



Education Foundation



Industry Advisory Committee Meeting

South Garland High School
Automotive Technology
Wednesday, November 18, 2025

Fall 2024 Agenda

1. Welcome - Abraham Baldares
2. Introductions – All
 - a. James Bortz - SGHS - Auto Tech Instructor
 - b. Ray Little - SGHS - Auto Tech Instructor
 - c. Daniel Gonzalez - SGHS - Auto Body Instructor
 - d. Chris Castro - SGHS Auto Body Instructor
 - e. Jessica Hill - SGHS - Principal of P-TECH and CTE
 - f. Jolynn Cash - SGHS - Industry Liaison
 - g. Jennifer Tovar - SGHS - P-TECH and CTE Counselor
 - h. Ralph Mills - SGHS - Assistant Principal
 - i. Abraham Baldares - Sports City Toyota - Service Director - Chairman of Committee
 - j. Shannon Miller - GISD - CTE Coordinator
 - k. Marcus Yates - John Eagle Honda Lithia Motors - Fixed OPSManager
 - l. William Milam - Dallas College - Honda PACT Instructor
 - m. Elias Alba - Collin College - Director of Auto Collision
 - n. Allen Sumners - Dallas College - General Auto Tech Instructor
 - o. Hunter Allton - Stacer Group - Work-Based Learning Coordinator
 - p. Richard Cervantes - VWoA - Technical Instructor
 - q. Erin Glenn - Dallas College - Associate Dean of Educational Partnerships
 - r. Anyssa Valenzuela - John Eagle Honda - Service Manager
 - s. Paul Mayer - Garland Chamber - CEO
 - t. Kimberly Martin - City of Dallas - Recruiter
 - u. Shane Baxter - Dallas College - Ford Asset
 - v. John Crowe - Snap On - All Manager
 - w. Luis Loyola - SGHS - Senior Student
 - x. Javier Moncada - SGHS - Senior Student
3. Review & approve previous meeting minutes – Committee
 - a. See [previous meeting minutes](#) here.
 - b. Motion to accept - Yates (seconded by Baxter)
4. Update on current Program
 - a. Principles of Transportation Numbers - 25 + 70
 - b. Auto 1 - 48
 - c. Auto 2 - 35
 - d. Practicum - 24
5. P-TECH
 - a. Program Numbers

- i. Seniors - 16
 - ii. Juniors - 17
 - iii. Sophomores - 23
 - iv. Freshmen - 28
- b. Change in degree offering from AAS to AA with Industry Certifications
- 6. Updates on facility concerns - none this year
 - a. Equipment
 - b. Tools - in process of buying some necessary hand tools
- 7. ASE renewal - nearly there - need to purchase the hand tools in order meet expectations - everything went well.
- 8. Program Needs
 - a. Vehicles - need 2008 and up
 - i. In process of getting rid of older vehicles
 - b. Parts
- 9. Open Discussion – All
 - a. Current Industry Needs
 - b. Current High School needs
 - i. Interview skills - how can we best train our students?
 - 1. Baxter - students lack communication skills. Suggests starting resumes - starts communication / easy way to start an interview because employers can start asking questions based on those.
 - 2. Balderas - Industry shift - difficulty bridging gap of trust between techs and customers (incorporating videos)
 - a. Botz seconds this
 - 3. Botz - in principles class, it has sections on interviews and resumes, and he's working with the kids to hone those skills. Will work on resumes with seniors next semester.
 - 4. Yates - how do you work with kids on interviews and resumes
 - 5. Miller - gives rundown on Greenlight - program where students go in and go through AI generated modules like the interview process - example: I want to apply for a journeyman internship for electrical - AI will pull interview questions for them to work through. We still need to implement the next step of doing it in person. (jobs at appropriate levels for seniors)
 - 6. Mayer - At CTC, they practice regularly - it needs to be repetitive - making eye contact when speaking, hand shake, greeting, etc.
 - 7. Crowe - Students (high school and college) struggle with follow through and focus. Trying to get paperwork like copies of licenses and what not is like pulling teeth.

Students need to be able to focus on the task at hand and move to the next task.

Not work on several things all at once.

8. Baxter - Nothing replaces face to face interaction, man to man, and to invite other men in to help them with their interview skills, people they aren't necessarily as comfortable with
9. Balderas says dealerships are willing to send people up here to help with those interview skills and practice.
10. Baxter says in the classroom, he's their instructor. But when they go to the shop, it's all business as it will be in the real world (different intensity levels).
11. Cervantes- 4 steps of communication with Volkswagen - focus discussion; open ended questions; close ended questions, summarize and get agreement.
Communicating with the customer in a way they understand
12. Valenzuela - break it down into money - if they can't communicate the job, they aren't going to sell it, which means they won't make money. Techs have to be able to communicate in a way the customer understands.
13. Mayer - communication isn't necessarily what you say but how it's interpreted/ heard and understand.
14. Balderas says delivery matters. Baxter says you have to be confident.
15. Yates reiterates that dealerships will come in to help and Baxter says we'll give them the evaluation and pointers on how to do better.
16. Miller - Told her students that time is money - Suggests student records themselves with chromebook when they practice panel interviews and then have them evaluate themselves.
17. Baxter - Techs need to be able to fill out ROs (numbers, pressures, etc.) - making everyone understand what you did - the better you do, the more you get paid.

ii. Resume Writing

- iii. Sumners asked about North Texas Auto Dealers competition set for December, but dealership dropped the kids yesterday due to non-attendance. One of the students lost their mode of transportation.
 1. Sumners says you can talk to Bill Chester (Crowe and Baxter second this)
 2. Alba also says you might also be able to slide other kids in if other kids get sick, like an alternate.
 3. Yates wants to know if we have to use Jupiter Chevrolet or if we can request others - North Texas Auto Dealers assign the dealers, but you can make requests.
 - a. First day they went, the GM service system was down.
 - b. Other days the kids went and didn't do much for 4 hours.
 4. Crowe wants to know how the advisory board can push for the kids to still be able

to participate.

5. The experience and the networking at the competition are key. And the job offers
 6. Bortz is going to contact Bill and see if there's still a way. And then re-evaluate next year.
 7. Sumners says if other schools are getting to practice with their dealers early, then we need to let the competition know. They're supposed to shuffle every year so there's no unfair advantage
 - iv. Yates - do you have students looking for employment - yes, but they don't have licenses
 - v. Milan - Asks high school to remind students that Dallas College will pay for the kids to go through the process of getting a license if they're going to be a part of their programs.
 1. Baxter reminds board that students can't get a job in the Auto Industry without a license.
 2. Milan says easiest way is to go to a driving school that you can actually test with.
 3. Sumners says you can also get your license in Paris if the wait in DFW is too long.
 - vi. Yates says Lithia will take 16 year olds who have license. Students need to take advantage of that.
 - vii. April 23 - Collision Repair Fair at Collin College
10. Set Date for Next Meeting
 - a. Wednesday, April 15, 2026
 11. Motion to adjourn
 - a. Sumners - motion to adjourn; Alba seconds