

# Cal-SOAP Consortia Updates 2021-2022

**CSAC | CALSOAP**



## 3-Year Trend

	21-22 (as of 2/24/2022)	20-21 (as of 1/15/2021)	19-20 (Final)
C4C Events	374	263	320
Student Attending C4Cs	7,451	8,459	11,916

# Submitted/Completed/Awarded Data Comparison 21-22 vs 20-21

<i>16 Cal-SOAP Consortia Serving 23 Counties</i>										
<i>Submit Data as of 2/19/21</i>	2021-2022					2020-2021				
	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded
<b>TOTALS</b>	<b>352,453</b>	<b>133,580</b>	<b>123,638</b>	<b>115,068</b>	<b>59,348</b>	<b>319,952</b>	<b>130,682</b>	<b>121,836</b>	<b>115,187</b>	<b>57,408</b>
<b>Percent ages</b>		<b>38%</b>	<b>35%</b>	<b>33%</b>	<b>17%</b>		<b>41%</b>	<b>38%</b>	<b>36%</b>	<b>18%</b>

<i>35 Counties without Cal-SOAP</i>										
<i>Submit Data as of 2/19/21</i>	2021-2022					2020-2021				
	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded
<b>TOTALS</b>	<b>130,549</b>	<b>43,570</b>	<b>40,461</b>	<b>33,410</b>	<b>14,356</b>	<b>127,671</b>	<b>45,505</b>	<b>42,687</b>	<b>39,248</b>	<b>16,450</b>
<b>Percent ages</b>		<b>33%</b>	<b>31%</b>	<b>26%</b>	<b>11%</b>		<b>36%</b>	<b>33%</b>	<b>31%</b>	<b>13%</b>

# Financial Aid Completion: Impacts to Regional Efforts



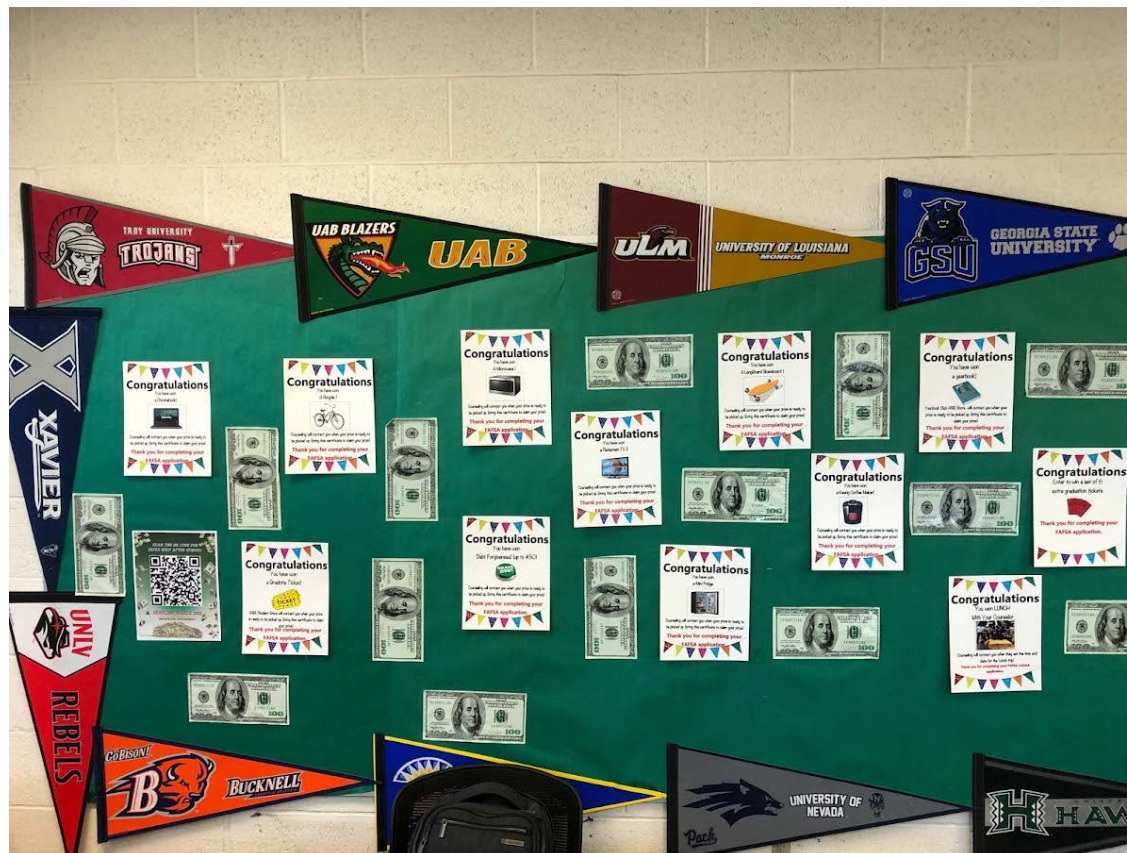
- COVID infections
- Zoom fatigue
- Staff resignations/lengthy vacancies
- Decreased student engagement
- Loss of college-going mindset
- Limited access to students in-person
- Restricted student email access
- Fiscal agent restrictions
- Access to student/parent contact information
- High rates of absenteeism
- School focus on “learning loss”, attendance and credit recovery

# Financial Aid Completion: Lessons Learned



- Zoom sessions are not as effective
- Hybrid services remain necessary
- District & school leaders must be committed and engaged
- Pushing into classes is effective
- Social media and technology tools are important to reach students
- Start EARLY
- Schools must create comprehensive plans to effect change
- Required FA app. completion
- Providing weekly Webgrants reports
- Senior class FA completion workshops

# Financial Aid Completion: Best Practices & New Strategies



# Financial Aid Completion: Best Practices & New Strategies

- In-person support
- Direct mailing
- Phone banking
- Assistance during school breaks
- Student incentives
- Food/snacks at workshops
- Social media
- Leaderboards/Cal-SOAP Cup
- Buttons for students and staff
- Classroom workshops
- Collaboration with college partners and CBOs
- Volunteer training & survey
- Connect w/school clubs & orgs



# Financial Aid Completion: 22-23

## Implementation of SB 737

Student Goals	Pay for College		Choose College & Career		
FIVE KEY STEPS	1. Learn & plan for paying for college	2. Access financial aid	3. Learn & plan for college & career	4. Prepare for college & career	5. Complete applications, enroll & attend
Cal-SOAP Roles	Provide key information & coach to make decisions & complete actions	Support student actions/tasks	Provide key information & coach to make decisions	Coach and inform along the way	Coach and advise on decisions/actions)
Topics & Actions Checklist	<input type="checkbox"/> What are the kinds of financial aid?	<input type="checkbox"/> Create FSA ID/Dream Act application	<input type="checkbox"/> What careers am I interested in? What education do they require?	<input type="checkbox"/> Know & understand 4 year HS plan/A-G coursework	<input type="checkbox"/> Post secondary education application
	<input type="checkbox"/> What documents do I need to apply for financial aid?	<input type="checkbox"/> Create WebGrants account	<input type="checkbox"/> What are the types and costs of post-secondary education?	<input type="checkbox"/> Create an education HS plan	<input type="checkbox"/> College personal statements
	<input type="checkbox"/> What are the true costs of college?	<input type="checkbox"/> Apply for financial aid	<input type="checkbox"/> What do each require?	<input type="checkbox"/> Create a college plan	<input type="checkbox"/> College essays
	<input type="checkbox"/> Which colleges are most affordable?	<input type="checkbox"/> Review and compare financial aid award letters	<input type="checkbox"/> How do I choose a major/program of study?	<input type="checkbox"/> Create a career plan (income, budgets, lifestyles choices connected with earning potential, etc.)	<input type="checkbox"/> Summer (transition activities)
	<input type="checkbox"/> How do I budget for college?	<input type="checkbox"/> Review the SAR	<input type="checkbox"/> What careers do I want to pursue?	<input type="checkbox"/> Get tutoring to keep/maintain good grades	<input type="checkbox"/> College selection
	<input type="checkbox"/> What is the financial aid process?	<input type="checkbox"/> Support the financial aid verification process	<input type="checkbox"/> What are the good jobs in the area I want to live?	<input type="checkbox"/> Learn time management	<input type="checkbox"/> Other
	<input type="checkbox"/> What's the responsibility of loans, debt management, repayment?	<input type="checkbox"/> Apply for scholarships	<input type="checkbox"/> What do colleges most look for in their students?	<input type="checkbox"/> Review HS transcripts	
	<input type="checkbox"/> What scholarships might help?	<input type="checkbox"/> Support summer transition activities	<input type="checkbox"/> What do your transcripts say about me?	<input type="checkbox"/> Prepare for SAT/ACT	
	<input type="checkbox"/> Other	<input type="checkbox"/> Other	<input type="checkbox"/> How do extracurricular activities help me with college and career?	<input type="checkbox"/> Other	
			<input type="checkbox"/> Other		

# Financial Aid Completion: Implementation of SB 737



- Lacai database system will be used to track student level data and services
- 14 of 16 consortia will use Lacai
- CSAC will cover cost of database for all projects

# Financial Aid Completion: Recommendations



- Funding to support Cal-SOAP's response to legislative modernization and AB 469
- CSAC guidance on implementation of AB 469
- Comprehensive and ongoing FA training for Cal-SOAP staff
- Statewide FA completion campaign
- Consider blanket application deadline postponement for all
- Early, timely and consistent communication with district and school leaders
- Work with FSA to address FAFSA glitches prior to October 1st
- Timely Webgrants system updates
- Real time FA completion data
- Race to Submit data beyond two-year cycle

# College Success Coaches



- **All Consortia have Success Coaches = 313**
  - 45% decrease from previous year
  - Several projects operating at 50% of staffing goal

**20-21 499 College Success Coaches**

**19-20 196 College Success Coaches**

# College Success Coaches: Key Issues



- COVID exposure & infections
- Family responsibilities
- Staff funding and turnover
- Balancing and managing their own school responsibilities
- District COVID protocols
- Willingness to work in-person
- Ongoing recruitment hiring, onboarding and training
- Competing with positions offering competitive hourly rates
- Restriction on student interactions
- Rising cost of fuel
- School staff shortages

# College Success Coaches: Lessons Learned



- Hire early (Spring-Summer)
- Create pool of backup staff
- Access to student data to ensure CSCs are able to connect with students
- Training in Career Counseling needed
- Comprehensive and continuous training is essential to develop expertise, yielding better student outcomes

# College Success Coaches: Best Practices & New Strategies



# College Success Coaches: Best Practices & New Strategies



## College Success Coaches: In the Classrooms

# College Success Coaches: Best Practices & New Strategies



**College Success Coach, Cal-SOAP**




*Julieta "Julie" Ramirez*  
[juramirez@rcoe.us](mailto:juramirez@rcoe.us)

My name is Julie Ramirez, I am a student at the University of California, Riverside. I transferred from Mt. San Antonio College and Chaffey Community College with an Associate's degree in Arts for University Studies of Mathematics and Science. My major is in Education with a concentration in Community Leadership. Initially, I wanted to pursue a career in dentistry as a Dental Hygienist, since I had worked in the dental field for over a decade as a Registered Dental Nurse, however, my passion for learning led me to a different journey. I am a first generation Latinx dreamer who will be receiving a Bachelor's degree in the winter of 2022. This would not have been possible without the support of my counselors and staff, thus, I am looking forward to serving you. I am also a wife and mother to a very energetic and adventurous toddler. I enjoy singing when inspiration strikes and my husband is a passionate, professional and personal boxing coach.


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CONSORTIUM



## College Success Coaches: Bios



**College Success Coach, Cal-SOAP**



*Diana Zamora*  
[dzamora\\_c@rcoe.us](mailto:dzamora_c@rcoe.us)

Hello, my name is Diana Zamora and I am a 4<sup>th</sup> year Education major at University of California, Riverside. I was born and raised in Riverside and I feel honored to be a part of this amazing team! I am pursuing becoming an elementary school teacher. Once I obtain my Bachelor's degree, I will start my credential and Master's degree program. I aspire to motivate children and make a difference in their, so they can live to their fullest potential.

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# College Success Coaches: Best Practices & New Strategies



**COLLEGE APPLICATIONS**

**Cal-SOAP Schedule**

**FAFSA**

<b>Monday</b> <b>Mia</b> 8AM-3PM	<b>Tuesday</b> <b>Mia &amp; Darielle</b> 8AM-4PM	<b>Wednesday</b> <b>Mia</b> 8AM-3PM
<b>Thursday</b> <b>Darielle</b> 11:30AM-4PM	<b>Friday</b> <b>Darielle</b> 8AM-4PM	<b>Contact Info</b> <b>Mia:</b> mijimenex@rcoe.us 909-521-8313 <b>Darielle:</b> dmartin@rcoe.us 909-234-1691

## College Success Coaches: Schedules

# College Success Coaches: Best Practices & New Strategies

November				
Monday	Tuesday	Wednesday	Thursday	Friday
<b>1</b> Fasa apps last day for Gold see Ladawn to pull seniors	<b>2</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>3</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>4</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>5</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query
<b>8</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>9</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>10</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>11</b> No school	<b>12</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query
<b>15</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>16</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>17</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>18</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query	<b>19</b> Catch 9/10/11 grades who need CCGI milestones See Ladawn for query
Be prepared to assist with senior FAFSA applications Updates may change work need				

## College Success Coaches: Cal-SOAP Site Calendar

# College Success Coaches: Best Practices & New Strategies



- Increase collaboration
- Establish agreements with postsecondary institutions to secure work study allocation
- Recruit students from CSU counseling depts.
- Tiered service model
- Increased pay for returning CSCs to support retention
- Business cards
- CSC's leading coordination of social media and other platforms
- Lead responsibilities
- Professional development on working with LGBTQ youth, mandated reporting, classroom management
- Case management
- Tutoring centers help increase student connection with CSCs

# College Success Coaches: Recommendations



- Statewide resource manual for onboarding and training new staff
- Increase 20 hour/week limit
- Comprehensive and ongoing FA training for Cal-SOAP staff

# Cal-SOAP Successes!

- Central Valley invited by Univision to their morning program to promote FA events
- North Coast has created several different kinesthetic, life-sized games to help CSCs reinforce the information from CSAC and uAspire trainings for better retention.
- Sacramento has partnered with local agencies to provide professional development
- South County Gilroy Open House marking one year anniversary at newest College Access Center
- San José invited by 49ers and Google to bring 150 students to Levi stadium for Empower Youth Summit
- East Bay partnered with Solano County Office of Education and Travis to provide assistance to foster and homeless youth in Solano County.
- Riverside had multiple Cal-SOAP students earn \$100 savings accounts through the RCOE Financial Literacy Initiative in partnership with Bank of America by completing Financial Aid milestones
- South San Joaquin has received an allocation of LCAP funds from Kern High School District to expand services for several years



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