

SYNOPSIS



The world of work is changing rapidly, and so should the educational process. That's the philosophy and vision that inspired Mesquite ISD Superintendent Dr. David Vroonland to propose the district's first choice career high school. Industries and trades from manufacturing and logistics to healthcare to computer science are among the hot career fields anxious to secure a skilled workforce to meet their needs as soon as possible. In some cases, these employers are abandoning the traditional idea of requiring a college degree and focusing on hiring those who can prove their skills and aptitudes. Through a new innovative education center--Vanguard High School (VHS)--MISD aims to prepare our students with a tailored education and real-world experience that will launch them confidently and directly into the workforce or higher education.

In 2018, the district's five traditional high schools were at or nearing capacity. Additionally, development was underway on nearly 4,500 lots situated in the southern sector of the MISD attendance zone. In February, an MISD committee unanimously recommended a new bond package with the top priority of building a new choice high school. MISD voters approved a \$325 million bond in May of 2018, giving the district the go-ahead to begin design and construction.

After the passage of this bond program, MISD's campaign to share the benefits of the choice career high school continued through multiple marketing and PR channels. These included news media coverage such as TV reports and print articles, social media mentions and more leading up and setting the stage for the phased marketing program.

Some of the key messages:

- VHS is a school of choice serving students in any Mesquite ISD attendance zone interested in a non-traditional high school experience.
- VHS will immerse students in a career field that fuels their passions or curiosity.
- While earning their high school diploma, students will also earn certifications, explore internships and build portfolios of work that will allow them to secure well-paid employment right out of high school or build a solid foundation for further study in college, trade school or the military.
- Students can choose from 16 different programs of study and earn multiple industry certifications and dual credit.
- The campus will open in the fall of 2021 with 500 freshmen and 500 sophomores organized into four schools based on their selected program of study.
- The campus will eventually be home to 2,000 students in grades 9-12.

16 Study

ARCHITECTURAL DESIGN **CONSTRUCTION** TECHNOLOGY **AUTOMOTIVE COLLISION AUTOMOTIVE TECHNOLOGY** ENGINEERING ROBOTICS LOGISTICS FIREFIGHTER **EMERGENCY** MEDICAL TECHNICIAN **PHARMACY** TECHNICIAN **MEDICAL** TECHNICIAN **THERAPY** OCCUPATIONS **MEDICAL** ASSISTANT **DENTAL** ASSISTANT **COMPUTER** SCIENCE **GRAPHIC** DESIGN

RESEARCH



According to statistics from the 2018-2019 school year, more than half of MISD's 40,000 students are at risk for dropping out, and nearly 80% received free and reduced lunch. Our Superintendent, Dr. David Vroonland, believes that our students from economically disadvantaged households would greatly benefit from the opportunity to be prepared for high-wage, high-demand jobs right out of high school, and/or earn college credit through dual-credit courses.

Thanks to a 2017 voter survey to collect insight before the 2018 bond, it was discovered that the Mesquite ISD community believes that MISD was ready for a choice career high school. Response to this sentence--"offering students more choice in their education by expanding career and technology programs to prepare them for jobs right out of high school"-- received a 93% approval rate. Only 3% disapproved and 4% were unsure.

To research options before building the plans for VHS, Dr. Vroonland and several other Mesquite ISD administrators and educators toured other non-traditional career high schools in the DFW Metroplex in Garland ISD, Grand Prairie ISD and Plano ISD to mention a few.

Further research was conducted with results to support the viability of VHS in Mesquite ISD.

Mesquite ISD is a district rich in athletic tradition, but sports aren't the only extracurricular activities the schools are known for. For seven consecutive years, MISD was honored on the NAAM Foundation's Best Communities for Music Education list, a distinction for only 4 percent of districts across the nation. So would the MISD community be open to a school like Vanguard without traditional extracurricular experiences for students?

In a 2017 survey, 68% of high school students currently enrolled in Career & Technical Education (CTE) pathways indicated they would be interested in attending a career-focused school without traditional extracurricular activities. (61% of students indicated they were not currently participating in these traditional extracurricular activities: athletics, band, cheer, choir, drill, orchestra, theatre and JROTC.)

- 91% of 8th grade parents indicated they would consider a choice high school that was not in their immediate neighborhood.
 - However, when asked if their answer would be the same if traditional extracurricular activities were not offered, only 38% indicated they would still be interested in a choice high school for their child. (62% of parents would change their answer.)
- Dean of Vanguard and communication director conducted student focus groups with potential students (held virtually) to find out what they wanted to know about Vanguard.

CTE-Focused High Schools Help Fill Employment

The Bureau of Labor Statistics projects six occupational areas to experience double-digit growth nationally between 2014 and 2024. Profiled schools offer programs in many of these high-growth areas.

NATIONAL EMPLOYMENT GROWTH PROJECTIONS BY OCCUPATION 2014-2024



Addressing the Language Barrier

26%

of our students are bilingual/English as a second language. All Vanguard information and material were produced in both English and Spanish.

- Published a single catalog that contained English and Spanish
- Hosted Spanish Facebook Live to answer enrollment questions
- Ensured all electronic correspondence sent in the home language





Working closely with CTE staff and the Dean of Vanguard High School, the Mesquite ISD Communications Department selected a phased marketing plan with goals, strategies, tactics and measurements.

Referred initially as a "choice career high school" but never its official name, a committee including MISD Board members created the name of Innovative Education Center, MISD's Executive Director of Communication Laura Jobe quickly proposed--and garnered support for--a name that would be better suited to the campus' concept and more exciting for its students: Vanguard High School.

After overcoming the name challenge, marketing to potential Vanguard students during the COVID-19 pandemic proved complicated and required creativity. In one fell swoop, the planned large-scale, in-person marketing opportunities such as a CTE Showcase and Transition Nights-annual events for students and parents for middle school students--went out the window. Campus visits by CTE counselors became limited as well.

The CTE counselors were still able to visit each middle school campus to talk to students about Vanguard; however at that time 60% of MISD students opted for virtual learning over in-person instruction. CTE staff only had an opportunity to visit in-person with 40% of eligible students.

To overcome the known concern about Vanguard not offering traditional extra-curricular activities, marketing messages included emphasis on the variety of student organizations and competitions available connected to their passion and career field.

Phase 1: Message and Content Planning (July - Aug. 2020) Phase 2: Marketing Implementation (Aug. 17 - Nov. 20) Phase 3: Enrollment (Oct. 1 - Nov. 20) **Phase 4:** Ongoing Engagement (ongoing)

OVERALL GOALS:

•Enroll 1,500 students for 1,000 available seats (500 freshmen, 500 sophomores) in the 16 programs of study at Vanguard High School for fall 2021

•Ensure stakeholders have an understanding of the VHS programs/opportunities and pathways

Increase awareness in the community about Vanguard High school and the value of the programs offered

PLANNING CONTINUED



PRIMARY AUDIENCE

- Families of incoming 8th-grade students
- Families of incoming 9th-grade students
- Families of future Vanguard students
- Middle school counselors
- High school teachers
- Secondary principals
- CTE students who will need to travel VHS to complete pathways (current sophomores and juniors

IMPLEMENTATION

SECONDARY AUDIENCE

- Mesquite business community
- Mesquite ISD residents
- Board of Trustees



Spanish Facebook Live Presentation received positive feedback and resulted in 2,300 views.

Traditional New Media/Social



Embracing its new concept, leadership and even name changes as news pegs, media coverage garnered more than \$10,000 in ad equivalency. Story links were also shared on Mesquite ISD's social media channels to magnify the audience and elicit engagement. This community feedback helped shape talking points for the superintendent, videos and other marketing materials.

- What is it they love?: New Mesquite high school to focus studies on students' passions; <u>WFAA Channel 8</u>, May 19, 2019
- <u>Mesquite Choice High School gets a name</u>, leader, Mesquite News, May 12, 2020
- <u>Introduction of new dean</u>, Mesquite News, July 16, 2020 (Readership: 1,681,849; Ad equivalency: \$3.2k)
- <u>Vanguard High School is the new name</u>, DMN, July 29, 2020
- Enrollment open for Mesquite ISD's new Vanguard High School, DMN, Oct. 7, 2020(Readership: 1,681,849; Ad equivalency: \$3.2k)



- <u>Mesquite ISD Innovative Education Center's new leader</u> blends industry with education, May 28, 2020, Dallas Morning News (Readership: 1,681,849; Ad equivalency: \$3.2k; 498 Social Shares)
- <u>A New Concept for Mesquite</u>, Mesquite News, November 10, 2020

Print Advertising

- Designed <u>Vanguard High School Catalog</u> in English and Spanish
 - posted digital version online
 - mailed to all virtual learners
 - \cdot handed out at campuses to in-person learners
 - Mailed two postcards to all 8th and 9th grade students
- Designed and printed set of pop up recruiting banner for CTE
- Printed posters placed in all secondary campuses and MS/HS counseling offices
- Vanguard purchased branded marketing items such as t-shirts, pens, mugs, keychains, etc.
- Mailed acceptance banner and welcome letter to the homes of students who were admitted





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BRAND NEW CAMPUS ENROLLING 1,000 STUDENTS 4 SPECIALIZED SCHOOLS 16 PROGRAMS OF STUDY

INNOVATIVE LEARNING

INDUSTRY CERTIFICATIONS DUAL CREDIT COLLEGE VISITS CAREER FAIRS BLENDED LEARNING COLLEGE RESEARCH CAPSTONE PROJECTS DOS FUNDAMINE

Beginning in October 2028, current MISD eighth and ninth graders will have the opportunity to annul? in one of 16 Programs of Study via Skyward.



OF HEALTH SCIENCE

OOL OF TECHNOLOGY

FOR MORE INFORMATION: Contact your counselor or email us at vanguardhs@mesquitelsd.org

JOB SHADOWING

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SECOND MAILER



Mailed early November 2020

HED 2021

DIGITAL & SOCIAL MARKETING



Launched Vanguard High School Website on September 14, 2020

- As of March 3, 2021:
- 5,722 visitors
- 8,266 sessions
- 20,890 page views
- 2.46 minutes average session duration
- 8.5% of audience Spanish



VANGUARD Social accounts SEP. 15, 2020

LAUNCH

@MISDVanguardHS

136,000 Impressions 166,000 Reach 811 Fans



Created promotional video to launch Vanguard Enrollment campaign

- Over 20,000 views combined on Facebook and YouTube
- Playing on video board at Varsity football games

Conducted Parent Facebook Live informational meeting in English and Spanish

- \cdot 9,004 Reach and 263 engagements in English
- \cdot 6,020 Reach and 170 engagements in Spanish
- Created how-to video in English and Spanish on completing enrollment request in Skyward
- Shared video updates of construction on VHS and MISD social
- · Digital ad displaying at Town East Mall
- <u>Series of social posts</u> highlighting each of the 16 programs of study
- · Sent Smore electronic newsletters to 8th and 9th grade parent emails
 - · 10/2 "Now Enrolling" 3,955 views
 - 10/15 Discover Logistics 4,732 views
 - 11/17 Last Chance to Discover Vanguard targeted list to all 8th and 9th grade parents of students who had not already enrolled 2,533 views
- \cdot VHS Dean posted a series of live and behind the scenes videos to Vanguard Facebook
- Created video spotlights for programs with low initial enrollment interest



Logistics - posted Nov. 3, 2020





RETRACTABLE BANNER





- digital version displayed on website
- mailed to virtual learners homes

SCHOOL OF ENGINEERING

LOGISTICS

SUMMARY Logistics program

PARTNERSHIPS Coming spont DUAL CREDIT

POSSIBLE CERTIFICATIONS

ENDORSEMENT: RUSINESS # 10

MESQUITE ISD VANGUARD HIGH SCHOOL

UNA EXPERIENCIA EDUCATIVA INNOVADORA GUÍA DEL PROGRAMA 2021-2022

handed out in-person



MESQUITE ISD **VANGUARD HIGH SCHOOL**

AN INNOVATIVE EDUCATION EXPERIENCE

PROGRAM GUIDE 2021-2022



SCHOOL OF ENGINEERING ROBOTICS

SUMMARY

PARTNERSHIPS

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BIENVENIDOS

EL VISIÓN

Es verdaderamente fantàstico inasogurar la primera escuela de openera-Josinto Escolar independiente de Mesquite. Normitrada Escuela Secundari por inuestro Consejo Escolar, en agosto de 2020, como su nombre lo indic por inuestro Consejo Escolar, en agosto de 2020, como su nombre lo indic lo indica, esta escuela ie v In

ada para estimular una participación más a fondo de los estudia ias de la salud o späko por elisis minoras, ya sua tecnologia, Fegererani, ciercia mutucción, La Ecucarias Sogueria Unique allo esila na tectores basadas en proyretto. Además, los retaluos plagonar su sama de tatula mesadante mais upersuanta balcaria lífica. La Escuala Secualaria Sogie carresa persona balcaria plante a la sua desta alla sua desta alla sua esta alla sua plante esta portanza alla sua desta alla sua desta esta desta alla sua desta alla sua desta alla sua esta desta desta alla sua desta alla sua desta alla sua esta desta desta desta desta desta desta desta desta esta desta desta desta desta desta desta desta desta esta desta desta desta desta desta desta desta desta desta esta desta desta desta desta desta desta desta desta esta desta desta desta desta desta desta desta desta escundara superior tradicional, seguinaria sendo parte de una porta la eseguencia da calentaria de hotos des traducentes desta estas des estas desta ard les ofre erà el tiempo én es la pr ard pueden ser differentes à aria Superior Vanguato porte de una convun snal, seguinán siendo parte de una convun sica de todos los estudiantes de secundaria bividades que fomenten la colaboración en semocionantes en representación de su i par en activid

MENSAJE DEL DECANO ELSASSER

de los expertos en la indu undaria superi es gulan a los es s socios en adas a sus futuras drán la op una carrera s

unt no solo gozarán de la ventaja de estar preparados para tra le su experiencia académica en la escuela secundaria superior u travéctoria de éxito en la vida. Los estudiantes de Vanguard no solo guerro de alta demanda, sino que su experiencia ac Man podría contribuir a su trayectoria de éx



Clint Elsasser



DISCOVER VANGUARD

NOW ACCEPTING ENROLLMENT REQUESTS



DISCOVER MESQUITE ISD'S BRAND NEW CHOICE HIGH SCHOOL

w school of choice serving students in Mesquite ISD who Vanguard High School is a brand n ed in a non-traditional high school experience while pursuing one of 16 different programs of study and earning multiple industry certifications as well as dual credit.

Vanguard will open in the fail of 2021 with 500 freshmen and 500 sophormeres organized in four achools based on their selected program of study. MISD students from any of our five high school attendance zones can attend Vanguard, and the district will provide

From Oct. 1 through Nov. 20, current MISD eighth or ninth graders may submit an interest form in Skyward to enroll at Vanguard.

a is limited. If more students select a program than seats are available, a mai to rank all students on the same criteria for admission to limited enrollment

DISCOVER THE PROGRAMS OF STUDY AT VANGUARD

SCHOOL OF CONSTRUCTION SCIENCE

ing in the state of Texas co The demand for he



The demand for housing in the state of Tease continues to advocate the series like everywhere you look new commercial development is agringing up throughout the metroplex. At education from the School of Construction Science is just the linkets to culture the skills to threm in the construction industry. Those interested in carpointy can earn multiple candidates entering the workforce. Students will have the opportunity to focus on each of the sensements of building while working with the way exployment that professionals on construction since and over the country. Those with an affinity for architectural design stard to benefit from the continues of study that will build the foundation of a successful future. Architectural Design and Construction Techoology.

SCHOOL OF ENGINEERING

Equipping students with hands-on experience combined with the use of industry standard tools is the backtrop for the School of Engineering. With five courses of study to choose from, students will be given a real-world variage point in learning atudents will be given a real-wond variage point in learning what it takes to passe careers in fields such as automotive maintenance and restantion, industrial technology or logistics and supply chain genetions. If your student is gifted with the innate ability to build things and problem acive, he or also might be interested in real of thisse (School of Engineering cogramms of etu Automotive Technology, Engineering, Logistics and Robotics.

SCHOOL OF HEALTH SCIENCE

In 2020, we've seen firsthand the longituating impacts of a global pandemic on our health care system. There is no doubt that our nest generation of health care providers will be a valuable asset to our society. The Vanguard School of Health Science careter to developing the shalls alturative will insert using both simulated and real-vectod environments. We've partnered

both imutated and real world environments. We've partnered with multiple hospitals, rehabilitation facilities, phermacies and fine departments throughout the community to expand the classroom-providing an enhanced curriculum and an opportunity to earn multiple industry contributions. By our student is passimate about serving and caring for others, one of the programe of study at the School of Health Science could be the pathway to a rewarding fur Dental Assistant, Emergency, Medical Technician, Eirefighter, Medical Assistant, Medical Technician, Pharmacy, Technician or Therapy, Occupations.

SCHOOL OF TECHNOLOGY

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An ever-changing field that will always need inquisitive and An ever-changing two three will aways need negatistice are neoucroful produces solves is behaviour. These are heaving impacted by the use of various technological advances so three will never cesses to be a devented for highly skilled candidates. The Vanguert School of Technology specializes is preparing scildents to three, including with neurositive isaming experisones and a controllary that focusive isaming septembers and a controllary that focus to foundations, information meusistion, approximate solves and expensiones. With a security of the solves and expension of the solves and the solves and the solvest and the solvest and expension of the solvest and the solve acquisition, problem solving and communications. With a ariety of certifications available in Computer Science as well as Graphic Design, students will have a jump start on pursuing a ca or that can take them into a

ENROLLMENT INSTRUCTIONS



LAST CHANCE TO **DISCOVER VANGUARD**

ENROLLMENT CLOSES NOVEMBER 20TH

IS YOUR CHILD A VANGUARD?

Vanguard High School is a brand new school of choice serving students in Mesquite ISD who are interested in a non-traditional high school experience while pursuing one of 16 different programs of study and earning multiple industry certifications as well as dual credit.

Vanguard will open in the fall of 2021 with 500 freshmen and 500 sophomores organized into four schools based on their selected program of study. MISD students from any of our five high school attendance zones can attend Vanguard, and the district will provide transportation

Current MISD eighth or ninth graders may submit an interest form in Skyward to enroll at Vanguard until Nov. 20.

Space is limited. If more students select a program than seats are available, a matrix will be used to rank all students on the same criteria for admission to limited enrollment programs

PROGRAM SPOTLIGHT





ENROLLMENT INSTRUCTIONS



INSTRUCCIONES DE INSCRIPCIÓN EN ESPAÑOL



O Fecebook O of 2 972.882.8768 S ranguardhighachool mesquite



INTERNAL COMMUNICATION



- Created Google folder and resource document for counselors with FAQ and talking points about Vanguard
- Met with all secondary counselors to introduce them to the programs at VHS and train them regarding the impact on CTE pathways
- Conducted an online focus group with potential students to find out what messages will resonate with potential families
- Created public address announcements for middle school and sub varsity athletic events
- CTE counselors and Dean of Vanguard visited 8th and 9th grade English classes at all middle and high schools to talk to students about enrollment opportunities
- Used Google classroom assignments to connect with virtual learning students and share information about Vanguard

EVALUATION

1,528 total applications submitted

In the most popular programs

there were nearly double as many applicants as seats	; available.
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1st Choice Program	8th Requests	Seats	9th Requests	Seats
Architectural Design	93	40	68	40
Automotive Collision	26	32	18	32
Automotive Technology	51	32	46	32
Computer Science	77	50	45	50
Construction Technology	23	35	12	18
Engineering	91	30	51	30
Firefighting	34	25	24	22
Graphic Design	95	50	50	50
Health Science	339	150	285	150
Logistics	7	12	7	7
Robotics	59	30	27	30
Grand Totals	895	486	633	461



VANGUARD HIGH SCHOOL WEBSITE LAUNCHED ON SEPTEMBER 14, 2020

5,943 Users 21,829 page views



VANGUARD SOCIAL MEDIA LAUNCHED ON SEPTEMBER 15, 2020

811 Total Followers 645 Facebook 97 Instagram 69 Twitter



of parents indicated that they first learned about Vanguard from a digital, print or social media communication



#DiscoverVanguard Posts on Vanguard Social Media

76 Unique Posts 135,390 Impressions 115,770 Reach 1,074 Engagements

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MISD Social Media Campaign

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31 Unique Posts 224,502 Impressions 4,591 Engagements

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-		-	

Marketing Survey

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Sent to 1,341 Emails Collected from Student Applications to Vanguard 286 Responses



62% of students were face-to-face learners

48% of students were virtual learners 60%

of parents selected the Vanguard catalog as the most helpful piece of information



Survey respondents gave a 4 star rating for material received about enrolling in Vanguard