

February 2, 2023

CTE Administrators Meeting

CTE Vision: Develop Arizona's competitive workforce through the power of Career and Technical Education.

CTE Mission: Career and Technical Education will engage Arizona learners in relevant experiences leading to purposeful and economically viable careers.

AGENDA

Welcome/Introductions and CTE Updates	Cathie Raymond
Grants and Comprehensive Local Needs Assessment (CLNA)	Mary Medina/Audrey Dieken
Allocations and Accountability	Bobby Neves, Samuel Irvin
Updates: ACOVA, AOAC	
New Program List, Program Monitoring, Industry Credentials	Cindy Gutierrez
Updates: Curriculum Connection	
Updates: Project Change	
School Counselors	Emily Brown
Technical Standards, Testing, TSA Teacher Institutes	Judy Balogh
CTSO	Julie Ellis
Updates: ACTEAZ, Premier Series	
Closing Remarks	Cathie Raymond

ADE/CTE Strategic Plan and Perkins V Revisions

Meetings were held September 19, October 27, and January 12.

Vision was revised and Mission was kept the same.



Arizona CTE NEW Vision

Vision: Every Arizona student has a developed career pathway.

Mission:

Career and Technical Education will engage Arizona learners in relevant experiences leading to purposeful and economically viable careers.

US Presidential Scholars in CTE

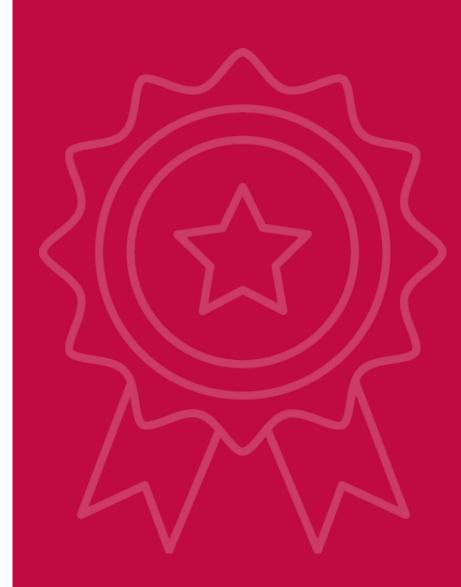
Hurshneet Chada: Mountain Ridge Deer Valley

Marissa Partida: Desert View Sunnyside

Tej Desai: Paradise Valley HS

Sara Pirone: Verrado Agua Fria

Kiersten Morris: CDO & Pima JTED



ADE Reorganization

CTE is now in the same division as Exceptional Student Services / Child and Adult Services.

Colette Chapman is the Associate Superintendent for this division.

Our Next **CTE** Administrators Meeting will be in Tucson – 2023 Summer Conference







Federal Perkins V and State Priority Grants

Grant Specialist Team

- Shelley Baudean Grants Program Specialist
- Audrey Dieken Grants Program Specialist
- Don Dolin Grants Program Specialist
- Mark McManus Grants Program Specialist
- John Jones OCR Special Populations Program Specialist
- Mary M. Medina CTE Grants Supervisor

CTE Grant Application Important Dates FY2023

- CTE Perkins SDLP Performance Measures Improvement Plans due January 13, 2023
- CTE Perkins SDLP Performance Measures Improvement Plans Mid-Year Narratives due <u>March 31, 2023</u>
- CTE State Priority Grant Completion Report due June 2023
- CTE Perkins Final Grant Narratives due in GME September 15, 2023
- CTE Perkins Completion report due in GME <u>December 31, 2023</u>

CTE Grant Application Important Dates FY2024

- CTE Federal Perkins Grant application opens <u>March 1, 2023</u> with a due date of <u>May 1, 2023</u>
- CTE State Priority Grant application opens <u>March 1, 2023</u> with a due date of <u>May 1, 2023</u>
- CTE Statewide Leadership and Innovative Grant applications open <u>March 1, 2023</u> with a due date of <u>May 1, 2023</u>

CTE FY2024 Grants Important Dates – Continued

- Funding year for the FY2024 CTE Federal Perkins Grant is <u>July 1, 2023 September</u> 2024
- Funding Year for the FY2024 CTE State Priority Grant is July 1, 2023 June 2024
- Funding year for the FY2024 CTE State Leadership and Innovative Grants is <u>July 1</u>, <u>2023 – September 2024</u>
- General Statement of Assurances (GSA) & Self Assessment due to GME by <u>March 1</u>, <u>2023</u>
- Indirect Cost Request due to GME by <u>February 1, 2023</u> in order to receive the FY2024 rate by <u>March 1, 2024</u>

SAM.gov registrations must be active for GSAs, funding applications, reimbursement requests and completion reports approvals

What is New?

FY2024 Perkins and CLNA

FY2024 Perkins CLNA

- Incorporated Year 1 & Year 2 CLNA requirements
- Condensed CLNA criteria requirements
- Incorporated Gap Analysis into the CLNA where applicable
- Aligned the FY2024 Perkins Grant application with the new CLNA template

*** Attend Audrey Dieken's session today for more specifics

FY2024 Perkins CLNA

The Comprehensive Learning Needs Assessment (CLNA) must be completed on a biennial basis with a review of the progress every other year (2nd Year) of the biennial cycle. FY2024 is Year 1 of the biennial cycle.

The CLNA review must be completed prior to the completion of the Perkins V Grant application and must be uploaded to the Related Documents section of the grant application before review and approval of the grant application.

Preparation for FY2024 Perkins CLNA Leadership Meeting

- Evidence / data for review / documentation
- Program of Study (POS) review summaries
- Objective pages from the FY2024 grant application
- Planning budget for FY2024
- Program of Study (POS) accomplishments
- List of goals / targets

FY2024 Grant Application Helpful Tips

- Ensure you have grant user access role
- Ensure GSA /SAM.gov documentation is approved by GME
- Purchase Capital Equipment
- Work with Business Manager to ensure regular submission of reimbursement requests
- Focus on Perkins V CLNA goals / targets
- Ensure Global Holds are resolved quickly
 *Spend your allocated funding

Reminders

- CLNA goals / objectives must align to the Perkins V grant application
- Completed CLNA must be uploaded to the Related Documents section of the Perkins V Grant application
- Coherent sequences for CTE programs of study most be in place prior to the Perkins V Grant application review / approval

Upcoming FY2024 Grant Application Trainings

The CTE Grant Specialists will be providing FY2024 Perkins V and State Priority Grant Applications virtual trainings March 2023.

You will be advised of the dates and times of the training sessions mid February 2023.

Resources

- Updated CLNA template
- Chart of Accounts
- CTE Quick Reference Guide
- Allowable/Unallowable Expenditures
- CTE Dates / Deadlines

Contact Information

Shelley Baudean

Grant Program Specialist shelley.baudean@azed.gov 602-542-5323

Audrey Dieken

Grant Program Specialist audrey.dieken@azed.gov 602-350-5064

Don Dolin

Grant Program Specialist don.dolin@azed.gov 602-518-6526

John Jones

OCR Special Populations Program Specialist john.jones@azed.gov 970-216-6740

Mark McManus

Grant Program Specialist mark.mcmanus@azed.gov 602-542-8744

Mary M. Medina CTE Grants Supervisor mary.m.medina@azed.gov 505-426-6681



Thank You

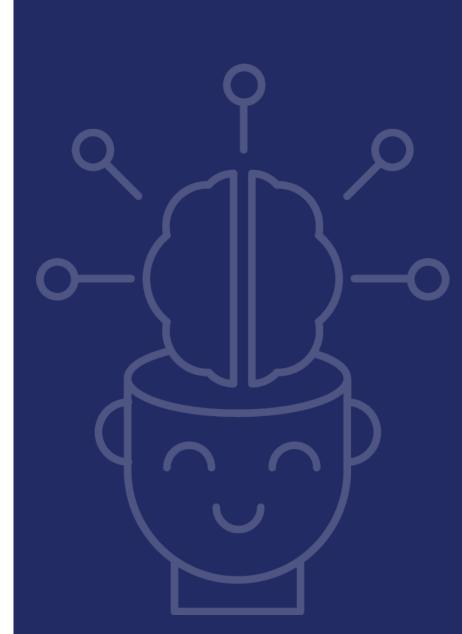
Mary M. Medina – CTE Grants Supervisor <u>Mary.M.Medina@AZED.gov</u> 505-426-6681 **Bobby Neves**

Fiscal Update



Perkins

- FY23 allocations including carryover (Feb/Mar)
- FY24 preliminary allocations have been submitted



State Priority

- FY23 allocation including funds held back (Feb/Mar)
- FY24 preliminary allocation has been submitted



Governors Incentive

All allocations will be changing



View ADE History Log View Change Log

	ption (<u>View Sections Only</u> <u>View All Pages</u>)		CTEAZICIP	Total
4	All			
- +	History Log	Original	\$14,695.48	\$14,695.48
		Incoming Carryover	\$820.50	\$820.50
	History Log	Outgoing Carryover	\$0.00	\$0.00
	Create Comment	Reallocated	\$0.00	\$0.00
_ /	Allocations	Additional	\$0.00	\$0.00
	Allocations	Incoming Interest Carryover	\$0.00	\$0.00
- F	Funding Disclaimer	Released	\$0.00	\$0.00
	Funding Disclaimer	Consortium	\$0.00	\$0.00
- F	FFATA & GSA Verification	Forfeited	\$0.00	\$0.00
	FFATA & GSA Verification	CR Released	\$0.00	\$0.00
- F	Program Information / Instruction	Total	\$15,515.98	\$15,515.98
	Program Information / Instruction			_
	Related Documents - Information / In	struction		



Thank You

Bobby Neves, Director, Fiscal/Grant/Accountability Bobby.Neves@azed.gov (602) 542-5137 CTE Administrators Meeting – Feb 2, 2023

CTE Accountability & CTE Data Portal

Important Dates for FY 2022-2023

Deadlines

- FALL term enrollment February 28, 2023
 - extended from the original deadline of January 15
- SPRING term enrollment June 15, 2023
- Placement surveys for 2022 graduates June 15, 2023
- Credentials for LAST YEAR (2021-2022) June 30, 2023
- Credentials for THIS YEAR (2022-2023) June 30, 2024

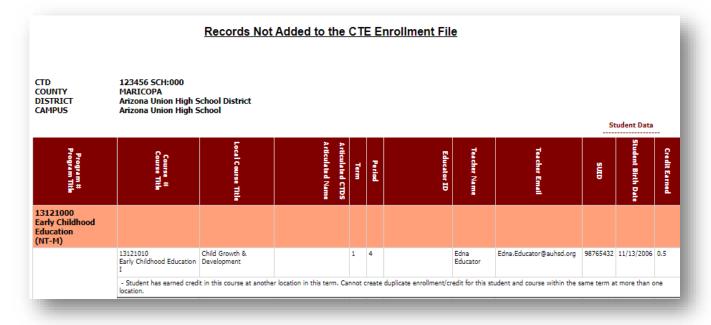
Data Capture/"Snapshot" Dates (NOT DEADLINES!)

- Data capture dates replace the previously used 40th and 100th days
- Fall term October 15, 2022 ✓
- Spring term February 15, 2023

A few notes on enrollment reporting...

- Data Capture/"Snapshot" dates are the dates on which a student must be enrolled in order to be included in your enrollment reporting.
- Example a student transfers into your CTE class on February 20, 2023. They should NOT be included in the Spring term enrollment as they were not yet enrolled on the spring data capture/"snapshot" date.
- Students only need to be enrolled, not actually in attendance (including student absences, school breaks, and weekends)
- Credits might not be available yet create with zero credits or expected credits and update as needed.

A new error in the Enrollment Upload



Student has earned credit in this course at another location in this term. Cannot create duplicate enrollment/credit for this student and course within the same term and more than one location.

Meant to ensure that students are reported only once per term, especially transfer students.

A new error in the Enrollment Upload

Student has earned credit in this course at another location in this term. Cannot create duplicate enrollment/credit for this student and course within the same term and more than one location.

- Student can be reported in each course *with credit* at only one school per term.
- Student can be reported in *different courses within the same program with credit* at more than one school per term.
- Student can be reported in a single course (level) more than once and with credit in each instance at the same school in each term (such as multiple periods per day).
- Contact CTE Accountability with any questions/concerns about this on a case-by-base basis, include the student's ID number and the course info.

New Feature Announcement

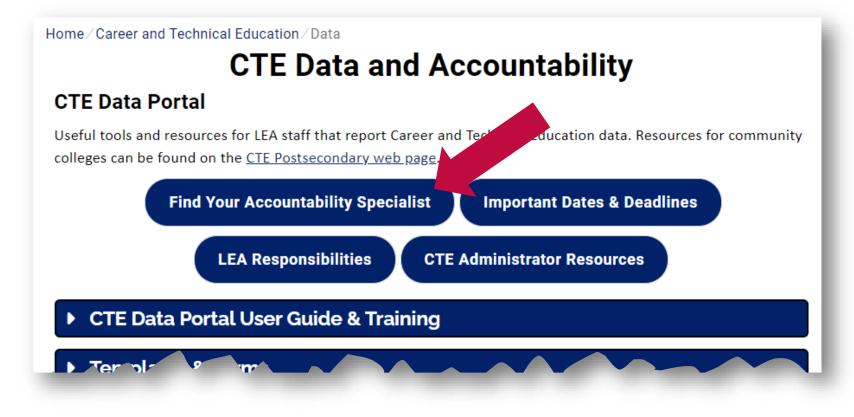
- Field users can now create, modify, and delete enrollment data directly in the CTE Data Portal (rather than through Excel file upload only).
- Users can now:
 - Create course records, including program, course, local course title, period, teacher, and course location.
 - Modify local course titles and periods at any point.*
 - Create student records, including SUID, credits earned, student type (and Student's SOR for CTED records).
 - Modify credits, student type, and SOR at any point.*
 - Delete courses and/or student records.

* During the reporting window

New Feature Announcement

- The enrollment bulk upload feature has not been removed it will work in conjunction with the regular/manual data entry screens. This means:
 - If a user uploads enrollment data, it can be modified through the data entry screens/interface, including updating credits, adding students to the course, deleting students from the course, etc.
 - If a user creates a course through the data entry screens/interface, more students may be added via the bulk upload feature.
 - The bulk upload feature remains a "create-only" feature all modifications must be done through the data entry screens/interface.

Districts & CTEDs now have an assigned CTE Accountability Specialist to serve as a single point of contact.



Assignments are by CTED – the CTED and each member district share a specialist to help foster collaboration.

Direct questions and concerns regarding CTE data reporting & the CTE Data Portal to your assigned specialist.

CTE Accountability Website: www.azed.gov/cte/data

What is CTE/ADE IT working on now?

- ADE IT has just finished manual data entry for enrollment reporting (and other enrollmentrelated updates) in January.
- ADE IT is now working on updating the Industry Credential bulk upload so that the "upload code" stays consistent from year to year.
- Next, ADE IT will create the Opportunity Gap Analysis Report in the CTE Data Portal so that users may generate the report at any time and in real-time.
- We are also looking at how fourth year funding for CTEDs will impact the CTE Data Portal system.



CTE Accountability Team

Tammie Chavez, CTE Enrollment Specialist Tammie.Chavez@azed.gov 602-542-3839

Charles Jarvis, Education Program Specialist Charles.Jarvis@azed.gov 602-542-3823

Donna Kerwin, CTE Business Analyst Donna.Kerwin@azed.gov 602-542-7881

Janet Silao, Education Program Specialist Janet.Silao@azed.gov 602-542-5485

Samuel Irvin, CTE Accountability Lead Samuel.Irvin@azed.gov 602-364-1946



ACOVA Updates - The CTE Administrator's Professional Organization

- The professional association building community, advocacy, and leadership for Arizona Career Technical Education (CTE)
 Administrators
- The ACOVA Board is here for YOU!

Coming soon-Updated ACOVA Website!



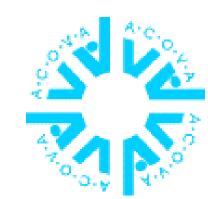
ACOVA- follow us on social media!





ACOVA- follow us on social media!



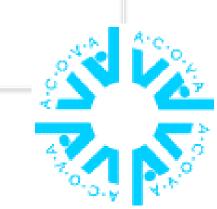


ACOVA Updates – The CTE Administrator's Professional Organization

ACTEAZ MidWinter Conference later today.

Critical Issues - 2 PM Thursday Mini M&M - 3 PM Thursday, 9AM Friday Business Meeting – 7:30 AM Friday

Camp M&M @ Summer Conference - July 15, 2023



ACOVA Updates - The CTE Administrator's Professional Organization

- Nominate an AZ CTE Administrator for the 2023 Spirit of ACOVA
- ACOVA Executive Board Openings submit bio to: jayme.fitzpatrick@dvusd.org
 President Elect - Open
 Treasurer - Open
 - Member at Large (3) Open



AOAC – ARIZONA OCCUPATIONAL ADMINISTRATORS COUNCIL

Representing Arizona Community Colleges' Occupational | CTE | Workforce Programs

- Manage CTE/Workforce funding including Perkins, Prop 301 (sales tax)
 STEM formula funding and private funding
- Foster research (Ex: LMI) to improve CTE/Workforce education program offerings to meet Arizona's workforce demands
- Cultivate partnerships with business, industry, education and workforce agencies to inform program needs

AOAC – ARIZONA OCCUPATIONAL ADMINISTRATORS COUNCIL

Current Council Work:

- AOAC/ADE NAPE (National Alliance for Partnerships in Equity) Equity Leadership Academy
- AZ CTE Strategic Plan Committee to inform Mission, Vision and Goals
- Ear to the ground regarding the Governor's proposed budget and legislative activity in CTE/Workforce areas

Cindy Gutierrez

CTE Program Services Updates

2024 CTE Approved Programs List

on the CTE Programs and Services Webpage https://www.azed.gov/cte/programs

 $Home/\,Career \ and \ Technical \ Education/\,CTE \ Programs \ and \ Standards$

CTE Programs and Standards

CTE Program Lists and Information:

Elements of an Approved CTE Program

Approved CTE Program Lists

Below is an alphabetical list of all programs that includes program descriptions, industry credentials, coherent sequences, technical standards, blueprints, equipment lists, and more.

2024**CTE** Approved Programs List with Updated CIP Codes and Updated **Program Names**

2024 NEW CTE Approved Programs

Energy Systems (new) 47.0701.00 Heavy Industrial Maintenance (new) 47.0300.00

Approved CTE programs (formerly LOP)

Plumbing 46.0503.00

JROTC- Air/Space Force, Army, Navy/Marine

NOTE: A DISTRICT MUST FIRST BE APPROVED THROUGH THE FEDERAL MILITARY PROCESS PRIOR TO OFFERING ANY JROTC PROGRAM

New program descriptions will be added to the CTE Programs and Standards webpage

Two (2) brand new Programs

Plumbing and JROTC no longer LOPs

2024 NEW CTE Approved Programs

One Program Name Change: Interior Design and Merchandising to

Interior Design 50.0408.00

		Highlighted CIP codes are new.			Blue Text = New Pr	
nk	CIP Code	CTE Program list	Carnegie Units	Non-Tradi tional	CTSO	
	47.0701.00	Energy Systems (new)	2		SkillsUSA	
;	47.0300.00	Heavy Industrial Maintenance (new)	2	Female	SkillsUSA	
;	46.0503.00	Plumbing (new)	2	Female	SkillsUSA	
i i	52.0201.00		2	*	FBLA	
i i	52.0408.00		2	٠	FBLA	
	51.0600.00		2	Male	HOSA	
	46.0301.00	Electrical and Power Transmission Installation	2	Female * Female *	SkillsUSA HOSA	
	51.0904.00 49.0202.00		2		SkillsUSA	
	51.0802.00	Heavy Equipment Operations Laboratory Assisting	2		HOSA	
	52.1801.00	Marketing	2	٠	DECA	
	51.0801.00	Medical Assisting Services	2	Male	HOSA	
;	51.0707.00		2		HOSA	
;	51.3902.00	Nursing Services	2	Male	HOSA	
i i	51.0805.00	Phannacy Support Services	2	Male	HOSA	
	52.0301.00	Accounting	2	٠	FBLA	
	46.0201.00	Carpentry	2		SkillsUSA	
_	46.0415.00	Construction Technologies	2	Female	SkillsUSA	
	50.0605.00	Digital Photography Heating Menthetian and Air Conditioning	2	-	FBLA/SkillsUSA	
	47.0201.00 51.2602.00	Heating, Ventilation and Air Conditioning	2	Male	SkillsUSA HOSA	
_	51.2602.00		2	Male	HOSA	
	48.0510.00	Precision Machining	3		SkillsUSA	
	51.0913.00		2	Male	HOSA	
		Welding Technologies	2		SkillsUSA	
	36.0202.00	Air Transportation	3	Female	SkillsUSA	
	47.0608.00	Aircraft Mechanics	3	Female	SkillsUSA	
	15.1303.00	Architectural Drafting	2		SkillsUSA	
	14.4201.00	Automation and Robotics	2		SkillsUSA	
	47.0603.00	Automotive Collision Repair	3		SkillsUSA	
	47.0604.00	Automotive Technologies	3		SkillsUSA	
_	12.0500.00 47.0613.00	Culinary Arts	2	Female	SkillsUSA	
-	13.1210.00	Diesel Engine Repair Early Childhood Education	2	Male	FCCLA/EdRising	
	13.1200.00		2	*	EdRising/FCCLA	
	14.1001.00		3	Female	SkillsUSA	
	15.1305.00		2	Female	SkillsUSA	
	15.0000.00	Engineering	3	Female	SkillsUSA	
	52.1900.20		2	*	FCCLA	
			2		FBLA/SkillsUSA	
	52.0801.00	Finance	2	*	FBLA/DECA	
	52.0900.00	Hospitality Management	2	*	FCCLA/DECA FCCLA	
_	50.0408.00 43.0100.00	Interior Design (previously Interior Design and Merchandising) Law and Public Safety	2		SkillsUSA	
	11.1999.00		2	Female	FBLA/SkillsUSA	
-	11.0202.00	Software and App Design	2	*	FBLA/SkillsUSA	
	15.1202.00	Technology Devices Maintenance	2	Female	FBLA/SkillsUSA	
	51.3501.00	Therapeutic Massage	2	Male	HOSA	
	01.8301.00	Veterinary Assisting	3	Male	FFA/HOSA	
	01.0000.00	AgriScience	3	٠	FFA	
	41.0100.00	Bioscience	2	*	HOSA/FFA	
_	48.0703.00	Cabinetmaking	2		SkillsUSA	
_	12.0400.00		2	Male	SkillsUSA	
_	10.0304.00 10.0200.20	Digital Animation Digital Printing	2		FBLA/SkillsUSA SkillsUSA	
_	15 1306 00	Mechanical Drafting	2		SkillsUSA	
		Music and Audio Production	2		SkillsUSA	
	09.0702.00	Digital Communication	2	*	FBLA/SkillsUSA	
	43.0202.00	Fire Service	2	Female	SkillsUSA	
	50.0409.00	Graphic Design	2		FBLA/SkillsUSA	
	50.0599.00	Stagecraft	2	٠	Arizona Thespians/SkillsUS/	
	28.0101.00	JROTC Airforce/Spaceforce (new)	2	Female	JROTC/SkillsUSA	
	28.0301.00		2	Female	JROTC/SkillsUSA	
	28.0401.00	JROTC Navy/Marine (new)	2	Female	JROTC/SkillsUSA	

Name change Interior Design

New CIP Codes highlighted

Districts Scheduled for SY 23-24

- CAVIT and member districts
- EVIT and all member districts
- Ray Unified School District

SY 23-24 District notifications and training:

- Required Training held February 1, 2023
- Specific CTED and member district only virtual meetings in April 2023
- District submissions beginning May 2023
- 2023 Summer Conference Monitoring support session, Tentative, Monday, July 17, 2023, 8:00 am, Westin La Paloma

CTE Program Monitoring SY 23-24

Email: CTELocalPrograms@azed.gov

Districts for SY 24-25

Cochise Technology District and member districts

Gila Institute for Technology and member districts

Pima JTED and member districts

CTE Program Monitoring school year 24-25

CTE Programs and Standards

CTE Program Lists and Information:

Elements of an Approved CTE Program

Approved CTE Program Lists

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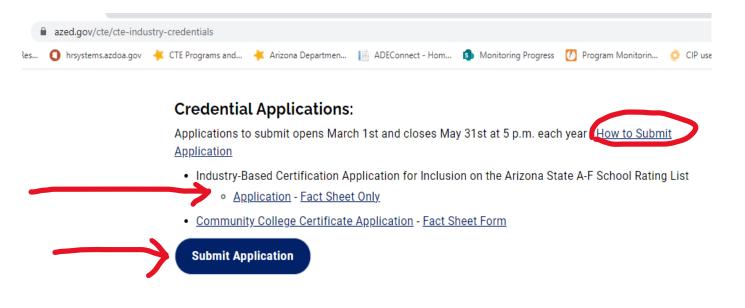
- 2020-2025 Monitoring Schedule
- 2022-23 Monitoring Training Videos
 - 2022 Monitoring Training Power Point
 - Updated 2022-2023 CTE Program Monitoring Schedule PDF

Monitoring Resources and Guidance

https://www.azed.gov/cte/programs

New Industry Credential Applications

- Applications to submit a new credential opens March 1st and closes May 31st at 5 p.m.
- Electronic process link on Industry Credential webpage



Industry Credential Application

Must be submitted by a district or CTED

https://www.azed.gov/cte/ cte-industry-credentials



Thank You

Cindy Gutierrez, Director, CTE Program Services <u>Cindy.Gutierrez@azed.gov</u> (602) 542-4365



Featured Benefits ctecaz.org

GROUPS

Explore program based curated content and join dedicated working groups to connect and contribute.



HUBS

Explore closed CTED and district based spaces to network, collaborate, store and discuss.



PERSONAL PROFILES

Customizing the site with your needs in mind. Save your favorite materials, upload your own, and link to your most visited groups and hubs.



OER

Access millions of additional quality educational resources available through the Open Education Resources Network.



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CRAFTING CURRICULUM | CONNECTING EDUCATORS

Upcoming Events

- Nomination Process
 - Teacher Self Nomination
 - Director/Administrator
- Link to nominate will be available on Quarterly Newsletter and in the Administrators' Group

Blueprint for Instruction & Assessment, Instructional Framework Project

- Accounting
- Education Professions
- Electronic Technologies**
- Emergency Medical Services
- Fire Service**
- Heavy Equipment Operations
- Hospitality Management**
- Laboratory Assisting
- Marketing
- Mechanical Drafting
- Precision Machining

**Pending Standards Revisions



Reach us: support@ctecaz.org Follow on Social Media



Project CHANGE

- 1. Recruitment + Retention of Nontraditional students
- 2. Gender, CTE, and Nontraditional Career Success
- 3. Stop Sexual Harassment
- 4. Stop Cyberbullying + Promote Positive Digital Citizenship
- 5. CTE Awareness

Increase gender nontraditional CTE enrollment

Promote safe and healthy schools

tylerlepeau@email.arizona.edu timwernette@msn.com



Project CHANGE

- We are presenting in person! Or if requested, we can also offer remote:
- Live online sessions on Zoom or Google Meet (works best with groups of about 10-40 participants).
- Pre-recorded video
 presentations along with
 optional interactive
 Google slide activity.

- Presentations and workshops are provided at no cost.
- Educator presentations provide professional development hours.
- Presentations run approximately an hour to accommodate a typical class period (shorter for pre-recorded video).



COLLEGE OF SOCIAL & BEHAVIORAL SCIENCES Southwest Institute for Research on Women



School Counselor Director Updates

Emily Brown

My Future AZ

We are proud to say that we currently have over 50,000 users on My Future AZ.

Now offering 3 virtual trainings each month to support users.

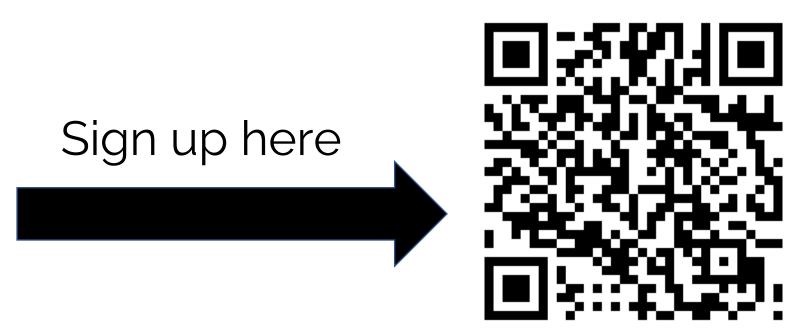
To register for trainings, visit: https://www.azed.gov/ecap



CTE Summer Conference

School Counselors Track: Monday and Tuesday July 17th-18th

School Counselors Luncheon July 17th 11:30am-1:00pm Restarted monthly School Counselor Connection Newsletter in January



https://forms.gle/qtYfvVukVsW9fRnn6



Thank You!

Emily Brown, School Counselor Director <u>Emily.Brown@azed.gov</u> (602) 542-5353



Technical Standards Technical Skills Assessments After School Online TSA Support Annual CTE TSA Teacher Institutes

Current Technical Standards for Review

Aircraft Mechanics assembling a committee

Educations Professions committee is meeting

Electronic Technologies assembling a committee

Emergency Medical Services available on CTE website

Fire Service assembling a committee

Hospitality Management assembling a committee

Laboratory Assisting waiting for Commission approval

Marketing available on CTE website



EMERGENCY MEDICAL SERVICES (EMS)

51.0904.00

TECHNICAL STANDARDS

An Industry Technical Standards Validation Committee developed and validated these standards on November 17, 2022. Completion of the Emergency Medical Standards, which are aligned with NHTSA's National Emergency Medical Services Education Standards, prepares students to meet the requirements of the Emergency Medical Responder (EMR) and/or Emergency Medical Technician (EMT) industry credential(s). The Arizona Career and Technical Education Quality Commission, the validating authority for the Arizona Skills Standards Assessment System, endorsed these standards on January 25, 2023.

Note: Arizona's Professional Skills are taught as an integral part of the Emergency Medical Services program

The Technical Skills Assessment for Emergency Medical Services is available SY2024-202

Note: In this document i.e. explains or clarifies the content and e.g. provides examples of the content that must be faught.

STANDARD 1.0 ANALYZE THE EMERGENCY MEDICAL SERVICES SYSTEM

- Describe key historial events that influenced the development of EMS (i.e., 1970 National Registry of Emergency Technicians traces back to war times (Civil War, World War I, World War I), 1966 Highway Safety Act and formation of NHTSA (National Highway Traffic Safety Administration), etc.]
- 1.2 Describe the components and roles of the EMS system (e.g., agencies and organizations; trained professionals; communications and transportation networks; trauma systems and hospitals; and community medical emergency plan
- 1.3 Describe the role of EMS in public health (e.g., infection prevention and control, human trafficking, reporting and data collection, patient and community education, screenings, and vaccinations/immunizations)
- 1.4 Compare the training, roles, and responsibilities of EMRs, EMTs, AEMTs (Advanced Emergency Medical Technicians), and Paramedics
- Identify desirable attributes of EMTs (e.g., critical thinking skills, tearnwork, mental agility, physical fitness, compassion, communication skills, and hunger for learning)

1.6 Explain the



Hepatitis B

2.7 Describe pr

2.8 Describe p

Marketing 52.1801.00 TECHNICAL STANDARDS

An Industry Technical Standards Validation Committee developed and validated these standards or November 10, 2022. The Arizona Career and Technical Education Quality Commission, the validating authority for the Arizona Skills Standards Assessment System, endorsed these standards on January 25, 2023.

Note: Arizona's Professional Skills are taught as an integral part of the Marketing program

The Technical Skills Assessment for Marketing is available SY2024-2025

Note: In this document i.e. explains or clarifies the content and e.g. provides examples of the content that must be taught

STANDARD 1.0 EXAMINE ECONOMIC PRINCIPLES AND CONCEPTS

- Describe the factors that affect economic decision making (e.g., supply, demand, scarcity, incentives, competition, productivity, surplus, and shortage)
- 1.2 Describe cost-benefit analysis, marginal analysis, and return on investment (ROI) as tools to evaluate economic issue
- 1.3 Describe the impact of marketing on local, national, and global economies
- 1.4 Determine the ways in which local, domestic, and international economic conditions affect marketing
- 1.5 Explain competitive market structures (e.g., monopoly, monopolistic, oligopolistic, and pure competition) and the impact they have on marketing decisions
- 1.6 Describe economic indicators and trends [e.g., Gross Domestic Product (GDP), income and wages, unemployment rate, Consumer Price Index (CPI), interest rates, and balance of trade]
- Describe the impact of the interconnected global economy on individuals and groups [e.g., balance of trade (BOT) and balance of payment (BOP)]
- B Describe the benefits of personal/business financial literacy on the economy (i.e., income, spending, self-sufficiency, financial stability, saving money, investing money, planning for retirement, impact on credit, etc.)
- 1.9 Explain how buyers and sellers interact to create markets and market structures
- 1.10 Describe the interdependent relationship between individuals and institutions (business organizations, financial
- institutions, and government agencies) in a market economy (e.g., the circular flow model) 1.11 Examine the impact of global influences on price (e.g., currency exchange rates, tariffs, and distribution costs)
- 1.12 Explain the concept of price elasticity

STANDARD 2.0 EXAMINE FOUNDATIONS OF MARKETING

- 2.1 Describe the role of marketing in building customer demand for products (e.g., goods and services)
- 2.2 Identify the components and goals of a marketing plan
- 2.3 Define the elements of a marketing mix (e.g., product, price, promotion, and place)
- 2.4 Define the functions of marketing (e.g., promotion, distribution/channel management, marketing information management, selling, product service management, pricing, and market planning)
- 2.5 Describe the wide scope of marketing (e.g., business-to-consumer, business-to-business, consumer-to-consumer, non-profit, government, and e-commerce)
- Investigate how changing technology affects marketing decisions (i.e., social/traditional media, digital, connected tv, etc.)
 Compare and contrast legal (i.e., fair housing, disclaimers, HIPAA, CAN-SPAM, etc.) vs. ethical marketing practices (i.e.,
- bait and switch, price discrimination, etc.) 2.8 Explain the consequences of unethical marketing practices [Le, government regulations, company image, loss of sales,
- public image, copyright infringement (i.e., music, symbols, etc.) incarceration, etc.] 2.9. Investigate the ways competition affects marketion decisions

Fall 2022 Testing Scores

1,981 students in 33 programs tested

1,503 (76%) students passed the test

Top 11 Score Percentages:

Bioscience	100% passed
Fire Service	100% passed
Law and Public Safety	100% passed
Early Childhood Education	98% passed
Film and TV Production	94% passed
Nursing Services	94% passed
Medical Assisting	87% passed
Hospitality Management	85% passed
Engineering	83% passed
Culinary Arts	82% passed
Sports Medicine and Rehabilitation	82% passed

Spring 2023 Registration and Testing: February 27-May 5

BUS	ARIZONA CAREER AND TECHNICAL							
	EDUCATION QUALITY COMMISS							
ARIZONA DEPARTMENT		ION						
OF EDUCATION CAUSE AND TROPAGE STREAMON	Leaf-Herderl of Nationalism Onlinear							
Sarray Anna Rosson	April 29, 2019 Congratulations:	Contra Marcan Francisco Torran Con Antin Program						
And an investment	You passed the Opring 2019 Technical Oklis Assessment. This	Gran Pagear Canto, or annual BNDA POLITO						
DAVIS SHADA	assessment is based on industry-validated technical standards in your selected career field and is endorsed by the Arisons Career	TON ANOTHER DESCRIPTION						
Marga Consulation	and Technical Education Quality Commission. We encourage you to continue your education in your desired	Kargeragentere (per						
MATHEMA ANNALY	career pathway. It is our intent that the enclosed certificate and documentation of program standards will enable you to	THERE AND A DESCRIPTION						
ROACTAINING COMPANY	provide an employer with specific information about the technical skills you acquired through completion of this	ALL						
EDWIND CANNOL.	program. Should you have need of additional copies of these documents	MICHAEL BORREN						
CHLANDO-CADANE	In the next four years, you may contact the Career and Technical Education Unit at the Arisona Department of	HAME ADDRESS						
DAVE CHINTON	Education. Best wishes for your future success.	ESM BARONY Annual Volge-gié Transformation						
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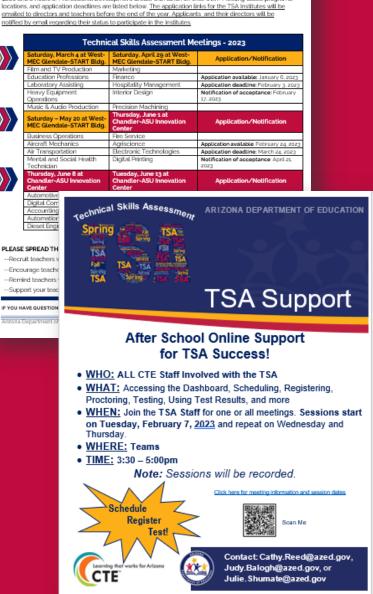
Annual CTE Technical Skills Assessment Teacher Institutes — Application Process for 2023 —

Dear Director, the Annual CTE Technical Skills Assessment Teacher institutes (previously loovan as Super Saturdays) bring teacher committees together to review, update, and develop assessment items for their program's TSA. Each committee includes teachers new to the assessment process, those who have experienced the assessment work previously, and as well, geographic diversity is an important consideration. Each institute begins at 8:30 am and concludes by 4:30 p.m. Teachers receive a stipend of \$200 and 8 hours of Professional Development Credit, with tunch on their own. Meeting dates, programs, locations, and application deadlines are listed below. The application links for the TSA institutes will be emailed to directors and teachers before the end of the year. Applicants and their directors will be notified by email regarding their status to participate in the Institutes.

Annual CTE TSA Teacher Institutes to work with Teacher Committees to review, edit, and develop assessment items will be held March through June.

After School Online TSA Support

offered 3 days in February for all CTE staff to learn all they need to know about the Technical Skills Assessment.



Staying for the Midwinter Conference? Please join us this afternoon.

2:00 to 2:50 in Verde B Let's Talk about TSA Scores

3:00 to 3:50 in Verde B Improve Student Assessment Results, a Best Practices Panel Discussion!





Standards-Assessment-Career Development Team



JUDY Balogh Judy.Balogh@azed.gov 602-542-4155



CATHY Reed

Cathy.Reed@azed.gov 602.364.0103



JULIE Shumate

Julie.Shumate@azed.gov 602.542.5044



SUSAN Farretta



JET Wilson Dight

Susan.Farretta@azed.gov Jet.WilsonDight.@azed.gov 602-542-5540 602.542.2968

Thank You!



Career & Technical Education

CTSOS

CTSOs















ARIZONA





CTSO MEMBERSHIP

DECA and EdRising: February 15th

FBLA, FCCLA, HOSA, SkillsUSA: March 1st

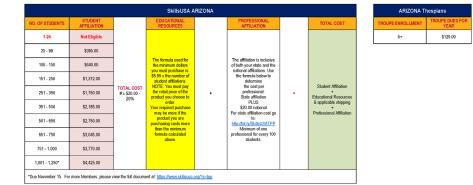
CTSO MEMBERSHIP DUES

CTSO	WHERE TO ENTER MEMBERS: STATE NATIONALS		INDIVIDUAL DUES	PROGRAM DUES (See Chart Below for Pricing)	MINIMUM MEMBERSHIP REQUIREMENT	PAY DUES TO: STATE NATIONALS		RECEIVE INVOICE FROM: STATE NATIONALS		DUE DATE: FALL SPRING	
Arizona DECA	No	Yes	\$20 per Student \$20 per Advisor	Yes	5 Students + 1 Advisor	No	Yes	No	Yes	1-Nov	1-Feb
EdRising Arizona	No	Yes	\$20.00 per Student \$20.00 per Advisor	No	5 Students + 1 Advisor	No	Yes	No	Yes	1-Nov	1-Feb
Arizona FBLA	No	Yes	No Individual Fee \$0 per Adviser	Yes	5 Students + 1 Adviser	No	Yes	No	Yes	1-Nov	1-Mar
FCCLA Arizona	No	Yes	\$20.00 per Student \$20.00 per Adviser	No	12 Students + 1 Adviser Each Co-Adviser must also be affiliated.	No	Yes	No	Yes	1-Nov	1-Mar
Arizona FFA	Input membership through azffa.org		\$14.00 per Student only + \$350.00 Chapter Fee	Yes	5 Students	Yes	No	Yes	No	30-Sep	15-Feb
Arizona HOSA	No	Yes	\$20.00 per Student \$20.00 per Advisor	No	5 Students + 1 Advisor	Yes	Yes Traditional	No	Yes Traditional	1-Nov	15-Mar
SkillsUSA Arizona	No	Yes	\$20.00 per Student \$25.00 per Advisor	Yes	5 Students + 1 Advisor	No	Yes	No	Yes	1-Nov	1-Mar
Arizona Thespians	No	Yes	\$35.00 per Member	Yes	5 Students + 1 Advisor	No	Yes	No	Yes	Yes No Specific Date	Yes No Specific Date

PROGRAM AFFILIATION MEMBERSHIP

ARIZON	A DECA	ARIZONA FBLA			ARIZONA FFA				
100% PROGRAM AFFILIATION	TOTAL COST	CHAPTER ENROLLMENT	CO-CURRICULUM PROGRAM		ENROLLMENT IN AG ED CLASSES	BASIC AFFILIATION FEE	ONE STAR SUPPLEMENTAL PACKAGE FEE	TOTAL ONE STAT	
	#x \$15.00 per Student or Advisor	5-40	\$600.00		5-40	\$650.00	\$550.00	\$1,200.00	
Must affiliate 100% of		41-80	\$1,200.00	1	41-100	\$850.00	\$650.00	\$1,500.00	
students in program including		81-100	\$1,500.00	7 F	101-150	\$1,400.00	\$800.00	\$2,200.00	
both Carnegie units, Student Based Enterprise, and		101-125	\$1,875.00		151-200	\$2,400.00	\$750.00	\$3,150.00	
internships. Number of members registered should		126-150	\$2,250.00	1	201-250	\$2,750.00	\$550.00	\$3,300.00	
approximately match current		151-175	\$2,625.00	1	251-300	\$3,300.00	waived	\$3,300.00	
year 100th day enrollment.		176-200	\$3,000.00	1	301-350	\$3,850.00	waived	\$3,850.00	
		201-225	\$3,375.00	1	351-400	\$4,350.00	waived	\$4,350.00	
Chapter Activation Form and D		226-250	\$3,750.00	1	401-450	\$4,850.00	waived	\$4,850.00	
be completed for registration. Payments for membership must be made directly to: DECA inc. Aftr. DECA Membership 1998 Association Drive		251-275	\$4,125.00	1	451-500	\$5,500.00	waived	\$5,500.00	
		276-300	\$4,500.00	1	501+	\$6,150.00	waived	\$6,150.00	
		301-325	\$4,875.00	1	For Two Star Supplemental Packages, contact Bethany Matos at Bethany Matos@azed.gov.				
Reston V.		325+ or district wide	Contact FBLA Arizona	1 '					

PROGRAM AFFILIATION MEMBERSHIP (CONTINUED)



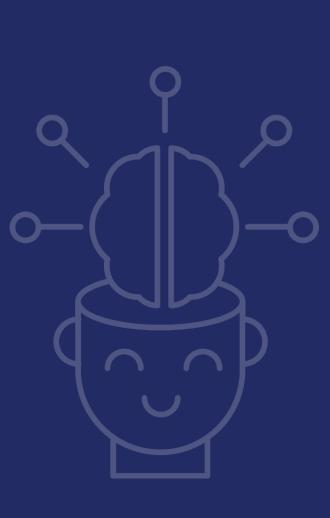


NEW ADVISOR TRAINING DATES

Saturday, July 15th (Summer Conference) Friday, August 2nd (at ADE) Tuesday, September 6th (at ADE) Saturday, October 14th (Virtual) Wednesday, November 29th (at ADE)

ADVANCED ADVISOR TRAINING

December 4th-8th 4pm-6pm (Virtual)



STATE LEADERSHIP CONFERENCES



February 23-25, 2023

FCCLA. Arizona

March 27-29, 2023



March 27-30, 2023



April 29-31, 2023



April 3-5, 2023



April 11-12, 2023



June 8-10, 2023

Middle School – El Conquistador March 20-21, 2023

We have provided an All inclusive and add on for meals



WE NEED JUDGES !

DECA: DECA STATE CAREER DEVELOPMENT CONFERENCE

Dates: February 23-25, 2023 **Location**: Arizona Grand Resort & Spa **Link:** https://www.cognitoforms.com/ArizonaDECA/ 202

https://www.cognitoforms.com/ArizonaDECA/_2023ArizonaDE CAStateCareerDevelopmentConferenceJudgeRegistration

EDRISING: EDRISING STATE LEADERSHIP CONFERENCE

Dates: March 20-22, 2023 Location: El Conquistador Tucson, A Hilton Resort Link:

https://edrisingarizona.wufoo.com/forms/zc48uea1we1m8e/

FBLA: FBLA Middle Level State Leadership Conference

Dates: March 20-22, 2023 **Location:** El Conquistador Tucson, A Hilton Resort **Link:**

https://fblaarizona.wufoo.com/forms/pnn85bc04thlmx/

FBLA: FBLA State Leadership Conference

Dates: April 3-5, 2023 **Location:** Westin La Paloma Resort & Spa **Link:**

https://fblaarizona.wufoo.com/forms/pnn85bc04thlmx/

FCCLA: FCCLA STATE LEADERSHIP CONFERENCE

Dates: March 27-29, 2023 Location: Westin La Paloma Resort & Spa Link: https://www.cognitoforms.com/ArizonaFCCLA/_2023EvaluatorsJudgesSign Up

FFA: FFA STATE LEADERSHIP CONFERENCE

Dates: June 8-10,2023 **Location**: Westin La Paloma Resort & Spa and the University of Arizona <u>https://arizonaffa.wufoo.com/forms/arizona-ffa-slc-judging-interest-form/</u>

HOSA: HOSA STATE LEADERSHIP CONFERENCE

Dates: March 29-31, 2023 Location: Westin La Paloma Resort & Spa Link: <u>https://azhosa.wufoo.com/forms/q1bur0wx05urmac</u>

SKILLSUSA: SkillsUSA State Leadership And Skills Conference

Date: April 11-12, 2023 **Location**: Phoenix, Convention Center



THANK YOU STATE ADVISORS!

Lacy Beanland-Kirk

Bethany Matos

Missey Boucher-Goodman

Andy Kuntz

Sandra Oligny

Daniel Kelly





Questions, Concerns, Comments

Thank You

Julie Ellis, CTSO State Director Julie.Ellis@azed.gov Work: (602) 542-5350 Cell: (520) 465-3655





CTE Administrators Meeting February 2023



Midwinter (Feb. 2 – 3, 2023)

Midwinter Leadership Conference

February 2 - 3, 2023 | Prescott Resort & Conference Center | Prescott, Arizona

- 23rd year
 - 22 years at Prescott Resort & Conference Center
- Thanks to presenters for over 40 sessions
- For more information, visit <u>acteaz.org/events/mid-winter/</u>



CTE Month®: February 2023



- 12 entries
- Winning team or student will receive up to \$500
- Winning video will be featured at ACTEAZ Summer Conference
- Governor Proclamation for CTE Month



ACTE Summer Conference



- July 14 19, 2023 at Hilton El Conquistador & Westin La Paloma
- Hotel rooms open March 13
- Registration opens the week of March 20
- For more info, visit <u>https://arizonactecon.com/</u>



ACTEAZ Awards



- Due March 17
- Members can self-nominate
- Please nominate your colleagues or business partners to honor them
- Thanks to Rick Knisley and Dick McManus from AZTECH for sponsoring & producing our awards last year
- For more info: acteaz.org/awards



ACTEAZ Scholarships



- Due March 17
- New this year: scholarship video by Lori Luzier to help teachers & students fill out scholarship application
- Scholarships for secondary and postsecondary students
- Special thanks to all participating in ACTEAZ Fellows Scholarship Auction
- For more info: https://www.acteaz.org/scholarships/



ACTE National Policy Seminar (NPS)



March 19–22 Crystal Gateway Marriott Arlington, Virginia with time to meet with legislators on Capitol Hill

Turning CTE Advocacy into Policy Action

acteonline.org/nps

- March 19 22, 2023 in Arlington, VA
- For more info, visit https://www.acteonline.org/nps/



ACTE Region V Conference

ACTE Leadership Conference



- April 12 15, 2023 in Fargo, ND
- Region V awards announced at this conference
- For more info, visit <u>https://www.ndacte.com/region-</u> <u>v.html</u>



ACTEAZ Comms



acteaz.org

- Started new monthly ACTEAZ newsletter in November
- Job blast resumed in January
- Job listings also posted on ACTEAZ website: <u>https://www.acteaz.org/job-listings/</u>
- Keep an eye on your inbox for updates



Contact Us

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Pam Ferguson ACTEAZ Exec. Director pamferguson@acteaz.org Shelly York ACTEAZ Asst. Exec. Director shellyyork@acteaz.org (623) 826-6399

Shelby Freytag Premier Series Coordinator premierseries@acteaz.org

Alec Damiano Marketing & Event Technology Manager alecdamiano@acteaz.org Kailyn Gillette Administrative Assistant eventsupport@acteaz.org



Premier Series Courses Delivered

Premier	Series Courses	Delivered		
Course	Date	Instructor	Location	Participants
Work Based Learning	9/27/2022	Susan Leon	Flagstaff Unified School District	14
Instructional Best Practices	10/26 & 10/27/2022	Patrick Clawson	Chandler Unified School District	11
Work Based Learning	11/4/2022	Susan Leon	Mountain Institute CTED	13
Using Advisory Councils	11/16/2022	Rahsaan	Chandler Unified School District	13
Scope and Sequence	11/19/2022	Joel Wakefield	NATIVE School District	42
5				93

Premier Series FY 2022-2023 as of February 2, 2023

Scheduled/ Upcoming Premier Series Courses

Scheduled/Upcoming Premier Series Courses					
Course	Date	Instructor	Location		
n Plan Writing	2/11/2023	Joel Wakefield	Yuma Union High School District		
Rubrics to Increase Student Success	3/15/2023	Joel Wakefield	Page High School		
		Patrick Clawson & Tama			
ive Demonstration	4/18/2023	Mohelnitzky	Yuma Union High School District		
3					

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Premier Series FY 2022-2023 as of

February 2, 2023

What is new for ACTEAZ Premier

Series?

- ACTEAZ is in the process of taking a deep dive into researching the possibility of providing a portion of Premier Series Courses via an online learning platform.
- A survey will be sent out to CTE and CTED Directors and to complete as our first step in researching how to best serve districts with the Premier Series Course offerings.

Premier Premier Series FY 2022-2023 as of February 2, 2023

Statewide Partnerships

The Premier Series is offered throughout Arizona by:

- ACTEAZ
- Pima JTED
- West-MEC

With a handful of courses available through:

- CTD
- NAVIT
- EVIT
- WAVE

CAVIAT NATIVE WAVE MICTE NAVIT \mathbf{CV} WEST MEC EVIT CAVIT GIFT STEDY CTD PCJTED

Premier Premier Series FY 2022-2023 as of

February 2, 2023

Course Offerings/ Calendar

For more information on ACTEAZ Courses & Course Calendar please visit the ACTEAZ Website.

https://www.acteaz.org/cte-leads-2/about-theteacher-series/





How Can I Help?

For more information about the Premier Series or to schedule Premier Series classes for your instructors, please contact: **Premier Series**

Shelby Freytag Email: <u>Premierseries@acteaz.org</u> Phone: (928) 941-0204

Our Next **CTE** Administrators Meeting will be in Tucson – 2023 Summer Conference



