

# Julie E. Young

1914 Maple Leaf Dr.  
Windermere, FL 34786  
407-234-3995

[julie@julieyoungeducation.com](mailto:julie@julieyoungeducation.com)

---

## SENIOR EXECUTIVE CEO / ENTREPRENEUR / EDUCATOR

---

**Founded the world's first statewide virtual education and online school that serves as the global leader and model for public and private education providers worldwide.**

**Provided leadership for Florida Virtual School for 17 years, from the launch of the first-ever public virtual school system to a diversified virtual education provider, growing from 77 students to more than 2 million students worldwide.**

**Launched various innovative and new virtual school service businesses including international programs and a performance-based business model.**

---

Uniquely qualified senior executive and innovative leader with more than 30 years of experience in leadership, instruction, technical training, senior management, and consulting in the education industry. As founding CEO of Florida Virtual School, exhibited strong leadership skills with a proven track record for building teams and motivating others at all levels of the organization toward the achievement of organizational goals and objectives. Provided strategic direction to the leadership of the world's first virtual school system, realizing consistent growth throughout the enterprise and exceeding \$240 million revenue.

- Leadership Development
  - Performance & Quality
  - P&L Management
  - Budget Planning
  - Developing New Business
  - Strategic Planning
  - Positioning Companies
  - Leading Change
  - Technology Innovation
  - Staff Development
  - Customer Satisfaction
  - Public Policy Leadership
  - Local, State, and Federal Public Affairs
  - Forming Strategic Alliances
  - Negotiating and Closing Deals
  - Organic Business Growth
  - International Business
  - Franchise Business
  - Public Speaking
  - Educational Leadership
- 

## PROFESSIONAL EXPERIENCE

### FLORIDA VIRTUAL SCHOOL

**1997-June 2014**

#### **President and CEO / Principal / Senior Administrator**

Provided executive leadership for this unique public/private enterprise for 16 years, consisting of a statewide public school district, domestic educational service provider, and international service provider, from the conception of a grant to launch a new virtual education program, to the leading provider of virtual K-12 educational services around the world.

#### Entrepreneurial Leadership / New Business Start-Up

- Appointed in 1996 to administer a grant program for virtual education that would eventually be the framework for Florida's statewide virtual education school district

- Worked with Governor Jeb Bush and the Florida Legislature to develop the first ever statewide virtual school district – Florida Virtual School (FLVS)
- Led FLVS to its position as the perennial global leader in virtual education

#### Vision, Strategy & Planning

- Grew FLVS from 77 students in 1997 to over 2M world-wide by 2013
- Worked successfully with local, state, and federal officials to develop legislation, policy, and initiatives to develop the framework and grow virtual education into a thriving option for students and parents
- Provided leadership for the creative design and development of award winning virtual curriculum
- Launched the Momentum Conference providing vision, planning and staff development for the 2,000 teachers throughout the enterprise
- Launched a Foundation for developing additional financial resources to support student access and professional development
- Sought after keynote speaker for leadership, education, and technology at meetings and conferences around the world

#### Operational Excellence

- Led strategic innovation and direction for an organization of more than 2,000 teachers and staff
- Strategically implemented new systems for hiring, student management, course development and system support
- Developed instructional practices and support to obtain the best possible Advance Placement (AP) and End of Course Exam Test Results
- 2013 AP Exam results show FLVS students outperformed the Florida overall average by 13 percent and exceeded the national and overall averages by 3 percent in comparing the 16 AP courses offered by FLVS:
  - Florida Virtual School (FLVS®) Part Time students performed higher than the state average on all four state-created End-of-Course (EOC) exams – Algebra I, Geometry, Biology and U.S. History
  - Based on the Spring 2013 EOC assessment results provided by the Florida Department of Education, FLVS Part Time students performed higher than the state average on the Algebra I EOC assessment by 20 percent, on the Geometry EOC assessment by 24 percent, and on the Biology EOC assessment by 3 percent. Florida Virtual School Full Time students performed higher than the state average on the Algebra I EOC assessment by 1 percent and on the Biology EOC assessment by 4 percent. FLVS FT students performed statistically as well as the state overall average in Geometry with scores only two percent lower

#### Financial Performance

- Consistent growth with outstanding performance in public fund stewardship and commercial revenue development
- Grew the enterprise to revenue of \$240 million at its peak
- Implemented the nation's first performance based funding model for K-12 education

#### Business Development

- Design and development of online learning products, recognized as a global leader in innovative curriculum
- Developed educational services organization that served school districts in all 50 states in the US
- Launched an international service organization that serves schools in 68 countries worldwide

**IBM****1992 - 1994****Education Instructional Specialist**

- Official company consultant and trainer for Teaching and Learning with Computers (TLC) courseware products
- Assisted 15 schools in the design and implementation of technology plans, providing onsite support, training and mentoring
- Designed and delivered training for more than 25 software applications, focusing on technology integration and blended learning
- Responsible for training outside IBM consultants
- Conducted marketing and product education consulting

**ORANGE COUNTY, FLORIDA, TILDENVILLE ELEMENTARY****1996 - 1997****LEE COUNTY, FLORIDA, PINEWOODS ELEMENTARY****1994 - 1996****Assistant Principal**

- Designed and implemented the technological strategic plan, infrastructure, pedagogy and curriculum selections for the school
- Participated in building, staffing and opening new school facility
- Provided coaching, evaluations and administration for staff
- Coordinated all volunteer efforts for the school
- Novell network managers

**LEE COUNTY, FLORIDA****1981 - 1991****Curriculum Technology Specialist**

- Designed and developed tech-related strategies and training for teaching and behavioral management
- Responsible for monitoring 950 students' progress
- Managed curriculum for the entire staff and served as a liaison between parents, staff and administration
- Facilitated a \$500K Pilot technology plan with hardware research and software solutions, determined purchases based on school goals and needs, and conducted more than 100 site visits from schools around the globe over a two-year period
- Featured as a global international reference site for IBM
- Became a technology leader and model for the Lee County School District

**Classroom Teacher**

- Taught grades three through seven
- Highly respected by peers, parents, and students
- Served in a variety of leadership roles

**EDUCATION**

**University of South Florida, MEd,  
Administration and Supervision**

**University of Kentucky, BA,  
Elementary Education**

## **PUBLICATIONS**

- "Online Learning 101: Starting a Virtual School and Its Challenges," Pioneer Institute White Paper (Preface), February 2013
- "Julie Young is a Principal Entrepreneur," Florida Trend, September 2011
- "Building Exemplary Schools for the 21st Century," Syllabus High School, March 2000
- "The CyberFace of Tomorrow's Schools," NASSP The High School Magazine, September 1998
- "Models of Virtual Schooling," IBM Global Education, October 1999
- "Florida's Virtual High School," Basic Education, January 2000
- "Online High," Success In Our Schools/IBM Magazine, Fall 1998
- "Virtual Schools - A Growing Realty," Schoolhouse Options, Duke Gifted Letter, Volume 6, Issue 3, Spring 2006
- "The Virtual Reality of Flexible Learning Options," Daytona Beach News Journal, Editorial
- "Five Ways of Being an Online Instructor," Kentucky Virtual School's Statewide Newsletter
- "No Limits on Learning for Middle and High School Students," Distance Learning Today, April 2007
- Keeping Pace Report – 6 year contributor

## **AWARDS**

- FDLA Pioneer in Distance Learning Award, 2013
- Orlando Business Journal's Women Who Mean Business Award, 2013
- Florida Safety Council's Gold Star for Safety Award, 2013
- Girl Scouts of Citrus Council Women of Distinction in Central Florida Award, 2012
- Dr. Carlo Rodriguez Champion of School Choice Award, 2012
- Florida Diversity Council's Multicultural Leadership Award, 2012
- IMS Learning Impact Award, 2012
- iNACOL Outstanding Individual Contributor, 2011
- Harold W. McGraw, Jr. Prize in Education, 2011
- Featured in Digital Learning's Converge 2011 Yearbook Top 50 Innovators
- Named Technology & Learning Top 30 Influencers in Ed Tech, 2010
- CODiE Award, 2010
- CODiE Award, 2009
- USDLA Best Practices Award (Also awarded in 2000, 2002, 2003, 2005, 2007)
- Better Government Award, 2008
- EdNet Impact Award, 2007
- EdNet Pioneer Award, 2006
- Excellence in IT Leadership from IT Florida, 2004
- Business Week "Top 50 WebSmart Organization", 2003
- Center for Digital Education – In the Arena Award, 2002
- Global Alliance for Transitional Education, Medallion of the Alliance Award, 2002
- Tech-Savvy Superintendent Award, e-School News, 2002
- United States Distance Learning Association, Hall of Fame, 2002
- Net Day Hero Award, 2001
- Canadian Association Distance Education, 2000

### **CURRENT BOARD APPOINTMENTS**

- International North America Council for Online Learning (iNACOL), 2003 - present
- USDLA, 2009 – present; Past Chairman
- WGU Council, 2012 – present
- GROM Social Advisory Board, 2013 – present
- Roper YMCA Board, 2014 - present
- GoGo Labs, 2014- present
- DreamBox Advisory Board, 2014 - present

### **PROFESSIONAL MEMBERSHIPS**

- National Association of Secondary School Principals
- International North American Council for Online Learning (iNACOL)
- United States Distance Learning Association (USDLA)
- International Society for Technology in Education