Cuomo.

In addition to this very interesting approach, the union has concluded that it would actually like to *operate* the JAG Model, assuming commitments to proceed. The plan is to utilize a 501(c)(3) organization as a part of the organizations that make up the UFT to employ the staff and deploy them in the schools, consistent with the preferred JAG Model of using a 501(c)(3) to employ and deploy the staff.

We have been advised by the UFT that discussions are well underway with the relevant leaders in the New York City School System and Mayor de Blasio's staff to talk through the potential options for bringing JAG to 10-25 high schools in New York City in the coming school year.

While we don't want to get our hopes up too high, given our previous experience, it is obvious that the UFT has enormous standing in the schools and is well respected by both the Chancellor and the Mayor...so fingers crossed!

LIKELY NEW STATES FOR THE 2014-15 SCHOOL YEAR

We are making progress in the following states and see at least a 50/50 chance of implementing JAG in the 2014-15 school year.

- **Connecticut.** A likely launch in three schools in Hartford, with the personal support of Governor Dan Malloy and the Connecticut Departments of Education and Labor, as well as the Hartford Consortium for Higher Education, a non-profit that operates in Hartford. Resources from AT&T, Webster Bank, and other private sector resources have been committed to help support the implementation.
- **North Carolina.** While we remain hopeful there, the time is passing. We have strong support from both the Governor and the State Superintendent, but the identification of adequate financing is the key issue.
- **New York City.** See the separate description of the new opportunity for implementing JAG.

In addition, serious interest is being shown through exploratory discussions with:

- **The State of Hawaii**, through Governor Abercrombie and his senior staff
- The senior staff of **Oregon** Governor John Kitzhaber

Other discussions in several states are underway on a much earlier level.

ENGAGEMENTS AT THE NATIONAL GOVERNORS ASSOCIATION WINTER MEETING

With the assistance of our leadership Governors, Jack Markell, Mike Pence, Steve Bullock, and Brian Sandoval, JAG received a great deal of visibility at the Winter Meeting of the National Governors Association at the end of February – the largest annual gathering of Governors each year.

In addition to the individual discussions and meetings that JAG President Ken Smith and Associate Vice President Janelle Duray held with 18 Governors and the individual discussions that our leadership Governors had:

* **Governor Brian Sandoval gave JAG a “shout-out”** at the Governors Education and Workforce Committee on which he serves as Vice Chair. He highlighted the impact of JAG in boosting both high school and job success rates, as well as his own personal commitment to the growth of JAG in Nevada.

* **Governor Phil Bryant of the JAG Board was sworn in as the Co-chair of the Delta Regional Authority (DRA).** At the DRA Board meeting with seven other Governors attending, Governor Bryant highlighted the value of Jobs for America's Graduates and Jobs for Mississippi Graduates as “the best program that we have for helping high-risk young people succeed” and endorsed the new commitment of the DRA to the expansion of JAG in the sections of the eight states they serve.

* **Through the kind assistance of AT&T,** the senior staff had the chance to participate in both the Republican and Democratic Association Events that occurred in conjunction with the NGA Conference. These are always particularly good events for interacting with Governors, as they are intentionally social and there is plenty of time for discussions.

* Individual discussions were held in support of expanding or implementing JAG with the following Governors:

- Robert Bentley of Alabama
- John Hickenlooper of Colorado
- Dan Malloy of Connecticut (likely to be the next state to implement JAG in the coming school year)
- Neil Abercrombie of Hawaii
- Terry Branstad of Iowa
- Paul LePage of Maine
- Phil Bryant of Mississippi (JAG Board)
- Steve Bullock of Montana (JAG Board)
- Maggie Hassan of New Hampshire
- Mary Fallin of Oklahoma
- Peter Shumlin of Vermont
- John de Jongh of the Virgin Islands (JAG Board)
- Terry McAuliffe of Virginia
- Matt Mead of Wyoming

We also had the opportunity to spend a few minutes with U.S. Secretary of Education Arne Duncan (a previous member of the Board of Directors), who spoke to the Education and Workforce Committee of the Governors, with a focus on the President’s agenda for early childhood, as well as his continuing support for the implementation of the Common Core.

Again, multiple opportunities for visibility and engagement for JAG and its Affiliates.

2014 SMITH SCHOLARS WILL BE ANNOUNCED AT THE JAG BOARD MEETING ON APRIL 10!

The **Kenneth M. Smith Scholarship Fund** received 104 applications for the 2014 scholarships. The Governance Committee and Scholars Committee met and decided to award twenty (20) \$2,000 scholarships to the 2014 Smith Scholars to demonstrate the JAG Board's commitment to the increasing number of graduates who are pursuing a postsecondary education. Recognizing the cost of a postsecondary education have escalated and due to the generosity of several JAG Board members and the Western Union Foundation, the committee members unanimously agreed that the scholarship award should be increased from \$1,000 to \$2,000. Board members are encouraged to contribute to the Kenneth M. Smith Scholarship Fund annually to match the funds provided by the Western Union Foundation and others.

A special thanks to those who have served on the Governance and Scholars Committees of the KMS Scholarship Fund since its inception:

- Governance Committee: Jim Duffy, Chair; Larry Caruso, Co-Chair
- Scholars Committee: Cathy Olesen, Chair; Dr. Sharon Robinson, Co-Chair

MAKE PLANS TO ATTEND THE 31ST ANNUAL NATIONAL TRAINING SEMINAR, JULY 16-18, 2014

The **31st Annual National Training Seminar** will be held at Disney's Coronado Springs Resort in Orlando, Florida from July 16-18, 2014. More than 400 delegates from across the JAG National Network are expected to participate in the annual professional development experience consisting of four dynamic general sessions and sixty (60) best practices workshops. The major focus for the 2014 NTS will be the launch of the Electronic National Data Management System 2.0. Even though the system could have been launched earlier, we decided to pilot-test the system with knowledgeable users to make certain we found and eradicated as many bugs as possible. There will always be glitches in new systems; however, the extra time invested in e-NDMS 2.0 will prove beneficial over time. There will be sufficient workshops held during Pre-NTS (July 14-16) and NTS (July 16-18) for all delegates to have the opportunity to receive 2-3 hours of hands-on training. In addition, there will be additional high quality workshops that were selected based on a RFP process. Our thanks to everyone who have submitted a proposal and thanks to those who will present a workshop at NTS. There will also be several workshops conducted by JAG sponsors and donors that will be high quality as well.

The Pre-NTS and NTS Registration Packet will be posted on the JAG website for download on April 1 (or before). Those wanting a hard copy of the packet should contact jim.koeninger@jag.org.

ACCREDITATION REVIEWS, TRAINING SERVICES, AND TECHNICAL ASSISTANCE IN THE FIRST QUARTER OF 2014

1. Conducted Accreditation Reviews in the following states in the first quarter:
 - South Dakota—February 17-19, 2014
 - New Jersey—March 10-11, 2014
 - New Hampshire—March 24-26, 2014
2. Delivered Training Services to the following states in the first quarter:
 - Conducted Specialist and Program Manager Refresher Training in New Jersey following the Accreditation Review, March 10-11, 2014.
 - Conducted e-NDMS and Specialist Refresher Training in Washington State in February (17-19), 2014.
 - Conducted staff training for JAG-Arizona Managers and Specialists, January 22, 2014.
3. Provided Technical Assistance in the first quarter: (partial listing)
 - Kansas—Attended launch of JAG-Kansas Board meeting on March 7 and reviewed responsibilities of Board members.
 - Nevada—Ongoing consulting with Rene Cantu, Executive Director of Jobs for Nevada's Graduates, Inc., who is establishing a new non-profit organization and preparing to assume full responsibility for the statewide organization.
 - Arkansas—Arranging for the placement of a Verizon Foundation donated VGo robot to Jobs for Arkansas Graduates—this has been a lengthy and challenging process to conclude; however, the agreement is in hand and should be signed and concluded by April 1.
 - Tennessee—Assisted with application to secure credit for course taught by TN Job Specialists; consulted with new JTG Executive Director John Dwyer; consulted with local staff to review and prepare documentation required by TN Department of Education; etc.
 - South Dakota—Provided support for state conference due to illness of the CSA representative.