

WELCOME!

The Role of Partnerships in College Promise Programs: Coordination, Collaboration, and Integration

PromiseNet 2019
Berkeley, California

Importance of the Topic

The driving problems that led to Promise Program creation across America are regionally unique, but they share a common desire to interrupt & meaningfully address:

- The notion that college is not possible, affordable, or expected
- The revolving door phenomenon that separates too many students (especially low income and traditionally underrepresented students) from the degrees they seek
- The under-development of talent which threatens the long-term vitality of regional economies

Cultivating the Landscape

- Exploring the challenge
- Identifying stakeholders
- Local analysis of possible partners
- Mission-central value of collaborating
- Exploring the specifics
- Launching prototypes/scaling



Partnership Workshop Topics

- 1) *Collaborating with senior college leadership*
- 2) *Developing and scaling partnerships with proven equity-centered programs*
- 3) *Nurturing partnerships with community leaders to sustain and expand college promise programs for all who could benefit.*

Our Expert Panelists Today

Colleen McKinley, *Director, Educational Partnerships and Programs, Cerritos College*

Mike Munoz, Ed.D., *Vice President of Student Services, Long Beach City College*

Melba Castro, Ph.D., *Dean of Student Success, Rio Hondo College*

Geoff Green, *Chief Executive Officer, Santa Barbara City College Foundation*

Facilitator: Sara Lundquist, Ph.D., *Strategy Consultant, WestEd & Lumina Foundation*



Cerritos Complete

Kat Aquino
Artesia High School

**2
YEARS
FREE**



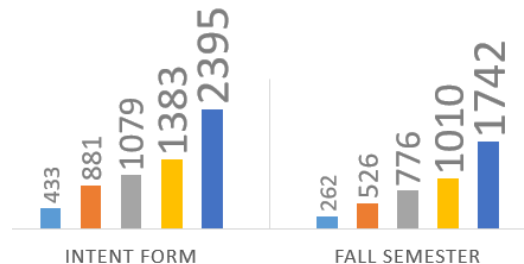
Cerritos Complete

- Established in 2015 – 5th cohort started in Fall 2019
- Partnership between 7 school districts & local adult education consortium

Program Benefits:

2 years free tuition *in-state rates
2 years priority enrollment
Step by step assistance
One-on-one counseling
College preparedness and career exploration
Counseling 101A class
Personalized educational plan

Participation:



www.cerritos.edu/cerritoscomple



Cerritos Complete

Gladys Molina
Adult Education & Diversity Program

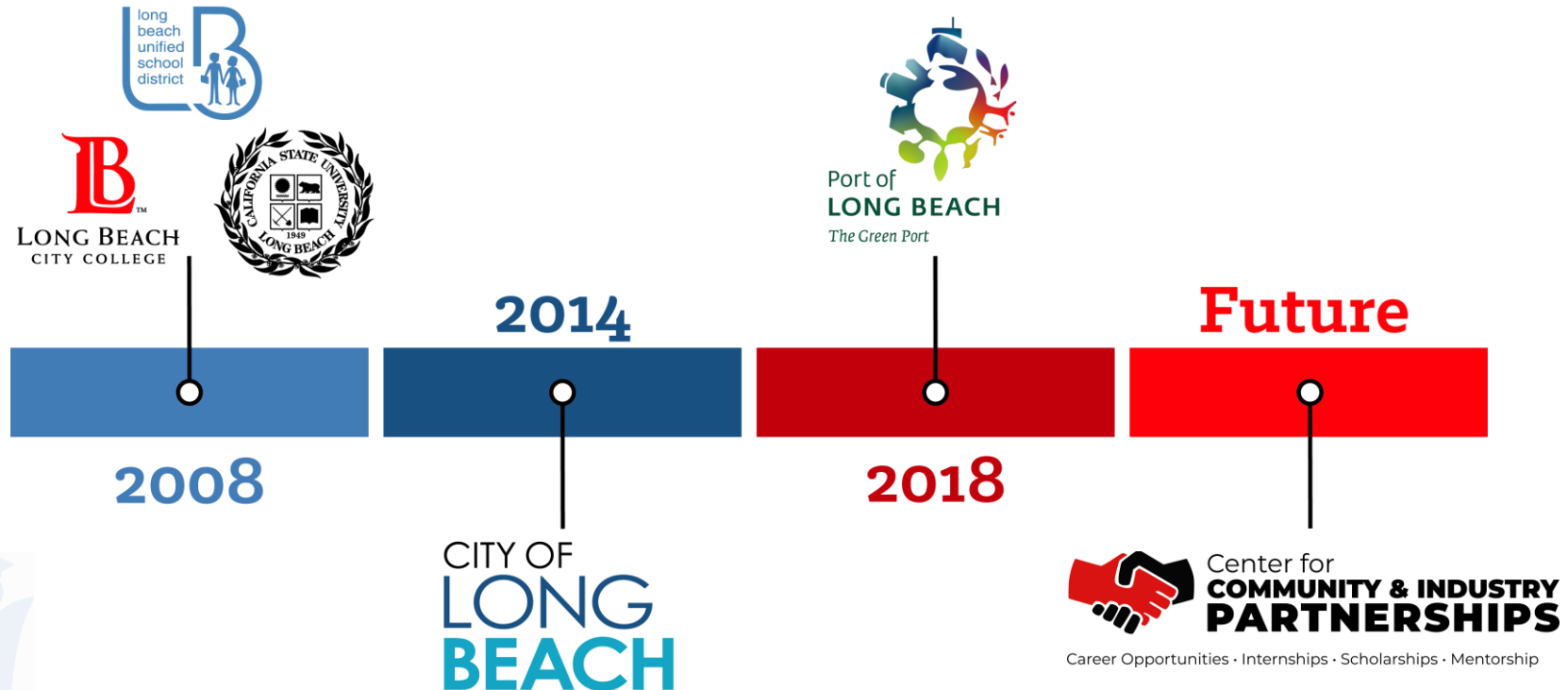
**2
YEARS
FREE**



LONG BEACH COLLEGE PROMISE HISTORY



COLLEGE PROMISE → PROMISE 2.0





● 2-Years Free Tuition & Guaranteed transfer pathways to CSULB

● Career exploration activities and special services

● CSULB “Future Student” ID card that provides:

- Access to CSULB library
- Entrance to specific CSULB athletic events
- Access to specific CSULB student development events and programs

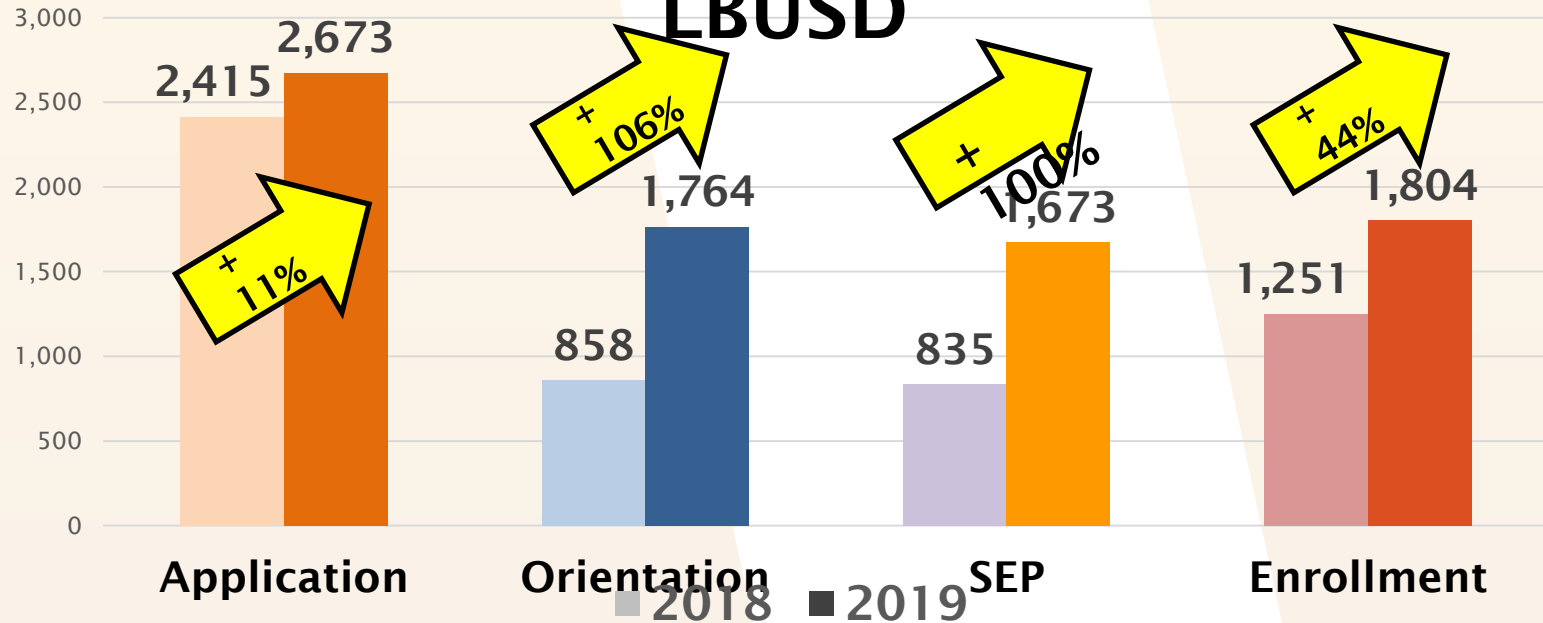
● Enhanced, cross-institutional, personalized advising and counseling at CSULB and LBCC, respectively

● CSULB and LBCC campus tours and campus pre-orientation for Promise 2.0 students

LONG BEACH COLLEGE PROMISE



Matriculation Conversion from LBUSD



Average units enrolled also increased from 11.4 to 12.7, an increase of 1.3 units.

Rio Hondo College



- **Brief Program History**
- **First Year Requirements**
 - First-time college students
 - Enroll in 12 units each semester
 - Complete FAFSA/Dream Act
- **Second Year Requirements**
 - Complete 24 RHC units by the end of year 1
 - Achieve a minimum 2.0 GPA
 - Re-enroll in at least 12 units
 - Complete FAFSA/Dream Act



The SBCC Promise

THE BASICS

- Researched & designed by the SBCC Foundation in 2015-2016
- Launched Fall 2016
- Currently 1,700 students participating each primary semester
- Costs \$2.4 million annually – all privately raised
- Open Access: not restricted based on HS performance or need (7 eligibility criteria)
- Comprehensive: covers all required fees, books, and supplies
- Robust: covers two full years including summer school
- Designed based on available research, predecessors experience, and 100+ interviews with community leaders and partners

What We Learned from 100+ Interviews

Need Exceptions For:

- Military Service
- Gap Year
- Disabled Students
- CTE Programs

Concerns:

- Commitments to 4-year track / A-G
- Course availability
- Financial stability of the Promise

Overwhelmingly Positive Signals

- Level of Excitement
- Political Support
- Philanthropic Willingness / Ability
- Possible Partnerships

Critiques

- See Next Slide...

Critiques & Responses

Why don't we figure family income?

- framing of “this is what we, as a community, do for our youth”
- business efficiency argument - costs more to police than would be saved by exclusion
- more people have a direct stake in the success program / some will pay it forward

Why don't we consider high school performance?

- we want to reach those most in need (often struggled in high school)
- we want to reach those most likely to be significantly impacted by the support

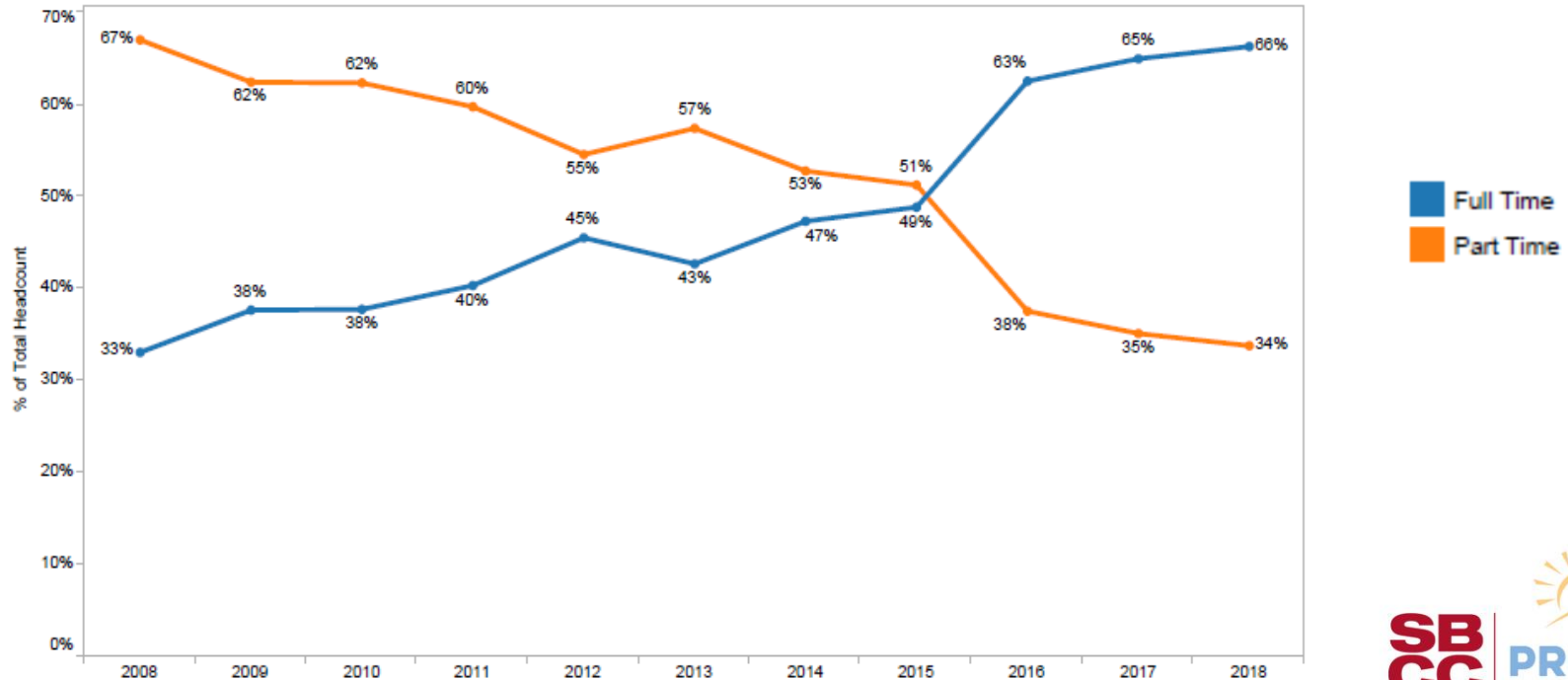
Why pay for everything (all hard costs)? People don't appreciate what is free. (e.g. no “skin in the game”)

- “skin in the game,” is measured in time, effort, and commitment, rather than money
- Students trade potential work hours for study hours



A project of the SBCC Foundation

Full Time Status 2008 - 2018



Through the Lens of Partnerships: Cerritos College



1. Your program has partnered closely with executive leaders. What made that possible what might colleagues do to achieve that?
2. What lessons have you learned about cultivating internal partners that are relevant to other leaders?
3. You serve both part-time & full-time students. Tell us more about why & how you accomplish this.

Through the Lens of Partnerships: Long Beach City College



1. As one of the first College Promise programs in California, tell us more about the original partners and how relationships have evolved.
2. Anchored in feeder school districts and jointly governed by college & the LBCC Foundation, how do you balance the interests of different stakeholders to benefit students?
3. Can you briefly tell us the story of why the Long Beach College Promise needed to reinvent itself and how that happened?

Through the Lens of Partnerships: Rio Hondo College



1. Rio decided early on to bring in local high school counselors. What do they bring & how did you do it?
2. You guarantee all students will receive intensive supports—but do not directly fund them. How is this possible?
3. Rio has one of the least restrictive geographic eligibility requirements. How does this implicate key partners?

Through the Lens of Partnerships: The Santa Barbara College Foundation



1. The SBCC Foundation is unique as an independent organization. How are your partners cultivated & sustained?
2. What are a couple of opportunities your structure enabled that might apply to others (even non-501C3's)?
3. How do you ensure you will achieve the \$2.4 million dollars required annually for your program?

Final Panel Reflection & Guidance



1. How do you ensure that partners maintain a focus on equality of outcomes for students?
2. What is the most important College Promise victory related to partnerships & what factors enabled it to happen?
3. What program results help you to sustain core partners and attract new ones?

OPEN DISCUSSION AMONG PANELISTS AND PARTICIPANTS

Questions?
Reflections?
Related experience in practice?

Thank you for joining us to explore the opportunities to explore the role of partnerships in designing and sustaining College Promise programs!

californiacollegepromise.wested.org