SECONDARY TO POSTSECONDARY AUTOMOTIVE CAREER PATHWAYS: DRIVING STUDENTS TO SUCCESS
YOUR PRESENTERS

Matt Janisin
NC3 Instructor/Coordinator, Gateway Technical College

Jaime Spaciel
Career Pathways Manager, Gateway Technical College
GOALS FOR TODAY’S PRESENTATION

- Share career pathway and dual credit structures at Gateway Technical College
- Discuss how we’ve strengthened our partnership with a high school in our district to improve the career pathways experience for students
- Provide tips and tricks for how you can engage in this work and replicate our successful initiatives in any program area
- Answer your questions about how to replicate these practices in your district
WHO’S IN THE ROOM?

- Secondary?
- Post-secondary?
- Employer?
- Workforce Development?
GATEWAY TECHNICAL COLLEGE

- One of 16 colleges in the Wisconsin Technical College System
- Founded in 1911
- Approximate headcount: 21,000
- 3 main campuses, 6 centers
- Serve 35 public and private high schools; 13 public school districts
SETTING THE STAGE:
WE’VE COME A LONG WAY!
JUST A FEW YEARS AGO…

- Racine Unified School District’s Park High School had a strong automotive program with a dedicated teacher
- Ready to retire with no clear successor, program was in danger of being eliminated
- Hesitant to work with Gateway, afraid we were going to “steal” students through on-campus course offerings
- Gateway faculty were hesitant to work with high school; worried about dual credit affecting enrollment, FTE, etc.
Gateway automotive courses are delivered at Park HS by a Gateway instructor.

Students earn up to 12 Gateway credits AND 11 high-value industry certifications AND an entry-level pathway certificate BEFORE high school graduation FOR FREE.

RUSD/Gateway staff and administrators communicate on a regular basis, working together to resolve issues and identify new opportunities.

Parents are able to visit both facilities, learn about pathway progression, and clearly visualize the options available to their child.
SO, HOW DID WE GET HERE??

SHARED VISION, STRONG PARTNERSHIP, STUDENT-CENTERED PRACTICES
BREAKING DOWN BARRIERS

- High school instructor training
- Donation of equipment
- Meeting between Gateway president and RUSD faculty
- Ongoing communication and collaboration
DUAL CREDIT OPPORTUNITIES FOR HIGH SCHOOL STUDENTS

- Transcripted credit (high school teacher becomes certified as Gateway adjunct, adopts curriculum)
- Advanced standing (high school teacher delivers similar content, student receives credit upon enrolling at Gateway after graduation if earn B or better)
- Youth options (high school student attends class on Gateway campus)
- College faculty providing instruction at high school (contracted by high school)
DUAL CREDIT AT GATEWAY

2016-17 Figures:

- 216 sections
- 2,654 students
- $1.4 million in saved tuition costs
- 71% of students who earn dual credit direct enroll at Gateway (state average = 25%)
NEW STUDENT SPECIALISTS IN HIGH SCHOOLS

- 9 New Student Specialists cover 35 high schools
- In majority of the high schools half day to a full day each week
- Meet with approximately 700 high school students per month
- Attend recruitment fairs and community outreach events
- Host events on campus and events in high schools
- Work with campus partners for specialized events
CAREER PATHWAY CERTIFICATES

- Comprised of coursework from the first year of an already-established technical diploma or associate degree
- 2-18 credits in length
- Aligned with entry-level positions in industry
- Vetted through labor market analysis and employer advisory committee feedback
- Courses may be available through dual credit avenues
CAREER PATHWAY MAPS

- Available for all program areas (49 total maps)
- Highlight all credentials along program’s pathway (including jobs, potential wages, related industry certifications, etc.) as well as dual credit courses and articulation opportunities
- All high school guidance counselors and administrators receive bound, color copies of maps on an annual basis
- New Student Specialists utilize maps when working with students
CAREER PATHWAY
AUTOMOTIVE TECHNOLOGY

Previous Credit
There are many opportunities, both in high school and through previous college, work, and/or military experience, to earn credit at Gateway.

For more information about earning credit in high school and opportunities for credit for prior learning, please see reverse side.

Certificate
Automotive Under Car Technician (10 Credits)
Potential Jobs:
- Lube Technician
- Alignment Technician

Median Income*:
$10.50 per hour
$21,840 annually
*Based on locally reported wage data.

Students who complete this program are prepared to earn industry-recognized certifications, including:
- Pro42 Alignment Machine
- FCA Steering & Suspension

Technical Diploma
Automotive Maintenance Technician (33 Credits)
Potential Jobs:
- Service Technician
- Quick Service Technician

Median Income*:
$14.00 per hour
$29,120 annually
*Based on locally reported wage data.

Students who complete this program are prepared to earn industry-recognized certifications, including:
- NC3 Snap-On Multimeter 604 Certification
- FCA Level 0 Certified

Associate Degree
Automotive Technology (70 Credits)
Potential Jobs:
- Diagnostic Specialist
- Master Technician

Median Income*:
$26.00 per hour
$54,080 annually
*Based on locally reported wage data. Hourly wage may vary greatly based on flat rate compensation and experience level.

Students who complete this program are prepared to earn industry-recognized certifications, including:
- NC3 Advanced Diagnostics
- FCA Level 1 Certified

Career
Students are prepared to enter their career field at any point along the pathway and advance as they complete higher-level credentials.

Bachelor’s Degree
Transfer up to 70 credits via existing articulation agreements with colleges such as:
- Bellevue University
- Franklin University
- Lakeland College
- Ottawa University
- UW-Oshkosh
- UW-Stout

Salary and employment data for the Gateway district courtesy of EMSI.

gtc.edu/automotive
CAREER PATHWAY
AUTOMOTIVE TECHNOLOGY

Have questions or need assistance with getting started?

Gateway’s New Student Specialists are ready to help. Call 1-800-247-7122 or stop into any Student Services Center to make an appointment or register for an upcoming new student event.

Elkhorn Campus
400 County Road H
Elkhorn, WI 53121

Kenosha Campus
3520 30th Ave.
Kenosha, WI 53144

Racine Campus
1001 S. Main St.
Racine, WI 53403

Credit for Prior Learning

Experience Pays! You’ve been there . . . You’ve done that . . . Let us give you credit for it!

Gateway Technical College recognizes you have knowledge and skills gained through previous educational, life and work experiences. We want to help you receive credit for those experiences—saving you time, money and helping you enter your new career more quickly.

There are various ways to earn credit including Degree Course Substitution, Prior Learning Assessment and Transfer Credit. Credit for Prior Learning opportunities for this program include:

- 602-107 Auto Service Fundamentals
- 602-104 Brake Systems
- 602-124 Steering and Suspension
- 602-125 Electrical & Electronic Systems 1
- 602-204 Engine Repair 1

For more information visit gtc.edu/cfpl or contact the Registrar’s Office at cfpl@gtc.edu or 262-619-6366.

Earn College Credit in High School

Get an edge by earning college credit before you graduate and save money at the same time.

There are many ways to earn college credit while you’re still in high school, including transcripted and advanced standing credit, Youth Options and youth apprenticeship. Suggested courses to take in high school for this program include:

- 602-107 Auto Service Fundamentals
- 602-104 Brake Systems
- 602-124 Steering & Suspension Systems
- 602-125 Electrical & Electronic Systems 1

For more information on earning college credit in high school connect with your high school counselor or the Gateway New Student Specialist at your high school. Visit gtc.edu/highschool.

gtc.edu/automotive

Gateway Technical College

This ACT program is 100% funded with a WIA/CFPL funded $100 million grant awarded by the U.S. Department of Labor Employment and Training Administration. The program is an equal opportunity program and auxiliary activities and services are available on a nondiscriminatory basis. This workforce investment is funded by a grant awarded by the U.S. Department of Labor Employment and Training Administration.

This grant was created by the grantor and does not necessarily reflect the official position of the U.S. Department of Labor. The U.S. Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on third party sites and including, but not limited to, accuracy of the information or its completeness, usefulness, usefulness, adequacy, continued availability, or otherwise. Except where otherwise noted, this work is licensed under the Creative Commons Attribution 4.0 International license.
INDUSTRY CERTIFICATION INVENTORY

- Google spreadsheet (sharable; special filters can be applied)
- Lists all external, industry-aligned certifications students are eligible to earn after completion of course(s) or program
- Can be organized by career cluster, program of study, awarding organization, etc.
- Shared with high school partners – assist in selection of dual credit courses

<table>
<thead>
<tr>
<th>Career Cluster</th>
<th>Program</th>
<th>Course Number(s) OR Program Completion</th>
<th>Course Title(s) OR Program Requirements</th>
<th>Certification Name</th>
<th>Name of Awarding Organization</th>
<th>State or National Certification</th>
<th>Certification Awarded OR Student Prepared to Complete Certification Exam</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation</td>
<td>Distribution &amp; Logistics</td>
<td>Automotive Technology 602-104</td>
<td>Brake Systems</td>
<td>Brake Service, Flight Recording with wiTECH 2.0, Technician Doc Requirements</td>
<td>Fiat Chrysler Automobile (FCA)</td>
<td>National</td>
<td>Prepare</td>
</tr>
<tr>
<td>Transportation</td>
<td>Distribution &amp; Logistics</td>
<td>Automotive Technology 602-107</td>
<td>Auto Service Fundamentals</td>
<td>Hand Tool Safety &amp; Electrical Tool Safety Training Certificates</td>
<td>National Coalition of Certification Centers (NC3)</td>
<td>National</td>
<td>Prepare</td>
</tr>
<tr>
<td>Transportation</td>
<td>Distribution &amp; Logistics</td>
<td>Automotive Technology 602-107</td>
<td>Auto Service Fundamentals</td>
<td>Maintenance - MAINT02, MAINT03, MAINT04, MAINT05</td>
<td>Fiat Chrysler Automobile (FCA)</td>
<td>National</td>
<td>Prepare</td>
</tr>
<tr>
<td>Transportation</td>
<td>Distribution &amp; Logistics</td>
<td>Automotive Technology 602-109</td>
<td>Auto Transmission/Transaxle</td>
<td>Intro to Auto Transmissions, Auto Transmission Light Maintenance</td>
<td>Fiat Chrysler Automobile (FCA)</td>
<td>National</td>
<td>Prepare</td>
</tr>
</tbody>
</table>
RACINE UNIFIED SCHOOL DISTRICT
ACADEMIES OF RACINE – CAREER PATHWAYS & ACADEMIES

Accounting
Automotive
Aviation
Biomedical Sciences
Business
Construction
Culinary Arts
Early Childhood & Education
Engineering
Health Services
Information Technology
Manufacturing
Marketing
United States Army JROTC

Freshman Academy
Academy of Health Sciences & Education
Academy of Business & Culinary Arts
Academy of IT & Technical Services

Freshman Academy
Academy of Health Sciences & Aviation
Academy of Business & Culinary Arts
Academy of Education & Technical Services

Freshman Academy
Academy of Health Sciences & Education
Academy of Business & Culinary Arts
Academy of Leadership, Automotive & Technical Services
Potential Careers in Automotive
• Lube Technician
• Alignment Technician
• Service Technician
• Quick Service Technician
• Diagnostic Specialist
• Automotive Line Technician
• Sales & Parts Supplier
• Testing Technician
• Master Technician
• Instructor

High School Pathway Course
Grade 9: Freshman Seminar
          Power Systems

Grade 10: Transportation Systems*

Grade 11: Automotive Technician*

Grade 12: Advanced Automotive Technician*
          Automotive Youth Apprenticeship

Examples of Post-Secondary Degrees
Certificate
  Automotive Under Car Technician
  Gateway Technical College

Technical Diploma
  Automotive Maintenance Technician
  Gateway Technical College

Associate Degree
  Automotive Technology
  Gateway Technical College

Bachelor’s Degree
  Career, Technical Education & Training
  University of Wisconsin - Stout
PATHWAY-SPECIFIC HIGH SCHOOL FAMILY NIGHTS

- Hosted Park HS students and parents (approx. 50 guests)
- Started at Park HS’s automotive lab, received tour and took coach bus to Horizon Center
- Dean and President provided opening remarks, staff had dinner with guests and presented information on career pathways, Gateway Promise, local dealer requirements for employment, and state scholarship opportunities
- Parents and students then toured the facility; observed instructors and current students
- Shared costs for event (RUSD covered bus, GTC covered food and other expenses)
- Held second event last week; will continue to host annually
Identified need to visually tell the story

Highlights all key benefits to high school students (and most importantly, parents!)

Used during family night presentation

Can also be used by high school faculty when discussing the value of the pathway with students
AWARDING COLLEGE CREDENTIALS TO HIGH SCHOOL STUDENTS (AUTOMOTIVE UNDER CAR TECHNICIAN CERTIFICATE)

- Students are taking all of the courses in the Automotive Under Car Technician pathway certificate while in high school.
- Presented the first round of certificates to three seniors at RUSD’s Park High School PRIOR to the students graduating from high school.
- Awarded at end of the year Tech Ed banquet; strong showing of support from Gateway staff.
AND WHEN IT ALL COMES TOGETHER…

WE HAVE THE OPPORTUNITY TO CHANGE LIVES
STUDENT SUCCESS STORY

- Michael Wittrock
- Graduated from RUSD in 2017, currently enrolled in second semester automotive courses at Gateway
- Continuing to work with his high school employer
- Featured in Working Nation’s Do Something Awesome series: The Drive to Succeed
- https://workingnation.com/the-drive-to-succeed/
MOST EFFECTIVE STRATEGIES TO BUILD STRONG SECONDARY TO POSTSECONDARY PARTNERSHIPS

Linking HS pathways to college pathways
- Advisory committees *(high school and/or college)*
- Faculty to faculty summits
- Joint messaging to students – high school graduation is NOT your finish line!
- Common definition of Career Pathways
- Share curriculum
- Host professional development and other events for your high school partners at your location
- Assist with pathway development at the high school level

Early college opportunities
- Dual credit/dual enrollment *(buffet vs. pathway-specific)*
- Program and college tours

College services in the high schools
- New Student Specialists and Gateway faculty in the classrooms
- Parent nights, homecoming, career fairs
- Banners and Gateway swag in classrooms

Aspire to be true partners
- Communicate, communicate, communicate!
- Share information, resources, costs, etc.
- Share joint success stories publically
- Respect each other’s needs and specific goals
QUESTIONS???

MATT JANISIN
NC3 INSTRUCTOR/COORDINATOR
GATEWAY TECHNICAL COLLEGE
janisinm@gtc.edu

JAIME SPACIEL
CAREER PATHWAYS MANAGER
GATEWAY TECHNICAL COLLEGE
spacielj@gtc.edu