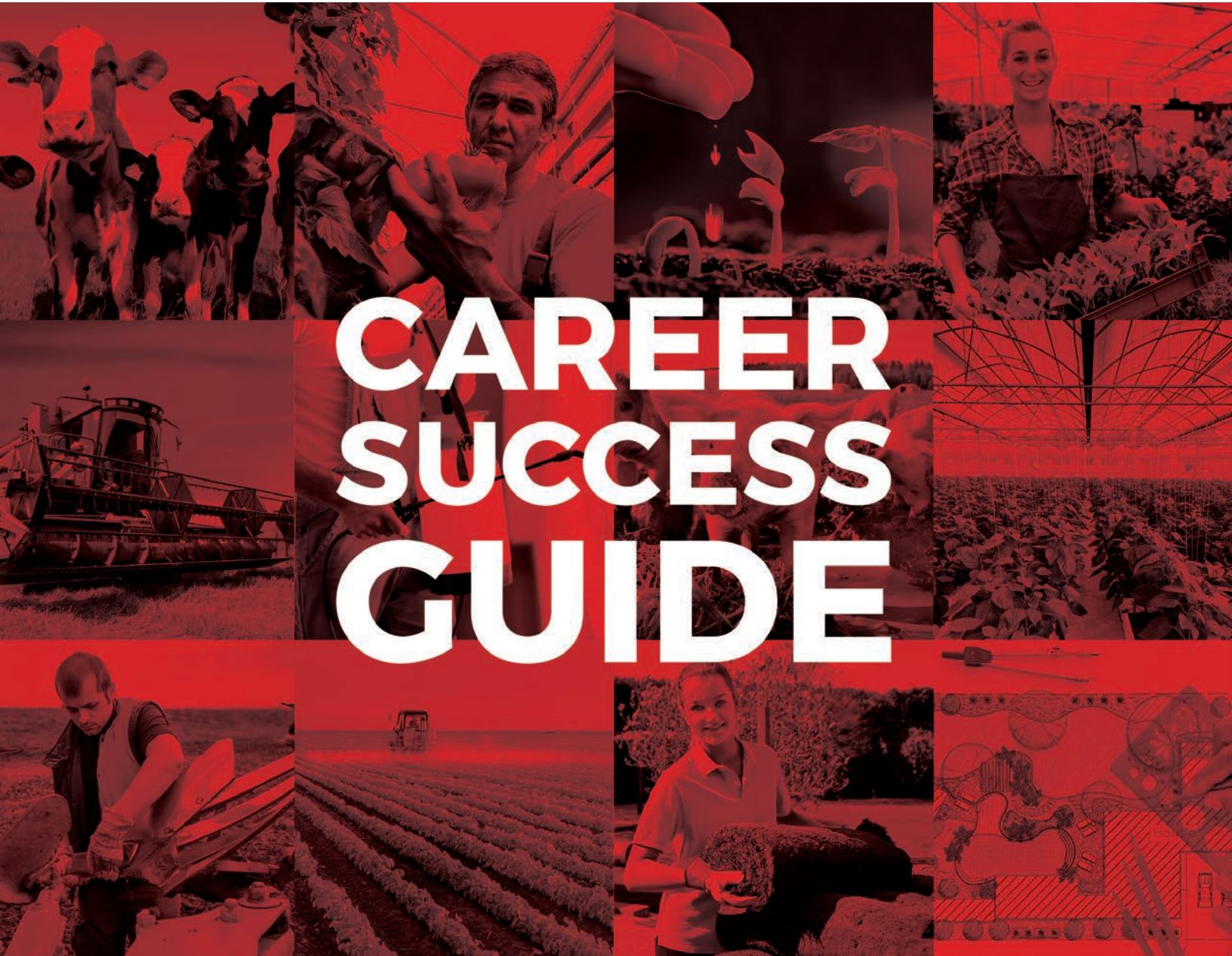




AGRICULTURE, FOOD & NATURAL RESOURCES

CAREER SUCCESS GUIDE



Great Career Ideas • Creating Your Plan • College Resources



Kay Ivey, Governor of Alabama

A MESSAGE FROM THE GOVERNOR

As I've said on many occasions, our people are Alabama's greatest strength, especially our young people, who hold the state's future in their hands. As the guardians of our state's future, students deserve every possible tool to help them—and Alabama—succeed in all areas.

To achieve this, we have created the Alabama SUCCESS Guides, which are designed to assist students in identifying resources regarding

careers, postsecondary education and financial literacy. Through our students, we are positioning our state for even greater accomplishments. They will be well-equipped for careers in Alabama's workforce which will allow them to compete—and excel—in our global economy.

This Alabama SUCCESS Guide is an excellent tool in helping our students of today become our leaders of tomorrow.

ATTENTION PARENTS!

This guide is part of a series created to help students in Alabama learn more about high-demand careers, salaries, the steps they need to take to reach their goals, and the resources that can help them get there.

The workforce has changed since you entered it. Many of the jobs that exist today were not even created when you graduated from high

school, and the pace of change is faster than ever! However, since work skills are transferable to many jobs, by helping your student connect with what they learn in the classroom to real jobs that interest them, they will graduate better equipped for life after high school.

Thank you for talking with your child about what careers interest them – and why. You can help them by

sharing your own work experiences with your child. Ask people in your community who work in jobs that interest your child to share about their careers or let your child visit their workplace. And last, but not least, go with your child to meet with their school counselor or career coach to get them moving in the right direction. Help them prepare for their future...today.



WHAT EMPLOYERS WANT

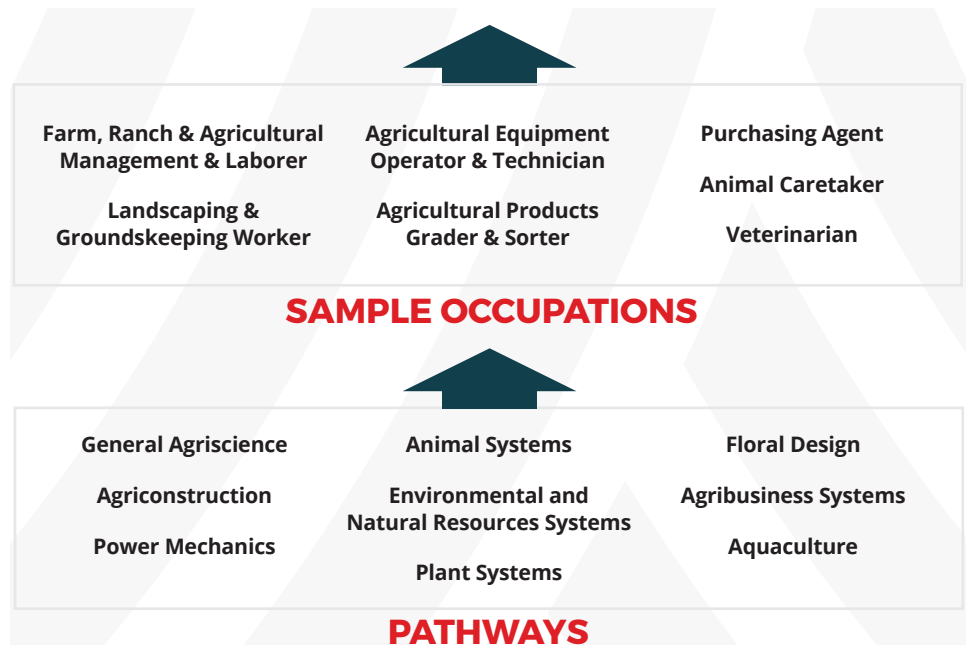
HAROLD HUNT COMPLEX MANAGER KOCH FOODS OF GADSDEN

“**AGRICULTURE, FORESTRY AND RELATED INDUSTRIES CONTRIBUTE MORE THAN \$70 BILLION TO ALABAMA’S ECONOMY ANNUALLY, ACCOUNTING FOR ALMOST 40 PERCENT OF ALABAMA’S GROSS DOMESTIC PRODUCT.** Agriculture is a great field with competitive wages that can provide a lot of opportunities. The type of background you need to be successful depends on which area of the industry you choose. For example, in the poultry industry on the live bird side, you would need a degree in subjects such as poultry science, agriculture economics, animal science or agriscience education; on the processing plant side, our biggest need is people who work on equipment with an industrial maintenance background. Mobility of the employee allows for more opportunity.

High school students interested in a career in agriculture should take chemistry, biology, math and agriculture courses. Involvement in organizations, like FFA, are also of benefit because of the essential work skills learned through the experience. The biggest attribute a student can possess is a drive to succeed, but having those personal skills of honesty, punctuality and responsibility are also important. ”

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CLUSTER: AGRICULTURE, FOOD & NATURAL RESOURCES

THINK AGAIN

Now is the time to take a fresh look at Agriculture, Food & Natural Resources careers you may not have considered before.

MYTH: The Agriculture, Food & Natural Resources industry is dying and only includes farmers.

FACTS: Agriculture, forestry and related industries contribute more than \$70 billion to Alabama's economy annually, accounting for almost 40 percent of Alabama's Gross Domestic Product. Agriculture, forestry and related industries in Alabama employ more than 500,000 people or 22% of the state's workforce. This economic sector is also a critical and, in many cases, indispensable component of the economies of Alabama's 67 counties. The agricultural and forestry industries consist of crop, livestock, timber, and fisheries production; food and kindred products manufacturing; and forest product manufacturing. Related industries encompass food and kindred products distribution and agricultural inputs and services.

REALITY CHECK

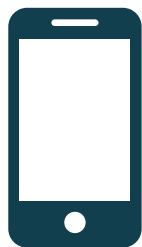
WHAT IT COSTS TO LIVE ON YOUR OWN IN ALABAMA
 Estimated 2017-2018 monthly expenses for a 22 year-old living in Birmingham.

NOTE: Keep in mind that your paycheck will be reduced by about 30 percent to cover taxes, retirement, and insurance. What's left is known as your "take-home pay." Subtract 30 percent from the salaries shown on pages 5 and 6 to get a more accurate take-home amount.

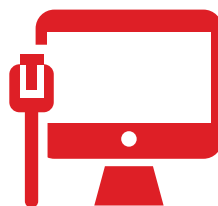
Groceries:
 \$350-\$400



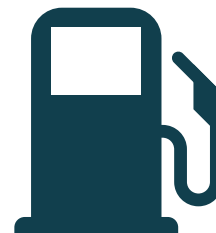
Mobile Phone:
 \$55



Cable and Internet:
 \$80



Gasoline:
 \$100
 (1,000 miles @ \$3.00 per gallon, 30 mpg)



Rent and Utilities:
 \$700-\$850
 (1 Bedroom)



Car Payment:
 \$350-\$450
 (Used 2016)



Car Insurance:
 \$60-\$125
 (6-Month Policy)



Sources:
 RENT: rentbits.com/rb/t/rental-rates/birmingham-al
 CAR: carsdirect.com
 MOBILE PHONE: att.com, verizon.com
 GROCERIES: bestplaces.net
 CABLE AND INTERNET: birmingham.mybriighthouse.com
 CAR INSURANCE: progressive.com
 GAS: gasbuddy.com



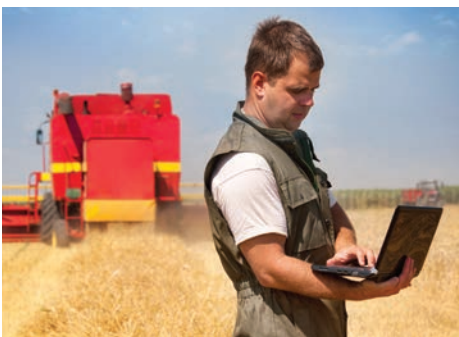
FARMER, RANCHER, OR OTHER AGRICULTURAL MANAGER

Job Description: Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, nurseries, aquacultural operations, timber tracts, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities.

Education:

High school diploma or equivalent

Salary Range: \$65,244 – \$93,762



PURCHASING AGENT

Except Wholesale, Retail & Farm Products

Job Description: Purchase machinery, equipment, tools, parts, supplies, or services necessary for the operation of an establishment. Purchase raw or semi-finished materials for manufacturing.

Education: Bachelor's degree

Salary Range: \$41,187 – \$81,640

5



LANDSCAPING AND GROUNDSKEEPING WORKER

Job Description: Landscape or maintain grounds of property using hand or power tools or equipment. Workers typically perform a variety of tasks, which may include any combination of the following: sod laying, mowing, trimming, planting, watering, fertilizing, digging, raking, sprinkler installation, and installation of mortarless segmental concrete masonry wall units.

Education:

No formal educational credential

Salary Range: \$17,869 – \$30,093



AGRICULTURAL EQUIPMENT OPERATOR

Job Description: Drive and control farm equipment to till soil and to plant, cultivate, and harvest crops. May perform tasks, such as crop baling or hay bucking. May operate stationary equipment to perform post-harvest tasks, such as husking, shelling, threshing, and ginning.

Education:

No formal educational credential

Salary Range: \$17,553 – \$32,337



NONFARM ANIMAL CARETAKER

Job Description: Feed, water, groom, bathe, exercise, or otherwise care for pets and other nonfarm animals, such as dogs, cats, ornamental fish or birds, zoo animals, and mice. Work in settings such as kennels, animal shelters, zoos, circuses, and aquariums. May keep records of feedings, treatments, and animals received or discharged. May clean, disinfect, and repair cages, pens, or fish tanks.

Education:

High school diploma or equivalent

Salary Range: \$17,650 – \$22,785



VETERINARIAN

Job Description: Diagnose, treat, or research diseases and injuries of animals. Includes veterinarians who conduct research and development, inspect livestock, or care for pets and companion animals.

Education:

Doctoral or professional degree

Salary Range: \$55,816 – \$91,918



VETERINARY ASSISTANT OR LABORATORY ANIMAL CARETAKER

Job Description: Feed, water, and examine pets and other non farm animals for signs of illness, disease, or injury in laboratories and animal hospitals and clinics. Clean and disinfect cages and work areas, and sterilize laboratory and surgical equipment. May provide routine post-operative care, administer medication orally or topically, or prepare samples for laboratory examination under the supervision of veterinary or laboratory animal technologists or technicians, veterinarians, or scientists.

Education:
High school diploma or equivalent

Salary Range: \$18,149 – \$27,473



WHOLESALE & RETAIL BUYER
Except Farm Products

Job Description: Buy merchandise or commodities, other than farm products, for resale to consumers at the wholesale or retail level,

including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products. Includes assistant wholesale and retail buyers of non farm products.

Education: Bachelor's degree

Salary Range: \$31,438 – \$63,414



FARMWORKER OR LABORER
Crop, Nursery & Greenhouse

Job Description: Manually plant, cultivate, and harvest vegetables, fruits, nuts, horticultural specialties, and field crops. Use hand tools, such as shovels, trowels, hoes, tampers, pruning hooks, shears, and knives. Duties may include tilling soil and applying fertilizers; transplanting, weeding, thinning, or pruning crops; applying pesticides; or cleaning, grading, sorting, packing, and loading harvested products. May construct trellises, repair fences and farm buildings, or participate in irrigation activities.

Education: No formal education requirement

Salary Range: \$17,481 – \$24,523



FARM EQUIPMENT MECHANIC OR SERVICE TECHNICIAN

Job Description: Diagnose, adjust, repair, or overhaul farm machinery and vehicles, such as tractors, harvesters, dairy equipment, and irrigation systems.

Education:
High school diploma or equivalent

Salary Range: \$27,298 – \$42,273



FARMWORKER
Farm, Ranch & Aquacultural Animals

Job Description: Attend to live farm, ranch, or aquacultural animals that may include cattle, sheep, swine, goats, horses and other equines, poultry, finfish, shellfish, and bees. Attend to animals produced for animal products, such as meat, fur, skins, feathers, eggs, milk, and honey.

Education: No formal education requirement

Salary Range: \$17,574 – \$27,241

ZACH OWENS LOGGING EQUIPMENT OPERATOR

T&B CHIPPING

Graduate of Chilton County High School
Clanton, AL

I drive and operate heavy machinery for my grandfather's company, T&B Logging-Chipping in Clanton, AL. I load/stack logs, pull stumps, as well as drive/operate other heavy machinery for our family's business.

I always liked heavy machinery when I was growing up – construction, logging, roads – didn't matter. I loved those big machines! While I was still in school, I would work summers at my family's logging and chipping business. Soon as I could drive I was working tractors and other equipment on the job. It

is hard work, and you have to put in long days. You also need to have some computer skills, too, as most of today's heavy equipment is computerized. While that means you are pushing buttons instead of working levers and gears, it also means you need to know what buttons to push on which screen and why in order to safely do what you need to accomplish for that task. It's a living, and the harder you work the more money you can make. Safety is a big issue in everything we do here, so you have to be a good team player, follow instructions, be patient at

times, and always be alert and aware of your surroundings. Working with heavy machinery can be a fun job, but you always have to be on top of what you are doing because any kind of accident working with machines this big and powerful can be dangerous.

"It's a living, and the harder you work the more money you can make."

CARSON JONES ELEPHANT BEHAVIORAL INTERN

DENVER ZOO

Graduate of Mountain Brook High School
Mountain Brook, AL

I have a dual role where I participate in standard zookeeping as well as behavioral management research. As a zookeeper, I assist in cleaning, husbandry, and maintenance of the animals and exhibit spaces. I also participate in enrichment and animal training as well as interpreting information about the animals to members of the public. As a

"A true drive & passion for what I do and the important role I play has allowed me to get through more difficult tasks and thrive."

behavioral researcher, I monitor and observe animal behavior to assist in the development of management strategies that mimic the wild and help provide the highest level of welfare for the animals.

During high school, I volunteered over 6,000 hours at the Birmingham Zoo. After high school, I attended the University of Georgia. While there, I worked at a small zoo in Athens as a volunteer for several years. Fortunately, I was able to complete my bachelor's degree in three years. During this time, I also worked with large carnivores at the Birmingham Zoo one summer and even

got to work at the Australia Zoo one summer. After the completion of this degree, I moved to Colorado and am currently working on a degree in Zoo Management from Colorado State University while also working at the Denver Zoo with Asian elephants. Having a true passion for what I do has enabled me to successfully dive in to this career. There are great days and not so great days. It is a job that is both physically and mentally exhausting. But a true drive and passion for what I do and the important role I play has allowed me to get through more difficult tasks and thrive in this career choice.

BETH WESTMORELAND GLOBAL STRATEGIC BUYER

NESTLE

Graduate of Brooks High School
Killen, AL

As a Global Strategic Buyer for Nestle, I procure ingredients for nutritional food products. I manage the global contracts with multiple suppliers across the world. I also work with suppliers to develop partnerships to revolutionize the nutrition, health, and wellness industry.

Ask any of my friends or family and they will tell you I am a problem solver who likes to do things as efficiently as possible. In high school, I thought this problem solver ability was leading me to be a dentist. I was able

to gain a wonderful science foundation in school that prepared me for college. Though I decided the dental field wasn't for me, I used my love for science to learn more about food. This was perfect for me! I combined science, efficiency, and problem solving by studying Food Science and Supply Chain Management at Auburn. A postgraduate internship at Back

"Learning to manage your time is the most important skill you can develop."

Forty Beer Company in Gadsden, AL was the perfect step for me after graduation. I learned that I do love science but prefer to work with people and not in a lab. My job at Nestle lets me incorporate my Food Science background into everything I do. I work every day to create more nutritious, healthy, and delicious foods for all ages to enjoy. The corporate world can be stressful. Learning to manage your time is the most important skill you can develop. I've learned not only to get my job done but also to network and grow myself as a professional.



AARON MURCHISON
LANDSCAPE MANAGER

PURSELL FARMS

Graduate of B.B. Comer High School
Sylacauga, AL

I manage a crew that maintains the grounds and all landscape beds on property, and I oversee contractors on new landscape installation projects. Plus, I do anything else the owners tell me to do!

My sister always said I was lucky that I knew what I wanted to do from the time I was a junior in high school. I found this career in high school, and it supported me through college. I attended Central Alabama Community College and earned an associate degree, and later transferred to Auburn. All I had to do was focus on my goals, but I also knew I needed

to surround myself with good hard-working people. I am an average guy with above average expectations who has grown up around hard work. From the time I could swing a weed eater to present day, I work hard. I have a family that means the world to me, and I will not let them down.

I try to be patient with my employees and

“All I had to do was focus on my goals.”

listen to my bosses. You have to know how to read someone’s personality to know how to deal with them. Some people just know what they want. Others need to be coached into making a decision. Mostly you have to want to be better than the next guy.

DR. STEVE BARRON
VETERINARIAN

SOUTHERN ANIMAL HOSPITAL

Graduate of Charles Henderson High School
Troy, AL

I provide medical and surgical care for multiple species of animals and hope to continue to grow my practice in south Alabama.

I have always enjoyed science and math. I grew up on a farm and have always had a strong love for animals. During high school, I became interested in veterinary medicine.

I attended Troy University and received a BS degree in biology and chemistry. I then attended Auburn University and received a Doctor of Veterinary Medicine. I presently have a mixed animal practice in south Alabama and enjoy my profession. I enjoy the interaction with people and animals and the challenges of medicine. My profession does require a lot of hours and

can be a struggle at times to juggle family. Running a business while also trying to be a veterinarian can be stressful at times and often means having to do multiple tasks, not just care for animals.

“I grew up on a farm and have always had a strong love for animals.”

BO BOYD
STORE MANAGER

SUN SOUTH, LLC

Graduate of Brantley High School
Brantley, AL

I oversee general operations for a John Deere retail store, including preparing yearly budgets, assisting my department managers, and solving employee and customer issues.

I was blessed to have great teachers in high school who truly cared for student success and parents who let me explore opportunities for myself and instilled a hard work ethic. I attended Troy University and took general studies and some entry level business classes, but I dropped out after the death of my brother. It was a hard road to get to where I

am today. You have to respect your customers. They are the ones who give you their business and end up putting food on your family’s table. We have to stay up on the latest advancements in John Deere equipment and technology so we can support our customers and stay ahead of the competition.

What I like best is being involved in all aspects of the business. You have to have a willingness to dive into any problem or challenge, always be willing to do what you would ask anyone else to do, being able to listen to customers

and coworkers, and trusting your team to make decisions on their own.

“What I like best is being involved in all aspects of the business.”



MAKE A PLAN

SIT DOWN WITH YOUR PARENTS AND COUNSELOR AND CREATE A PLAN

Map out an Alabama Education Plan (sample below) based on your interests, strengths, and possible career goals. Your plan outlines the courses and electives you'll take in high school, plus related co-curricular organization and career preparation experiences. Your school counselor or career coach will work with you to determine the learning experiences needed for you to complete your plan, such as using distance learning or earning college credit from your local community college. Below is a sample Alabama Education Plan for you to use as a guide.

SAMPLE EDUCATION PLAN FOR THIS CAREER CLUSTER

GRADE 9	GRADE 10	GRADE 11	GRADE 12
FRESHMAN YEAR	SOPHOMORE YEAR	JUNIOR YEAR	SENIOR YEAR
English 9 Algebra I Physical Science World History *Career Preparedness *LIFE PE **Elective	English 10 Geometry Biology United States History 10 *Health/Elective **Elective **Elective	English 11 Algebra II with Trig Chemistry United States History 11 **Elective **Elective **Elective	English 12 Pre-Calculus Physics US Government/Economics **Elective **Elective **Elective

*Other Required Courses

**Career & Technical Education and/or Foreign Language and/or Arts Education (3 Credits)

AGRICULTURE, FOOD, & NATURAL RESOURCES CLUSTER COURSES

Advanced Agriscience
Advanced Fisheries Technology
Agribusiness Management
Agribusiness Marketing
Agribusiness Technology
Agricultural Communications
Agriscience
Animal Biotechnology
Animal Science
Applied Agricultural Mechanics
Aqua Experience
Aquaculture Science
Aquatic Biology

Arboriculture
Construction Finishing and Interior Systems
Construction Framing
Construction Site Preparation and Foundations
Creative Floral Design
Dendrology
Environmental Management
Equine Science
Fish and Wildlife Management
Floral Design and Interiorscaping
Forestry
Forestry Equipment

Fundamentals of Agriscience
Greenhouse Production and Management
Horticultural Science
Intermediate Agriscience
Introduction to Metal Fabrication
Introduction to Drafting Design
Introduction to Fisheries Technology
Introduction to Masonry
Introduction to Metal Inert Gas/Flux Cored Arc Welding
Introduction to Veterinary Science
Landscape Design & Management
Nursery Production and Management
Plant Biotechnology

Poultry Science
Power Equipment Technology
Residential and Commercial Power Equipment
Residential Landscape Establishment & Management
Residential Wiring
Safety and Health Regulations
Senior Pathway Project-Agriculture, Food & Nat Res
Specialty Floral Design and Management
Sports Turfgrass Production and Management
Two- and Four-Stroke Engines
Urban Forestry
Veterinary Science
Wildland Firefighting and Controlled Fire

CO-CURRICULAR

FFA

WORK-BASED LEARNING

Job Shadowing
Internship

Work Experience
Career Day/Fair

Field Trips
Guest Speakers

GETTING READY

MAPPING OUT YOUR PROGRAM

GRADE 8

- Research your career options based on your interests, talents, and goals.
- Create an Alabama Education Plan (see page 9).

GRADE 9 FRESHMAN YEAR

- Choose a career cluster.
- Do your best work in all your classes. Course selection and grades really do count when you are applying to colleges and training programs.
- Keep a folder or portfolio of your activities, awards, accomplishments, and work experience, and add to it during your high school career.

GRADE 10 SOPHOMORE YEAR

- Continue building the strongest possible academic record.
- Consider taking the ACT if you plan to apply to a two-year college or university in the future.
- Consider taking the PSAT (Preliminary SAT/National Merit Scholarship Test) if you plan to apply to a two-year college or university in the future.
- Use the information in your portfolio to create a resumé.
- Apply for summer jobs, internships, or volunteer activities related to your career cluster.

GRADE 11 JUNIOR YEAR

- Take the PSAT/NMSQT.
- Use resources available at your school (books, online tools, college fairs, etc.) to research postsecondary education options related to your career goals.
- Register to take either the ACT or the SAT I and SAT II Subject Tests. (There are testing dates every month from January through June). Registration deadlines are approximately four weeks before each testing date.
- Apply for summer jobs, internships, and volunteer activities related to your career goals.
- Use studentaid.ed.gov to determine your financial aid eligibility.

GRADE 12 SENIOR YEAR

- In the fall, apply to postsecondary programs and retake any standardized college admissions tests if you would like to improve your score.
- Beginning in October, complete college financial aid forms. Deadlines and required data differ from school to school, so read the instructions carefully.
- In the spring, choose your postsecondary program on the basis of where you have been accepted, costs, etc.
- Continue doing your best work. All schools require a final transcript before making your acceptance official.

COLLEGE PREP: GETTING ACCEPTED

The college admissions process can be stressful and a bit scary, especially if you are the first in your family to apply. Give yourself the best shot at getting into a college program that matches your goals by following these five steps:

1. MAKE THE GRADE

Your grade point average really does count, so do your best work on every assignment, pay attention in class, and participate in group discussions.

2. MAKE A LIST

Before you can apply to college, you have to figure out what you would like to study and what matters most to you (like college location, size, or religious affiliation). Use the college guides in your local library, school library, school counselor's or career coach's office to start making a list of colleges that interest you. Use online tools like collegeboard.org and accs.cc to learn more about each school and take virtual campus tours.

3. GET INVOLVED

Build teamwork and leadership skills by joining career technical student organizations, clubs, and teams at your school, volunteering for service projects, and participating in church or community activities.

4. PLAN FOR TEST

Most colleges want scores from the ACT, SAT, or SAT II tests. See what tests the schools on your list require, sign up to take them in time to include the scores on your application, and then practice the free SAT sample questions at collegeboard.org or sample ACT tests at actstudent.org.

5. BE NEAT AND COMPLETE

Before you send in a college application, double-check your spelling, make sure nothing is missing, and save a copy just in case you have to submit it again.

PAYING YOUR WAY: FINANCIAL AID

Every Alabama student can afford to go to college. It just takes a little planning. Put your college dreams within financial reach by taking these five steps:

1. CONSIDER A COMMUNITY COLLEGE

Alabama's public and private two-year colleges offer an affordable way to earn an associate's degree or complete enough credits to transfer into a four-year school as a junior. Learn more at accs.cc.

2. WEIGH YOUR OPTIONS

Attending one of Alabama's four-year public or private schools cuts travel costs and other living expenses, as compared to attending schools out of state. In addition, public schools offer reduced in-state tuition, and, if there's a college nearby, you can save even more by living at home.

3. RISE TO THE TOP

Apply to a couple of schools at which your grades and accomplishments put you near the top of the typical applicant pool.

4. DO A LITTLE DIGGING

More than one million local, national, and college-specific scholarships are available each year. Ask your school counselor or career coach for help finding printed scholarship resource guides. To find and apply for scholarships online, sign up for the free college scholarship search source achievealabama.org.

5. APPLY FOR AID

Fill out the Free Application for Federal Student Aid (FAFSA) beginning on October 1 of your Senior year. FAFSA forms and instruction booklets are available at your school counselor's office and online at studentaid.ed.gov. Some schools also require the CSS/Financial Aid Profile form (profileonline.collegeboard.org), and others have their own financial aid forms. Carefully read each college's application to know what forms you need to submit and when.



AGRICULTURE, FOOD & NATURAL RESOURCES



ARCHITECTURE & CONSTRUCTION



ARTS, A/V TECHNOLOGY & COMMUNICATIONS



BUSINESS MANAGEMENT & ADMINISTRATION



EDUCATION & TRAINING



FINANCE



GOVERNMENT & PUBLIC ADMINISTRATION



HEALTH SCIENCE



HOSPITALITY & TOURISM



HUMAN SERVICES



INFORMATION TECHNOLOGY



LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY



MANUFACTURING



MARKETING



STEM



TRANSPORTATION, DISTRIBUTION & LOGISTICS

CLUSTER PATHWAYS

General Agriscience

Agriconstruction

Power Mechanics

Animal Systems

Plant Systems

Floral Design

Agribusiness Systems

Environmental and Natural Resources Systems

Aquaculture

POST SECONDARY LEARNING

COMMUNITY COLLEGE

4-YEAR COLLEGE/UNIVERSITY

WORK-BASED LEARNING

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