

## A Commitment to CTE Success



**“Membership in a professional organization is an investment in your professional credibility.” —National Association of Independent Writers and Editors**

**Thank you, thank you and thank you** for your involvement with the Association for Career and Technical Education. ACTE is the largest association (with almost 25,000 members) representing career and technical education (CTE) in the United States. We strive to be **YOUR** voice on a local, regional and national level. People ask me why. Why should I become a member of ACTE? My number one response is this, “There are many reasons but most important is ACTE advocates for **YOU** on a national level — especially when it comes to advocacy and funding with legislators.”

From HigherEd Jobs: “An association is a synergistic group, meaning that the effect of a collection of people is greater than just one person.” That is ACTE. Together, as a group, we can sustain the future and promote the growth of career and technical education programs in our schools.

Thank you to the teachers, support staff and administrators who support ACTE. It is important that we continue to demonstrate the importance of active membership in our professional association and its many benefits, through events, online communications and seminars. ACTE members are encouraged to take part in the organization’s leadership programs and to make good use of the valuable resources made available to them. How else do we expect the new generations of CTE professionals to find merit in their career and technical student organizations (CTSOs), and community and school activities if we don’t, ourselves, model those intentions?

Finally, we’d like to give a resounding thank you to our organizational and corporate members. ACTE’s esteemed educational institution, affiliate and corporate members support ACTE from the top down, and to them, we thank you again for your enduring contributions to our professional association!

From one great year to the next, we are committed to the current and future success of CTE.

Gina Riggs  
ACTE President  
2017-18

# PUBLIC POLICY, ADVOCACY AND RESEARCH

## Federal Policy Activity

2017 marked a year of transition for federal policy. With a new administration and new congressional leaders, our focus early in the year was ensuring career and technical education (CTE) maintained a prominent place in policy discussions. We provided information to the Trump transition team, visited with new Members of Congress, and shared CTE as a solution to many of the challenges identified for potential congressional action. We also participated in several events to spread the message. We helped to organize two Senate CTE Caucus briefings, one on CTE's role in infrastructure and the other celebrating the 100th anniversary of the Smith-Hughes Act; participated in a Congressional Skilled Workforce Caucus briefing, a House CTE Caucus "CTE 101" briefing, and a briefing on the need for professional development in CTE with the National Writing Project; and hosted a reception on the "real-world" learning provided by CTE.

One of the first orders of business for Congress this year was to finalize Fiscal Year (FY) 2017 appropriations bills, which were operating under a continuing resolution. While there had been several threats to education funding overall and to Perkins funding specifically, the final bills provided good news! Perkins was level-funded in the FY 2017 bills passed in May and earlier, across-the-board cuts were restored. Unfortunately, the good news was short-lived, as the president soon released his full budget request for FY 2018, which proposed to cut Perkins by 15 percent in the context of extremely large cuts across education and workforce development programs.

To ensure Congress rejected these cuts, ACTE led efforts to secure a record number of signatures on a Dear Colleague letter supporting Perkins funding, and worked with policymakers as the FY 2018 appropriations bills moved through the legislative process. Ultimately, both the House and Senate Appropriations Committees rejected the Administration's FY 2018 cuts and provided level funding for CTE in their respective bills. However, final funding levels were still pending as this report went to press.

Work continued on Perkins reauthorization. The House picked up where it left off in 2016 with

the reintroduction of its Perkins reauthorization bill. ACTE Administration Division Vice President Janet Goble was invited to testify before the House Education and the Workforce Subcommittee on Early Childhood, Elementary and Secondary Education. The new bill, H.R. 2353, ultimately passed the House with a unanimous voice vote in June, and now awaits Senate action. ACTE worked closely with Congress to provide technical assistance on key issues. The House bill includes many of ACTE's priorities for reauthorization, and we were pleased to support its passage. This year's bill also made slight improvements to the application of the "CTE Concentrator" definition, our largest outstanding concern in the bill.

While a crowded congressional agenda has delayed consideration of several other education bills, we continue to work to promote ACTE's priorities across legislation, such as in the Higher Education Act. We worked with Members of Congress on the reintroduction of several smaller bills reflecting ACTE priorities, including the JOBS Act that expands Pell Grants to short-term training programs. In one of our biggest victories of the year: A veteran's education benefits statute that prohibited Area CTE Centers from offering online courses to veterans was corrected in the Harry W. Colmery Veterans Educational Assistance Act of 2017, approved in August. Area CTE centers will no longer have to turn away veterans who would like to access online content with their benefits!

On the regulatory front, we have been closely following efforts to implement the Every Student Succeeds Act (ESSA) and the federal government's overall efforts to streamline regulations. We have responded to several federal register notices with official comments and participated in meetings with Administration officials.

## Publications and Research

ACTE's Policy Watch blog continued to be an important resource for advocates on the latest federal policy news. This year, the blog is on pace to publish almost 150 stories related to federal and state policy, regulatory activity, research and more. New on the blog in 2017, ACTE launched the Policymaker Perspectives interview series to ensure ACTE members can hear directly from their Members of Congress about priorities

and the work taking place in Washington to strengthen the CTE ecosystem.

We've also continued to track CTE policy efforts at the state level in an effort to identify trends and share best practices among CTE stakeholders. In January, we released our fourth annual state policy paper, "State Policies Impacting CTE: 2016 Year-in-Review," and participated in a corresponding webinar. We also collaborated again with MyCollegeOptions to survey CTE students and educators nationwide about post-high school plans, perceptions of CTE and CTE program elements.

ACTE continues to provide data- and research-based resources and publications to support our advocacy and information efforts, including updating our line of sector sheets focusing on how CTE contributes to meeting skill demands in critical career sectors and developing a new advocacy handout for business partners. Another key publication was an article analyzing the history of CTE policy that was included in a special CTE issue of the *Peabody Journal of Education*.

We continue to be a leader in the area of education and workforce data through our partnerships with the Workforce Data Quality Campaign, the Lumina Connecting Credentials Initiative, the Workforce Credentials Coalition, the WorkCred Research Advisory Council, the EdStrategy Credentials of Value Career Readiness Expert Workgroup and the PostSec Data Collaborative. In addition, we continued our leadership of the Certification Data Exchange Project — an effort to expand and improve data exchange between industry certification organizations and state longitudinal data systems, including producing a final report on the project and presenting at several events.

Finally, this year we continued work on our High-quality CTE Initiative, a multi-step project to identify a comprehensive, research-based quality CTE program of study framework, test the framework and integrate it into our efforts to recognize and disseminate information on best practices within CTE. This spring, Beta Version 4.0 was released, and pilot testing began in the fall. In other original research work, we conducted a needs assessment for Oregon CTE educator professional development and delivered a final report.

# PROGRAMS & COMMUNICATIONS

## AS WE COMMEMORATED THE 100-YEAR ANNIVERSARY OF THE SMITH-HUGHES NATIONAL VOCATIONAL

Education Act, ACTE had much to celebrate in 2017. With membership growth and attendance across all ACTE events on the rise, ACTE leverages its multiple communication channels, from *Techniques* and digital distribution to web presence and social media, to communicate myriad opportunities to actively engage in professional growth through events, research and advocacy.



### Techniques

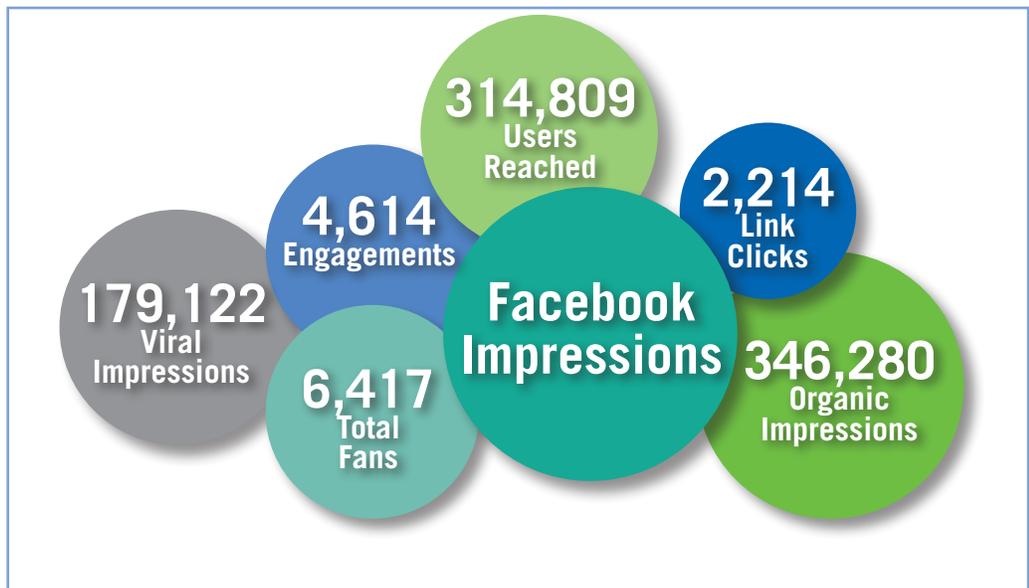
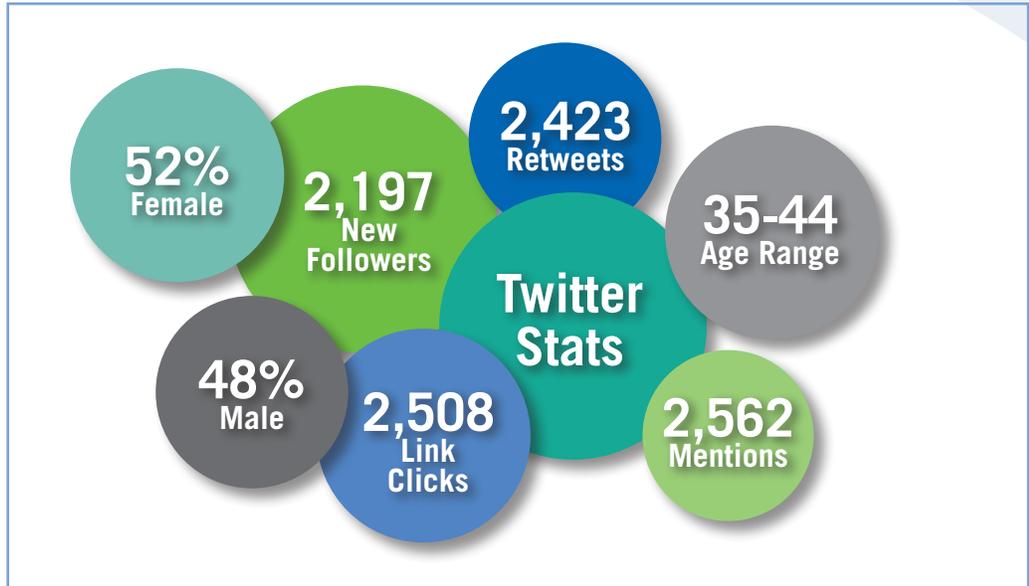
Our award-winning magazine continues to shine the spotlight on CTE programs, educators, administrators, newsmakers, issues and legislation — as it informs and inspires nearly 25 thousand

ACTE members and subscribers. Major themes in 2017 included career exploration, entrepreneurship, technology, professional development, leadership, international CTE, milestones and shining a spotlight on CareerTech VISION 2017.

### Social Media

ACTE had its biggest year yet on social media regarding participation and awareness. Twitter reached 10k+ followers, while ACTE launched an Instagram account.

During CTE Month in February, ACTE sponsored a Thunderclap campaign where social media followers signed up to send the same specific message on a single day. There were 347 people who signed up, and those people reached an audience of 840,653. In addition, ACTE released its branded “CTE is Cool” campaign video. This video received more than 2,700 views and was rebranded for use by many state associations and CTE schools. We also launched a “playlist” campaign asking followers to submit songs via Twitter for the CareerTech VISION 2017 general session playlist, an effort that was curated with the host city, Nashville, in mind. This campaign was shared on Twitter and Facebook and garnered 10,000+ impressions. ACTE will continue its momentum on social media with more quality campaigns and interactions for followers and members.



### On the Horizon

**Website Redesign:** The new website, which is set to launch in April 2018, will provide members and the CTE community at large a user-friendly experience to explore ACTE’s numerous professional development opportunities and resources. A clean and crisp design with improved navigation will improve the overall user experience.



# MEMBERSHIP

**THERE IS NO BETTER TIME TO BE A MEMBER OF ACTE! THIS YEAR, ACTE EXPERIENCED UNPRECEDENTED**

growth with an increase of 2,175 members (8.83 percent), ending the fiscal year with 24,640 members. Thanks to ACTE's partnerships with state associations along with continued efforts to support the CTE community, ACTE is equally delighted to report a rise in new members from 4,428 in FY16 to 5,881 in FY17 due in large part to the almost 1,300 new members from Connecticut. Additional member highlights are featured below.

- Crafted several joint membership marketing brochures, event pieces and membership campaigns, targeting new teachers, specific state members and ACTE event prospects.
- Generated new videos featuring today's hottest CTE careers, the value of belonging to ACTE, a new mentor-minute series featuring members sharing their advice on a variety of leadership issues in bite-sized pieces of wisdom and much more.
- Developed and released a direct mail piece showcasing the latest ACTE news, events

and advocacy efforts to ensure members remain in the know.

In ACTE's 2017 member survey, members referenced most-valued benefits as: networking; attendance at both state and national ACTE conferences, emphasizing the continued need for high-quality professional development in CTE and the positive collaboration between state and national ACTE; *Techniques*, our flagship publication covering a variety of CTE perspectives and issues; and the availability of legislative updates as they relate to CTE. Members also cited as essential to their involvement ACTE's advocacy efforts, which provide members, policymakers and the general public with critical information on CTE-related legislation and funding. Our public policy department produces a variety of useful resources including CTE Policy Watch Blog and several related fact sheets and infographics, which members use in their CTE program outreach and recruitment efforts.

ACTE will work to ensure its professional development offerings cover members' most

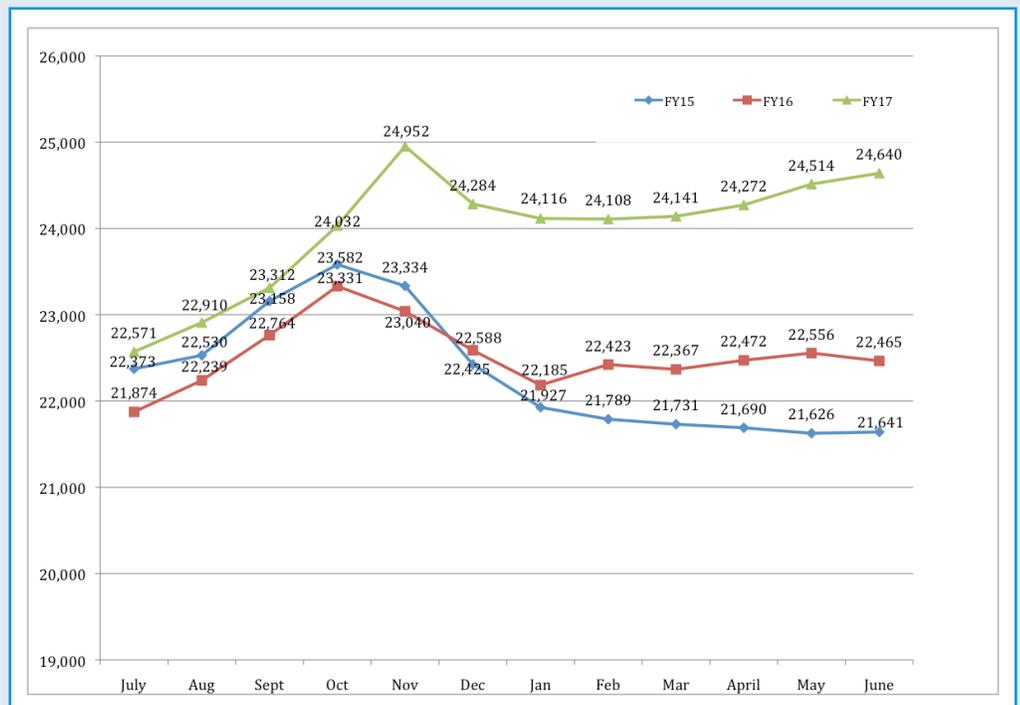
requested topics, including practices, processes and technology specific to members' career specialties and ACTE Divisions; engaging instruction; career development for students; support and development for CTE professionals; and work-based learning.

**ACTE's CareerTech VISION 2017**



ACTE's CareerTech VISION 2017 once again brought together the largest annual gathering of CTE professionals in one thriving setting: Nashville, Tennessee. With inspiring keynote speakers, more than 300 information-rich sessions, the CareerTech Expo, STEM is CTE Symposium and more, VISION continues to be the must-attend event for educators, industry representatives and business leaders. Join us November 28 – December 1 in San Antonio for VISION 2018.

## ACTE Experiences Growth in 2017



### National Policy Seminar 2017



ACTE's National Policy Seminar 2017, March 13–15 in Arlington, Virginia, attracted more than 400 attendees, and offered insights on the new Congress and

administration and the reauthorization of Perkins. The event also provided attendees with essential advocacy strategies, updates on congressional reauthorizations and a symposium on the teacher education pipeline. A new pre-conference event at the Swiss Embassy provided some with added professional development and networking opportunities. Join us again, March 5–7, 2018 in Arlington, for more opportunities to meet with policymakers on Capitol Hill.

### Best Practices 2017



ACTE and NCLA Best Practices and Innovations in CTE Conference attendance continues to grow, as a record-breaking 400 CTE leaders gathered in

Albuquerque, New Mexico, September 27–29. This year's signature event for CTE administrators included C-level keynote speakers from Google and Lauren International and a labor economist from Lee College, and offered specialized workshops, tours and sessions on a variety of CTE administrator issues. Best Practices was also held in conjunction with the New Mexico CTE Summit, providing attendees added educational opportunities. Join us in Louisville, Kentucky, for the 2018 event taking place September 26–28 to coincide with the ACTE Region II Conference, happening September 28–30, 2018.

### Boots on the Ground

ACTE is proud to support the tremendous work of its affiliated state organizations through participation in state CTE events to provide key legislative updates, details on important ACTE initiatives, membership information and more! In 2017, ACTE attended 42 CTE events in the following states: Alabama, Alaska, Arizona, Arkansas, California, Colorado, District of

Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, South Dakota,

Tennessee, Texas, Utah, Virginia, Washington, Wisconsin and Wyoming.

ACTE also participated in all five region conferences: Region 1 (New York); Region II (Georgia); Region III (Indiana); Region IV (Mississippi); and Region V (South Dakota).

### Expanding Outreach

ACTE is proud to represent member interests at a variety of events. Included below is a sampling of where we've been in 2017.

- 2017 National Career Academy Coalition Annual Conference
- 2017 National Career Development Association Conference
- 2017 Annual High Schools That Work (hosted by the Southern Regional Education Board)
- Advance CTE events
- American Association of Community College's Workforce Data Quality Institute
- American Enterprise Institute's CTE event: Opportunities of CTE
- American Technical Education Association Annual Conference
- American Youth Policy Forum's "The New Postsecondary Reality: Structured and Supportive
- Aspen Institute's launch event for its new Good Companies/Good Jobs initiative
- Center for American Progress event: "The Future of Teacher Prep: A Conversation with Educators and Other Experts."
- Consortium of Adult Basic Education Annual Conference
- Collegiate DECA Conference 2017
- FBLA National leadership conference
- FCCLA National Cluster Meeting
- FFA National Convention
- Louisiana's Community and Technical College System Annual Conference
- NCCER Workforce Development Committee meetings
- National Academy Foundation "NAF NEXT" Annual Conference
- National Academy Foundation "NAF NEXT" Annual Conference
- National Coordinating Council of Career Technical Student Organization Executive Directors and Office of Career, Technical and Adult Education meetings
- National Initiative for Cyber Security Education meeting
- National Governors Association Winter Meeting
- National Initiative for Cybersecurity Education (NICE) coordinating committee meetings
- National Skills Coalition Apprenticeship Forward event
- Pathways to Credential Attainment" event
- SkillsUSA National Leadership and Skills Conference
- Software and Information Industry Association's Education Policy Summit
- Trust for Insuring Educators Annual Meeting
- U.S. News and World Report STEM Solutions conference
- Washington Policy Seminar's Institute for Education Policy Fellowship Program

# PARTNERS

## ACTE'S STRATEGIC PARTNERSHIPS INCLUDE SPONSORSHIPS, IN-KIND CONTRIBUTIONS AND

collaborations to advance the mission of the organization and support members and the wider CTE field. This year, ACTE developed four content priorities to focus our efforts on more meaningful work. Those content priorities centered on administrator support, building education-employer connections, advancing CTE in middle schools and strengthening the CTE educator pipeline; these are reflected in a number of partnership activities, and are being integrated into ACTE's new strategic plan. Other work is helping to build new resources for CTE educators, administrators and guidance and career development professionals.

We would like to thank all of our partners whose support is critical to the success of ACTE. While we are not able to name all of them within this report, following is a sampling of some of the most significant partners and activities conducted this year:



**Advance CTE**—We have supported Advance CTE's new Putting Learner Success First initiative, which coordinates with our public policy efforts.



**SkillsUSA**—ACTE met with all nine career and technical student organizations

(CTSOs) and is working on forging even stronger relationships with them. We enacted a formal agreement with SkillsUSA that allowed for good visibility and promotion of ACTE during the SkillsUSA's National Leadership and Skills Conference. ACTE has reciprocated with similar visibility and promotion opportunities including at CareerTech VISION.



**CoABE**—ACTE's partnership with the Coalition on Adult Basic Education (CoABE)

led to the expansion of our Career Pavilion at the CoABE Annual Conference. In addition to this opportunity to showcase the nation's workforce needs and build connections to employers, trade organizations, other partnering activities are underway, including strengthening ties with our PACE division.



### Horatio Alger Association—

ACTE worked with the Horatio Alger Association to announce the availability of 1,020 scholarships providing up to \$2,500 each for deserving student to pursue postsecondary CTE studies.

## NATIONAL BOARD

*for Professional Teaching Standards*<sup>®</sup>

### National Board for Professional Teaching

**Standards**—ACTE continues to work with the National Board for Professional Teaching Standards to strengthen teacher career growth rooted in accomplished teaching and to advance the goals of high-quality CTE. Several Board-certified teachers who were also ACTE members worked under National Board direction to produce new professional development content for teachers.



### NOCTI—NOCTI has supported

a number of activities to help the CTE field. Our partnership led to the three-book *First Year in CTE* series that was released in 2016–17. Due to the success of that series, NOCTI is now working with ACTE to produce a new publication series for administrators. The first book was released at CareerTech VISION 2017.



### Pearson—ACTE's

partnership with Pearson is helping to continue promotion of our sector sheet series and micro-documentaries (MicroDocs) that are designed to describe CTE's role in growing the qualified workforce for vital industry sectors, and illustrate how CTE supports specific industries and prepares students for career success. Pearson supports updates of the sectors sheets, and their dissemination to key decision-makers in states as well as to thousands of school counselors throughout the nation.



### PMIEF—The Project

Management Institute Educational Foundation (PMIEF) supported development of two online courses this year. "Global Competence Through CTE," developed by the Asia Society in partnership with ACTE and Advance CTE, launched in September. The course provides professional development for CTE educators to prepare students

for the increasingly global and diverse workplace. A second course, supporting administrators in their role as instructional leaders, was released later in the year with PMIEF's help. Additional support from the Harbor Freight Tools for Schools Foundation enhanced this work by inventorying CTE administrators and their preparation programs.



### U.S. Army—The U.S. Army remains

one of ACTE's most prevalent and consistent partners, helping ACTE in our ongoing work and to grow new activities. The Army has long been a sponsor of CareerTech VISION and the Career Guidance Award. This year they signed on as a sponsor of the STEM is CTE Symposium and for the development of a new trading card collection associated with the Working Wonders campaign. The trading cards are designed to increase educator awareness and student interest in Army career opportunities and benefits, and feature 15 in-demand careers in science, engineering, information technology and other fields. The Army also sponsored the Best Practices Conference and provided a number of in-kind contributions.

ACTE's outreach to the Swiss government led to a wonderful opportunity for 100 of ACTE's members to attend a briefing and dinner reception at the Swiss Embassy, where they learned more about the Swiss apprenticeship model in the U.S.; this endeavor was documented through a case study and in *Techniques*.

The United Federation of Teachers in New York City contributed greatly to the success of the ACTE Region I conference, donating time and resources, and promoting the event to attract many UFT members to attend.

Xello (formerly known as "Career Cruising") came on board as a partner early in 2017. A new publication, titled "Career Exploration in Middle School: Setting Students on the Path to Success," provides six recommendations for teachers, counselors and administrators looking to implement and improve practices focused on middle school CTE and career development. The publication was released in the spring and was followed by a LinkedIn Group to support administrators and other CTE professionals. Xello also sponsored several activities, such as an online seminar, to support the work.

# MEDIA ACTIVITIES

## TO PROMOTE CTE'S SUCCESS AND ELEVATE ITS PRESENCE IN THE NATIONAL DIALOGUE, ACTE

implemented an aggressive media outreach strategy through a variety of high-traffic mediums. These included television, radio, newspaper and online publications. ACTE was specifically quoted in more than 30 news stories, including in distinguished national outlets like *U.S. News & World Report*, *Politico*, *Education Week*, and others.

Of particular note, a widely-read op-ed from ACTE Executive Director LeAnn Wilson was published in *The Hill*, a prominent publication geared toward federal policymakers, to mark the 100th anniversary of the federal government's first investment in secondary CTE. Wilson also participated in a live press conference at the U.S. Capitol with key congressional leaders and CTE stakeholders to mark the passage of the House Perkins reauthorization bill in June.

In addition to the direct coverage ACTE receives in the media, reporters also rely on the Association for background information and analysis. ACTE staff spoke with dozens of reporters for background to help them write positive stories on CTE and ACTE's policy priorities. ACTE also raised awareness about critical federal CTE policy issues by distributing more than 15 targeted press releases on issues ranging from the budget and pending legislation to public opinion polls.

### CTE Month

This February, CTE Month was particularly special since it fell in the same month as the 100-year anniversary of the Smith-Hughes Act. The centennial provided an opportunity to showcase how CTE has evolved over the past century. ACTE promoted program success stories, news articles and governmental proclamations all honoring the benefits of high-

quality CTE. ACTE also hosted a CTE Month video PSA contest, and hundreds of students submitted impressive videos.

ACTE staff also participated in a CTE Month school site visit within George C. Marshall High School's Governor's STEM Academy in Fairfax, Virginia. Featured programs included cybersecurity, auto tech, criminal justice and entrepreneurship. ACTE also took to social media during CTE Month, and in collaboration with other organizations, the Association hosted a Twitter chat and launched a viral Thunderclap campaign that reached more than 840,000 people across social channels.



# LEADERSHIP

## IN 2017, ACTE CONTINUED ITS ACTIVITIES AND INITIATIVES TO FURTHER ENGAGE MEMBERS WITH THE

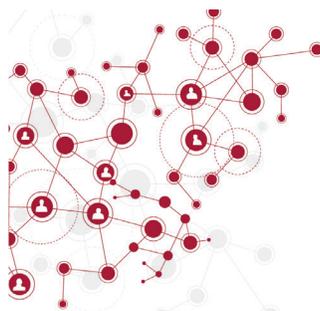
Association and develop their leadership potential. These activities support ACTE's strategic goals to engage its membership and grow a strong leadership pipeline.

### Educators in Action

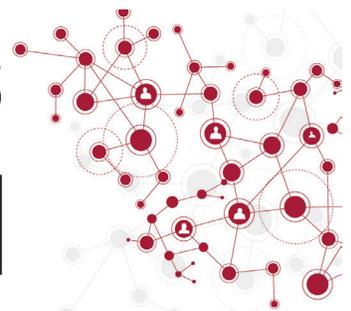
Educators in Action is a small army of ACTE members who volunteer their time and expertise to advocate for ACTE and CTE in their communities; write for ACTE's publications; provide input on ACTE's professional development offerings; and serve on committees, task forces and advisory groups to work toward ACTE's strategic goals. This year, Educators in Action continued to host Virtual CTE Discussions for their peers on a variety of topics and provided input on ACTE's new Strategic Plan.

### Educators in Action Blog

The Educators in Action blog has had a successful year building a loyal following



## EDUCATORS in ACTION



of writers and readers. The interactive blog platform, which gives members a forum to share their best practices, opinions and stories, continued to partner with *Techniques*, and its writers have been featured in the section, "Did You Hear?"

### New Leadership Programs

In 2017, ACTE put together a task force to help grow its leadership talent pipeline in underrepresented areas at the state, Region, Division and National levels. As a result of

this group's recommendations, the Board of Directors approved the creation of three new leadership programs: ACTE LEAD, an intensive and focused leadership development program for new professionals; ACTE Connect, which will give attendees at Region conferences a glimpse into getting involved with ACTE; and a New Professionals Cohort of the Fellowship Program, which will begin in 2018 as an extension of the current Fellows program. You can learn more about these programs on ACTE's website.

# AWARDS

## SEVERAL NEW FACETS WERE ADDED TO ACTE'S RECOGNITION PROGRAMS IN 2017 THAT PROMISE TO FURTHER ELEVATE THE PERCEPTION OF CTE.

The Excellence Awards continued to reward professionals in the field for spearheading innovations in their schools and fostering best practices in high-quality CTE programs.

### 2017 Award Winners

In November 2016, ACTE recognized the following career and technical educators, professionals and business leaders at the Awards Banquet presentation in Las Vegas. Award winners were invited to present sessions on their best practices at CareerTech VISION 2017.



**Teacher of the Year, sponsored by Express Employment Professionals:** Sarah Raikes, Washington County High School, Springfield, Kentucky



**Career Guidance Award:** Shelli Sowles, Northeast Metro ISD 916-Career Technical Center, White Bear Lake, Minnesota



**Administrator of the Year:** Samuel Cotton, Ball State University, Muncie, Indiana



**Postsecondary Teacher of the Year:** Edward Lazaros, Ball State University, Muncie, Indiana



**New Teacher of the Year:** Jacob Ball, Nelson County High School, Bardstown, Kentucky



**Carl Perkins Community Service Award:** Leon Grant, Marietta City Schools, Marietta, Georgia



**Lifetime Achievement Award:** Donna Metcalf, Kiamichi Technology Center, Wilburton, Oklahoma



**Business Leader of the Year:** Bob Funk, Express Employment Professionals



**Business of the Year:** Dupont



**Champion of the Year:** Jerry Ellner, Universal Technical Institute

### 2017 Student Trophy Design Contest

Since 2013, ACTE has partnered with Stratasy's to present the national award winners with unique trophies that celebrate and embody ACTE's core values. Created by cutting-edge 3D-printing technology, the trophies reflect CTE's role in preparing students for 21st-century careers, and they harness the power of collaboration between CTE and business and industry partners. In 2017, ACTE held its second annual student competition to redesign the trophies; the contest received a record-breaking 393 entries from 38 states and territories across the United States, representing a five-fold increase in entries from 2016 (75 entries total).

The winning design was submitted by Brooks Baro, a sophomore at McIntosh High School in Peachtree City, Georgia, and was used as the template for the national trophies presented at the Awards Banquet in Nashville. For his winning entry, Brooks received a \$1,000 scholarship, and his school a one-year lease of a 3D printer, courtesy of Stratasy's. He was recognized at the banquet alongside his teacher, Larry Singleton. Learn more about the winning design and next year's contest at [www.acteonline.org/trophy\\_design\\_contest](http://www.acteonline.org/trophy_design_contest).

### 2018 Awards

In March 2017, 36 state associations moved a record 138 state Member Award winners forward for consideration at the region level for the 2017-18 awards program.

The national winners were announced and honored at the Awards Banquet in Nashville during VISION 2017. Members can view the winner announcements at [www.acteonline.org/awards](http://www.acteonline.org/awards).

For their generous support of the awards program and the event, ACTE would like to thank our sponsors: Express Employment Professionals, U.S. Army, CareerSafe, Stratasy's and International Baccalaureate.

### New Awards Announced

This year, ACTE announced the launch of two new awards: the Business-Education Partnership Award and the Champion for CTE Award. These awards will take the place of the current Image Awards and nominations will be accepted until May 1, 2018. All eligible nominees will be highlighted on ACTE's website, and national winners will be recognized at ACTE's CareerTech VISION 2018. Learn more about the new awards and how to nominate at [www.acteonline.org/awards](http://www.acteonline.org/awards).

**A RECORD 138** STATE MEMBER  
AWARD WINNERS MOVED FORWARD

**34** REGION WINNERS  
MOVED FORWARD TO THE  
NATIONAL LEVEL

**3** NATIONAL RECIPIENTS  
OF THE ACTE  
IMAGE AWARDS





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Bradly L. Hoffman, CPA  
Jeanie Price, AAAPM

### INDEPENDENT AUDITORS' REPORT

**Board of Directors  
Association for Career and Technical Education  
Alexandria, Virginia**

We have audited the accompanying financial statements of the **Association for Career and Technical Education** (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

#### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**...improving the financial lives of our clients, our staff & our community with integrity, trust & innovation.**

**Association for Career and Technical Education  
Independent Auditors' Report  
Page 2**

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the **Association for Career and Technical Education** as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of unrestricted, board designated net assets and the schedules of temporarily restricted net assets shown on pages 20-23 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*DeLeon & Stang*  
DeLeon & Stang, CPAs  
Gaithersburg, Maryland  
October 1, 2017



**ASSOCIATION FOR CAREER AND TECHNICAL EDUCATION**  
**Statements of Financial Position**  
**June 30, 2017 and 2016**

	<b>2017</b>	<b>2016</b>
<b><u>ASSETS</u></b>		
<u>Assets:</u>		
Cash and cash equivalents	\$ 243,414	\$ 122,735
Restricted cash	3,794	2,891
Investments in marketable securities	4,894,066	3,799,166
Accounts receivable	97,332	43,597
Inventory	26,230	23,208
Prepaid expenses and other assets	244,075	240,090
Property and equipment, net of accumulated depreciation	1,631,624	1,783,169
<b>TOTAL ASSETS</b>	<b>\$ 7,140,535</b>	<b>\$ 6,014,856</b>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<u>Liabilities:</u>		
Accounts payable and other liabilities	\$ 301,772	\$ 170,843
Deferred revenue	1,401,539	1,129,508
Rental deposits	7,010	7,010
Note payable	393,635	453,702
Total liabilities	2,103,956	1,761,063
<u>Net Assets:</u>		
Unrestricted net assets	1,359,409	2,141,924
Unrestricted net assets, Board-Designated Regions and Divisions	445,448	379,074
Unrestricted net assets, Board-Designated Capital Improvements/Reserves	2,975,042	1,514,577
Total unrestricted net assets	4,779,899	4,035,575
Temporarily restricted net assets	256,680	218,218
Total net assets	5,036,579	4,253,793
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 7,140,535</b>	<b>\$ 6,014,856</b>

**ASSOCIATION FOR CAREER AND TECHNICAL EDUCATION**  
**Statements of Activities**  
**For the Years Ended June 30, 2017 and 2016**

	2017		
	Unrestricted	Temporarily Restricted	Total
<u>Revenue and Support:</u>			
Membership dues	\$ 1,730,580	\$ -	\$ 1,730,580
Contributions	32,065	76,195	108,260
Sponsorship	251,206	-	251,206
Program service revenue:			
Convention, conferences and workshops	2,743,192	-	2,743,192
Publications	150,358	-	150,358
Advertising	190,746	-	190,746
Rental income	186,165	-	186,165
Service fees	24,744	-	24,744
Other revenue	242,696	-	242,696
Investment income	186,953	9,964	196,917
Net assets released from restrictions	47,697	(47,697)	-
Total revenue and support	5,786,402	38,462	5,824,864
<u>Expenses:</u>			
Program services:			
Convention, conferences and workshops	1,395,725	-	1,395,725
Publications	874,274	-	874,274
Government relations	368,221	-	368,221
Regions & divisions	212,228	-	212,228
Education services	264,469	-	264,469
Total program services	3,114,917	-	3,114,917
Supporting services:			
Finance & operations	1,035,020	-	1,035,020
Membership	486,994	-	486,994
Governance	405,147	-	405,147
Total supporting services	1,927,161	-	1,927,161
Total expenses	5,042,078	-	5,042,078
Change in net assets	744,324	38,462	782,786
Net assets at beginning of year	4,035,575	218,218	4,253,793
Net assets at end of year	\$ 4,779,899	\$ 256,680	\$ 5,036,579