

# MONTHLY REPORT



A MONTHLY REPORT TO THE CSA AND BOARD OF DIRECTORS

January 2014

## **CONFERENCE CALL WITH THE COUNCIL OF STATE AFFILIATES: MONDAY, FEBRUARY 10, 4:00 PM**

We have many initiatives underway and almost all of the State Affiliates are in negotiations for multiple sources of funding to sustain and grow the JAG Model in their states for the July 1 school and fiscal years. Consequently, we have organized a teleconference meeting with the Council of State Affiliates for Monday, February 10, at 4:00 p.m. Eastern. The suggested agenda has been sent to the members of the Council of State Affiliates for comments. The call will focus on the following:

- ◆ How JAG can best assist as they are pursuing current and new sources of funding.
- ◆ The plans for engaging with Verizon, Fishtree, AT&T mentoring, and other activities to further enhance the value and participation in the JAG Model.
- ◆ The rollout of the “2.0” version of the JAG Electronic National Data Management System.
- ◆ The plans for what we hope will be the largest National Training Seminar in our history, in Orlando July 16-18.
- ◆ The plans for a special Management Institute focused on enhancing the skills of those who are leading non-profits in the JAG Network, which will be hosted by Craig Larrabee and the team from Jobs for Maine's Graduates.

All CSAs should feel free to let us know any other suggestions.

## **NATIONAL GOVERNORS ASSOCIATION MEETING: FEBRUARY 21-24**

Among the most important opportunities we have each year to reach and engage Governors and their senior staffs about Jobs for America's Graduates are the two National Governors Association Conferences. This year, we have many Governors to reach to encourage their support for enlarging the program in our existing states and, in five cases, their consideration of bringing JAG to their states for the first time. With the expanded leadership roles of the four Governors on our Board of Directors, we will have extra outreach capabilities in addition to the efforts that Governor Markell makes on our behalf. Governors Steve Bullock, Mike Pence, and Brian Sandoval as our Vice Chairs have all agreed to join in our outreach efforts to ensure that no Governor goes without hearing about JAG. Governors Phil Bryant and John de Jongh have also enthusiastically accepted assignments for the outreach and engagement process.

Meetings are being set with individual Governors at the NGA, and the process of arranging meetings is being used to help further the discussions and, in effect, set a “deadline” for decisions being made about pursuing growth or implementation of JAG for the July 1 school year.

State Affiliates should be sure to let the national office know of any points they wish Ken Smith or the Governors to make on their behalf by February 17 at the latest.

## **NEW AND EXPANDED ENGAGEMENTS WITH PRIVATE SECTOR SUPPORTERS**

National JAG and the 31 State Affiliates have worked very hard to establish new relationships with the private sector in addition to the nearly 5,000 employers who regularly hire JAG's young people. These relationships typically lead to expanded employment opportunities, support, and public sector funding from legislatures, school boards, and workforce boards, as well as direct philanthropic support. The following updates reflect the kind of recent engagements and generous commitments that companies are making to our work:

**The AT&T Foundation**, one of the largest supporters of JAG and its Affiliates, announced a new grant program targeted at accomplishing graduation and employment objectives, with a focus on having state and local organizations respond. Four State Affiliates who have completed the process have been invited to participate in the final competition for significant funding that will allow substantial growth. This new grant program is in addition to the \$250,000 annual commitment of the Foundation to support the work of the JAG national organization and the \$1 million grant made a year ago that has resulted in adding 42 schools to the JAG Network in the past year and sustaining 20 more with modest, one-time bridge grants. (continued on page 2)

## *(EXPANDED ENGAGEMENTS WITH THE PRIVATE SECTOR CONT.)*

Another of our most important relationships is with **Archer Daniels Midland**, which regularly provides \$250,000 of annual support at the national level. ADM has fully funded a JAG program at their headquarters site in Decatur, Illinois, and is providing grants in the range of \$25,000 to several of our states, along with commitments of local executives to serve on our non-profit Boards. Discussions are underway to expand the state-level commitments, consistent with the goals of ADM, in areas where they have major facilities.

In the past month, we have entered into discussions with the **American Staffing Association**, the voice of the staffing industry, which includes Manpower, Adecco, and Kelly, to build relationships at all levels. Staffing agencies employ as high as 15 percent of the U.S. workforce, so we are excited about the possibilities here.

## **GROWTH OPPORTUNITIES FOR THE 2014-15 SCHOOL YEAR**

---

Under the leadership of Marty Shultz, the Advocacy Committee of the JAG Board of Directors has been organized for this year and the first teleconference for the Committee will be held in February. The members of the Committee include Board members with strong government affairs backgrounds and external supporters who bring important government affairs expertise, particularly at the state level, to help guide our growth strategies. We will be devoting a great deal of extra effort to supporting our Affiliates in the following states, where we believe there is the potential for substantial growth in the 2014-15 school year:

**Missouri:** We are so pleased that Governor Jay Nixon included in his *State of the State* address a first-time request for a state appropriation for Jobs for Missouri Graduates. Jobs for Missouri Graduates has had programs in as many as 25 schools. Today, the program only has five schools, but through the good work of the Delta Regional Authority and Governor Nixon, support has been sustained for those five schools as we develop plans with the Governor's office for growth.

The Governor has requested a \$750,000 state appropriation. With at least partial matching funds from local schools, we hope to implement JMG in 20 or so schools in addition to the current five. This will be a "heavy lift," as the Governor has incorporated JAG into a package for boosting the academic success rates disadvantaged young people in Missouri that has been presented to a Legislature controlled by the opposite party. JAG will be aggressive in rendering assistance, given the opportunity to establish, for the first time, a significant state appropriation and the chance to bring Jobs for Missouri Graduates back to scale.

**Mississippi:** Ken met this month with Mississippi Governor Phil Bryant, an enthusiastic member of our Board of Directors, who has established the goal of bringing JAG to 100 schools by the end of his first term from its previous 32 schools. With the support of the Governor and leaders in the legislation, the state appropriation was increased last year from \$250,000 to \$1 million. That appropriation helped to sustain some of the current schools and added 11 schools.

The Governor is committed to seeking additional funding this year. The strategy was mapped out during the meeting and tested on senior leaders of the Legislature with the important support of the President of the AT&T organization in Mississippi. The most recent assessments of the schools in Mississippi indicated that it is near the bottom of the list of states in terms of education, adding a sense of urgency to doing "what works." Because of the assessments and the data they have seen, the Legislature showed an initial favorable response to the case for growth.

**Iowa:** We are also coordinating with the Iowa Affiliates to boost the level of state funding from the current \$630,000 to \$1 million in the upcoming budget. This is in addition to further expansion of the use of private sector funding and resources from school districts and local Workforce Boards.

**West Virginia:** A proposal was presented to the Appalachian Regional Commission for expanded funding, and requests went to Governor Tomblin's office for federally controlled funding. Presentations have been made to the State Board of Education as well as to the Governor's office to make the case for expanding the current three-school program.

**Maine:** During the middle part of the biennial budget (where relatively few modifications are made), the Governor and the Legislature are considering a budget increase of \$300,000 to add to last year's increase of \$600,000, for a total in the range of \$2.5 million for Jobs for Maine's Graduates. In addition, Jobs for Maine's Graduates has been attracting a broad array of private sector, school, and other resources to continue to grow the organization beyond its approximately 70 locations. (continued on page 3)

*(GROWTH OPPORTUNITIES FOR 2014-15 SCHOOL YEAR CONT.)*

**Florida:** Under the leadership of Board member Will Weatherford, Florida Speaker of the House, a strategy is underway to engage the State Board of Education and the State Legislature in hopes of renewing the previous \$2 million or more appropriation to build on the current eight-school JAG Model in the state. As you may recall, Governor Scott vetoed the line item, along with many others that were not included in his original budget. Outreach is underway to the Governor and his Administration to provide additional background information and emphasize how well we believe it fits with the Governor's "jobs" agenda. The Chairman of the State Board of Education, appointed by the Governor, has become an enthusiastic supporter as well. Arrangements are being made for the Governor to visit a JAG school and to meet with the business community in support of the expansion.

**Other:** Expansion discussions are underway in **New Hampshire** (meeting with the Governor and the senior legislative leadership in mid-February); **Tennessee** (where a \$1 million state appropriation is being pursued); **Louisiana** (with a new initiative by the Department of Education to enhance the career readiness of young people, and JAG youth will be eligible to participate); **South Carolina**; and **Kentucky**;

In **Virginia**, prior to his inauguration as the Governor of Virginia, Governor-Elect Terry McAuliffe met with leaders from the JAG Board, Barry Glenn, and our longtime supporter, the previous Lieutenant Governor of Virginia and Ambassador to Switzerland, Don Beyer. Governor Markell preceded the meeting with encouragement to McAuliffe to consider expanding the program. In his biennial budget, Governor McAuliffe doubled the previous appropriation of about \$350,000. This will be the largest appropriation in Virginia's history.

*The following article appeared in the February 6, 2014 edition of the Kennebec Journal:*

## **ALFOND FOUNDATION GIVES \$600,000 TO JOBS FOR MAINE'S GRADUATES**

---

**The grant will help the program, which prepares middle and high school students to prepare for continued education, expand and open new programs in Fairfield and Dexter.**

By [Amy Calder acalder@centralmaine.com](mailto:acalder@centralmaine.com)

Staff Writer

A program that helped Waterville teenager Amber Haney get into college and prepare for a career has received a big shot in the arm from the Harold Alfond Foundation.

The foundation announced Tuesday that it is awarding Jobs for Maine's Graduates a \$600,000 challenge grant to help the program continue, expand and open new programs at schools in Fairfield and Dexter.

That is a real vote of confidence for a program that was invaluable to Haney, 18, while she was a student at Waterville Senior High School. It helped her realize her potential to be a high school English teacher, apply for scholarships and get accepted to Thomas College in Waterville, where she is majoring in secondary education.

"It motivated me to take a step further and push for what I wanted to do," Haney said Tuesday from the Thomas campus. "Before, I didn't know how I was going to get into college or how to pay for it."

Jobs for Maine's Graduates is a nonprofit organization that partners with public high and middle schools to help prepare students for continued education, as well as careers. About 5,000 students are enrolled annually in the program, which is in its 21st year.

The Foundation will match, dollar for dollar, new contributions made to the program for up to \$600,000, according to a news release issued Tuesday by both the Alfond Foundation and Jobs Program.

We could not be more thrilled to be partnering with JMG, an organization whose mission and programs are in such great need statewide, with such a strong track record of success," Greg Powell, the Foundation chairman, said in the release. "This grant allows us to support the organization as well as the communities of Dexter and Fairfield – and to build on the successes achieved in Waterville, Oakland and many other communities statewide." (continued on page 4)

*(ALFOND FOUNDATION GIVES \$600,000 TO JOBS FOR MAINE'S GRADUATES CONT)*

Half of the matching grant will support the program's operations directly. The other \$300,000 will support the cost of new programs at Lawrence High School in Fairfield and Dexter Regional High School in Dexter.

Craig Larrabee, president and chief executive officer of the Jobs Program, said in the news release that to receive such an investment from one of the largest and most well-respected foundations in New England is an honor.

"We are excited to be able to bring our program to the young people of Fairfield and Dexter and immensely grateful for the opportunity this challenge grant provides," he said.

The Jobs for Maine's Graduates program is in 76 high and middle schools all over the state, according to Lisa Gardner, the program's communications manager.

A Jobs for Maine's Graduates specialist teaches the classes and is hired, trained and employed by the program, she said. The program helps students improve personal and communication skills to help them in continued education and careers. It also helps them attain and retain jobs, Gardner said.

The program meant the difference between going to college or going directly to work after high school for Haney. She graduated from Waterville Senior High School in 2013 and had taken three years of Jobs for Maine's Graduates courses, the last two with specialist Joe Haney, who is no relation to her, she said.

She said she learned a variety of valuable life skills in the courses, including how to fill out job and college applications and file income taxes, as well as how to do public speaking, handle job interviews, dress and sell herself.

"It kind of pushes you along," she said. "It's kind of like a helping hand to get you into the real world." She added that Joe Haney "helped me apply for scholarships, and he helped people if they were failing classes."

"He'd help people find out how to get extra credit. He helped me a lot with getting into college. A lot of times, people don't have someone to sit down with them and talk about what they need to do and how to do it."

She said she knows students who would not have graduated from high school had it not been for the program. "Mr. Haney talked to us like adults," she said. "He finds out what your goals are and what you need to do to accomplish that goal. He just really lays it all out so you can see the big picture."

Haney is enrolled in science, mathematics, literature, composition and English classes at Thomas. Her goal is to earn a bachelor's degree in secondary education, she said. She is thrilled about the grant.

"I think that they can really use it and benefit from it," she said.

Gardner said the goal is to have two specialists hired by May for the new Dexter and Fairfield programs, which are scheduled to open in the fall.

"Typically, after a year or two, the school districts have completely bought into the program, so the schools actually contribute 45 percent of the cost of the program," she said.

The Jobs Program is supported by communities and businesses, said Gardner, who writes grant applications for the program. The Alfond Foundation was founded in 1950 by Harold Alfond, founder of Dexter Shoe Co.

Tuesday's news release notes his longtime support "of Maine communities in which he and his family worked and lived." He awarded matching challenge grants to help build community partnerships and to inspire and leverage additional giving and he ensured his philanthropy would live on by committing nearly all of his wealth to the Foundation, according to the release.