



## **iJAG and House Education Appropriation Subcommittee Meeting**

January 27, 2025

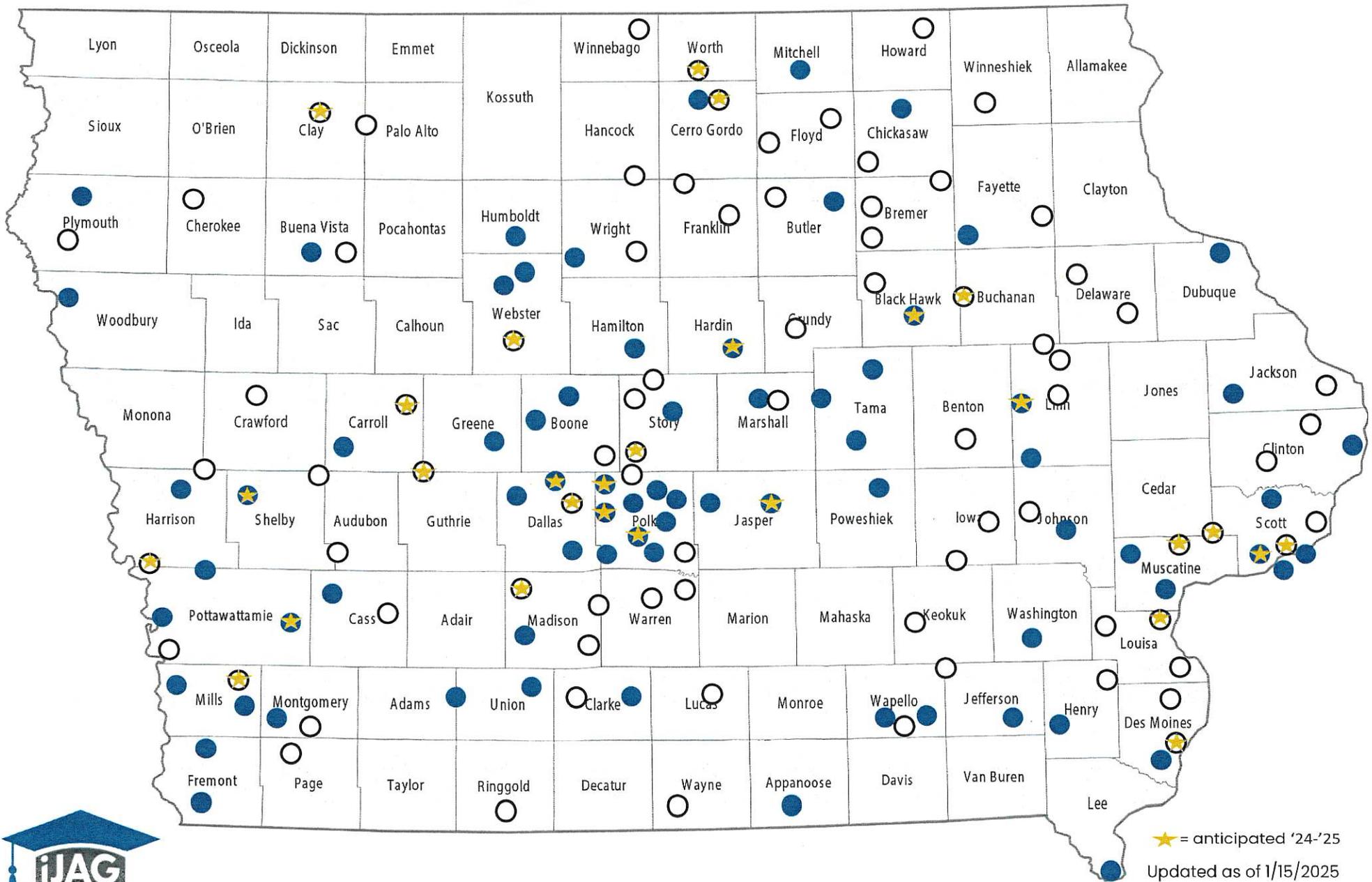
Iowa State Capitol, room 304

**Purpose:** To Discuss 2025-26 Program Year Financial Support from the State of Iowa

### **Agenda**

- Introductions
  - Wendy Mihm-Herold, CEO/President
  - Tony Phillips, Lobbyist
  - Dustin Blythe, Board Vice Chair, AT&T
  - Tom Willoughby, Principal Financial Group
  - Steph Flink, iJAG Program Supervisor
  - Brittany Raymond, iJAG Specialist
  - Lexi Vazquez, iJAG student GMG
  - Gracelyn Peak, iJAG student GMG
- Impact of iJAG –Power point presentation
  - Achievements and Outcomes
- History of iJAG–Power Point presentation
  - Why iJAG is important to the state
- Students Success-Lexi and Gracelyn
- iJAG and Governors Initiatives
  - Authentic Work-based Learning for 9-12 (Senate file 2411)
  - 7/8 Career Connections/Exploration (House file 2545)
  - Out of School model (School Choice)
- Legislative Requests
  - iJAG language changes
  - \$500,000 increase with private/public match-15 additional programs to get 219 programs and serving almost 11,000 students
- Reflection and updates by House Education Appropriation Subcommittee
- Q & A

# 2024-2025 iJAG Programs & Those on the Horizon



● Existing Sites as of 12/31/2024

○ Pipeline for 2024-2025

## CURRENT IJAG PROGRAMS

**Appanose** - Centerville (2)  
**Black Hawk** - Waterloo (4)  
**Boone** - Boone (2), Ogden (1)  
**Buena Vista** - Storm Lake (3)  
**Butler** - Clarksville (1)  
**Carroll** - Carroll (1)  
**Cass** - Atlantic (1)  
**Cerro Gordo** - Mason City (4)  
**Chickasaw** - New Hampton (1)  
**Clarke** - Clarke (2)  
**Clinton** - Clinton (3)  
**Dallas** - Perry (3), Waukee (6), Woodward-Granger (1)  
**Des Moines** - Burlington (2)  
**Dubuque** - Dubuque (7)  
**Fayette** - Oelwein (1)  
**Fremont** - Fremont-Mills (1), Sidney (1)  
**Greene** - Greene County (2)  
**Hamilton** - South Hamilton (1)  
**Hardin** - Eldora-New Providence (1)  
**Harrison** - Woodbine (5)  
**Henry** - Mt. Pleasant (3)  
**Humboldt** - Humboldt (1)  
**Jackson** - Maquoketa (2)  
**Jasper** - Newton (2), Colfax-Mingo (1)  
**Jefferson** - Fairfield (1)  
**Johnson** - Iowa City (5)  
**Lee** - Keokuk (3)  
**Linn** - Cedar Rapids (5), Prairie (2)

**Madison** - Winterset (2)  
**Marshall** - Marshalltown (6)  
**Mills** - Glenwood (1), SWITCH (1)  
**Mitchell** - Osage (1)  
**Montgomery** - Red Oak (2)  
**Muscatine** - Muscatine (3), West Liberty (1)  
**Plymouth** - Le Mars (1)  
**Polk** - Ankeny (1), Bondurant-Farrar (1), Des Moines (12), DMAACC (2), Great Oaks (3), Johnston (1), Saydel (5), Urbandale (1), West Des Moines (3)  
**Pottawattamie** - Council Bluffs (5), Riverside (1), Tri-Center (2)  
**Poweshiek** - Brooklyn-Guernsey-Malcom (1)  
**Scott** - Davenport (7), North Scott (1)  
**Shelby** - Harlan (2)  
**Story** - Nevada (1)  
**Tama** - GMG (1), North Tama (1), South Tama (2)  
**Union** - Creston (2), East Union (1)  
**Wapello** - Cardinal (1), Ottumwa (5)  
**Washington** - Washington (1)  
**Webster** - Fort Dodge (3), Iowa Central CC  
**Woodbury** - Sioux City (2)  
**Wright** - Eagle Grove (1)

## PIPELINE IJAG PROGRAMS

**Benton** - Vinton-Shellsburg  
**Black Hawk** - Cedar Falls, \*Waterloo  
**Boone** - Madrid  
**Bremer** - Janesville, Sumner-Fredricksburg, Waverly-Shell Rock  
**Buchanan** - Jesup  
**Buena Vista** - Newell-Fonda  
**Butler** - North Butler  
**Carroll** - Carroll\*, Coon Rapids-Bayard, Glidden-Ralston, IKM-Manning  
**Cass** - CAM  
**Cedar** - Durant  
**Cerro Gordo** - NIACC  
**Cherokee** - M-M-C  
**Chickasaw** - Nashua-Plainfield  
**Clarke** - Murray  
**Clay** - Spencer  
**Clinton** - Central Dewitt, Northeast  
**Crawford** - Denison  
**Dallas** - Dallas Center-Grimes, \*Woodward-Granger  
**Delaware** - Maquoketa Valley, West Delaware  
**Des Moines** - Mediapolis, West Burlington  
**Fayette** - Starmont  
**Floyd** - Charles City, R-R-MR  
**Franklin** - Hampton-Dumont, West Fork  
**Grundy** - Grundy Center  
**Hardin** - \*Eldora-New Providence  
**Harrison** - Boyer Valley, Missouri-Valley

**Henry** - Winfield-Mt. Union  
**Howard** - Howard-Winneshiek  
**Humboldt** - \*Humboldt  
**Iowa** - English Valleys, Williamsburg  
**Jackson** - Easton Valley  
**Jasper** - \*Newton  
**Jefferson** - Pekin  
**Johnson** - Clear Creek-Amana, \*Iowa City  
**Keokuk** - Sigourney  
**Linn** - \*Cedar Rapids, Central City, Linn Mar, Marion, North Linn  
**Louisa** - Columbus Junction, Louisa-Muscatine, Wapello  
**Lucas** - Chariton  
**Madison** - Earlham, Interstate 35,  
**Mahaska** - Oskaloosa  
**Marshall** - Marshalltown CC  
**Mills** - East Mills, \*SWITCH  
**Montgomery** - Stanton  
**Muscatine** - Wilton  
**Page** - Essex, Hamburg  
**Palo Alto** - Ruthven-Ayrshire  
**Plymouth** - Hinton  
**Polk** - \*DMPS, \*Great Oaks, \*Johnston, North Polk, Southeast Polk, \*Urbandale, YSS  
**Pottawattamie** - CB Lewis Central, \*Riverside  
**Ringgold** - Mount Ayr  
**Scott** - Bettendorf, \*Davenport, \*Great Oaks, Pleasant Valley  
**Shelby** - Exira-EHK, \*Harlan

**Story** - Ballard, Gilbert, \*Nevada, Roland-Story  
**Wapello** - Indian Hills CC  
**Warren** - Carlisle, Indianola, Martensdale-St Marys  
**Wayne** - Wayne  
**Webster** - Southeast Valley  
**Winnebago** - Lake Mills  
**Winneshiek** - South Winneshiek  
**Worth** - Central Springs  
**Wright** - Belmont-Klemme, Clarion-Goldfield-Dows

\* = Internal expansion



### iJAG Board of Directors

Wendy Mihm-Herold, <b>President/CEO</b> Iowa Jobs for America's Graduates (iJAG) Des Moines, IA	<b>OPEN</b> <b>Principal Financial Group</b> <b>Location TBD</b> (since 20xx)
Dustin Blythe, <b>Vice Chair</b> , Director External Affairs AT&T Des Moines, IA (since 2015)	Carole Petzenhauser, Labor Relations Manager John Deere Des Moines Works Ankeny, IA (since 2022)
Corey Martin, Senior VP, Education Services Iowa Hospitals Association Des Moines, IA (since 2024)	Dr. Jeffrey Fletcher, Lead Consultant Iowa Department of Education Des Moines, IA (since 2025)
Jamie Newel, Program Manager, Energy Career Development & Education MidAmerican Energy Company Des Moines, IA (since 2024)	Adriana Johnson, Director Community Relations Hy-Vee Des Moines, IA (since 2020)
Sarah Richardson, <b>Chair</b> , Barker Apartments and Community Volunteer Iowa City, IA (since 2016)	Dr. Ian Roberts, Superintendent Des Moines Community School District Des Moines, IA (since 2024)
Jordan Guske, Manager, Audit & Assurance Deloitte & Touche LLP Des Moines, IA (since 2022)	Pat Romig, Vice President Availa Bank Ankeny, IA (since 2016)
Dee Vanderhoef Community Volunteer Iowa City, IA (since 2010)	Beth Townsend, Director Iowa Workforce Development Des Moines, IA (since 2015)
Anna Lensing, Economic Development Specialist 3 (for Debi Durham) Iowa Economic Development Authority Des Moines, IA (since 2021)	Keith Jones, Manager of Technical Training Alliant Energy Marshalltown, IA (since 2024)
Melissa Price, Sr. Manager Talent Acquisition Union Pacific Omaha, NE (since 2022)	Mary Lawyer, Executive Director Wellmark Foundation Des Moines, IA (since 2022)
Jennifer Cunningham, Vice President Human Resources Archer Daniels Midland Company Chicago, IL (since 2022)	Krista Tedrow, Director of Development Pathfinders RC & D Ottumwa, IA (since 2022)
Justin Wagner, Superintendent Woodbine Community School District Woodbine, IA (since 2024)	Senator Chris Cournoyer (R) State of Iowa LeClaire, IA (since 2019)
Representative Tom Moore (R) State of Iowa Griswold, IA (since 2019)	Senator Bill Dotzler (D) State of Iowa Waterloo, IA (since 2003)
<b>OPEN REPRESENTATIVE</b> <b>State of Iowa</b> <b>TBD</b> (since 20XX)	Sandy Stokely Athene/Apollo Des Moines, IA (since 2024)
Bradley McCloskey, Superintendent Ottumwa Community School District Ottumwa, IA (since 2024)	Christine Anderson, Director Human Resources Collins Aerospace Norwalk, IA (since 2024)
Debi Durham, Director Iowa Economic Development Authority Des Moines, IA (since 2011)	Mckenzie Snow, Director Department of Education Des Moines, IA (since 2023)



Iowa Jobs for America's Graduates  
 State Funding & Performance History  
 Updated as of November 20, 2024

	<u>2023-2024</u>	<u>2024-2025</u>	<u>2025-2026</u>
<b>Revenues</b>			
State of Iowa Appropriation	\$9,146,450	\$9,646,450	\$10,146,450
Federal, Community, & Private	\$6,307,966	\$6,853,550	\$8,763,550
<b>Total Revenues</b>	<b>\$15,454,416</b>	<b>\$16,500,000</b>	<b>\$18,910,000</b>
<b>Expenses</b>			
Staffing, HR, & Office	\$12,010,459	\$16,370,917	\$18,518,964
Staff Development & Training	\$164,385	\$224,066	\$253,466
Program Activities	\$342,685	\$467,099	\$528,387
Other	\$239,109	\$325,919	\$368,683
<b>Total Expenses</b>	<b>\$12,756,638</b>	<b>\$17,388,000</b>	<b>\$19,669,500</b>
<b>Net***</b>	<b>\$2,697,778</b>	<b>-\$888,000</b>	<b>-\$759,500</b>

<b>Total Participating Students</b>	<b>8,238</b>	<b>10,200</b>	<b>10,950</b>
<b>Total Sites</b>	<b>175</b>	<b>204</b>	<b>219</b>

**iJAG Programming vs. Administrative costs average 89% Programs and 11% Administration**

Positive Net dollars from previous years are used for expanding the number of programs across the State of Iowa to 204 in 2024-25 which supports last year's ask for a \$500,000 increase in the State appropriation. Under direction from the Board of Directors and per best practices, a portion of these funds are also put toward maintaining a fund balance for operating reserves equaling three or more months of budgeted expenses to be used for unexpected decreases to revenue or increases to expenses.

iJAG is now at a point where the expansion funds will be spent down with less of a balance carried forward. These funds are being used to help get new programs started by waiving the MOU fee for up to three semesters. This causes a deficit in fiscal years 2024-25 and 2025-26 which will be offset in future years when the new programs begin paying MOU fees and private dollars significantly increase.

The budgeted increase in total expenses from 2024-2025 to 2025-2026 is \$2,281,500, and \$960,000 of this increase is for a one-time adjustment to iJAG Specialist salaries to get closer to teacher minimums. This will assist in retaining classroom staff and in turn, retaining iJAG programs across the state of Iowa. iJAG is requesting an increase in our State Appropriation of \$500,000 to support this initiative.

	<u>Nov 2024 Current</u>	<u>Jan 2025 Increase</u>	<u>Jul 2025 Increase</u>
Minimum Salary	\$46,350	\$47,741	\$49,650
Average Salary	\$48,844	\$50,310	\$52,322
<b>Total for 219 Specialists at the Average Salary</b>	<b>\$10,567,231</b>	<b>\$11,017,840</b>	<b>\$11,458,554</b>
Increase from Current Total to July 2025 Total	\$891,323		
Related Increase in Payroll Taxes	\$68,186		
<b>Total Budget Impact from Salary Increase</b>	<b>\$959,509</b>		
Budget Impact for Additional 15 Programs	\$1,321,991		
<b>Increase in Total Budgeted Expenses</b>	<b>\$2,281,500</b>		

## Our legislative Initiatives

- \$500,000 increase for retention and expansion (current \$9.6million to \$10.1million)
  - Retention
    - Specialists salaries to be competitive
    - Increasing wages increase retention effect for sustainability in programming
    - Expanding partnership with K-12 capacity
    - Increasing benefits and pay for all staff to be competitive across the state
  - Expansion/Growth Goals (see map) by June 30, 2026
    - 15 new programs for a total of 219 Iowa programs
    - Focusing on
      - 11/12 programs for WBL
      - 7/8 programs for career exploration
      - Rural areas
- Language changes to add work-based learning (see below changes in red)

### 26 13. JOBS FOR AMERICA'S GRADUATES

27 For school districts to reinforce **collaborative** efforts and  
28 regional initiatives that accelerate **work-based learning**,  
29 credential attainment, and to provide **direct career education** services to  
30 **identified** middle school or high school students enrolled  
31 in school districts through direct **instruction** by a Jobs for  
32 America's Graduates Specialist.

## Current Progress as of December 30, 2024

- Current Students 8,680

## As of June 30, 2024

- Programs Implemented: 174 (78% high school, 17% middle school, 5% charter, alternative, and career academies)
- Counties Served: 50
- Communities Served: 74
- Students Served: 8,238 (2023-2024 school year)
- Graduation Rate: 96% (Class of 2023)
- Employer Engagement: 20% increase in business engagement (2,996 connections), 65% increase in contact hours (4,678 hours)

Senate File 0000

1 Amend Senate File 0000 as follows:

2 1. By striking everything after the enacting clause and  
3 inserting:

4 <Section 1. GENERAL FUND APPROPRIATION - DEPARTMENT  
5 OF EDUCATION - JOBS FOR AMERICA'S GRADUATES. There is  
6 appropriated from the general fund of the state to the  
7 department of education for the fiscal year beginning July  
8 1, 2025, and ending June 30, 2026, the following amount, or  
9 so much thereof as is necessary, to be used for the purposes  
10 designated:

11 For school districts to reinforce collaborative efforts and  
12 regional initiatives that accelerate work-based learning and  
13 credential attainment and to provide direct career education  
14 services to identified middle school or high school students  
15 enrolled in school districts through direct instruction by a  
16 jobs for America's graduates specialist:

17 ..... \$ 0>

18 2. Title page, by striking lines 1 and 2 and inserting <An  
19 Act relating to instruction provided by jobs for America's  
20 graduates specialists to students enrolled in school districts  
21 and making appropriations.>

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CHRIS COURNOYER

OLD

26 13. JOBS FOR AMERICA'S GRADUATES

27 For school districts to reinforce combined efforts and  
28 regional initiatives that accelerate paraeducator and teacher  
29 credential attainment and to provide direct services to the  
30 most at-risk middle school or high school students enrolled  
31 in school districts through direct intervention by a jobs for  
32 America's graduates specialist

NEW

26 13. JOBS FOR AMERICA'S GRADUATES

27 For school districts to reinforce **collaborative** efforts and  
28 regional initiatives that accelerate **work-based learning**,  
29 credential attainment, and to provide **direct career education** services to  
30 **identified** middle school or high school students enrolled  
31 in school districts through direct **instruction** by a Jobs for  
32 America's Graduates Specialist.