ADULT AND COMMUNITY EDUCATION ADVISORY COMMITTEE

FY26 ANNUAL REPORT

Fueling Fairfax: Education, Workforce, and Opportunity for Every Generation

Presented by:

Holly Hazard, Chair (Mason District)

Aaliyah de Toeni Zhu, Marketing Subcommittee Chair (Dranesville District)



June 13, 2026 | Fairfax County Public Schools

WHO WE ARE & WHO WE SERVE



Adult & Community Education

~9,100 annual registrations

- Skilled Trades, Business & IT
- Health & Medical, Driver Ed
- Adult Enrichment & CTE pathways
- One of the largest non-collegiate
- providers in the country



Adult ESOL

~1,400 students per term

- Six proficiency levels
- Employment readiness focus
- Digital literacy training
- Aligns with federal AEFLA grant
- Pathway to workforce entry



Adult High School / HSE

~362 students served through 04/30/26

- Traditional diploma program
- High School Equivalency (GED)
- K-12 accreditation standards
- Daytime, evening & virtual
- EDOptions Academy partnership

WHY ACE MATTERS NOW



Education

Pathways from high school equivalency to career credentials — meeting learners where they are.



Workforce Development

Job-ready training in the trades, healthcare, IT, and business sectors fueling our economy.



Economic Growth

Estimate $3.10–$3.90 in local economic activity generated for every $1 invested in ACE.



Equity

Removing financial and language barriers so every resident can access opportunity.



Family Stability

When a parent advances, the whole family advances. ACE lifts entire households.



Community Enrichment

Vibrant arts, music, and lifelong learning programs that strengthen our community's cultural identity.

ACE IS NOT SUPPLEMENTAL. ACE IS ESSENTIAL.

LEGAL FOUNDATION



Virginia Constitution

Article VIII — Public Education

The Commonwealth is constitutionally obligated to maintain an 'efficient system of free public elementary and secondary schools.' Adult education is recognized as central to that obligation.



Code of Virginia Title 22.1

§22.1-223 & §22.1-224

Requires adult education programs in EVERY school division. Chapter 13, Article 3 mandates that localities like Fairfax County maintain and fund adult education programming — this is not optional.



Virginia Workforce Law

Title 2.2, Chapter 24

§2.2-2470 et seq. establishes the Virginia Workforce Development System. §2.2-2471 creates the Virginia Board of Workforce Development. §2.2-2472 implements federal WIOA.



Federal Alignment: WIOA + AEFLA

Workforce Innovation and Opportunity Act

ACE programs align fully with WIOA Title II and AEFLA. Federal funding supports Adult ESOL and workforce readiness — but requires matching state and local commitment.

YOUR ACEAC COMMITTEE MEMBERS | FY 2025–2026

Holly Hazard *Chair*	Mason District	**Brian Thoreson** *Vice Chair*	At-Large (Moon)
Susan Beeman *Member*	At-Large (McDaniel)	**Javier Caballero** *Member*	At-Large (McElveen)
Erin Swiatocha *Member*	Braddock District	**Aaliyah de Toeni Zhu** *Member*	Dranesville District
Susan Wagoner *Member*	Hunter Mill District	**Peyton Smith** *Member*	Mount Vernon District
Anupriya "Priya" Krishna *Member*	Providence District	**Darcy Kim** *Member*	Springfield District
Molly Sullivan *Member*	Sully District	**Tiffany Pryce** *Member*	Franconia District
Amanda Li *Student Representative*	Sawant (Student Rep)	**Hasene Devi Nirmalraj** *Student Representative*	Sawant (Student Rep)

Special thanks to Karin Williams, Paul Steiner, Kristi Broady, and the entire ACE staff for their outstanding partnership and support this year.

OUR FY26 COMMITTEE CHARGE

"Explore how to create greater integration between Adult and Community Education (ACE) programs, the K–12 system, and the broader Fairfax community, focusing on Career and Technical Education (CTE), to create a greater pipeline of students into ACE."



Integration

Connect ACE with K-12, CTE programs, and the broader Fairfax community to break down silos and build a continuous learning ecosystem.



CTE Pathways

Expand Career and Technical Education offerings that create clear pathways from high school into ACE workforce development programs.



Pipeline Building

Develop systematic outreach so that graduating seniors and community members naturally discover ACE as their next step.

FY26 MAJOR ACCOMPLISHMENTS

01

3-Year Strategic Business Plan

A comprehensive 3-year strategic plan was developed by staff with ACEAC support. Effective July 1, 2026. Focuses on Marketing & Communications, Technology, and Program Development.

02

Economic Impact Study

Independent researcher Rick Clayton completed a study showing ACE generates an estimated $3.10–$3.90 in local economic activity per dollar invested. 'Investment in FCPS ACE is economically justified.'

03

K–12 Outreach

Targeted use of SIS reached 45,166 ELL households. First-day ESOL website traffic: 2,000+ visits. Two-week click-throughs: 4,500+. Schoology/Naviance partnerships reached thousands more.

04

Revenue Growth

Enrollment revenue grew 8% year-over-year. Rising salary (+5%) and benefits (+12%) costs. Black Friday Sale: $72,919 (1,059% increase). January 26 promo: $21,198 (792% increase).

MARKETING BREAKTHROUGH: REACHING EVERY FAMILY

Schoology / Naviance

Direct enrollment spike after every posting

Partnerships with FCPS to post ACE info in school-based systems. Driver Ed, SAT Prep, CTE, Health careers — direct to students and parents.

FCPS Newsletters

22 articles published Aug 2025–Apr 2026

FCPS This Week and Employee News featuring ACE 2–3x per month. Tracked via Google Analytics. Reaching parents, students, and 20,000+ staff.

SIS Targeted Email

45,166 ELL households reached

Email list of K-12 English Language Learner families. Result: 2,000+ site visits on Day 1. 4,500+ click-throughs in two weeks. Near zero acquisition cost.

School Board & BOS

15+ emails to elected officials

ACE now featured in School Board and Board of Supervisors constituent newsletters. Expanded media relationship with both governing bodies.

🌟 **NEW:** The investment in a new marketing staff led to significant positive outcomes. Combined with a growing focus on **organic social media marketing**, ACE is working towards a self-sustaining presence that compounds with every post.

SALES CAMPAIGNS: UNPRECEDENTED RESULTS

$72,919

↑ 1,059%

Black Friday Sale 2025

$21,198

↑ 792%

January 26 Promotion

Strong Uptick

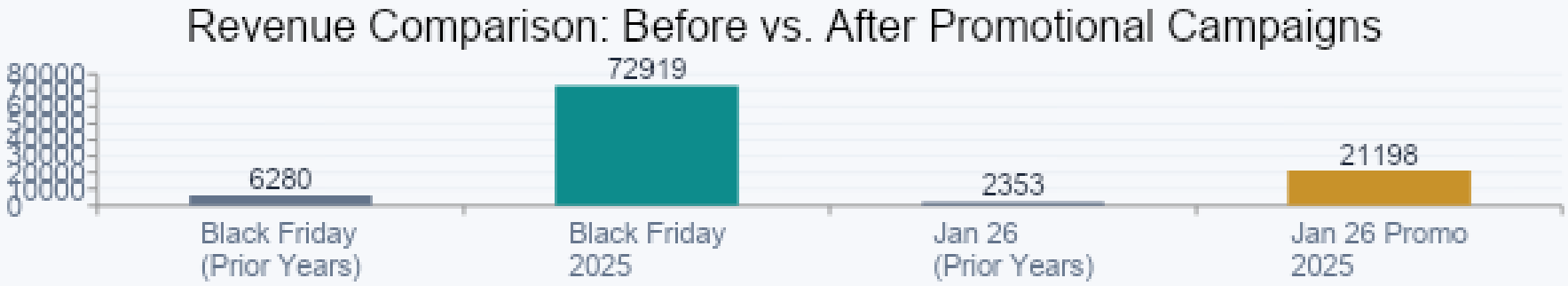
Additional revenue

President's Day Sale

Strong Uptick

Sustained momentum

March Madness Promo



FINANCIAL REALITY



Tuition revenue growth year-over-year. Strong across most program lines.



Salary cost increase. Driven by market conditions and instructor demand.



Benefits cost increase — the fastest-growing cost pressure on the ACE fund.

⚠ ACE remains partially reliant on the FCPS operating fund transfer due to rising indirect costs. Securing independent sustainable funding is critical.

Revenue growth (+8%) is outpaced by combined cost pressures (+5% salary / +12% benefits). Structural intervention is required.

OUR FOUR RECOMMENDATIONS TO THE SCHOOL BOARD

1

Economic Outcome Tracking:

Based on the economic impact study, explore collecting SSNs from work-readiness students to track and measure ACE's actual economic impact on the community.

2

Communications Expansion:

The Superintendent and School Board should direct the Office of Communications to broaden digital and print support for ACE.

3

State Legislative Budget Request:

The School Board should work with Rep. Michael Molloy to pursue a $100,000 state budget item for ACE workforce development programming.

4

ACE Program:

The School Board should direct staff to evaluate the financial sustainability, community goodwill, and specific industry needs associated with each program area and report their findings and recommendations to the ACEAC for future consideration.

ALIGNMENT WITH FCPS 2023–2030 STRATEGIC PLAN

ACEAC Recommendation	Goal 4 Equitable Access	Goal 5 Innovation	Pillar A Cultural Responsive	Pillar B Home/School Partnership	Pillar C Diverse Workforce	Pillar D Safety & Wellbeing
1. Economic Outcome Tracking	✓	✓			✓	
2. Communications Expansion				✓		
3. State Legislative Request		✓				
4. Adult Program Sustainability	✓		✓	✓		✓

Every ACEAC recommendation directly supports the FCPS 2023-30 Strategic Plan — ACE is not separate from the mission; it IS the mission.

FY27 PROPOSED COMMITTEE CHARGE

Building on prior work to strengthen alignment across ACE, K–12, and the community, ACEAC will focus on advancing ACE's workforce pipeline in skilled trades and healthcare — recommending strategies to expand participation, secure additional funding, align with industry needs, and strengthen partnerships that lead to sustainable career pathways.



Skilled Trades Expansion

Further develop apprenticeship pipelines. Address the critical shortage of tradespeople in Northern Virginia.



Healthcare Pathways

Grow health and medical career programs to meet demand from Northern Virginia's growing healthcare sector. Credential-focused, employer-aligned programs.



Sustainable Funding

Pursue BOS partnership, state budget request, employer training reimbursements, and grant opportunities to reduce operating fund dependence.



Industry Partnerships

Build formal employer partnerships for curriculum alignment, job placement, and co-investment.

A VISION FOR FAIRFAX'S FUTURE

1. Employability for Every Resident
2. Economic Equity Across Districts
3. Resilient Workforce for Employers
4. Lifelong Learning as a Community Value
5. Family Advancement Through Education

ACE IS ESSENTIAL INFRASTRUCTURE FOR FAIRFAX COUNTY'S FUTURE.

THANK YOU

Questions & Discussion

Holly Hazard, Chair

Mason District | ACEAC Chair

Aaliyah de Toeni Zhu

Dranesville District | Marketing Subcommittee Chair



Adult & Community Education Advisory Committee | Fairfax County Public Schools | June 13, 2026

Appendices Available: 1. FCPS Strategic Plan Alignment · 2. Voting Record · 3. Meeting Activities · 4. Attendance Record · 5. Economic Impact Study · 6. ACE Strategic Business Plan