

Partners in Education

County Board of Education

December 8, 2023

SBCEO Board Room





Mission

**To empower students for the world ahead
through business, school, and community
collaboration.**

Partners in Education is a 501(c)3 nonprofit administered in partnership with the Santa Barbara County Education Office.

Organizational roots start in 1977.





What we do

01

**Bridging the
Digital Divide**

02

**Career
Exploration**

03

**Community
Engagement**

Computers (and Training) for Families

Free refurbished
computers w/
required online
safety training

On demand tech
support

NEW: Digital
Wellness
Workshops

UPCOMING:
Computers
Basics Training

**828 families served in 23-24 school year;
1,500 support calls**



We recognize that providing people with devices is not enough.

65% reported having basic or NO knowledge of computer literacy.

The new digital divide?

"...kids from lower-income families are spending twice as much time with screens daily as those from the most advantaged families."

"People who have more advantages have more time and education to help their kids use the technology."

--NPR article, Young Children Are Spending Much More Time in Front of Small Screens



More about our recipients

87% report making less than \$40,000 in family income annually.

Approx. 60% reside in North County

Most adult recipients have school-age children

Key Program Partners

County of Santa
Barbara

SBCEO
Promotores-
Children and
Family Resources

Housing
Authority

Public Libraries

Family Service
Agency

Schools

A photograph of four people standing behind a table at an outdoor community event. From left to right: a young man in a white polo shirt with a lanyard, a man in a dark suit and glasses, a woman in a white sleeveless top, and a young man in a white button-down shirt. They are all smiling. The table in front of them is covered with a white cloth and has various items on it, including brochures, a laptop, and a power strip. In the background, there are white pop-up tents, one of which has the 'OZARK TRAIL' logo. To the right, a police officer in a tan uniform stands near a mobile library unit with a sign that says 'LIBRARY ON THE GO'. The scene is outdoors with trees and a clear sky.

Community Outreach & Tabling Events



Special Workshops - Mommy Connecting to Wellness

Building new content for families through partnership with Project Reboot Founder



Project Reboot

Reset your tech habits

[Book a free call](#)

We are in an epidemic of digital distraction



U.S. teens average **8:39 hours** of unproductive screen time per day



Attention spans are declining



Anxiety and depression are on the rise

Born as a 12-week course at UC Berkeley, Project Reboot is a research-backed program that helps students build an informed and intentional relationship with technology




NEW PARENT WORKSHOP

Helping Families Build Healthy Relationships with Technology



ABOUT THIS WORKSHOP

- You will learn what tech addiction is and will gain tips for helping your families use smart phones and the internet in healthy and educational ways.
- You will offer your feedback on the presentation, so we can make it better for future audiences.

 **Thursday, December 7, 2023**
6-7:30 p.m.

 **Zoom (virtual)**

**REGISTER
TODAY!**



Questions? Call Erika at 805-964-4710 ext 4401.

Computers for Families Hub...coming to a community near you in early 2024

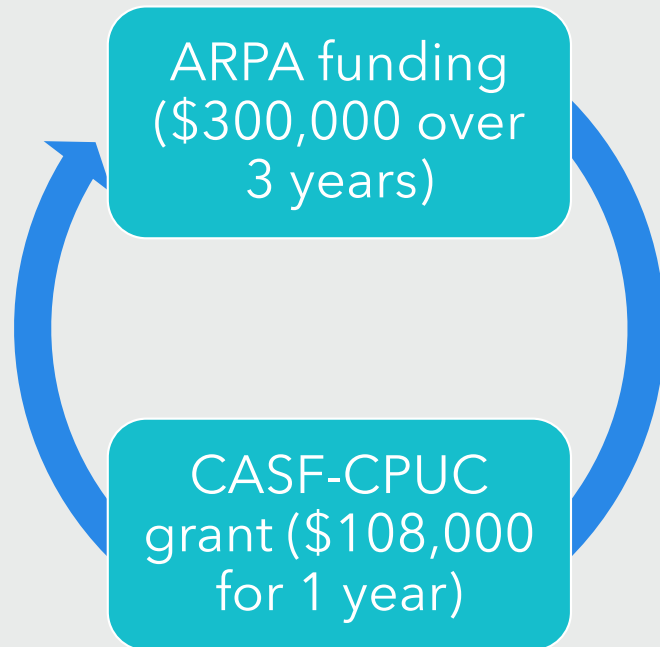


Be one of our first van sponsors in 2024!

Talk to us about giving levels



New (temporary) Funding Supporting Efforts



Program Highlight: Computers for Families



Career Coaching & Job Readiness Training

- 8-weeks of Career Coaching
- Career Panels and Mock Interviews
- Students earn \$200 stipends
- Eligibility for paid internships if desired
- Up to 150 spots each year



Fall 2023 Job Readiness Training Snapshot

80 students served from 12 high schools

10 Career Coaches and 6 total coaching hours

160 Mock Interview Experiences

48 total career coaching sessions in small groups

\$15,600 in stipends distributed to students who completed the 8-week cycle



Paid Internships

- Business vetting and supervisor background checks
- Partners/SBCEO handles payroll and employment
- Joint investment in costs (\$900 per intern)
- Other internship arrangements tailored to the business need are possible



About our recipients

01

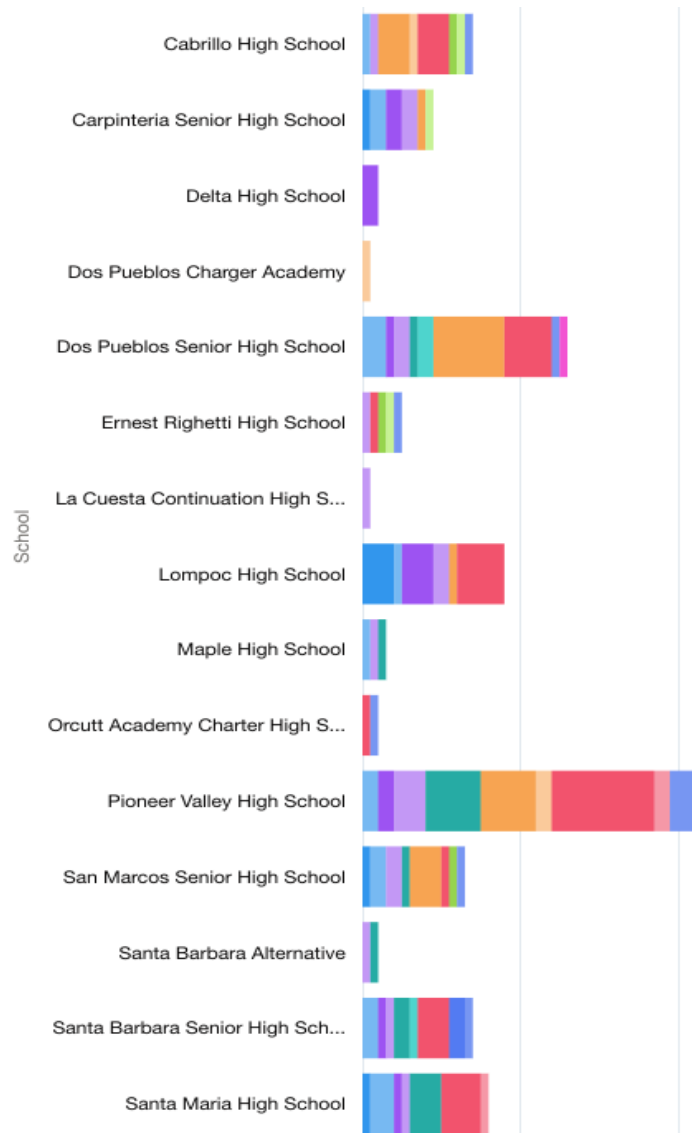
More than 50%
reside in North
County

02

More than 60% are
considered low-
income or socio-
economically
disadvantaged

03

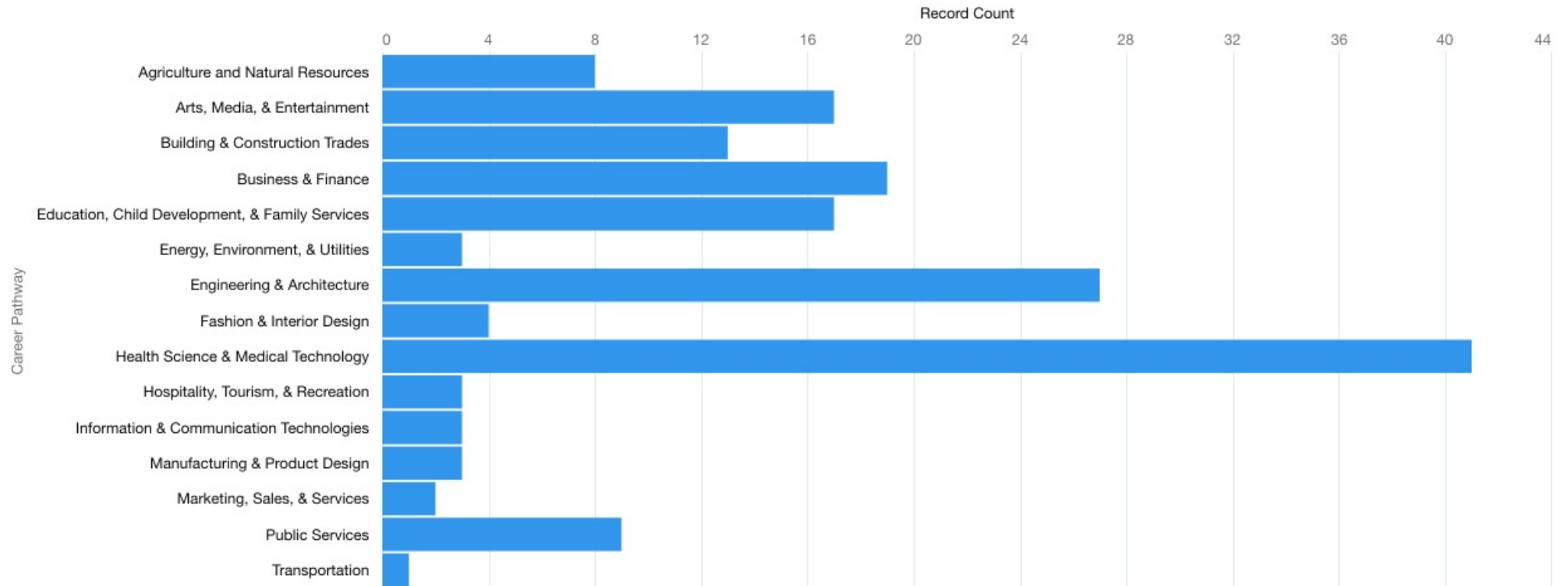
Healthcare is the
top career interest
among applicants
each year



Breakdown of Fall 2023 Applications by School and Career Interest

Breakdown of Fall 2023 Session Applications by Career Interest Only

PSIP Program Engagements by Pathway



- Viewing as Quantech Consulting



Janet, Partners in Education student participant

Interested in Healthcare (Wants to be a doctor!)

Bilingual Spanish and Mixteco

Loves the Santa Maria Public Library

Employers who have hired 15 students since July 1, 2023

Bethel
Engineering (1
student)

Brownstein Hyatt
Farber Schreck,
LLP (1 student)

California
Learning Center
(1 student)

Children's
Creative Project
(1 student)

Computers for
Families (2
students)

Creative Network
(1 student)

D.D. Ford
Construction (1
student)

Hope School
District (ESY)
Program (1
student)

Kids Cuts (1
student)

Raytheon (2
students)

Santa Maria
Valley Chamber
of Commerce (1
student)

SearchLight
Properties (1
student)

SBCEO-
Communications
(1 student)

DD Ford Construction



Hope School District



SBCEO - Communications



Businesses in process or ready to hire

Santa Barbara Unified School District

Pacific Western Bank

Santa Barbara Zoo

SB Airbus

Action Roofing

Cottage Health

Casa Dorinda

SB Trapeze Co

Capella

MOXI, The Wolf Museum of Exploration + Innovation

Volunteer at our next Mock Interviews



Mock Interviews with High School Students!

VOLUNTEERS NEEDED!

APRIL
9-11
2024

- Santa Barbara: Tuesday, April 9, 4-5:30 p.m.
- Santa Maria: Wednesday, April 10, 4-5:30 p.m.
- Santa Ynez: Thursday, April 11, 4-5 p.m.

Volunteers will to help students practice their interview skills. For many of our high school students, this will be their very first interview experience—our goal is for them to leave the experience feeling encouraged and even more confident about their abilities.

Email partners@sbceo.org to sign up!




Volunteer & Educator Portal Progress

Teachers and volunteers
providing input

Goal is to have soft launch in
early 2024

Volunteer Request Test 1



Job Overview

Description

Online / Construction Description Test

Requirements

Online / Construction Requirements Test

Job Details

Volunteer Types

☒ Groups

Delivery Type

Online

Skills Needed

☒ None Selected

Experience to Share

First Generation College Student

Information


Industry / Career Path

Building & Construction Trades

Number of Potential Student Impact

10

Requestor

 Sample Educator

X

Job Location


Location Information:

Sample School

1 Market Street

San Francisco, CA 94105

USA



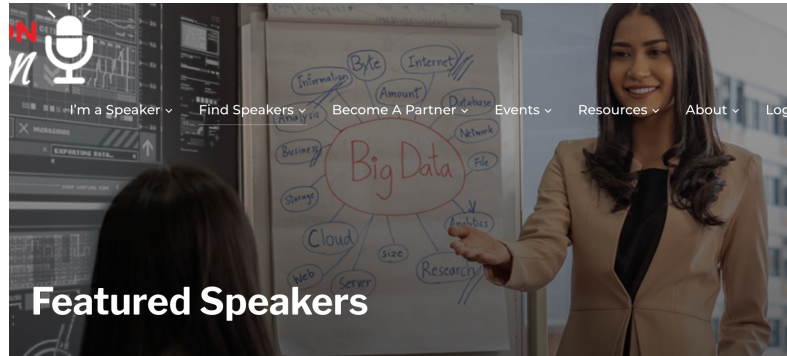
Start Date and Time Details

Start Date: Monday, Nov 27, 2023

Evolution of Volunteer Coordination in Schools



New Volunteer and Educator Portal



Featured Speakers

Featured Speakers

Our Speakers This Month



Tarra Mitchell



Kathleen Murphy



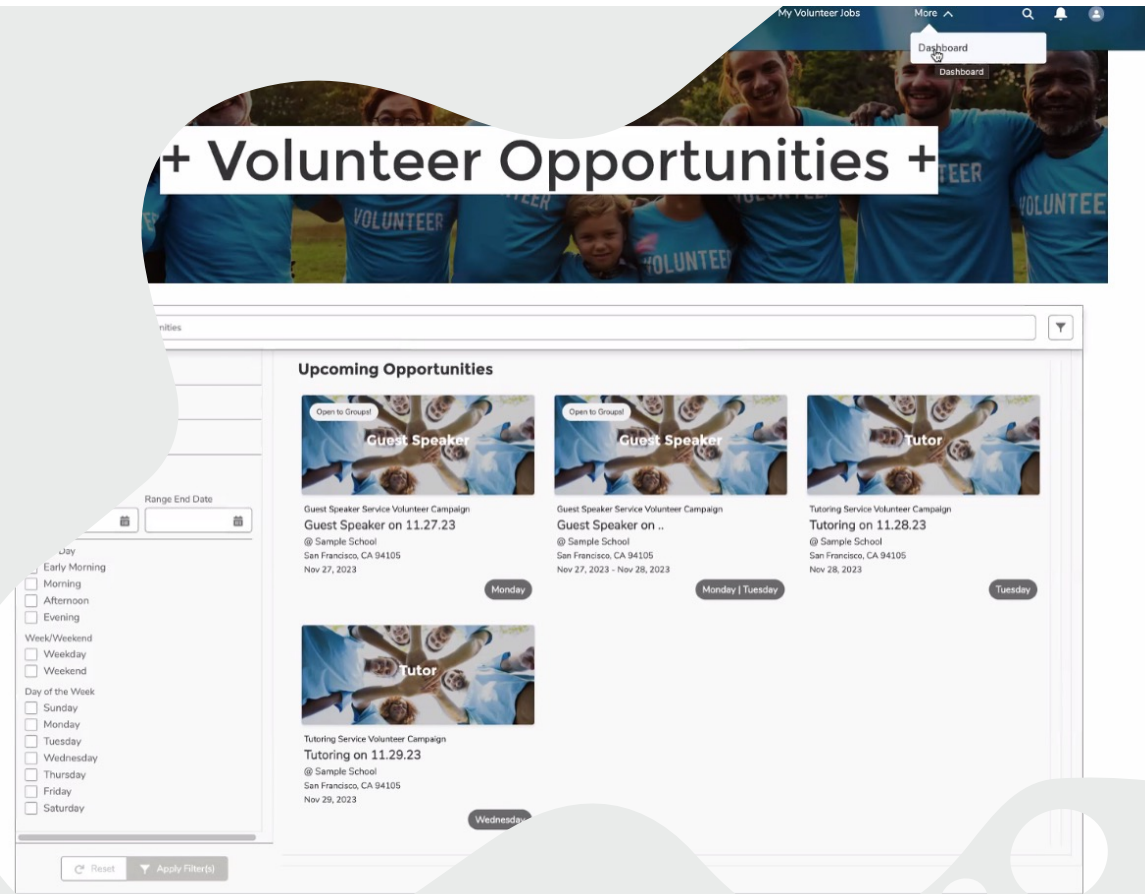
Tiffany C. Wright

Online speaker bureaus like this served as inspiration

- Building online volunteer catalogue in Salesforce
- Soft launch in early 2024
- **Goal: more efficient scheduling, leading to greater reach**

Early glimpse at what's to come

- Pre-screened speakers
- Volunteers able to self-schedule
- Teachers can ping ideal volunteers
- Text message reminders and automated communications



\$ 1,337,037 Projected Org Budget for 23-24

Partners in Education 2023-24 Organization Financial Summary Updated November 2023		
Partners in Education Fiscal Year: July 1 - June 30		
INCOME		
Source	Prior Year's Actual (\$) As of 6/30/23	Projected Annual Budget (\$)
SBCEO	\$ 337,119	\$ 373,800
Government (County, Cities)	\$ 152,000	\$ 272,000
Investment Income (Secured)	\$ 60,000	\$ 170,000
Foundation Grants (not secured)	\$ 224,474	\$ 274,500
Corporate Support	\$ 99,213	\$ 146,000
Service Revenue (Host Payments, Livescan reimb)	\$ 16,333	\$ 44,750
Individual Sponsors & Board Donations	\$ 31,298	\$ 80,000
TOTAL INCOME	\$ 920,437	\$ 1,361,050
In-Kind (non-cash) contributions: <i>Computer Hardware (Monitors, laptops, chromebooks, mice, keyboards)</i>		
EXPENSES		
Source	Prior Year's Actual (\$)	Projected Annual
Staff Salaries, Benefits & Payroll Taxes	\$ 691,096	\$ 881,090
Internship Program Student Wages & Stipends	\$ 33,750	\$ 97,700
DE&I Training and Staff Development	\$ 603	\$ 10,000
Program Evaluation	\$ -	\$ 20,000
Marketing & Fundraising	\$ 21,012	\$ 37,600
Volunteer Screening	\$ 8,141	\$ 15,600
Programming Vendors (trainers, outreach, curriculum)	\$ -	\$ 35,000
General Office Supplies	\$ 2,271	\$ 25,900
Volunteer Supplies (badges, swag)	\$ 1,023	\$ 1,200
CFT Program Supplies & Trainer Stipends	\$ 6,667	\$ 42,400
CFT Mobile Hub Project	\$ 59,602	\$ 65,000
IP Program Supplies & Student Advisory Board	\$ 2,483	\$ 3,000
Database Maintenance/Hosting fees/Upgrades	\$ 50,217	\$ 19,400
Subscriptions	\$ 2,078	\$ 4,500
Travel	\$ 3,601	\$ 8,000
Accounting	\$ 4,350	\$ 4,500
High Impact Tutors for Schools (tutor wages)	\$ 18,435	\$ -
Administrative/Overhead Fees (SBCEO)	\$ 836	\$ 66,347
TOTAL EXPENSES	\$ 906,164	\$ 1,337,037
NET PROFIT OR LOSS	\$ 14,274	\$ 24,013
Total Capital Expenses <i>i.e., computers, vehicles, building improvements, etc:</i>	\$ 63,602	\$ 65,000
Explanatory Notes: Temporary new funding and new, one-time costs caused noticeable increases in budget from prior year.		

Largest Funding Sources (23-24 projections)

1. Private and Corporate Grants - \$420,500
2. SBCEO - \$373K
3. Other government (ARPA, CPUC, City of Goleta) - \$272K in mostly one-time funds
4. Computers for Families Endowment - \$170K
5. California Public Utilities Commission - \$108,000
6. Donations - \$80K
7. Fees for Service - \$ 44,750

Greatest Ongoing Expenses



STAFF



INTERN WAGES AND
STIPENDS



ADMINISTRATIVE FEES



Challenges

- Limited staffing and growing costs
- Business/employer challenges
- Staff turnover at schools
- Student stress levels and mental health challenges

Current Strategies

- Program Evaluation Efforts
- Investing in High Quality Tech
- Key Partnerships
- Narrowing Focus
- Strategic Planning & Fundraising



Key Strategy Partners

Career Technical Education - SBCEO

Children's Creative Project - SBCEO

Children and Family Resource Services - SBCEO

Chambers of Commerce

Connect with us!

Chelsea Duffy
cpduffy@sbceo.org

VOLUNTEER

MAKE
INTRODUCTIONS

HIRE AN INTERN