2015 Supplemental Materials Contents

Background to 2015 HECC Recommendations

Priority Area #1 Performance Metrics	3
Priority Area #2 Seamless Articulation	5
Priority Area #3 Collaboration between Business Community and Education System	27
Priority Area #4 Aligning/Prioritizing Education Funding	37

Comments should be directed to:

Matthew Bouck Director, Office of Articulation Florida Department of Education matthew.bouck@fldoe.org

Diane McCain Director, External Relations Board of Governors State University System of Florida diane.mccain@flbog.edu

Background to 2015 HECC Recommendations

2015 Priority Area #1: Continue to encourage and support all education sectors in defining key performance metrics to align with statewide higher education policy and fiscal goals, recognizing that performance benchmarks might differ by delivery sector and program.

At its June 26, 2015 meeting, a motion was made by HECC member State University System Chancellor Marshall Criser. After discussion, the motion was approved as follows:

access, retention, graduation, and student employment or continued study.

The Core Measures Paradigm is reinforced with a set of assumptions.

All sectors typically have many accountability measures, some of which are required by either a governing board, by federal reporting, or by the Legislature.

2015 Priority Area #2: Broaden its commitment to seamless articulation pathways by incentivizing higher education institutions to increase the number and proportion of transfer students receiving credit towards their intended program of study always keeping in mind issues of accreditation and quality.

Routes2Success: The Higher Education Coordinating Council's Transfer Project

Routes2Success is a higher education coordination strategy that would advance collaborative

4 - Joint dual enrollment and advanced placement instruction should be reviewed for clarity, intent and funding methodology	Joint AP and dual enrollment is no longer allowed in statute.
5 - Delivery of dual enrollment, advanced	There are colleges and universities that offer online dual enrollment opportunities but school district and higher education institutions determine the extent and use of such options.
placement, International Baccalaureate to rural/remote high schools that request such courses should be a priority of distance learning initiatives	Recommendation 2.6:

13 The Articulation Coordinating Committee should consider technical issues on how accelerated credits are earned, weighted, counted & funded.

A) AA Production Inducements

Recommendation 2.11: High school and college students should be alerted that randomly chosen courses may fulfill AA degree requirements but may not apply to the major they someday choose. ''š°į ³ $rac{3}{3}$ $rac{3}{4}$ į $rac{5}{3}$ $rac{3}{4}$ $rac{1}{4}$ $rac{1}{$

C) GPS@FLVC

Recommendation 2.12: Discussions with Florida Virtual Campus and other degree planning sites should be launched to explore a GPS-"\si_i" \@ \tip \& \& \times \times \times \\ \tilde{\end{align*} i' \@ \tilde{\end{align*} i' \@ \tilde{\end{align*} i' \@ \tilde{\end{align*} i' \end{align*} i' \end{align*} i' \end{align*} i' \end{align*} i' \tilde{\end{align*} i' \end{align*} i' \end{align*} i' \tilde{\end{align*} i' \end{align*} i' \end{align*} i' \tilde{\end{align*} i' \tilde{\end{align*} i' \tilde{\end{align*} i' \tilde{\end{align*} i' \tilde{\end{align*}} i' \tilde{\end{align*}
Š˙®k±°¦˙°«˙Š˙O®v«¯¦å˙¬®k¢j¯¯¥kå˙˙#¸˙O®Yj;˙Ć®k©¸>ŠO®j¨«®¯Ÿj£®p;˙©Š¦«®˙°¤Š°¯±Š¨¥\$µ`Š`£®\$Ÿ±Š°;˙¢k®
that job (CIP codes) and then to Florida colleges and universities that award those majors on-line
and on-campus/on-site. Such a Graduation Pathways Service (GPS) should highlight various best
routes based on time-to-degree, cost reductions, inducements, helping students to determine their
best route to a degree, as well as link to college and university career service offices, internship
opportunities and fellowship programs Students should be informed and equipped to decide,
+ ¤¡ ® 'Š© ŁE«¥° £ ´ fl«³ ¨«° £'3 ¥¨¥°Š§¡ ©¡ `°« £¡ °°°¤¡ ® ´ `fl«³ `© ±0æ C±¡ ¨¨³ ¥¨Ł°¡¡Ÿ

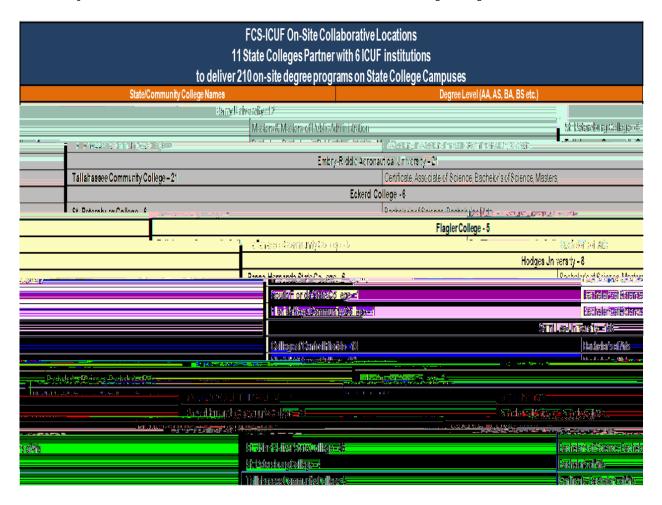
3) Determine Sufficient Bachelor's Degree Completion Capacity

Background

Upgrading college-credit programs for high school students is a manageable challenge, as is upgrading AA degrees production. Successful updating those AA 2+2 elements will increase > ŠŒij ¨« ®¯ Ÿ¡ £®¡ ˙Œ© ¬¨¡ °¾° Ÿ¡ © š° Ÿ ¨Ł¢© « ® ˙¤¥£¤¨ Œ« « ¨¯° ±Ÿ¡ °° ¯ а Ÿ ˙© « ® traditional and non-traditional students focus on their dirou6CID 18-BDC BT/F1 11.04 Tf1 0 0 1 72.024 154.58 Tm[)]TJET EMC /P 6Tr

 $^\circ \text{$^\circ$}_{i} \text$

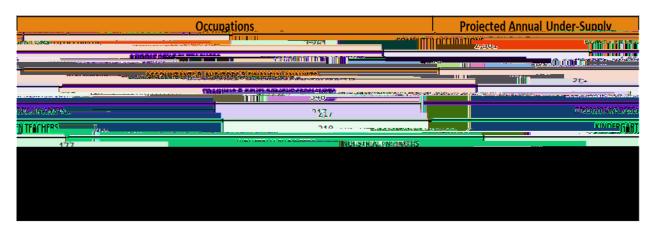
University, Florida Gulf Coast University, Florida Institute of Technology, Florida International University, Florida State University, National University of Health Sciences, Saint Leo University, the University of Florida, the University of South Florida, University of South Florida at St. Petersburg, University of South Florida at Sarasota/Manatee, and St. Petersburg College.



Recommendation 2.16: The Legislature should establish a framework to support collaborative $\neg \mathring{s}^@^a | @ \cong \mathring{+} \neg (\mathring{r}) \mathring{y} \circ (\mathring{r}) \mathring{x} \circ (\mathring{r}) \mathring{x}$

C) Demand/Supply Statewide Consensus Projection

This project is a model that could be used to determine local demand and chronic unmet demand for teachers and nurses that are additional to the statewide occupations that have already been identified for increased production.



Complete list available through the Commission on Access & Attainment Report

Recommendation 2.17: HECC should work with SUS and other higher education sectors to track $^{\circ}$ Ri $^{\circ}$ Coc $^{\circ}$ Fi $^{\circ}$ Ri $^{\circ}$

D) Creating New Capacity - Online

 $(\ _i\ ^a\ _{\mu_i}\ \check{s}^{\circledR}\ ^{\circledR}_{\&}\ ^{\circledcirc}\ ^{\circ}_{a}\ ^{\lozenge}\ ^{\lozenge}_{a}\ ^{\maltese}\ ^{\Im}\ ^{\maltese}_{i}\ ^{\maltese}_{i}\$

Those students will be able to start their degree studies on-line in high school, advance their degree studies during the summer and complete their degree at home with support from local facilitators at local libraries, schools, colleges, universities or even Starbucks.

Many Florida colleges and universities are constructing and operating their own digital college or university already. The University of Central Florida records large numbers of its classroom

The students can attend the classroom sessions, watch them live on their mobile phone/tablet or view them later from a video library. In a similar design, Lynn University is converting to digital textbooks and iPad study sessions for students, as well as digital lecture and instructor discussion sessions. Saint Leo University delivers blended classroom and digital courses to active duty military on bases. These blended sessions can be continued on-line when student/soldiers are deployed worldwide. Embry-Riddle Aeronautical University has more than 40,000 professional development students worldwide, taking on-line training courses with on-line and on-site student services centers for administrative, academic and social support.

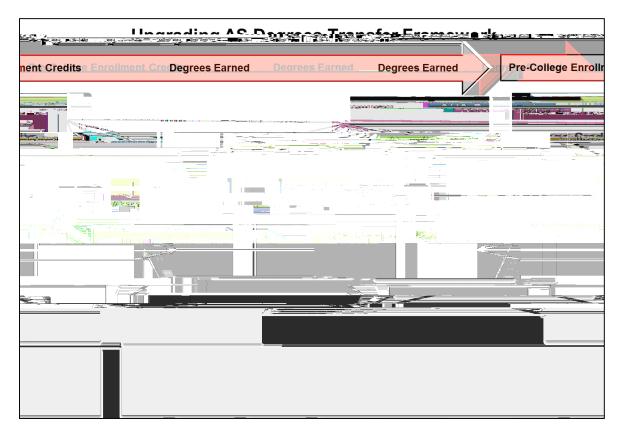
Two years ago, Speaker Weatherford made it a priority to launch *Complete Florida* at the University $(C+_i)^{-\alpha} / (C+_i)^{-\alpha} / (C+_i)^{-\alpha}$

F) Measuring Transfer Performance

Two commonly used performance measurements for colleges and universities are the federal IPEDS First-Time-in-College (FTIC) completions measures and Time-to-Degree measures. They are important but insufficient and deficient. They track a small proportion of the students seeking $> \check{SOB}_i \overset{\circ}{\sim} \overset{\circ}{\otimes}^- \ddot{\gamma}_i \overset{\circ}{\leftarrow} \overset{\circ}{\otimes}^- \ddot{\gamma}_i \overset{\circ}{\leftarrow}^- \overset{\circ}{\otimes}^- \ddot{\gamma}_i \overset{\circ}{\rightarrow}^- \overset$

 $+ \stackrel{\text{``}}{\text{``}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{```}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel{\text{``}}{\text{```}} \stackrel$

Additionally in recent years, the AS degree transfer design has expanded with pre-enrollment college credits earned at schools, colleges, universities or centers. More than 200 industry certifications have been designed and developed for middle school, high school, technical center, and college and university students. Technical Center and State College Postsecondary Vocational Education Programs credits can now be transferred and included in AS degrees.



Upgrading AS degrees has two course credit crosswalk challenges. Each challenge is more complex than updating the existing AA 2+2 Program. There are far more courses, certificates, degrees and curriculums involved. There are more transfer college credits to incorporate into specific curriculums and degrees. While a few completed routes from pre-enrollment courses to AS degrees and to BS degrees have been constructed at colleges and universities, there is not statewide a system comparable to the AA 2+2 system.

1) Transferring Pre-AS-Enrollment Credits to a specific AS Degree Program While the general infrastructure currently exists to transfer these college credits to AS degree programs at state, independent or private colleges and universities, each pre-

Develop new skills and refine others Students can learn their strengths and weaknesses by creating learning objectives and receiving feedback from their supervisors. This is a unique learning opportunity that they may never have again. Interns can turn the mistakes that they make and the many things that they d« $^{\rm a}$ $^{\rm o}$ § $^{\rm a}$ into learning opportunities.

Gain confidence in their abilities -- Practice makes perfect. If a student has learned about a specific technique in the classroom, they are able to test it out in the world of work. Then, they ""> i "© ±0 \mathfrak{A} " (\mathfrak{A} ") $= \pm \mathfrak{A}$ " $= \pm \mathfrak{A}$

Relating to students:

Lack of student response to available internship opportunities Timing mismatch between student needs (e.g., by semester) and available internships & $\ddot{\gamma} \pm c \dot{\gamma} = \ddot{\gamma} + c \ddot{\gamma} = \ddot{\gamma} +$

State Universities

Four universities indicated that there are enough internships available to their students. Four universities indicated that there are not enough internships available to their students. Two universities did not indicate one way or another, and one university indicated that its decentralized approach to internships did not allow for reaching a conclusion. Reasons for this deficit include:

Relating to business:

Relating to college:

Not enough staff/resources to administer an optimally-extensive internship program,

Approximately 40% of respondents indicated that their intern use would be increasing, while just over half of respondents indicated that their intern use would be remaining about the same.

Approximately two-thirds of respondents provide internships of a semester in length. About 30% of internships are for 4-6 weeks in duration, and about 20% last a year. Nearly all respondents provide internships during the summer, while about 40% provide internships at other times of the year.

In terms of duties that their interns perform, nearly three-quarters of respondents reported

```
\begin{split} &\text{$l$}\pm^{\circ\circ}\text{``}\alpha^2_{\text{i}}\text{ }^{\otimes}\text{``}\text{$z$}\text{``$}\text{$\zeta^{\circ}$}\text{``}\alpha^{\circ}\text{``}^{\otimes}\text{'}\text{$a$}\text{```}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ}\text{``}\alpha^{\circ
```

Respondents were asked to indicate barriers to their businesses providing more college-level student internships in the future. Responses were as follows:

	%
Barrier	Responding
+ j 'Ÿ«° ° '¤Š² j j ° «±£¤'® ~ «±®0° j ° « '© а Š£j '¥° ° j ®° ~	51%
Ľª¢x®°Š°¥xª!¥°°Š°œvE⁻⁻±;⁻⁻±äŸ±¬¨¥€Š°;Ÿ	43%
There is often a mismatch between the types of students available (e.g.,	
program of study) and the types of work that our business does.	23%
We are unfamiliar with available college/university internship	
programs.	20%
(¤¡ ® Š® °; °«±£¤¥°; ® °°; Ÿ °°±Ÿ; °° °° « Œ¥ °«±® вХŠ> °; °¥°; ® ° ¤¥¬	
positions.	17%
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	17%
$ \begin{tabular}{lllllllllllllllllllllllllllllllllll$	
internship duties.	14%
Other (e.g., workload, specialty of work)	14%
ِ « ``` إِ £ ' ± a ¥ j ® ¥¥ ¯ Ÿ « a ° adequately vet students who apply for internships.	6%
(
internship programs.	6%
There are too many legal/liability concerns with hosting internship programs.	6%
Interns Ÿ«a °·¤¡ ¨¬·«±®> ±¬¥°¡ ¯¯ ¯¬ × °°« © -line.	3%

While the primary barrier appears to be lack of employer resources to manage interns, more than 40% of respondents indicated that one or more types of information mismatch hinder their ability to hire more interns.

Discussion

This means, for example, that internships are currently tied to campuses rather than the students who might live there only part of the year. Many students return home for the summer, the time when most internships are available.

Although, over the course of several months, the HECC researched possible solutions and heard from several experts regarding existing internship marketplace systems, it became evident that $^{\circ}$ " $^{\circ}$ "

Career services offices around the state use different career services software. A preliminary information search by Florida ExpertNet found the following:6

, tOrbis	ormunications of the second	A Olete	(Cally Stroth)
		* * * * * * * * * * * * * * * * * * *	
			1 1
	300 N		
04			3
S.U	3.77		
UF:	3.77	200	1
Ţ:	3/17		
· · · · · · · · · · · · · · · · · · ·	134	:	
₩.C.	12	:-	
the profession of the con-	>	 	
The Control of the Co		. <u> </u>	· 15
			9.60
			2277
			1.10
	- Park		6
e spreadings.			िगी।३

Moreover, many faculty and career services offices are understandably competitive and territorial when it comes to developing relationships with intern-offering businesses and sharing those opportunities with only ${}^{\circ}$ 1 1 1 2 2 2 3 2 3 4 5

Florida ExpertNet (http://expertnet.org/index.cfm?fuseaction=home.home): This is a statewide portal of applied research expertise in Florida's universities. Although it Ÿ«¡¯a ° currently collect internship data, it does work with the universities to maintain a one-stop shop of experts, funded research projects, centers and institutes, technology licensing opportunities, speakers, and instructional programs.

CareerSource/~« PAYS TI O ¬ "« µ / "« PAYS! S PSi o ¬ "Sop"

(https://www.employflorida.com/vosnet/Default.aspx): This is °¤¡ ¬°š°¡ ¬«a¡ -stop online resource for job listings, education opportunities, training opportunities, and careerbuilding assistance. Although the Employ Florida Marketplace enables searching for internships, relatively few have been posted.

Tampa Bay Intern (https://tampabayintern.com/): A partnership of CareerSource Tampa Bay and CareerSource Pinellas, this site is designed to connect employers and those seeking internship opportunities in both Pinellas and Hillsborough counties. Potential interns are

⁶ Florida ExpertNet, "Business Portal Information," *Presentation before the Higher Education Coordinating Council*, July 8, 2015.

Private postsecondary institutions in Florida shall be encouraged to provide student and employer access to their internships listings via the website. Employers shall be encouraged to post internship listings directly on the website.

At a minimum, internship listings shall be searchable by degree program and geographic location. The website shall also enable students to communicate directly with employers and post profiles that can be searched and found by employers seeking interns.

3.2 The HECC recommends to the Governor and the Legislature that the State University System and the Florida College System be required to annually report, by institution, the number of students who were placed in internships by their career centers and completed those internships.

K-12 Teacher Externships

Overview⁷

A teacher extern spends time in a non-school workplace to learn directly about trends, skill requirements, and opportunities in industries related to their teaching field in order to enrich and strengthen their teaching and bring relevance to student learning. Externships range from a day of job shadowing to longer externships that are often project-based and can last as long as a full summer. More specifically, under teacher externships:

Externs can:8

Collaborate with company employees on developing relevant curriculum that result in innovative approaches to subject matter delivery

There was an 87% response rate with 12 school districts indicating that they offer teacher externship programs, ranging from a day to a month in duration. Those districts were Alachua, Clay, Collier, Columbia, Duval, Holmes, Lake, Marion, Palm Beach, Polk, Seminole, and St. Johns.

Lessons Learned

In summary, the benefits of teacher externship programs were:

Teachers: Teachers better understand the industry and real life skills they need to implement in the classroom.

Students: Students get exposure to current practices in businesses and skills in problem solving.

Districts: Business partnerships

Overwhelmingly, districts indicated that there are too few externship opportunities for their teachers. Most-cited reasons include:

Not enough business partners willing to offer teacher externships

- o Not enough appropriate business partners in small and/or rural counties Not enough staff time or expertise to design, market (internally), and implement/administer (e.g., find business partners, sign formal agreements, evaluate programs/participants) a formal teacher externship program Not enough funding
 - **o** Many of the funding issues revolved around the need to pay teachers while they participate in externships (typically during the summer), though in some programs

There is often a mismatch between the types of teachers available (e.g., subject-	1	
31	13%	
matter taught) and the types of work that our business does.	13%	