

Allan Hancock College

Boys & Girls Club of Santa Maria Valley

California Polytechnic State University San Luis Obispo

City of Santa Maria Abel Maldonado Center

Cuesta College

Guadalupe Union School District

Lompoc Unified School District

Lucia Mar Unified School District

Paso Robles Joint Unified School District

Santa Barbara Foundation

Santa Maria Joint Union High School District

Santa Maria-Bonita School District

University of California Santa Barbara October 13, 2023

California Student Aid Commission

Enclosed you will find the year-end report for the Central Coast Cal-SOAP Consortium for 2022-2023. We experience various outstanding outcomes as noted below.

Budget Overview

We exceeded our expectations in cash dollars for the support of student employees under our project consortium. The budget reflects an additional \$380,076.50 in cash was provided for student employees for the Santa Maria Joint Union High School District. These additional funds allowed us to hire up to 38 students as tutors/college success coaches. In addition, we received \$456,735 dollars in in-kind support for a total, including the Cal-SOAP grant, of \$1,262,526.25 or at a 1:1.97 ratio.

Cash for College

This year, two of our high schools ranked as number two and three on the statewide Race to Submit website for high schools with 700 to 800 high school seniors. This is a major accomplishment for the entire team. Both high schools are from the Santa Maria Joint Union High School District and their third high school increased financial aid applications by 17 percent. We organized 54 Cash for College events on the Central Coast among our 12 partnership high schools, the overall financial aid completion rate was 68 percent.

Cal-SOAP Coordinators and College Success Coaches

With Cal-SOAP and school district funds we hired three coordinators responsible for Cash for College events, one database specialist for the LACUI database, 33 tutors/coaches in Fall 2022 and 38 tutor/coaches in Spring 2023. In the summer, 27 tutor/coaches were hired. We began the transition from tutors to college success coaches in the summer of 2023. It has been a difficult transition given that students in the Santa Maria Joint Union High School District clearly demonstrated that students needed to improve Math and English skills. The district also has 8-9 credential counselors per comprehensive school, one therapist per site, as-risk guidance technicians, one EAOP counselor per school and other support staff to assist with college applications and other college requirements.

During the summer of 2023, many students continued to struggle academically due to the outcomes of the pandemic. We placed 27 college success coaches to work during the summer and assist over 400 students; the majority repeating failed courses.

Governing Board Changes

In the summer of 2023, the Central Coast Cal-SOAP Consortium voted to accept CSU Channel Islands as a new governing board partner.

As always, we appreciate all the support from the Central Cal-SOAP partners, the fiscal agent, and the California Student Aid Commission for continuing to keep the doors open for students in pursuit of higher educational opportunities.

Diana Perez, Project Director

Sincerel

BUDGET REPORT - BUDGET FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

		STATE	MATCHING											
	1	OTAL STATE						RESTRICTED IN			T	OTAL MATCH		TOTAL
		BUDGET		IN KIND		CASH		KIND		ORK STUDY	BUDGET		BUDGETED AMT	
STAFFING	\$	314,094.00	\$	279,169.00	\$	311,833.11	\$	-	\$	12,000.00	\$	603,002.11	\$	917,096.11
ADMINISTRATIVE	\$	174,094.00	\$	150,053.00							\$	150,053.00	\$	324,147.00
CONSULTANT AND PROFESSIONAL			\$	81,043.00							\$	81,043.00	\$	81,043.00
PROGRAM SERVICES STAFF	\$	72,000.00	\$	47,673.00	\$	250.00					\$	47,923.00	\$	119,923.00
STUDENTS	\$	68,000.00	\$	400.00	\$	311,583.11					\$	311,983.11	\$	379,983.11
WORK STUDY									\$	12,000.00	\$	12,000.00	\$	12,000.00
BENEFITS	\$	76,012.00	\$	5,120.00	\$	-	\$	-	\$	-	\$	5,120.00	\$	81,132.00
ADMINISTRATIVE	\$	74,924.00	\$	5,070.00							\$	5,070.00	\$	79,994.00
PROGRAM SERVICES STAFF	\$	543.00									\$	-	\$	543.00
STUDENTS	\$	545.00	\$	50.00							\$	50.00	\$	595.00
OPERATING	\$	35,607.96	\$	38,640.00	\$	-	\$	-	\$	-	\$	38,640.00	\$	74,247.96
COMMUNICATION	\$	600.00	\$	3,690.00							\$	3,690.00	\$	4,290.00
INDIRECT COSTS	\$	32,200.00	\$	3,500.00							\$	3,500.00	\$	35,700.00
MILEAGE ADMINISTRATIVE	\$	407.96	\$	4,350.00							\$	4,350.00	\$	4,757.96
MILEAGE PROGRAM SERVICES STAFF	\$	2,400.00	\$	3,600.00							\$	3,600.00	\$	6,000.00
MILEAGE STUDENTS											\$	-	\$	-
POSTAGE			\$	450.00							\$	450.00	\$	450.00
RENT			\$	14,000.00							\$	14,000.00	\$	14,000.00
STAFF DEVELOPMENT			\$	-							\$	-	\$	-
TRAVEL			\$	400.00							\$	400.00	\$	400.00
UTILITIES			\$	8,650.00							\$	8,650.00	\$	8,650.00
SUPPLIES	\$	•	\$	2,400.00	\$	-	\$	-	\$	•	\$	2,400.00	\$	2,400.00
OFFICE			\$	850.00							\$	850.00	\$	850.00
PROGRAM SERVICES STAFF											\$	-	\$	-
STUDENT PARTICIPANTS											\$	-	\$	-
PRINTING AND DUPLICATION			\$	1,550.00							\$	1,550.00	\$	1,550.00
EQUIPMENT	\$	-	\$	7,080.00	\$	-	\$	-	\$	-	\$	7,080.00	\$	7,080.00
COMPUTER PURCHASE											\$	-	\$	-
COPY MACHINE PURCHASE											\$	-	\$	-
PRINTER PURCHASE											\$	-	\$	-
RENTALS			\$	7,080.00							\$	7,080.00	\$	7,080.00
PROGRAM SERVICES	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PROGRAM SERVICES											\$	-	\$	-
OTHER	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
OTHER											\$	=	\$	-
TOTALS	\$	425,713.96	\$	332,409.00	\$	311,833.11	\$	-	\$	12,000.00	\$	656,242.11	\$	1,081,956.07

BUDGET REPORT FOR 7/1/2022 to 6/30/2023 FISCAL YEAR - QUARTER: 4

The data shown are aggregated for the following Consortia: Central Coast Cal-SOAP Consortium

Quarter by Quarter Summary		eliminary Budget		Quarte	er 1		Quarter 2				
		ellillilary buuget	Year-to-Date Expenditure			emaining Balance	Year-to-Date Expenditure			maining Balance	
STATE TOTAL*	\$	425,713.96	\$	105,385.26	\$	320,328.70	\$	205,881.78	\$	219,832.18	
CASH	\$	311,833.11			\$	311,833.11			\$	311,833.11	
IN KIND	\$	332,409.00			\$	332,409.00			\$	332,409.00	
RESTRICTED IN KIND					\$	-			\$	-	
WORK STUDY	\$	12,000.00			\$	12,000.00			\$	12,000.00	
MATCHING TOTAL	\$	656,242.11	\$		\$	656,242.11	\$		\$	656,242.11	
TOTAL GENERAL + MATCH FUNDS	\$	1,081,956.07	\$	105,385.26	\$	976,570.81	\$	205,881.78	\$	876,074.29	

Quarter by Quarter Summary		Quarte	er 3		Quarter 4					
Quarter by Quarter Summary	Year-t	o-Date Expenditure	Re	emaining Balance	Yea	ar-to-Date Expenditure	Re	maining Balance		
STATE TOTAL*	\$	293,257.56	\$	132,456.40	\$	425,713.96		0.00		
CASH			\$	311,833.11	\$	335,886.50	\$	(24,053.39)		
IN KIND			\$	332,409.00	\$	456,735.79	\$	(124,326.79)		
RESTRICTED IN KIND			\$	-			\$	-		
WORK STUDY			\$	12,000.00	\$	44,190.00	\$	(32,190.00)		
MATCHING TOTAL	\$	-	\$	656,242.11	\$	836,812.29	\$	(180,570.18)		
TOTAL STATE + MATCH FUNDS	\$	293,257.56	\$	788,698.51	\$	1,262,526.25	\$	(180,570.18)		

^{*}State Funds denotes funds from the State General Fund.

BUDGET REPORT - FINAL EXPENDITURES FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

		STATE			MATCHING										
	Т	TOTAL STATE				04611	RESTRICTED IN	WORK STURY		TC	OTAL MATCH	TOTAL			
	EX	PENDITURES		IN KIND		CASH	KIND	W	ORK STUDY	EX	PENDITURES	EXPENDITURES			
STAFFING		315,287.20	\$	363,427.21	\$	335,886.50	\$ -	\$	44,190.00	\$	743,503.71	\$ 1,058,790.91			
ADMINISTRATIVE	\$	191,403.60		205,579.25						\$	205,579.25	\$ 396,982.85			
CONSULTANT AND PROFESSIONAL	\$	128.00		82,043.00						\$	82,043.00	\$ 82,171.00			
PROGRAM SERVICES STAFF	\$	39,916.01	\$	75,804.96						\$	75,804.96	\$ 115,720.97			
STUDENTS	\$	83,839.59			\$	335,886.50				\$	335,886.50	\$ 419,726.09			
WORK STUDY								\$	44,190.00	\$	44,190.00	\$ 44,190.00			
BENEFITS	\$	76,067.28	\$	53,497.53	\$	•	\$ -	\$	-	\$	53,497.53	\$ 129,564.81			
ADMINISTRATIVE	\$	43,466.19	\$	46,997.53						\$	46,997.53	\$ 90,463.72			
PROGRAM SERVICES STAFF	\$	32,163.93	\$	6,500.00						\$	6,500.00	\$ 38,663.93			
STUDENTS	\$	437.16								\$	-	\$ 437.16			
OPERATING	\$	33,865.08	\$	28,151.13	\$	-	\$ -	\$	-	\$	28,151.13	\$ 62,016.21			
COMMUNICATION	\$	600.00	\$	3,490.00						\$	3,490.00	\$ 4,090.00			
INDIRECT COSTS	\$	31,534.37								\$	-	\$ 31,534.37			
MILEAGE ADMINISTRATIVE			\$	211.13						\$	211.13	\$ 211.13			
MILEAGE PROGRAM SERVICES STAFF	\$	1,730.71	\$	1,350.00						\$	1,350.00	\$ 3,080.71			
MILEAGE STUDENTS										\$	-	\$ -			
POSTAGE			\$	400.00						\$	400.00	\$ 400.00			
RENT			\$	14,000.00						\$	14,000.00	\$ 14,000.00			
STAFF DEVELOPMENT										\$	-	\$ -			
TRAVEL										\$	-	\$ -			
UTILITIES			\$	8,700.00						\$	8,700.00	\$ 8,700.00			
SUPPLIES	\$	494.40	\$	4,579.92	\$	•	\$ -	\$	-	\$	4,579.92	\$ 5,074.32			
OFFICE	\$	494.29	\$	999.40						\$	999.40	\$ 1,493.69			
PROGRAM SERVICES STAFF										\$	-	\$ -			
STUDENT PARTICIPANTS										\$	-	\$ -			
PRINTING AND DUPLICATION	\$	0.11	\$	3,580.52						\$	3,580.52	\$ 3,580.63			
EQUIPMENT	\$	-	\$	7,080.00	\$	-	\$ -	\$	-	\$	7,080.00	\$ 7,080.00			
COMPUTER PURCHASE										\$	-	\$ -			
COPY MACHINE PURCHASE										\$	-	\$ -			
PRINTER PURCHASE										\$	-	\$ -			
RENTALS			\$	7,080.00						\$	7,080.00	\$ 7,080.00			
PROGRAM SERVICES	\$	-	\$	-	\$	-	\$ -	\$	-	\$	-	\$ -			
PROGRAM SERVICES										\$	-	\$ -			
OTHER	\$	-	\$	-	\$	-	\$ -	\$	-	\$	-	\$ -			
OTHER										\$	-	\$ -			
TOTALS	\$	425,713.96	\$	456,735.79	\$	335,886.50	\$ -	\$	44,190.00	\$	836,812.29	\$ 1,262,526.25			

The data shown are for the following Consortia: Central Coast Cal-SOAP Consortium

YEAR END BUDGET EXPENDITURES NARRATIVE - BUDGET FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

Line Item	Cal	-SOAP Budget	Narrative
STAFFING	Ş	315,287.20	
ADMINISTRATIVE	\$		Expenditures for full time project direcor and full time fiscal administrative technician.
CONSULTANT AND PROFESSIONAL	\$		translation of publications from English to Spanish
PROGRAM SERVICES STAFF	\$	39,916.01	Expenses for four coordinators and student office staff
STUDENTS	\$	83,839.59	Expenditures for eight part-time college coaches for meeting the 30 percent
WORK STUDY			
BENEFITS	\$	76,067.28	
ADMINISTRATIVE	\$	43,466.19	
PROGRAM SERVICES STAFF	\$		Benefits for part-time coordinators and office staff
STUDENTS	\$		Benefits for student tutors
OPERATING	\$	33,865.08	
COMMUNICATION	\$		cost for project director cell phone
INDIRECT COSTS	\$	31,534.37	Indirect cost
MILEAGE ADMINISTRATIVE			
MILEAGE PROGRAM SERVICES STAFF	\$	1,730.71	Mileage for program staff
MILEAGE STUDENTS			
POSTAGE			
RENT			
STAFF DEVELOPMENT			
TRAVEL			
UTILITIES			
SUPPLIES	\$	494.40	
OFFICE	\$	494.29	office supplies and other materials and products to run and maintain office.
PROGRAM SERVICES STAFF			
STUDENT PARTICIPANTS			
PRINTING AND DUPLICATION	\$	0.11	Printing of Cash for College flyers and announcements
EQUIPMENT	\$	-	
COMPUTER PURCHASE			
COPY MACHINE PURCHASE			
PRINTER PURCHASE			
RENTALS			
PROGRAM SERVICES	\$	-	
PROGRAM SERVICES			
OTHER	\$	-	
OTHER			
TOTALS	\$	425,713.96	

The data shown are for the following Consortia: Central Coast Cal-SOAP Consortium

BUDGET REPORT - FINAL BALANCES FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

		STATE	MATCHING											
	T	TOTAL STATE BALANCE		IN KIND		CASH		RESTRICTED IN KIND		WORK STUDY		OTAL MATCH BALANCE	TOTAL BALANCE	
STAFFING	\$	(1,193.20)	\$	(84,258.21)	\$	(24,053.39)	\$	-	\$	(32,190.00)	\$	(140,501.60)	\$	(141,694.80)
ADMINISTRATIVE	\$	(17,309.60)	\$	(55,526.25)	\$	-	\$	-	\$	=	\$	(55,526.25)	\$	(72,835.85)
CONSULTANT AND PROFESSIONAL	\$	(128.00)	\$	(1,000.00)	\$	-	\$	=	\$	-	\$	(1,000.00)	\$	(1,128.00)
PROGRAM SERVICES STAFF	\$	32,083.99	\$	(28,131.96)	\$	250.00	\$	=	\$	-	\$	(27,881.96)	\$	4,202.03
STUDENTS	\$	(15,839.59)	\$	400.00	\$	(24,303.39)	\$	-	\$	-	\$	(23,903.39)	\$	(39,742.98)
WORK STUDY	\$	=	\$	-	\$	=	\$	=	\$	(32,190.00)	\$	(32,190.00)	\$	(32,190.00)
BENEFITS	\$	(55.28)	\$	(48,377.53)	\$	-	\$	-	\$	-	\$	(48,377.53)	\$	(48,432.81)
ADMINISTRATIVE	\$	31,457.81	\$	(41,927.53)	\$	-	\$	-	\$	-	\$	(41,927.53)	\$	(10,469.72)
PROGRAM SERVICES STAFF	\$	(31,620.93)	\$	(6,500.00)	\$	-	\$	-	\$	-	\$	(6,500.00)	\$	(38,120.93)
STUDENTS	\$	107.84	\$	50.00	\$	-	\$	-	\$	-	\$	50.00	\$	157.84
OPERATING	\$	1,742.88	\$	10,488.87	\$	-	\$	-	\$	-	\$	10,488.87	\$	12,231.75
COMMUNICATION	\$	-	\$	200.00	\$	-	\$	-	\$	-	\$	200.00	\$	200.00
INDIRECT COSTS	\$	665.63	\$	3,500.00	\$	-	\$	-	\$	-	\$	3,500.00	\$	4,165.63
MILEAGE ADMINISTRATIVE	\$	407.96	\$	4,138.87	\$	-	\$	-	\$	-	\$	4,138.87	\$	4,546.83
MILEAGE PROGRAM SERVICES STAFF	\$	669.29	\$	2,250.00	\$	-	\$	-	\$	-	\$	2,250.00	\$	2,919.29
MILEAGE STUDENTS	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
POSTAGE	\$	-	\$	50.00	\$	-	\$	-	\$	-	\$	50.00	\$	50.00
RENT	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
STAFF DEVELOPMENT	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
TRAVEL	\$	-	\$	400.00	\$	-	\$	-	\$	-	\$	400.00	\$	400.00
UTILITIES	\$	-	\$	(50.00)	\$	-	\$	-	\$	-	\$	(50.00)	\$	(50.00)
SUPPLIES	\$	(494.40)	\$	(2,179.92)	\$	-	\$	-	\$	-	\$	(2,179.92)	\$	(2,674.32)
OFFICE	\$	(494.29)	\$	(149.40)	\$	-	\$	-		-	\$	(149.40)	\$	(643.69)
PROGRAM SERVICES STAFF	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
STUDENT PARTICIPANTS	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PRINTING AND DUPLICATION	\$	(0.11)	\$	(2,030.52)	\$	-	\$	-	\$	-	\$	(2,030.52)	\$	(2,030.63)
EQUIPMENT	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
COMPUTER PURCHASE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
COPY MACHINE PURCHASE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PRINTER PURCHASE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
RENTALS	\$	-	\$	-	\$		\$		\$	-	\$	-	\$	-
PROGRAM SERVICES	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
PROGRAM SERVICES	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
OTHER	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
OTHER	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
TOTALS		0.00	\$	(124,326.79)	\$	(24,053.39)	\$	-	\$	(32,190.00)	\$	(180,570.18)	\$	(180,570.18)

FINAL MATCHING CONTRIBUTIONS SUMMARY FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

The data shown are aggregated for the following Consortia:

Central Coast Cal-SOAP Consortium

			PLEDGE								
INSTITUTION	CASH	IN KIND	RESTRICTED IN KIND	WORK STUDY	TOTAL	CASH	IN KIND	RESTRICTED IN KIND	WORK STUDY	TOTAL	Contribution Less Pledge
Allan Hancock College		\$ 88,000.00		\$ 12,000.00	\$ 100,000.00		\$ 177,442.00		\$ 44,190.00	\$ 221,632.00	\$ 121,632.00
Cal Poly San Luis Obispo		\$ 6,800.00			\$ 6,800.00		\$ 5,000.00			\$ 5,000.00	\$ (1,800.00)
Cuesta College		\$ 18,000.00			\$ 18,000.00		\$ 18,552.79			\$ 18,552.79	\$ 552.79
Guadalupe Union School District	\$ 7,983.11	\$ 17,000.00			\$ 24,983.11	\$ 7,983.11	\$ 17,000.00			\$ 24,983.11	\$ -
Lucia Mar Unified School		\$ 30,200.00			\$ 30,200.00		\$ 30,250.00			\$ 30,250.00	\$ 50.00
Lompoc Unified School District	\$ 96,600.00	\$ 25,409.00			\$ 122,009.00		\$ 25,409.00			\$ 25,409.00	\$ (96,600.00)
Paso Robles Unified School District		\$ 35,000.00			\$ 35,000.00		\$ 35,000.00			\$ 35,000.00	\$ -
Scholarship Foundation of Santa Barbara	\$ 250.00	\$ 6,000.00			\$ 6,250.00		\$ 4,000.00			\$ 4,000.00	\$ (2,250.00)
Santa Maria Joint Union High School	\$ 200,000.00	\$ 100,000.00			\$ 300,000.00	\$ 320,903.39	\$ 100,000.00			\$ 420,903.39	\$ 120,903.39
UC Santa Barbara		\$ 5,000.00			\$ 5,000.00		\$ 43,082.00			\$ 43,082.00	\$ 38,082.00
Santa Ynez Valley Union	\$ 7,000.00	\$ 1,000.00			\$ 8,000.00	\$ 7,000.00	\$ 1,000.00			\$ 8,000.00	\$ -
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					\$ -					\$ -	\$ -
TOTAL	\$ 311,833.11	\$ 332,409.00	\$ -	\$ 12,000.00	\$ 656,242.11	\$ 335,886.50	\$ 456,735.79	\$ -	\$ 44,190.00	\$ 836,812.29	\$ 180,570.18

MATCHING CONTRIBUTIONS NARRATIVE - BUDGET FOR 7/1/2022 to 6/30/2023 FISCAL YEAR

Line Item	Budget	In- Kind Narrative
STAFFING	\$ 743,503.71	
ADMINISTRATIVE	\$ 205,579.25	Administrative costs to support Cal-SOAP this would include superintendents, deans, vice presidents, vice principals
CONSULTANT AND PROFESSIONAL	\$ 82,043.00	Staff costs to support Cal-SOAP Cash for College events.
PROGRAM SERVICES STAFF	\$ 75,804.96	staff include counselors, teachers, classified staff, maintenance and all other personnnel to support Cal-SOAP services and activities
STUDENTS	\$ 335,886.50	Cost of tutors hired
WORK STUDY	\$ 44,190.00	Allan Hancock College provide these funds in work study
BENEFITS	\$ 53,497.53	
ADMINISTRATIVE	\$ 46,997.53	Benefits for administrative costs
PROGRAM SERVICES STAFF	\$ 6,500.00	Benefits for program services staff hired
STUDENTS		
OPERATING	\$ 28,151.13	
COMMUNICATION	\$ 3,490.00	Cost for communication services including phone, cell phones, and other modes of communication
INDIRECT COSTS		
MILEAGE ADMINISTRATIVE	\$ 211.13	
MILEAGE PROGRAM SERVICES STAFF	\$ 1,350.00	mileade for program services staff
MILEAGE STUDENTS		
POSTAGE	\$ 400.00	
RENT	\$ 14,000.00	rent incurred by partnerships sites
STAFF DEVELOPMENT		
TRAVEL		
UTILITIES	\$ 8,700.00	utilities paid by partnership sites at Cal-SOAP events to provide services
SUPPLIES	\$ 4,579.92	
OFFICE	\$ 999.40	office supplies to support Cal-SOAP events and activies.
PROGRAM SERVICES STAFF		
STUDENT PARTICIPANTS		
PRINTING AND DUPLICATION		Printing costs to support Cal-SOAP activies and events
EQUIPMENT	\$ 7,080.00	
COMPUTER PURCHASE		
COPY MACHINE PURCHASE		
PRINTER PURCHASE		
RENTALS	\$ 7,080.00	Cal-SOAP office space rental from Allan Hancock College
PROGRAM SERVICES	\$ -	
PROGRAM SERVICES		
OTHER	\$ -	
OTHER		
TOTALS	\$ 836,812.29	

The data shown are for the following Consortia: Central Coast Cal-SOAP Consortium



Cal-SOAP Governing Board Meeting Minutes

Date and Time

September 15, 2022

9:30 a.m.

Meeting Place

Zoom Meeting, Meeting

<u>Called to order</u>: 9:33 a.m. <u>Chair (s)</u>: Steve Molina <u>Note Taker:</u> Rosa Cortes

Board Members Present: Steve Molina, Brett Gimlin, Brian Jaramillo, Judy Holloway, Abraham Gonzalez, Alfonso

Gonzalez, Zhrinna McDonald, Maribel Salazar, Liliana Cárdenas, Britt O.

Board Members Absent: Elizabeth Coria, Mary Dominguez, Roberto

Rodriguez, Anna Libbon, Alex Jauregi, Guest(s): Ashley Walter

<u>Cal-SOAP staff:</u> Diana Perez, Rosa Cortes

Agenda No. 1 Welcome - Steve Molina

- Steve welcomed all board members
- Welcome Ashley Walter postpone
 - Taking the place of Jennifer Clayton
- Erica Levich- co-chair has resigned and will no longer be with us due to other conflicts. Co-Chair position will be added on the agenda for next board meeting.

Agenda No. 2 Approval of Governing Board Minutes May 19, 2022 VOTE

 Approved Electronically: Minutes approved by Britt Ortiz and seconded by Zhrinna McDonald. All in favor.

Agenda No. 3 Cal-SOAP 4th Quarter Report - Abraham Gonzalez

- Handout provided on Cal-SOAP Consortium, and Carryover budget report.
- Budget report for fiscal year 21-22 had a 1.53 match contribution, 7.41% of indirect costs, and advisors and tutor expended 80.24% of the budget. Fully expended both the Consortium and the Carryover budget.

Agenda No. 4 New 2022-23 Budget - Diana Perez

- CSAC (CA Student Aid Commission) took a 2% cut from our budget and the purpose of the cut was to fund services to the Lacai database. The new budget amount is \$425,713.96.
- Even though it is only 2% it was not somewhat of significant impact to the budget but had to cut printing, office supplies, and travel. CSAC is now working on the new contract for this year and there is not much we can do. With the new budget, Cal-SOAP will still meet the CSAC requirement which is the 1:1 match and the 30% for tutors and coordinators.
- CSAC sent a letter to all the consortium and the fiscal agents regarding the cut and is currently working on creating an MOU with all high school districts so they will be able to upload all the senior's data to the Lacai database. al-Soap will check off services we provide students, and the report will automatically go to CSAC, and that is how they will determine future funding for all Consortiums.
- Mary Dominguez, Financial aid dean, and Stephanie Robb from Student Activities committed to providing \$30,000 dollars to Cal-SOAP to help the program with printing, mailing, Cash for College food, and paid for all winter promise staff. Diana provided a special thanks to all the folks that came together to help us out.



Agenda No. 5 Cash for College 2022-2023 Flyer- Diana Perez

- 2022-2023 is another record-breaking year because Cal-SOAP will provide 52 different Cash for College
 events. Any student from any high school can attend any of our events, including schools that we do not
 serve here inside of the area. We are going to be open this winter a significant amount of time to allow
 students who do not have time during their busy schedule to come through and get financial aid
 assistance.
- Cal-SOAP wants to strengthen its partnership with the Scholarship Foundation of Santa Barbara, so a link
 and logo was added to our Cash for College flyer. Cal-SOAP is ready to start promoting our 2022-23 Cash
 for College events with all our sites and throughout the entire Central Coast.
- AB 469 is a soft financial aid requirement for all seniors to fill out the FAFSA (Free Application for Federal Student Aid) or the CA Dream Act. Students not wanting to complete a FAFSA or CA Dream Act application can complete the opt out form which requires a parent and a student signature. every school district would determine how they want to provide these forms to their student. CSAC hopes that all our school districts will encourage most of their students to fill out a FAFSA/CA Dream Act Application whether they go to college or not.
- CSAC is going to create a new website that is going to track how many high schools have high opt-out numbers, so they are going to be able to hold high schools accountable as to whether they are making it easy for their students to opt-out or not.
- Diana would like to encourage each of our school districts to ensure that we have the maximum number of students completing the financial aid application and that we minimize how many students opt out.

Agenda No. 6 Cal-SOAP Tutors and Coaches - Diana Perez

- Handout provided on Coaches, Coordinators, and tutors.
- SMJUHSD provided \$200,000 this year and we intend to spend all the funds. We have been working since this summer getting students hired and processed through HR (Human Resources).
- Coaches and coordinators are our small crew who know financial aid and will be at most of our Cash for College events. It is a small team, but we get a lot done so that is all we can afford at this point.

Agenda No. 7 Summer Algebra Institute - Tabled

- Tabled
- Summer Algebra Institute was a successful event that had 75 middle schools (7th and 8th grade). Only 67 students showed up and completed five weeks here at Allan Hancock College. Mary wanted you to have a copy of the report, so if you want to read it and see the outcome. Next meeting, we are going to have Mary provide information as to whether we would continue our partnership efforts with Cal Poly to host this event again next fiscal year.

Agenda No. 8 CSAC Changes to Cal-SOAP - Discussion

- CSAC announced tutoring service was going to be eliminated as a Cal-SOAP service, so this year we are fading out the tutoring service. Cal-SOAP is going to complete tutoring service this year because it is a contract. However, we do not foresee it being in future contracts. Executive director Marie Garcia made it clear that this is not the service the Consortium will be providing. Diana just wanted to make this announcement to tell all board members this will be the last year Cal-SOAP will provide tutoring. Currently, Mary Dominguez and the Hancock team are looking for an alternative department to take over the tutoring service and right now it looks like we have found a department here at Hancock that can continue the tutoring services.
- Cal-SOAP will only provide financial aid services to students. A conversation was held with Erica, and she chose to move on and did not want to be part of the Consortium anymore. Diana met Roberto from the Boys and Girls Club because we no longer provide any tutoring service, and they are welcome to our meetings. However, if they choose not to participate in our meetings because we do not provide



services, they will need to let us know if they want to cancel their membership with the Consortium. In the meantime, we are strengthening our ties with Liliana Cardenas from the Santa Barbara Foundation to help increase the maximum number of financial applications.

Agenda No. 9 Consortium Updates

Consortium updates provided.

Next Meeting: Allan Hancock College, Thursday, January 19, 2022 9:30 to 11:30a.m.

Meeting Adjourned at 10:30 a.m.



Cal-SOAP Governing Board Meeting Minutes

Date and Time

January 19, 2023

9:30 a.m.

Meeting Place

Zoom Meeting, Meeting

<u>Called to order</u>: 9:34 a.m. <u>Chair (s)</u>: Steve Molina <u>Note Taker:</u> Rosa Cortes

Board Members Present: Steve Molina, Brett Gimlin, Abraham Gonzalez, Mary Dominguez, Alfonso Gonzalez, Rosa

Martinez, Liliana Cárdenas, Alexander Jáuregui, Michelle Evans, Anthony Overton, Ashley

Walter

Board Members Absent: Brian Jaramillo, Judy Holloway, Maribel Salazar,

Roberto Rodriguez, Zhrinna McDonald, Britt O. Guest(s):

Cal-SOAP staff: Diana Perez, Rosa Cortes

Agenda No. 1 Welcome - Steve Molina

• Steve welcomed all board members

Agenda No. 2 Approval of Governing Board Minutes September 15, 2022 - Tabled

Tabled for March 16, 2023, Governing Board Meeting

Agenda No. 3 Selection of New Co-Chair - Steve Molina - VOTE

Alfonso Gonzalez motion to appoint Liliana Cardenas as the new Co-chair for the Cal-SOAP Consortium.
 All in favor, approved via Zoom.

Agenda No. 4 Cal-SOAP/ SMJUHSD Budget Updates - Abraham Gonzalez

- Cal-SOAP Consortium has a balance of \$219,697.23. Abraham mentions that the Cal-SOAP Consortium budget is halfway spent. By the end of the fiscal year, it will be entirely spent.
- It was mentioned by Diana that CSAC (CA Student Aid Commission) has made it clear that we are not to roll over any funds for this year. All funds must be spent before the end of the fiscal year.
- SMJUHSD has a balance of \$65,258.56. Diana mentioned that we might receive additional funds. In previous years there were times that we could not spend \$200,000, but this year we will be able to spend all the funds.
- Steve and Diana will discuss the increase in the SMJUHSD budget under Agenda No. 7. It was projected that there would not be enough funds to pay for all the students until the end of the school year.

Agenda No. 5 Cash for College Update - Diana Perez

- Handouts provided on Cash for College data.
- The first column on the excel sheet provides the number of seniors in each of our school districts. The second column has the Cash for College attendance number of seniors. The fourth column to the end will show, as of yesterday, the race to submit numbers of students who have completed a FAFSA (Free Application for Federal Student Aid) or CA Dream Act application.
- Pioneer Valley High School has 81% of completion. This is the first time seeing such a high number of students done with a financial application by the month of January. Last year, PVHS had 80% FAFSA completion, but it was closer to the March 2nd deadline. Last year Pioneer Valley was number 3 in the state in terms of FAFSA completion. Both Santa Maria and Pioneer Valley are doing an outstanding job.
- California student Aid Commission is going to create a website like the race to submit that will show the highest opt out rates for their students. The website is coming up next academic year. CSAC is giving authority to all project directors to notify the state about any school districts not doing their best in



getting FAFSA completion.

- As a board, we need to come together and figure out if it is not working in some of our school districts. What do we need to do differently to assure it is working? For a student to opt is extremely easy and has no consequence, so anyone can do it.
- Liliana mentions that there is some discrepancy in the total number of seniors. Any discrepancy can be provided to Cal-SOAP Director and will be given to CSAC for review.
- At Winter Promise, we helped 282 students complete their financial aid applications. The Cal-SOAP team relocated to a new building due to a fire and served many students for three weeks.

Agenda No. 6 Cal-SOAP Tutors and Coaches - Diana Perez

- Handouts on Cal-SOAP Tutors and Coaches provided.
- We are spending the funds and we hired throughout the semester. Cal-SOAP will be transitioning tutors to college Coaches, which is the term CSAC use. College Coaches will focus on financial aid applications, college/university applications, and mentoring for students. Diana will provide any training needed to facilitate the transition for the next fiscal year.

Agenda No. 7 SMJUHSD/MOU Increase Student Employee Salary - VOTE

- SMJUHSD will increase the budget amount for this fiscal year to about \$280,000.
- Salary increases for student employees that work for SMJUHSD to be moved from \$20 to \$25 an hour and coordinators from \$25 to \$30 an hour. It would not make sense to pay them all the same \$25 dollars an hour because coordinators have more responsibilities than tutors/college coaches.
- Cal-SOAP budget can afford to pay current coordinators that rate. Diana mentioned she had already checked in with HR (Human Resources). The guidelines say that if the board supports it, it goes to the process. By supporting SMJUHSD with tutors, we get 15% indirect and that will help Cal-SOAP ensure they have enough funds if they overspend.
- Alexander Jáuregui motion to increase tutors/college coaches to \$25 and coordinators to \$30 dollars an hour. Motion second by Liliana Cardenas.
- SMJUHSD will increase its budget amount to help with the salary increase for Tutors/College coaches, and Cal-SOAP will adjust its current budget of \$425,713.96.
- The Summer Algebra Institute was covered by the indirect cost provided by SMJUHSD. Currently, unsure if SAI will happen during the upcoming summer, but SMJUHSD will see if they can take over the costs to make it happen.
- Alfonso agrees with the salary increase, but there is a difference in percentage. Tutors/College coaches will get a 25% increase and coordinators only a 20% increase. This means tutors/College Coaches are getting more than the coordinators. Alfonso suggests doing a 20% increase for both, so it will be Tutors/College coaches to \$24 and Coordinators to \$30. A percentage versus a number.
- Alexander Jáuregui amended the motion to increase Tutors/College Coaches to \$24 and Coordinators to \$30 dollars an hour. Making sure the increase is equitable for everyone. All in favor.

Agenda No. 8 Consortium Updates

Consortium updates provided.

Next Meeting: Allan Hancock College, Thursday, March 16, 2023 9:30 to 11:30a.m.

Meeting Adjourned at 10:40 a.m.



Cal-SOAP Governing Board Meeting Minutes

Date and Time

March 16, 2023

9:30 a.m.

Meeting Place Zoom Meeting, Meeting

<u>Called to order</u>: 9:30 a.m. <u>Chair (s)</u>: Steve Molina <u>Note Taker:</u> Rosa Cortes

Board Members Present: Steve Molina, Brett Gimlin, Abraham Gonzalez, Mary Dominguez, Maribel Salazar, Britt

Ortiz, Zhrinna McDonald, Erin Haley, Diana Perez

Board Members Absent: Alfonso Gonzalez, Liliana Cárdenas, Alexander

Jáuregui, Brian Jaramillo, Judy Holloway, Roberto

Rodriguez,

Guest(s):

Cal-SOAP staff: Diana Perez, Rosa Cortes

Agenda No. 1 Welcome - Steve Molina

• Steve welcomed Erin Haley, Assistant Superintendent Paso Robles High School and all board members

Agenda No. 2 Approval of Governing Board Minutes September 15, 2022 and January 19, 2023 VOTE

 Approved Electronically: Minutes approved by Britt Ortiz and seconded by Brett Gimlin. All in favor.

Agenda No. 3 Cal-SOAP/ SMJUHSD/ GUSD Budget Updates - Abraham Gonzalez

- Cal-SOAP budget has a balance of \$167,758.13. Abraham mentions that the Cal-SOAP budget will be fully spent and looks like it might be over by \$1,105.16. Diana will cover those expenses from indirect costs. CSAC (CA Student Aid Commission) wants us to expend all funds this year and not roll over, so we are on target for that.
- SMJUHSD has a balance of \$47,893.22 and will be over 50,000. Steve mentioned that MOU with additional \$50,000 got approved on Tuesday.
- GUSD has a balance of \$6,000. It has been a struggle to find tutors for GUSD because no one wants to drive for only two hours a day. As of now, we have one tutor ready for placement at McKenzie Jr. High School.

Agenda No. 4 Cash for College Race to Submit Update - Diana Perez

- Handouts provided on Race to submit and FAFSA (Free Application for Federal Student Aid)
 Completion Comparison 2019 to 2023.
- Under the red column Cal-SOAP C4C we have the actual number of seniors that showed up to
 our cash-for-college event. Most of the schools had anywhere between two to six events per high
 school. The CSAC Race to Submit column shows the final numbers of seniors that completed a
 FAFSA at that high school including our Cash for College number so that includes the final total.
 We have some super strong results at some schools and then not so well of a turn out at some
 others.
- Pioneer Valley and Santa Maria High School did very well on FAFSA completion, which shows that a good portion of students do come to our cash for college events to get help. Our data shows that we had some extraordinary outcomes for the most part and you will see that Pioneer Valley high school this year has made it to the number one statewide slot. They will be receiving a little trophy or something from the state for being #1.



- Data for Arroyo Grande High School shows few students attended our Cash for College events, and most were helped by someone else at the school or they did it on their own or received help elsewhere. Paso Robles High school data shows we had 134 students who showed up. However, 282 completed a financial aid application and there was another half that either did it on their own or got helped by a school personnel. Overall, our data shows 67% of students completed a FAFSA or CA Dream Act application.
- Data from last year shows over the last four years how we have been doing at our Cash for College events overall. In 2019-2020, under the percentage at the bottom, the total number for both the north and south shows 53% of FAFSA completion. n 2020-2021 the FAFSA completion was 57%. In 2021-22 it went up to 61% and this year 2022-23 to 67%. Overall, Cal-SOAP is doing an excellent job because during the pandemic we increased our number, and we continue to do that.

Agenda No. 5 Cal-SOAP Tutors and Coaches Update - Diana Perez

- Handouts on Cal-SOAP Tutors and Coaches provided.
- The board voted to increase tutors' salary rate from \$20 to \$24 an hour and they were extremely excited and appreciative of the change. Coordinators also received a salary increase from \$25 to \$30 an hour and they are the ones attending all 55 Cash for College events.
- We will be proving one tutor for GUSD (Guadalupe Unified School District)

Agenda No. 6 Review of LACAI Database - Diana Perez

- CSAC took a 2% cut from all Cal-SOAP Consortium to maintain the LACAI databases. The database gives Cal-SOAP access to all seniors' phone numbers, e-mails, and addresses. We do not get their ethnic background or income, that is something that we can fill in later, but we get the basics in terms of their demographic information. The program info tab lets us know if the student is active and it allows us to assign a tutor or a coach to see who is working with who. Under the connections tab, we can add parent's name and information, but we are not entering the parent's information because we do not have it, and it is difficult to gather at events.
- In 2021-22 we had to request student data from each school district and import the data into the database. For 2022-23 the state took over the task of importing the data to the database and keeping track of who applies for financial aid. Cal-SOAP department will have access to all school district's data from our partnership school. The LACAI database has a total of 22,179 students because we still have records of students that have already graduated. This year, the state was behind in proving student data, but now they are updating it once a week, giving us real data daily.

Agenda No. 7 CSAC Updates

- In the past, we have billed the state for reimbursements of Cal-SOAP services. They are looking to process the funds soon as if they will be available, so that's actually significant. When we did not have funds, we needed the intent to fund letters and other processes in place in the state to get funded in advance.
- Another piece that will be different is that they are going to continue to strengthen the data. At
 this point, they are going to examine what we are collecting and then they will let us know what
 they want us to collect soon.
- CSAC will be updating the Cal-SOAP Procedures Manual, contract verbiage, and budget templates and renaming the Annual Program Plan to Grant Program Proposal.
- CSAC is going to remove tutoring services, so they will no longer be offered by any Cal-SOAP



Consortium. Tutors will now be called College Success Coaches, and CSAC is still working on what their job description will be. Also, in the future Cal-SOAP will be able to spend up to \$2500 without CSAC approval. In the past Cal-SOAP was not permitted to purchase T-shirts and polo shirts with Cal-SOAP funds and that will be new as well.

- Cal-SOAP received in March the APP (Annual Program Plan) and submits by the end of April. This year, they need to get all these changes approved by the CSAC Commissioners and they are not meeting till May, so we will receive our proposal sometime in June and then submit them in July or August. This year the Grant Proposal will be late due to all the updates and changes that are going to be happening in the state.
- There will be six data points that CSAC wants us to collect such as students completing a college and career plan. Students that submit college applications to higher education segments. Students participating in college and career advising including peer counseling. Students enrolling at a community college, technical school, or university. Students' graduation rate and those who drop out from high school and the last point is the rate of students completing and submitting the FAFSA and CADAA (California Dream Act Application) applications. That information will be collected and added to our database in the future. Cal-SOAP will need to figure out how our College Success Coaches will collect all the data.
- Financial Aid Changes are coming because FAFSA is going to be simplified. One of the significant changes is that CSAC is going to want most of the students to go through the IRS data retrieval tool. Students will click on the data retrieval tool and connect their IRS taxes to download into the application which will make it easier to complete. Students will be given three options for verifying who they are, they will be able to use their cell phones, their e-mail or use an authenticator app. If students forget either a cell phone or -mail, they will be given a QR code or 50-digit code that will give them access to their FAFSA application. Everyone who fills out a FAFSA will be required to click a permission box to give the state and federal government permission to enter or transfer their data, including individuals that do not file taxes. There will be limited pathways for people to enter their financial data manually. This means parents will have to have their taxes completed before students fill out a FAFSA. Another change is that everyone will be required to create an FSA ID including both parents.
- Other meaningful change is for parents that do not have a Social Security number, will also be
 required to create an FSA ID. That will help parents that are either out of state or in a different
 country to log in their portion of the application without having to print or mail their signature
 page.
- FAFSA application will no longer require cash support paid on behalf of the student, veteran's education benefits, workman's compensation, selective service question, drug conviction question, payments to tax-deferred pensions not on the federal tax return, other untaxed income sources, and child support paid out of the household. Also, child support received will be moved to the asset section of the form, so families that do not need to report assets means this will not be reported. however, parents will still need to report child support received
- Simplification of the FAFSA application includes streamlining the FAFSA form, expanding access to IRS information for most filers, and replacing the Expected Family Contribution (EFC) with the Student Aid Index (SAI).
- Due to all the changes the application may be delayed until January 1, 2024, instead of October 1, 2023. The March 2 deadline may be eliminated, and if that happened, a student could fill out a FAFSA anytime during the year. Cal-SOAP would become a year-round program and be able to help students all year round.



• The California Student Aid Commission Annual Statewide Financial Aid Workshop will be here at Allan Hancock College on Tuesday, September 19, 2023, from 8 a.m. to 1 p.m. CSAC will be in person to go over all the recent changes, and all counselors or any school personnel that works with financial aid are encouraged to come.

Agenda No. 8 Consortium Updates

Consortium updates provided.

Next Meeting: Allan Hancock College, Thursday, May 18, 2023, 9:30 to 11:30a.m.

Meeting Adjourned at 10:22 a.m.



Cal-SOAP Governing Board Meeting Minutes

Date and Time

May 18, 2023 9:30 a.m.

Meeting Place

Zoom Meeting, Meeting

Guest(s): Danielle Lageman

<u>Called to order</u>: 9:35 a.m. <u>Chair (s)</u>: Steve Molina <u>Note Taker:</u> Rosa Cortes

Board Members Present: Steve Molina, Brett Gimlin, Abraham Gonzalez, Mary Dominguez, Maribel Salazar,

Adrianna Palacios, Liliana Cardenas, Rosa Martinez, Zhrinna McDonald, Diana Perez

Board Members Absent: Britt Ortiz, Roxana Tunc, Alexander Jauregui, Len

Smolburd, Brian Jamarillo, Melissa Giddens, Erin

Haley, Judy Holloway, Alfonso Gonzalez, Robert

Rodriguez

<u>Cal-SOAP staff:</u> Diana Perez, Rosa Cortes

Agenda No. 1 Welcome - Steve Molina

• Steve welcomed Danielle Lageman, *Head Counselor, Santa Ynez Valley Union High School* and all board members

Agenda No. 2 Approval of Governing Board Minutes March 16, 2023 VOTE

• Approved Electronically: Minutes approved by Mary Dominguez and seconded by Liliana Cardenas. All in favor.

Agenda No. 3 Cal-SOAP/ SMJUHSD/ GUSD Budget Updates - Abraham Gonzalez

- Cal-SOAP budget has a balance of \$91,461.40 and will go over \$833.
- SMJUHSD has a balance of \$24,955.95 and will go over \$30,000. This overspend is contingent on whether Cal-SOAP tutors work during Summer School in June.
- GUSD has a balance of \$5,642.04. One student was placed. This will not be spent and will not roll over. Cal-SOAP will not send tutors to GUSD.

Agenda No. 4 Cal-SOAP Tutors and Coaches Update - Diana Perez

- Tutors are ready to be placed for Summer School and start working on June 12th, 2023. The high schools still want tutors for the summer.
- Tutors who are not working summer plan to work in the fall

Agenda No. 5 Cash for College 2023 plan - Diana Perez

• Cash for College events are not yet organized due to the FAFSA (Free Application for Federal Student Aid) not being opened till December. Winter Promise workshops will be happening during student's winter break to catch up on not completing financial aid applications during fall. Events will be open Monday-Thursday to all students in high school and college.

Agenda No. 6 2023-2024 Governing Board Proposed Dates - Steve Molina

• Four proposed dates for 2023-2024 Governing Board meetings was shared. Board Members were encouraged to send their proxy should they not be able to attend.

Agenda No. 7 CSAC Updates

• A flier was shared for the September 19, 2023 <u>Annual Statewide Financial Aid Workshop</u>. It will take place in the Fine Arts building. Updates on financial aid will be shared, possibly regarding



opening date and deadline. This even will be used to also set up Cash for College events in spring 2024. Every board member is invited and their staff, emphasis on AVID teachers and Career Centers. Invitations will be sent to all the high schools.

• To attend the event, every attendee must register on the California Student Aid Commission (CSAC) website. There will be a maximum number of attendees.

Agenda No. 8 Consortium Updates

Consortium updates provided.

Next Meeting: Allan Hancock College, Thursday, September 14, 2023, 9:30 to 11:30a.m.

Meeting Adjourned at 10:13 a.m.