



## Cisco Networking Academy: Iowa Profile

Cisco® Networking Academy® is playing a critical role in the U.S. economic recovery by preparing students for the sustainable jobs that government, education and industry all agree will fuel America's ability to innovate and compete, not just today but in the future. As the focus turns to infrastructure, Networking Academy provides students with critical IT and networking skills to design, build, and maintain the infrastructure highway that both the public and private sector now depend on for sustainability.

The new Obama administration clearly recognizes the importance that technology plays in preparing students to compete in a 21<sup>st</sup> century global economy. In a speech on January 8, 2009, at Virginia's George Mason University, President Obama highlighted the current science and technology skills gap in the United States and the urgent need to address it:

“To give our children the chance to live out their dreams in a world that’s never been more competitive, we will equip tens of thousands of schools, community colleges, and public universities with 21<sup>st</sup> century classrooms, labs, and libraries. We’ll provide new computers, new technology, and new training for teachers, so that students in Chicago and Boston can compete with kids in Beijing for the high-tech, high-wage jobs of the future.”

Cisco Networking Academy is a proven model for delivering 21<sup>st</sup> century learning because it delivers:

- rigorous and interactive curricula licensed at no cost to nonprofit educational institutions
- an e-learning platform that supports different learning styles
- web-based content available to students 24/7
- online assessments
- student performance tracking
- hands-on labs
- instructor training and support

Networking Academy is a unique public-private partnership between educational institutions, national, state and local government, and community-based organizations, currently educating more than 128,000 students in over 2,200 U.S. educational institutions.

As an education solution, Networking Academy encourages seamless educational pathways between secondary and post-secondary institutions by using curricula aligned to national and state education standards for math, language arts, and technology and industry certifications. These courses also help students prepare to pursue degrees related to science, technology, engineering, and math (STEM). Networking Academy courses provide instructors with tools to help students make the connection between their educational experience and their careers. In the United States, academies are located in high schools, technical schools, colleges, universities, and community-based organizations.

Cisco Networking Academy provides:

- IT and networking skills mapped to high-skill, high-demand, high-wage 21<sup>st</sup> century jobs across virtually every industry
- sustainable partnerships at all levels of education, including community colleges at the forefront of workforce development and retraining

- strong alignment with high school career and technical education programs that build technical skills and create pathways for high school graduates going either directly into the workforce or on to post-secondary education
- the skilled pipeline of talent required to design, build and maintain the infrastructure needed for economic recovery

Included in each state profile are Networking Academy statistics, IT workforce projections, and student/graduate stories. These state-by-state profiles will provide you with important information about the value Cisco brings to government, education and business through delivery of IT/networking skills and knowledge. Cisco Networking Academy educates the architects of today's networked economy.

Profiles are updated annually with core content, and we will continue to add student/graduate profiles. For your convenience, the library of profiles for each state, plus the District of Columbia and the United States as a whole, are accessible at <http://www.cisco.com/go/netacadresourcecenter>.

We welcome your suggestions for future profiles. Please send any questions and feedback to our U.S. Marketing Team via Nancy Bischoff at [nbischof@cisco.com](mailto:nbischof@cisco.com).

## Learn More

Table 1 lists data about academies in Iowa. Table 2 lists information about Networking Academy curricula in Iowa, and Table 3 shows information by student education level.

For additional information about Cisco Networking Academy, visit <http://www.cisco.com/go/netacad>

**Table 1.** Cisco Networking Academy in Iowa

<b>Networking Academy students</b>	1596
<b>Female Networking Academy students</b>	11% female
<b>Distinct cumulative academy students (having successfully completed a course)</b>	7212
<b>Academies</b>	40
<b>Academy instructors</b>	61
<b>Total estimated cumulative contribution value to Iowa academies*</b>	\$4,164,453

Sources: AME/MRE FULL Package\_10 31 08 Quarterly Metrics Date: Nov 13, 2008

Cumulative students are distinct; therefore, each student is only counted once.

\*This estimate includes donations and discounts made to educational institutions implementing Cisco Networking Academy within Iowa.

\*Sources: AME/MRE report #3616student and instructor enrollment by year 2008.11.24\_JBZ\_v8.xls

**Table 2.** Networking Academy Curricula in Iowa

Curriculum	All	ITE	CCNA 1, 2	CCNA 3, 4	Advanced Technologies and Other*
<b>Number of academies by curriculum</b>	40	30%	75%	53%	5%

The above curricula represent the core Networking Academy curricula.

\*Includes CCNP, Security, Wireless, Java, UNIX and Panduit Network Infrastructure Essentials (PNIE)

Academies often teach multiple curricula and may be counted more than once in this table.

Source: AME/MRE rpt #3651 as of 10.31.08 v2 Date: Dec 8, 2008

**Table 3. Iowa Academies and Students by Education Level**

Education Level	Total Number	Secondary Schools	Community Colleges	Universities	Other
<b>Iowa Students*</b>	1596	34%	66%	0%	0%
<b>Iowa Academies*</b>	40	61%	36%	3%	0%

Sources: AME/MRE FULL Package\_10 31 08 Quarterly Metrics Date: Nov 13, 2008

\*For academies that self identify as more than one education level, the academies and students in this table are distributed proportionately across the education levels.

Academies represented in "Other" category include the following: community-based organizations, middle schools, the military, nontraditional educational settings, and post-graduate institutions.



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## Active Cisco Networking Academies in Iowa U.S. Congressional District Database

Data for this report was gathered using the U.S. Congressional District Database. This tool was developed to communicate with congressional representatives about Cisco Networking Academy implementation in their home districts. The database maps actively teaching academies by congressional district or by all districts within a state, providing academy name, city, state, and congressional district. The listing by state is updated annually.

Table 4 lists information about academies in Iowa congressional districts.

**Table 4.** Networking Academies in Iowa Congressional Districts

Number of Iowa Congressional Districts	Number of Iowa Congressional Districts <u>with</u> Networking Academies	Number of Iowa Congressional Districts <u>without</u> Networking Academies	% Iowa Congressional District Penetration
5	5	0	100%

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

### Active Iowa Cisco Networking Academies by Congressional District

\* Indicates Cisco Networking Academy Training Center

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

#### Congressional District 1

- Clinton Community College (Clinton)
- \*Hawkeye Community College (Waterloo)
- MFL-Marmac High School (Monona)
- Midland Cisco Academy (Wyoming)
- North Butler High School (Greene)
- \*Northeast Iowa Community College -- Peosta (Peosta)
- \*Scott Community College (Davenport)
- University of Dubuque (Dubuque)
- Waterloo East High School (Waterloo)
- Waterloo Expo High (Waterloo)
- Waterloo West High School (Waterloo)

**Congressional District 2**

- Cedar Rapids Jefferson High School (Cedar Rapids)
- Center Point – Urbana High School (Center Point)
- City High (Iowa City)
- College Community Schools (Cedar Rapids)
- Kirkwood - Iowa City Campus (Iowa City)
- \*Kirkwood Community College (Cedar Rapids)
- Muscatine Community College (Muscatine)

**Congressional District 3**

- Central Campus (Des Moines)
- \*Des Moines Area Community College (Ankeny)

**Congressional District 4**

- Garner Academy (Garner)
- \*Iowa Central Community College (Fort Dodge)
- Iowa Valley CC District (Marshalltown)
- \*North Iowa Area Community College - Regional (Mason City)
- North-Iowa Community Schools (Buffalo Center)
- Northeast Iowa Community College - Calmar (Calmar)

**Congressional District 5**

- Atlantic High School (Atlantic)
- Cam High School (Anita)
- Clarinda High School (Clarinda)
- Glenwood High School (Glenwood)
- Iowa Western Community College (Main Campus) (Council Bluffs)
- Iowa Western Community College (Tucker Center Camp) (Council Bluffs)
- Kuemper Catholic High School (Carroll)
- Lewis Central High School (Council Bluffs)
- Northwest Iowa CC (Sheldon)
- Riverside High School (Oakland)
- Shenandoah High School (Shenandoah)
- South Page High School (College Springs)

- \*Western Iowa Tech Community College (Sioux City)
- West Harrison High School (Mondamin)
- Woodbury Central (Menville)



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## Cisco Networking Academy: Workforce Development in Iowa

Cisco® Networking Academy® is ready to help U.S. workers learn critical IT and networking skills through academies located in high schools, community colleges, four-year colleges, and nontraditional settings. Developing in-demand technical skills in a timely, focused program enables students to quickly find and retain sustainable, high-paying jobs. Academy courses map to industry certifications and prepare students for technical jobs in a new, improved technical infrastructure across the nation. Even students who complete introductory courses will be prepared to work for companies that depend on a technical infrastructure for business sustainability.

“Obama’s pro-tech agenda could increase the number of technology jobs in the United States by 10 percent, adding about 300,000 high-paying IT positions.” –Katherine McGuire, VP of government relations, Business Software Alliance <sup>1</sup>

“Even with this economic downturn, the jobs outlook in IT for 2009 is better than that of many other industries, since IT is no longer at the peripheral of industries but at the core of their competitive edge, and IT will play a critical role in the infrastructure build out.” –David Foote, CEO of Foote Partners LLC, which analyzes IT wages and hiring data <sup>1</sup>

As the U.S. remains focused on economic recovery throughout 2009, there is a growing emphasis on upgrading the educational infrastructure to deliver the required knowledge and skills to build the needed technical workforce to support and maintain technology infrastructure assets and requirements. Just as the interstate highway investment created millions of construction jobs, which were then followed by maintenance and automotive jobs in the long term, so technology investments will initially create jobs necessary to design and deploy technology infrastructure, and these jobs will be followed by an array of new business opportunities.

“Investments in America’s digital infrastructure will spur significant job creation in the immediate term. An investment of \$40 billion in IT network infrastructure in 2009 will create more than 949,000 U.S. jobs, more than half of which will be in small businesses.” –Technology CEO Council press release <sup>2</sup>

Cisco Networking Academy addresses the need for 21<sup>st</sup> century teaching and learning models that prepare students to move into the pipeline of talent needed to fill these high-skill, high-wage, high-demand careers.

“We will enable students of all ages to learn in 21<sup>st</sup> century classrooms, labs, and libraries, to help our students compete with any worker in the world.” –American Recovery and Reinvestment Plan press release <sup>3</sup>

In a recent report, the Information Technology and Innovation Foundation “finds that investments in America’s digital infrastructure will spur significant job creation in the short run. Specifically, ITIF estimates that an additional investment of \$30 billion in America’s IT network infrastructure in 2009 will create approximately 949,000 U.S. jobs.” <sup>4</sup>

<sup>1</sup> Computerworld, 1/5/09, *Stimulus could create thousands of IT jobs*, <http://www.computerworld.com/action/article.do?command=viewArticleBasic&articleId=331783>

<sup>2</sup> Technology CEO Council, Wash. D.C. 1/29/09, [http://www.techceocouncil.org/index.php?option=com\\_content&task=blogsection&id=8&Itemid=159](http://www.techceocouncil.org/index.php?option=com_content&task=blogsection&id=8&Itemid=159)

<sup>3</sup> American Recovery and Reinvestment Plan press release, 1/16/09, <http://appropriations.house.gov/pdf/PressSummary01-15-09.pdf>

<sup>4</sup> ITIF, 1/7/09, *The Digital Road to Recovery: A Stimulus Plan to Create Jobs, Boost Productivity and Revitalize America*, <http://www.itif.org/index.php?id=212>

## IT Occupational Data

Table 5 lists information about IT-related occupations in the United States, and Table 6 lists this information for Iowa.

**Table 5. Selected IT-Related Occupations in the United States**

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007*
	2006	2016	Numeric	Percent		
Computer Support Specialists	552,000	624,000	71,000	21.9	24,000	525,570
Computer Systems Analysts	504,000	650,000	146,000	29	28,000	446,440
Network and Computer Systems Administrators	309,000	393,000	83,000	27	15,000	309,660
Network Systems and Data Communications Analysts	262,000	402,000	140,000	53.4	19,000	216,050
Computer and Information Systems Managers	264,000	307,000	43,000	16.4	9,000	264,990

U.S. Department of Labor, Bureau of Labor Statistics, <http://www.projectionscentral.com>, based on data availability as of October 31, 2008

\*U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (US), <http://stat.bls.gov/oes/current/oesrcst.htm>

**Table 6. Selected IT-Related Occupations in Iowa**

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007^
	2006	2016	Numeric	Percent		
Computer Support Specialists	4475	5055	580	29.3	195	3600
Computer Systems Analysts	4690	6065	1375	29.3	260	4920
Network and Computer Systems Administrators	2745	3395	650	23.7	130	2820
Network Systems and Data Communications Analysts	2790	3970	1175	42.3	175	2150
Computer and Information Systems Managers	2305	2675	375	16.1	75	2170

U.S. Department of Labor, Bureau of Labor Statistics, <http://www.projectionscentral.com>, based on data availability as of October 31, 2008

^ U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (by state), <http://stat.bls.gov/oes/current/oesrcst.htm>



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## Iowa Student and Graduate Profile

Cisco® Networking Academy® has made it possible for Jon Heinz to earn a living doing what he enjoys without leaving his home town of Mason City, Iowa. While many graduates eventually build their careers outside of the state, Jon feels fortunate to have the opportunity to put his skills and knowledge to work at home in Iowa. Thanks to the education and experience he gained through Networking Academy, Jon has secured his place in the information technology (IT) industry and is building his future, right at home.

Jon's interest in technology began after he repaired his parents' computer a few times and began to understand just how many areas technology impacts from communication to entertainment. While still in high school, Jon even started a part-time business installing and maintaining home networks and local area networks for local small businesses. Around the same time, Jon's parents told him about a new program at his high school that would allow high school seniors to take Networking Academy classes and earn college credits at the North Iowa Area Community College (NIACC) at the same time. With his interest in networking and the added incentive of double credit, it was an easy decision to start Networking Academy classes right away instead of waiting for college.

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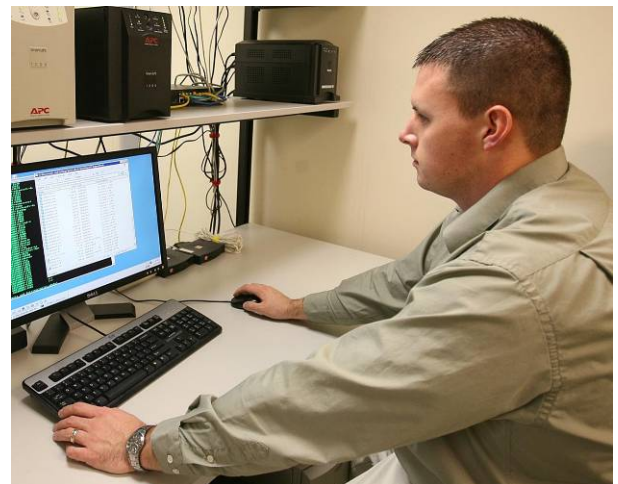
**The curriculum supported Jon's learning preferences. He shares, "I'm not a good book learner. I find it hard to focus, so I liked the fact that there were animations and visual aids in the online curriculum."**

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With a schedule that included freshman college classes, Jon's last year of high school was a challenging one. The difficulty level increased once he enrolled in the associate's degree science and business program at NIACC. Jon was taking a full course load, which included Networking Academy courses, and holding down a full-time job as a systems technician at *The Globe Gazette*, a Mason City newspaper. Jon admits his schedule was difficult at times, but he knew the knowledge and skills he was gaining would lead to a career "where I had fun at work every day."

Looking back, Jon identifies the hands-on labs and Web-based curriculum as key learning resources. "For some things" Jon notes, "you just need to do it. You can read about it in a book, but until you do it and apply it in a lab, you can't see the outcome of what you're doing. You often have to tweak something to get the outcome you want, and doing it in the lab made it easier to remember." The curriculum supported Jon's learning preferences. He shares, "I'm not a good book learner. I find it hard to focus, so I liked the fact that there were animations and visual aids in the online curriculum."

The Networking Academy was a commitment that required extra study time, but Jon is convinced that he would not be where he is today without it. "It taught me many skills that aren't only needed in networking jobs, but also in IT in general" says Jon. His advice to others who may be interested in Networking Academy is to "make sure that you really want to work with in-depth networking technology or it could be a little overwhelming. It's a great program but it does require some hard work to learn the vast amount of material that the program covers. Good note-taking, problem-solving, and study skills are also essential to a student's success in the Networking Academy."



In his current job as Management Information Systems Director for Metalcraft Inc., Jon is responsible for supporting 75 workstations, eight servers, other network devices, and the network infrastructure and phone system. “I routinely find myself using knowledge and skills acquired during my Networking Academy courses in my day to day duties,” says Jon. Someday, he would like to advance into a management role, help develop other IT professionals, and further develop his own networking expertise, which include earning the Cisco Certified Network Associate (CCNA®) and Cisco Certified Network Professional (CCNP®) certifications over the next few years.

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**“I routinely find myself using knowledge and skills acquired during my Cisco courses in my day to day duties,” says Jon.**

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Outside of technology, Jon enjoys cycling, weightlifting, fishing, and spending time with his family. With his family and his wife’s living in or nearby Mason City, Jon is pleased that the Networking Academy has created job opportunities that enable them to raise their new daughter so close to their families.

To learn more about Networking Academy at North Iowa Area Community College, go to: <http://www.niacc.edu/>



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