Directory of STUDENT ENGAGEMENT AND SUCCESS (formerly DROPOUT PREVENTION BENCH)

October 2025

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	Reach One & Teach One
	Stepping in the Right Direction
	StudentNest, Inc.
	Southern California Learning Corp dba Sylvan
	The Village Nation

A. INTRODUCTION

The District issued a Request for Proposals (RFP) with the goal of assembling a "bench" of vendors to implement a Student Engagement and Success Program (Formerly Dropout Prevention Bench) to deliver student engagement and dropout prevention services to elementary and secondary students, which includes mentoring, positive behavior support, and case management.

Nine (9) professional firms currently provide an array of services in their areas of expertise.

B. ACCESSING THE CONTRACTS

Principals, Administrators and other responsible staff should review the selection of approved vendors to obtain information on programs, scheduling, and pricing. Pricing should be within the guidelines contained within this directory.

Ariba Purchase Requisitions (PR) must reference the Vendor Number and Contract Number listed in this Directory.

The product category for this contract is **96102 – Professional Services**. This product category must be used when creating the PR in order for the PO to reference the Contract.

Please direct questions or requests for assistance with this process to the Buyer assigned to your region.

Step-by-Step Instructions

1. Contact a vendor that offers the services of interest to you. Obtain a quote, scope of work, and a timeline (or delivery schedule). If the services will occur over multiple weeks or months, include an invoice as well.

2. Create a Purchase Requisition using product category 96102. Reference the Vendor Number and Contract Number listed in this Directory. Be sure to attach the quote, scope of work and timeline.

3. Once the vendor confirms they have received the PO, they may begin providing services.

C. LIST OF PROVIDERS FOR STEM/STEAM ENRICHMENT AND SUPPLEMENTAL PROGRAMS

Firm Name	Contract Number	Vendor Number	Contact Email
Boys & Girls Clubs of Burbank and Great East Valley	C9862	1000018733	ShannaWarren@bgcburbank.org
Boys & Girls Clubs of Carson	C9863	1000001715	krichards@bgccarson.org
Communities In Schools of Los Angeles (CISLA)	C9865	1000003399	eroldan@cislosangeles.org egarcia@cislosangeles.org
EduCare Foundation	C9866	1000000536	jill@educarefoundation.com
Reach One & Teach One	C9867	1000023996	reach1teach12022@gmail.com
Stepping in the Right Direction	C9868	1000017443	nicole@steppingintherightdirection.com
StudentNest, Inc.	C9869	1000017440	cjoshi@studentnest.com mjoshi@studentnest.com
Southern California Learning Corp dba Sylvan	C9871	1000002376	sarahall@sylvansocal.com
The Village Nation	C9873	1000002566	info@thevillagenation.com

D. OVERALL STATEMENT OF WORK

Reducing chronic absenteeism and achieving 100% graduation are key goals in LAUSD's Local Control and Accountability Plan (LCAP). Los Angeles Unified is committed to realizing excellence for all students by providing a unique, rigorous, and culturally relevant education that every student deserves, ensuring they graduate college- and career-ready.

A key component of this Initiative's focus is on academic support, mentoring, positive behavior support, and case management.

1.0 Elementary and Secondary Schools (Middle and High Schools)

2.0 Requirements

- Improve graduation rates
- Improve grades
- Improve behavior
- Reduce tardiness
- Reduce Chronic absenteeism
- StudentData Protection Compliance including compliance with the Family Educational Rights and Protection Act (FERPA)
- Services may take place before or after school and will be determined at the school site level with approval from the school administrator.
- Parent and student consent will be required to share student contact and academic information to support program needs.

3.0 Suggested Program Components

Program Components	Suggested Services
• **Site administration support:** To ensure that the program is well-integrated within the school's leadership structure, with a focus on student success, attendance and dropout prevention.	• **Regular meetings with school leadership:** Facilitate coordination between the dropout prevention program and school administrators (e.g., principals, assistant principals) to ensure alignment with school policies and goals.

	• **Program oversight and reporting**: Administrators should be provided with regular updates on program progress, student outcomes, and feedback from teachers and staff. • **Collaborative goal setting**: Help school leadership define clear and measurable goals related to reducing dropout rates, improving attendance, and enhancing academic achievement.
• **Tutoring:** To provide targeted academic support to students who need help improving their grades or understanding specific subjects.	• **One-on-one tutoring:** Provide personalized academic support in subjects like math, reading, science, or social studies. • **Group tutoring sessions**: Offer small group tutoring for students working on similar subjects or assignments.
• **Academic Counseling:** To help students understand their academic strengths and weaknesses, set goals, and develop strategies to succeed in school.	• **College and career counseling**: Offer guidance on postsecondary education options, including college applications, financial aid, and vocational training. • **Individual academic counseling sessions**: Provide personalized advice on course selection, time management, and setting academic goals. • **Progress monitoring**: Regular check-ins to assess academic progress, discuss challenges, and provide additional support or interventions.
• **Goal Setting:** To encourage students to create actionable, realistic goals that promote attendance/academic achievement and personal growth	• **Regular goal-setting check-ins**: Set up periodic meetings where students review their progress toward their goals, adjust timelines, and refine strategies for success. • **Develop SMART goals**: Teach students how to create Specific, Measurable, Achievable, Relevant, and Time-bound goals related to their

	attendance/academic and personal development.
• **Role modeling:** To provide students with positive examples of perseverance, attendance/academic dedication, and success.	• **Mentorship programs**: Connect students with school site staff mentors • **Peer role models**: Create a system where senior students or student leaders' mentor younger students, showing them how to navigate high school successfully
• **After –school/Extended day programs:** To provide students with a safe and productive environment after regular school hours, offering both academic and extracurricular enrichment.	• **Enrichment activities**: Offer activities such as arts, sports, music, or clubs that keep students engaged and encourage personal development. • **Homework help sessions**: Create structured after-school sessions where students can complete homework with academic assistance.
• **School spirit/sense of belonging:** To foster a positive school culture where students feel valued and connected to their school community.	• **School-wide events**: Organize events like pep rallies, spirit weeks, and cultural celebrations that promote school pride.
• **Family outreach/involvement:** To engage families in the educational process, ensuring they are active participants in their child's academic journey.	• **Family nights**: Host events where families can engage with school staff to learn more about available resources and support their child's education. • **Parent workshops**: Provide sessions for parents on topics such as supporting student learning at home, understanding school policies, or dealing with adolescent behavior.

• **Extracurricular activities and support:** To offer students opportunities for personal development and leadership outside of the classroom.	• **Sports teams**: Organize intramural or competitive sports teams to promote teamwork, physical fitness, and school spirit. • **Art, drama, and music programs**: Provide creative outlets for students through art clubs, drama productions, or music ensembles.
• **Positive Behavior/ Restorative Practices:** To create a positive, supportive environment where students are encouraged to act responsibly and respectfully, and conflicts are resolved constructively.	• **Restorative justice circles**: Implement restorative circles where students can openly discuss conflicts, repair harm, and rebuild relationships. **Behavior support programs**: Develop a clear system of positive behavior reinforcement and ensure that students are recognized for exhibiting positive behaviors.

4.0 Deliverables

a. **Work Plan and Service Delivery**: Develop a detailed work plan outlining the approach for both in-person or virtual service delivery, as applicable, to ensure flexible and accessible support.

b. **Attendance Monitoring**: Regular tracking of student attendance to identify patterns, monitor engagement, and ensure timely interventions when necessary.

c. **Academic Performance Tracking**: Track student progress by monitoring passing grades, A-G status/course completion identifying trends, and intervening as needed to support academic success.

d. **Progress Reporting and Data Analysis**: Provide monthly or quarterly reports to school site that summarize individual student performance, including tracked attendance, grades, assessments, and interventions. These reports will also include a comprehensive analysis of student progress, highlighting achievements, challenges, and outlining strategies for continued academic success and improvement. Provide an annual report to school site and Sponsor on student progress, highlighting achievements, challenges, and outlining strategies for continued academic success and improvement.

D. SUMMARY OF SERVICES AND PRICES

EXHIBIT A
STATEMENT OF WORK

PROGRAM COMPONENTS:

The Boys & Girls Club of Burbank and Greater East Valley's vision is to provide a world-class Club Experience that assures success is within reach of every young person who walks through our doors, with all members on track to graduate from high school with a plan for the future, demonstrating good character and citizenship, and living a healthy lifestyle. It is our goal to provide free services to disadvantaged and underserved youth on the campuses of elementary schools, middle schools, and high schools in Local Districts West and North of the Los Angeles Unified School District (LAUSD).

Facilities: As programs will be implemented on the campuses of Student Engagement and Success partner schools, the Club is mindful of the shared space with faculty and administration. We will work closely with the school administration to identify adequate space on campus to implement our comprehensive program. Staff will work to ensure the program provides a safe and nurturing environment that supports the developmental, social-emotional and physical needs of all students.

Student Supervision: The Burbank Club will maintain the following staff to student ratios to ensure a safe program with appropriate supervision and program management:

- One (1) staff for every ten (10) TK-K students
- One (1) staff for every twenty (20) 1st to 12th grade students

Program Offerings: Through the Student Engagement and Success program the Burbank Club will work with the school, students, parents, and community to develop and implement a comprehensive dropout prevention program that supports the identified needs and interests of the students and the school.

Schools can select from the following Burbank Club Student Engagement and Success programs:

- College Bound Program
- STEM Program
- Psychomotor
- Social-Emotional Learning (SEL) Program
- Substance Use Prevention Assemblies
- Opioid/Substance Abuse Workshops
- Substance Abuse Prevention/Social Emotional Wellness Teen-Led Dialogue Sessions
- After-school Program
- Community Family Nights

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The Boys & Girls Club of Burbank and Greater East Valley's proposed Student Engagement and Success programs support the following Scope of Work Program Components:

COMPONENT	BURBANK PROGRAM(S)	SERVICES OFFERED
Site Administration Support	All Burbank Programs	● The Burbank Club will work closely with its partner schools to coordinate activities, ensure alignment with school goals and policies, and support the needs of the school, its students, and families. ● Club staff will work with the school's leadership to collaborate on goal setting. ● Club staff will meet regularly with school administration and provide progress reports and updates on student outcomes and feedback from parents, teachers, and staff.
Tutoring	After-school Program	● The Club will offer one-on-one and small group tutoring
Academic Counseling	College Bound	Through its College Bound Case Management the Club offers: ● College and Career Counseling ● Individual Academic Counseling Sessions ● Progress Monitoring
Goal Setting	All Burbank Programs	● Staff work with students to develop goals, track progress towards their goals, and make adjustments along the way.
Role Modeling	All Burbank Programs College Bound SEL Mentoring Substance Abuse Prevention/Social Emotional Wellness Program	● All Club staff serve as positive role models for students. Additionally, our leadership programs (Keystone and Torch Club) develop students to serve as role models to their peers. ● College Bound Mentoring guides students on their college and career path ● SEL Mentoring focuses on building meaningful youth-adult relationships to empower students and support their personal growth ● Teen-Led Dialogue sessions provide positive role models and peer mentoring
After-school/ Extended day programs	After-school Program	● Daily enrichment activities ● Daily homework help sessions

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COMPONENT	BURBANK PROGRAM(S)	SERVICES OFFERED
School Spirit/Sense of Belonging	All Burbank Programs After-school Program Substance Abuse Prevention Program	● All Club staff create environments that are welcoming and supportive to create a sense of belonging for all students ● Cultural celebrations and recognition events celebrate students heritage and accomplishments ● Substance Use Prevention Assemblies bring students together around healthy and positive decision making
Family Outreach/ Involvement	College Bound Substance Abuse Prevention Program	● College Bound Parent Workshops ● Community Family Nights
Extracurricular Activities and Support	After-school Program	● Sports Teams and Physical Fitness Activities ● Arts ● Performing Arts
Positive Behavior/ Restorative Practices	All Burbank Programs	All Staff provide positive behavior support using best-practices in youth development

College Bound Program: *College and Career Readiness*

Our College Bound program offers a customizable, high-quality, and outcome-driven College and Career Readiness program designed to guide high school students toward achieving their college and career goals. The program equips students with the tools to thrive through each educational stage— high school, and college—and helps them transition smoothly through critical milestones. It also empowers parents with the knowledge and skills to support their children's success during these pivotal years. Programs are crafted to ensure high school graduation and encourage the pursuit of post-secondary education, with a special focus on first-generation college students. Youth are also prepared for success in today's workforce through career exploration, job skills development, and career mentoring. College Bound delivers a comprehensive range of college access services and career preparation for both students and parents. Our comprehensive offerings are designed to equip high school students with the academic, life, and career skills needed for high school, college, and beyond.

College Bound uses diverse methods to address the unique needs of different grade levels and student/parent populations. For high school students, the program offers College Exposure, Readiness, and Access workshops, along with hands-on college exploration activities. High school students benefit from academic case management to support their individual progress. High school programming expands to include test preparation, college and financial aid (FAFSA) application assistance, scholarship guidance, college exploration, and workforce development workshops. These sessions enhance students' understanding of post-secondary options, the college application process, and the resources available to support their journey. Additionally, workshops and case management help students build critical life skills that will benefit them in school, at home, and in their careers.

Career exposure and preparation activities give students insight into various career fields, along with the educational pathways necessary to pursue those careers. These activities also develop essential workforce skills. Parent workshops, available at all levels, provide parents with the tools and knowledge to better support their children's educational and college aspirations. All workshops and

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activities are designed to be engaging and appropriate for each age group and grade level, ensuring every student and parent gains valuable insights and support.

Through the Student Engagement and Success Program, schools can select from the following Burbank Club College Bound Program offerings.

- ***College Bound Mentoring/Case Management***: The Club's Mentoring/Case Management Program is designed to create a lasting, positive impact on the lives of young people, regardless of their backgrounds or life circumstances. By focusing on building meaningful youth-adult relationships, we strive to empower students and support their personal growth. The program aims to achieve the following objectives:
    - Provide a safe, inclusive, and supportive environment
    - Foster strong, supportive youth-adult partnerships
    - Promote positive youth development through skill-building, goal-setting and social emotional development.

The Club offers College Bound Mentoring/Case Management for high school students. The program begins with an initial assessment conducted by our case managers, which evaluates the risk factors and specific needs of each student. Based on the assessment, students are matched with a mentor who is best suited to provide the necessary support. Mentoring/Case Management sessions are one hour.

This is an extensive range of college-preparation programming and personalized academic case management to support high school students on their path to post-secondary success. Bound/Mentoring on school campuses during the day or
afterschool for between 1-4 hours a day and up to 3 days a week depending on the needs of the school. The program duration is up to 12 weeks or a school semester for up to 20 students.

Academic Case Management provides high school students with individualized academic case management and support. Case Managers closely monitor academic progress, help students develop and follow a personalized four-year graduation plan, and assist in creating higher education and career plans. They also refer students to additional support services as needed. For 12th graders, Case Managers provide crucial guidance through the college application process and offer support with FAFSA, Cal Grant, scholarship opportunities, and Dream Act applications.

- ***College Bound Workshops:*** The Club offers a variety of College Bound workshops tailored to align with the unique goals and interests of high school students and their parents, ensuring comprehensive support throughout their journey toward college and career readiness. College Bound Workshops are customizable workshops that address the specific needs of high school students, covering topics such as an introduction to California's higher education institutions, creating a four-year plan for high school graduation, SAT/ACT registration, completing college applications, financial aid, scholarships, resume reviews, and personal statement preparation. Each workshop runs between 1 to 1.5 hours.

Schools can select from the following workshop series:

    - SAT Prep Series is a 12-week SAT preparation course helps 10th and 11th graders excel in their SAT exams. This series includes nine 2-hour test prep classes and three practice tests to help students improve their scores and feel confident on test day.

    - Workforce Development Workshops prepare high school students for success in the workforce by building essential workplace skills. Schools can select from topics such as resume writing and building, interview techniques, job application completion, internship access, vocational training, communication skills, time management, goal setting, and financial literacy.

    - College Bound Parent Workshops are offered to guide parents and caregivers of

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high school students. It covers topics such as the college application process, paying for college, and completing the FAFSA. For families of students who would be the first generation to go to college, these workshops reduce the fear of the cost and requirements of the college application and admission process. It helps parents/caregivers better understand and navigate the daunting and oftentimes confusing path to and through college. These workshops, which run 1 to 1.5 hours, are held during evenings to accommodate parent schedules, with bilingual options available as needed. Each workshop can host up to 30 parents.

STEM Program

The Club's STEM (Science, Technology, Engineering, and Mathematics) Program is an academic enrichment initiative that brings together these core subjects, bridging the gap between classroom learning and real-world application. Designed for 3rd through 8th graders, the program focuses on hands-on, project-based learning that fosters collaboration, creativity, and critical thinking skills. By engaging students with interactive STEM activities, the program helps raise proficiency in math and science and prepares students to navigate a world increasingly driven by technology.

The STEM Program consists of two modules: one for elementary students (3rd and 5th grades) and one for middle school students (6th to 8th grades). Each module runs for 12 weeks and serves 20 students per cycle, providing opportunities to explore various STEM fields. If there is higher demand, we can potentially accommodate more students by increasing staff support to maintain the quality of instruction and engagement. Schools can choose from a wide range of age-appropriate programs and activities, which include:

- STEM Workshops – These weekly hands-on learning sessions immerse students in innovative real-world projects, sparking their curiosity and passion for STEM. Activities are based on real-world topics that align with Common Core State Standards, ensuring relevance and encouraging the development of critical thinking, problem-solving, and teamwork skills.

- STEM-Focused Programs - Schools can select from a variety of STEM focused programs that run over a course of 6 weeks. These include:
    - *Robotics Program* – The students explore technology by building robots, gaining a better understanding of engineering principles and processes in a fun, interactive environment.
    - *DIY STEM* – This hands-on curriculum connects students to everyday science themes, linking theory to real-world application. Students are guided through activities that help them recognize the science behind their daily experiences.
    - *Digital Media* – Aimed at middle school students, this program introduces them to digital media and art through tools like Adobe Photoshop and Premiere Elements. Students develop the skills needed to create professional-grade media content.
    - *Hour of Code* – Middle school students are introduced to coding fundamentals through online modules that connect coding principles to algebraic concepts. Students learn about strings, functions, and other coding basics in a way that makes these abstract concepts more accessible.

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- *Chess for Critical Thinking* –Students will be introduced to the Chess program which promotes strategic thinking, problem-solving, and analytical skills. By learning to think several steps ahead and anticipate their opponent's moves, students sharpen cognitive abilities that directly apply to STEM fields, especially in areas like logic and mathematics.

Through our STEM offerings, students gain the opportunity to dream and discover through innovative STEM learning. They are exposed to a variety of STEM careers, broadening their understanding of future possibilities. The Program provides access to cutting-edge technology and advancements in STEM fields, keeping them engaged with current and future trends. Our Club's STEM Program supports District goals of improving student engagement, raising math and science proficiency, and preparing youth to be college and career-ready. By providing equitable access to engaging STEM opportunities, students develop critical thinking, creativity, and collaboration skills that will serve them throughout their academic journey and beyond.

Psychomotor Program

Since 2023 our Club has provided our Psychomotor program on LAUSD School campuses during the school day. The Club has provided our Psychomotor Program at schools to include Monlux Elementary, Lanai Elementary, Mountain View Elementary; St. Patrick's Catholic School and we continue to receive several requests to bring it to their campus. The Psychomotor Program emphasizes the connection between cognitive functions and physical movement. It focuses on developing physical skills such as coordination, dexterity, strength, and speed, while enhancing fine and gross motor skills through activities that require precision and movement. Sports and dance are key components that engage and refine these gross psychomotor abilities. Through the Program, we introduce elementary-aged students to a wide range of sports, including basketball, soccer, volleyball, kickball, and tennis, with additional sports based on each school's needs and preferences. By offering diverse options, we ensure every student finds an activity they enjoy, helping them build physical fitness and motor skills in a fun, supportive environment.

Typically, the program runs from September through May, though the exact duration is tailored to the needs of each school. The Club provides trained Psychomotor Coaches to implement the program during the school day to provide physical education. As a part of psychomotor, our staff are able to support with the schools recess as the skills learned during their psychomotor period support students in learning how to safely engage in group games they have learned in psychomotor such as but not limited to basketball and soccer Our Coaches are trained youth development professionals. Our Coaches implement the Boys & Girls Clubs of America's Triple Play: Mind, Body, and Soul curriculum to foster physical health, social-emotional learning, and conflict resolution skills. Through engaging, hands-on activities, students develop leadership abilities and are encouraged to pursue academic success even on the playground. The curriculum is designed for students in grades TK/K through 5th. A dynamic wellness program, it is designed to help youth create opportunities to take charge of their personal health and wellness. It promotes the importance of physical activity and proper nutrition through the program's three components: body, mind, body and soul.

- Body (Daily Challenges) - The "Body" component encourages physical activity through a variety of daily changes (games, cooperative exercises, and sports) that promote fitness. Students build their physical abilities, boost their confidence, and gain the motivation to maintain a healthy and active lifestyle. It provides an intentional focus on physical literacy:
  - Ability – Increasing capability in basic movement skills and overall fitness;
  - Confidence -the knowledge of the ability to play sports or enjoy other physical activities and

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  - Motivation- the intrinsic enthusiasm for physical activity for members to be physically active for life.

- Mind (Healthy Habits) - The "Mind" aspect, Healthy Habits, centers on making healthy lifestyle choices. Thes component addresses the ways an individual's health behaviors are influenced by personal beliefs and exposure to positive modeling. In addition to nutrition education, activities focus on helping youth assess, practice, identify, consider, and recognize health behaviors and messages. Through interactive and practical activities, students develop the knowledge and skills to maintain healthy eating patterns and overall physical wellness. This component builds a foundation for lifelong healthy habits.

- Soul (Social Recreation) - The "Soul" component emphasizes social and emotional development, or the social, cognitive, and behavioral skills that youth need to be healthy and productive. There is an explicit focus on emotional regulation, healthy relationships (with self and others), and responsible decision-making. It fosters social-emotional development through group-based, cooperative activities. These exercises help students build strong interpersonal connections, grow in self-confidence, and develop the skills necessary to make responsible and healthy choices throughout their lives.

Our Psychomotor program delivers on the belief that whole child health fosters young people's ability to gain diverse knowledge, skills, and protective factors that enable them to overcome barriers and thrive in adulthood. Through fun and engaging activities, the program delivers health education and programming that promotes the importance of physical activity and proper nutrition. It also focuses on the underlying causes that negatively impact health by enabling youth to develop life-long skills that are foundational to their present and future success. Through participating in psychomotor, youth also improve their teamwork and communication skills by engaging in team sports.

Research shows that Social Determinants of Health, or environmental factors (where you live, work, learn, play), have a profound impact on overall development and future health.
Adolescents are particularly sensitive to negative social and environmental conditions. Youth who grow up in communities where there's an abundance of negative environmental factors and social/economic barriers are at a higher risk for negative health outcomes in adulthood. As a result, it's even more critical that youth develop the necessary skills to protect against these negative factors and create positive opportunities for themselves and future generations.

Social-Emotional Learning (SEL) Program

The Club offers a comprehensive Social-Emotional Learning (SEL) program designed to support students in making informed decisions, particularly around opioids and substance abuse. Our program provides mentorship/case management services, and resources to both students and parents, ensuring that families remain informed and can effectively support their children. The SEL program is offered to students from grades 6th through 12th and to continuation school students, with tailored resources and activities for each age group.

As an integral part of the LAUSD community, the Boys & Girls Club of Burbank and Greater East Valley plays a pivotal role in addressing the opioid and substance use crisis. Through a holistic, trauma-informed approach, we focus on prevention by:

- Providing high-quality youth development programs
- Promoting a whole-child health approach

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- Implementing trauma-informed staff practices to support youth development
- Strengthening community partnerships to further substance use prevention efforts

Our Club is well-prepared to support the District's Substance Use Awareness Week and Prevention Programming across multiple school campuses where we operate. These efforts include a range of engaging and informative activities.

SEL Mentoring/Case Management
The Club's SEL Mentoring/Case Management is designed to create a lasting, positive impact on the lives of young people, regardless of their backgrounds or life circumstances. By focusing on building meaningful youth-adult relationships, we strive to empower students and support their personal growth.

Our program aims to achieve the following objectives:
- Provide a safe, inclusive, and supportive environment
- Foster strong, supportive youth-adult partnerships
- Promote positive youth development through skill-building and goal-setting

Our Club offers mentoring services to students in grades 6th through 12th during, after school and for students in continuation school. The program begins with an initial assessment conducted by our case managers, which evaluates the risk factors and specific needs of each student. Based on the assessment, students are matched with a mentor who is best suited to provide the necessary support. Mentoring/Case Management sessions are one hour.

The program provides each student with tailored support based on assessed risk factors. Our mentoring program has two tracks. Track 1 students who have less risk factors receive wraparound support services. For students identified with higher risk factors and are placed in Track 2, we provide intensive case management, which includes meeting with their case manager/mentor at least three times a month. This structured, personalized approach ensures that students receive the level of support they need to overcome challenges and thrive. The mentorship program typically runs for six months, with the possibility of extensions based on the student's ongoing needs and progress.

Parental or guardian consent is required for all students participating in the mentorship program. This involvement ensures that families are aware of and engaged in their child's development throughout the program.

By focusing on individual needs and creating strong mentor-student relationships, our Mentoring/Case Management Program helps students build resilience, develop essential life skills, and achieve their personal goals.

Offerings to Address Opioid and Substance Use
In addition to the SEL Mentoring and Case Management the Club offers the following to address opioid and substance use:

- Substance Use Prevention Assemblies are large-scale school-wide events that bring in dynamic speakers and presentations to educate students on the risks of substance use, the power of peer pressure, and the importance of making healthy choices.

- Opioid/Substance Abuse Prevention Workshops provide students with information and increase their knowledge and resilience to make positive life choices.

- Community Family Night on Substance Use Prevention is an evening event designed to bring families together, providing expert talks, interactive activities, and valuable

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resources that empower parents to support substance use prevention in their children.

- Teen-Led Community Dialogue is a platform where teens facilitate open discussions with peers, parents, and the community about substance use prevention. These forums encourage a supportive exchange of experiences and ideas.

- Toolkits for Parents are easy-to-use resources that include conversation guides, tips for preventing substance use, and warning signs to help parents be proactive in their children's lives.

All workshops and activities use the Opioid/Substance Use Prevention Curriculum designed for students in grades 6th through 12th and students in continuation school. This curriculum focuses on helping youth understand the importance of making informed decisions by learning about the impact of substances on their overall health. The program equips students with tools for positive coping strategies and sound decision-making. The curriculum is flexible and can be implemented on various timelines based on the specific needs of each school or program.

Burbank Club After-School Program:

The Boys & Girls Clubs of Burbank will provide a full complement of dropout prevention programming and activities through its After-school Program. Our After-school Program activities fall within three core areas:

- ***Academic Enrichment*** activities and programs will focus on core academic subjects (i.e., Math, English, Reading, Science, Social Sciences, etc.) to help students meet state and local academic standards.
- ***Educational Enrichment*** activities and programs are designed to reinforce and complement the regular school day program through innovation and project based learning. The Burbank Club will use disguised learning/scaffolding of subjects.
- ***Physical Education/Recreational*** activities will provide opportunities for daily physical activity, social recreation, and wellness.

The Burbank Club will collaborate with partner schools to ensure that all program activities **align with Common Core State Standards, Federal and District requirements**. Staff will work with school personnel and parents to identify students who would most benefit from the kind of expanded learning activities offered.

Programming will be designed to:

- reinforce concepts introduced in schools.
- promote hands-on and active learning.
- foster a variety of developmental skills, including social-emotional, physical, and life-skills; and
- prevent students from being retained by providing academic support and tutoring.

Working closely with the school administration, faculty, students, and their families, the Club will create a tailored program that will attract and retain students while supporting their academic goals, social-emotional well-being, and health.

The Burbank Club will implement programs with a goal to **reduce dropout rates, increase graduation rates, improve academic outcomes and increase school attendance.** As previously mentioned, our Club has 30 years of experience providing after-school/extended day programming to youth 5-18 years of age. Our Club provides a safe environment during after school hours, which fosters the opportunity for positive youth development.

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The following are included in the Burbank After-School Program's **Elementary School, Middle School, and High School** Modules:

- Homework Assistance/Tutoring: All students receive one hour of help on homework through the Boys & Girls Clubs of America's **Power Hour**, a comprehensive homework help and tutoring program developed by Boys & Girls Clubs of America to help students complete their daily school assignments. Power Hour helps students achieve academic success by providing homework help, tutoring, and high-yield learning activities and encouraging members to become self-directed learners.

- Tutoring is provided in one or more of the core subject areas for students to meet California academic standards and will work to meet site-specific goals in English, Language, Arts, and Mathematics. Virtual learning provides a broader time window for tutoring on specific subjects. Tutoring is offered one-on-one and in small groups.

- Project Learn is a comprehensive academic success strategy in which Clubs cultivate a love of learning through partnerships, academic support and High-Yield Activities throughout the Club environment. Students build critical thinking skills, social-emotional skills, and academic self-efficacy.

- Creative and Performing Arts: These programs promote self-esteem, coordination & public speaking skills and physical activity. Visual Arts offers three collections focusing on the fundamentals of visual arts, including color theory, composition, and exploratory activities that introduce a variety of art forms: collage, drawing, painting, sculpture and more.

- Performing Arts: Arts (digital, visual, applied and performing arts) programs encourage imagination and self-expression.

- Athletics/Triple Play: Our Club trains our youth development coaches to facilitate a variety of athletics/sports programming during the after school program. Through the program, we introduce elementary-aged students to a variety of sports, including basketball, soccer, volleyball, kickball, and tennis. By providing diverse options, we ensure that every student can find an activity they enjoy, which helps them develop physical fitness and motor skills in a fun and supportive environment. Our Coaches implement the Boys & Girls Clubs of America's Triple Play: Mind, Body, and Soul curriculum to foster physical health, social-emotional learning, and conflict resolution skills. Through engaging, hands-on activities, students develop leadership abilities and are encouraged to pursue academic success even on the playground. Triple daily challenges is a progressive program focused on building movement skills and positive attitudes about physical activity. Triple plays dynamic wellness program, is designed to help youth create opportunities to take charge of their personal health and wellness. During the afterschool program we also provided organized sports leagues in sports to include flag football, soccer, and basketball building skills and teamwork.

The Burbank After-School Program's **Elementary School Module** also provides middle school students with STEM Program offerings as described above.

The following are also included in the Burbank After-School Program's **Middle School Module**:

- STEM Program: Middle school STEM activities as described above.

- Torch Club: small-group middle school youth leadership and service Club.

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The following are included in the Burbank After-School Program's **High School Module**:

- College Bound: High school students in the Burbank After-school Program can get Case Management and participate in workshops as described in the College Bound Program offering.
- Keystone Club: A dynamic teen program, it provides youth with valuable leadership and service experiences.
- Diplomas to Degrees: A postsecondary readiness program, it encourages teens to make connections between their interests and future career paths, to plan and prepare to enter postsecondary education, and develop the skills and attributes to be successful in their educational endeavors. This program focuses specifically on entry into two- or four-year colleges and universities, community colleges, vocational/technical schools and U.S. military colleges.
- Career Launch: BGCA's job-readiness and career preparation program for teens. It provides fun and interactive activities for youth to explore a broad range of career areas and support them as they prepare for their first job, internships, summer employment and more.
- Smart Moves CORE: students build key social-emotional skills such as effective
- Money Matters: Make It Count: promotes behavior-changing financial education to help teens get on the path toward budgeting, saving and investing, planning for postsecondary education and financial freedom.

Family Outreach and Engagement

Our Club will offer schools a variety of family outreach and engagement activities designed to meet the needs of parents. We have experience hosting family nights and parent workshops on various topics, including but not limited to college readiness (e.g., helping parents understand how to pay for college), safe driving, substance use prevention, and social-emotional development. Through our parent engagement events, parents will receive relevant resources to support not only their children but also themselves. Furthermore, our club is able to provide up to 5 parent engagement efforts during the school year.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
College Bound/Workforce Development/Case Management for High School Students One staff to come in person during school hours. Minimum number of hours is 2 hours/day and can serve up to 20 kids.*	$35/hour	$36.75/hour	$38.5/hour	$40.25/hour
College Bound/Workforce Development Workshop for High School Students (In Person: Up to 40 students for up to 1.5 hours)*	$306.25/workshop	$320/workshop	$337/workshop	$350/workshop
After-school Program (Elementary School Module) Every day from school release to 6pm. Includes homework help; tutoring; STEM and visual and performing arts; and athletics.	$60,000 for School Year (2 staff for up to 40 students). $28,000 for every additional 20 students (+1 staff).	$63,000 for School Year (2 staff for up to 40 students). $28,000 for every additional 20 students (+1 staff).	$66,000 for School Year (2 staff for up to 40 students). $28,000 for every additional 20 students (+1 staff).	$70,000 for School Year (2 staff for up to 40 students). $28,000 for every additional 20 students (+1 staff).
After-school Program (Middle School Module) Every day from school release to 6pm. Includes homework help; tutoring; STEM and visual and performing arts; and athletics; College Bound.	$60,000 for School Year (2 staff for up to 40 students). $28,000 for every additional 20 students (+1 staff).	$63,000 for School Year (2 staff for up to 40 students). $29,000 for every additional 20 students (+1 staff).	$66,000 for School Year (2 staff for up to 40 students). $31,000 for every additional 20 students (+1 staff).	$70,000 for School Year (2 staff for up to 40 students). $32,500 for every additional 20 students (+1 staff).
After-school Program (High School Module) From school release to 6pm. Includes homework help; tutoring; STEM and visual and performing arts; athletics; College Bound, Workforce Readiness, Robotics. Format can be a Drop-in program for three hours (school can decide how many days per week to provide support to high school students).	$35/hour/staff	$37/hour/staff	$39/hour/staff	$40/hour/staff
12 Week STEM Program (In-Person: Up to 20 Students)*	$8,740 for each 12-week program (includes 1 staff)	$9,120 for each 12-week program (includes 1 staff)	$9,500 for each 12-week program (includes 1 staff)	$10,100 for each 12-week program (includes 1 staff)
Psychomotor (In -Person: Up to 20 Students)*	$35/hour/staff	$37/hour/staff	$39/hour/staff	$40/hour/staff
SEL Mentoring/Case Management (In-Person and 1:1)*	$35/hour	$36.75/hour	$38.5/hour	$40.25/hour
Substance Use Prevention Assemblies (In-Person: School Wide)*	$900/assembly	$945/assembly	$990/assembly	$1,035/assembly
Opioid/Substance Abuse Workshop (Up to 35 Students)*	$270/workshop	$288/workshop	$297/workshop	$315/workshop
Substance Abuse Prevention/Social Emotional Wellness related Teen-Led Dialogue Sessions (Up to 20 students)*	$270/workshop	$288/workshop	$297/workshop	$315/workshop
Community Family Night on Substance Use Prevention, College Readiness, and SEL development (Up to 50 parents/caregivers)*	$270/workshop	$288/workshop	$297/workshop	$315/workshop

* We can work with your school to tailor the program and pricing to meet your school's needs.

EXHIBIT A
STATEMENT OF WORK

PROGRAM COMPONENTS

BGCC's Student Engagement and Success Dropout Prevention Program offerings are designed to support the key goals of Los Angeles Unified School District's Local Control and Accountability Plan (LCAP) to reduce chronic absenteeism and achieve 100% of graduation.
The Club's various offerings provide academic support, positive behavior support, and case management.

BGCC's Student Engagement and Success Program Offerings provide high-quality, outcome driven dropout prevention programming during school, after-school, and summer and serve elementary school, middle school and high school students.

All BGCC Student Engagement and Success programs will be provided in a **safe and nurturing environment** with the expectation to help them succeed socially and academically. All program activities are **aligned with students' needs and interests** and designed to target each student's **developmental level.** Staff will work with school personnel and parents to identify students who would most benefit from the kind of dropout prevention activities offered. The Club will work with partner schools and LAUSD to ensure that all program activities **align with Common Core State Standards, Federal and District requirements**. BGCC will operate programming and train staff to **ensure Student Data Protection Compliance including compliance with the Family Educational Rights and Protection Act (FERPA).** The Club will **obtain parent and student consent** prior to sharing student contact and academic information in support of program needs.

The Club's Student Engagement and Success Dropout Prevention Program offerings include the following:

1. All Inclusive BGCC Club Member Experience
2. College Bound Program
3. STEM Education
4. Playworks Recess
5. Psychomotor Program

Each of these programs work towards:

- Improving graduation rates
- Improving grades
- Improving behavior
- Reducing tardiness
- Reducing Chronic Absenteeism

ALL INCLUSIVE BGCC CLUB MEMBER EXPERIENCE:
This option provides schools with a wide array of activities and programming that fall within all three of BGCC's core program pillars: 1) Academic & Career Success, 2) Character & Leadership, and 3) Healthy Lifestyles. The All Inclusive program is available for elementary schools, middle schools, and high schools. It can be offered after-school (from school dismissal until 6:00 PM) or during the summer (full day for elementary and middle schools and half day for high schools). The All Inclusive BGCC Experience offering is for a minimum of 60 students.

The Club will offer programs that are developmentally appropriate, engaging, and impactful. Programs and activities at each level (elementary, middle, and high school) will include an academic enrichment, educational enrichment, and physical education/recreational component and a nutritious snack daily. Club staff will create a safe and nurturing learning environment to support students' social-emotional development. BGCC's highly trained and dedicated staff not only provide supervision, but they also serve as positive adult mentors to engage and guide students.

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Academic & Career Success: The Carson Club is committed to ensuring all program participants stay in school, graduate high school on time, and are ready for post-secondary education or job training leading to a 21st century career. BGCC's Academic Success Programs help students improve academic outcomes and achieve academic goals. Programs encourage youth to explore and assess their interests, learn about careers, make sound educational and financial decisions and prepare them to join an ever-changing workforce. The Club balances educational support with a variety of engaging, fun, and structured curricular activities that promote youth development in a variety of real-world contexts. BGCC pairs our programs with one-on-one case management, so that youth may work with mentors addressing their individual needs.

The following are the Academic & Career Success Programs available in the All-Inclusive BGCC Club Member Experience:

- Power Hour Homework Assistance is a comprehensive homework help and tutoring program developed by Boys & Girls Clubs of America to help students complete their daily school assignments and prepare for tests. The Carson Club helps students achieve academic success by providing homework help, tutoring and high-yield learning activities and encouraging them to become self-directed learners. It is designed specifically to help students with homework. Staff supervise each session and help students complete their assignments for the day. When they finish their work, they may choose to participate in a variety of other engaging and educational activities to develop their skills even further. Through Power Hour, the Club ensures that all students focus on academics for at least one hour outside of the classroom.

- Project Learn is a holistic strategy that complements and reinforces classroom lessons. It includes experiential learning so that youth learn actively, through a "hands-on and mind-on" approach.

- STEM offerings hone math and science skills, and also increase interest in STEM activities, majors, and career fields. As a result of Carson's STEM programs, 50% of Club senior girls are three times more likely to express an interest in a science, technology, engineering and math (STEM) career compared with 16% of senior girls nationally. For more information on STEM program offerings see below for Student Engagement and Success STEM Education program offering.

- Case Management/Credit Recovery is available to youth from 4th to 12th grades. At the elementary level, case management happens in a group to measure program knowledge retention. In middle school and high school, the program is to support students
one-on-one. The Club provides students with opportunities to obtain missing credits and make -up courses they have failed. Case Management activities work towards high school graduation and promote the pursuit of post-secondary education.

- Career Launch - Encourages teen members to assess their skills and interests, explore careers, make sound educational decisions and prepare to join an ever-changing workforce.

- Cash 4 College - The Cash for College annual event assists low-income and first generation college-goers complete the application process so they can access financial aid for education and career/technical training beyond high school. As a Community partner, Boys & Girls Clubs of Carson is a critical part of students receiving the assistance in completing financial aid applications. Students and families can attend our FREE Cash for College workshop for help completing the Free Application for Federal Student Aid (FAFSA) or California Dream Act (CADAA) and Chafee Grant for Foster Youth applications.

- College & Career Access: Includes College Bound, STEM, and Workforce Development to provide resources such as college application and financial aid workshops, hands-on STEM projects, resume writing, and career skill-building and exploration. Case managers support individual needs related to academic success, social emotional wellness, and healthy habits.

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- College Bound Case Management - Pairing youth grades 5 through 12 with a case manager that supports academic achievement, workforce development, and social emotional wellness.

- Money Matters - Promotes financial responsibility and independence among teen members by building their basic money management skills.

- Senior Bound - An introductory course to College Access for high school junior and senior students. This course qualifies students to become peer counselors on their school campus during their senior year.

- Workforce Case Management - With one-on-one case management, teens navigate resume creation, job applications, interview preparation, and persisting in employment.

Character & Leadership: BGCC offers programs designed to develop students' leadership capabilities, cultural awareness, and social & emotional skills. The volunteer service program educates the members of the importance of giving back to their community and provides opportunities for service. Students can develop resiliency skills, critical 21st Century skills like decision making, communication, critical thinking, and problem solving. Programs in this Club pillar help youth find and use their voice, express themselves, and make a difference in their lives, their school, and their community. 85% of our Club members feel like they can stand up for what they think is right, even if their friends disagree.

The following are the Character & Leadership Programs available in the All-Inclusive BGCC Club Member Experience:

- Art Expression: Arts and crafts, painting, clay sculpture, and the use of various art supplies and materials for creative expression.

- Cultural Awareness: Tools and community circles addressing different relevant social issues including topics concerning gender, sexuality, class, race, and ethnicity.

- Elementary School Youth of the Year is a leadership development program that requires youth to write a personal essay, develop public speaking skills, and perform an act of public or community service. The program, adapted from the BGCA model for older youth and modified by the Club, culminates in an event at which elementary school students present their essays and speeches.

- Empowered Voices - An 8 week summer program providing social emotional learning, design thinking, and project based learning. Members develop resiliency and better understand mental health. They deepen their knowledge in these areas by using their creativity, collaboration, communication, and critical thinking skills to create solutions for individual or community challenges.

- Jr. Youth of the Year: A comprehensive leadership development program. Youth undergo a formal application process/achievement plan including essays, letters of recommendation, and community service projects.

- Keystone Club - A teen leadership program. Teens elect officers and implement activities in three focus areas: academic success, career preparation, and community service.

- Passport to Manhood promotes and teaches responsibility while reinforcing positive behavior in boys. Passport to Manhood consists of 14 small-group sessions, each of which concentrates on a specific aspect of healthy development through highly interactive activities.

- Positive Action – based on intuitive philosophy that we think good about ourselves when we do positive actions. Students need continuity, and Positive Action provides a whole-child approach to mental health. Starting the day with Positive Action sets the right tone for students to learn.

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- SMART Girls (Skills Mastery and Resistance Training) encourages girls to develop positive self-image, healthy communication, and respectful relationships.

- Toast Masters teaches public speaking and leadership skills

- Torch Club - A leadership and service club for middle school youth

- Youth For Unity is a comprehensive set of interventions. The Youth for Unity strategy aims to promote and celebrate diversity while combating prejudice, bigotry, and discrimination.

- Youth of the Month - An ongoing opportunity for members of all ages to showcase their achievements and positive actions, and be recognized by their peers

- Youth of the Year - National Boys & Girls Clubs of America initiative that fosters the next generation of leaders through a comprehensive leadership development program. Teens undergo a formal application process including essays and letters of recommendation, Toastmasters public speaking training, community service projects and more.

Healthy Lifestyles: The Club's comprehensive Healthy Lifestyles programs develop youth capacity to engage in positive behaviors by increasing daily activity, knowledge about good nutrition, and setting personal goals so that they can live as self-sufficient adults.

The following are the Healthy Lifestyles Programs available in the All-Inclusive BGCC Club Member Experience:

- Healthy Habits promotes healthy lifestyles through daily snacks and meals, and cooking and nutrition workshops

- Positive Action - A systematic program that builds intrinsic learning, encourages kindness and cooperation among youth. It also develops and reinforces positive actions in the physical, intellectual, social and emotional areas in a fun and easy way helping improve mental & physical health, social emotional wellness, academics, and overall behavior.

- Triple Play is a comprehensive health and wellness program developed in collaboration with the US Department of Health & Human Services. Triple Play features three components: - Healthy Habits engages youth in nutrition education and cooking activities. - Fitness Challenges engage youth in fun, non-competitive fitness games and tournaments. - Social Recreation helps youth build skills in cooperation, sportsmanship, and conflict resolution while enjoying games together.

- Social Emotional Wellness Initiative provides youth experiencing trauma with a dedicated mental health professional that engages in group and one-on-one activities to build, repair, and grow emotional skills. The Club engages partners that enable us to provide additional support to youth experiencing depression, anxiety, and suicidal feelings.

- SMART (Skills Mastery and Resistance Training) Girls is a small-group health, fitness, prevention/education, and self-esteem enhancement program designed to meet the developmental needs of girls.

- SMART Moves - This targeted program focuses on positive coping strategies that build three cognitive-behavior skills most linked to helping youth avoid negative thought patterns and negative behaviors. These skills are self-regulation, impulse control and stress management. Participating youth will build an effective toolbox for self-management. Once they master these foundational skills, youth will be ready to apply the knowledge and practice the behaviors.

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- UPS Road Code - The teen driving simulation program is based on safety training used by actual UPS driver data and focuses on safety, basic instruction and the consequences of distracted driving. The UPS Road Code program, which debuted in 2009, provides teens with a combination of classroom-based driving instruction, as well as time "behind the wheel" on a driving simulator.

- Inter Club Sports Leagues provide opportunities for skill building and competition in a variety of sports (basketball, futsal, soccer, baseball, volleyball, flag football, etc.).

- Recreational Programs include a range of activities from a Games Room with ping pong, pool, and board games to fitness rooms.

- SPARKs - Teaches elementary students physical fitness activities and games they can do at home that promote lifelong wellness techniques.

The All-Inclusive BGCC Club Member Experience can be offered after every regular school day throughout the year and/or summer. Programs will operate daily while school is in session, from school dismissal until at least 6:00 PM. The balanced program schedule of Academic & Career Success, Character & Leadership Development, and Healthy Lifestyles will be offered each day. Students will have the opportunity to choose between various activities offered. The following are sample program schedules at each grade level.

Elementary School Sample Program Schedule

Time	Monday	Tuesday	Wednesday	Thursday	Friday
Dismissal – 2:50 PM	Hot Supper	Hot Supper	Hot Supper	Hot Supper	Hot Supper
2:50 PM- 3:00 PM	Announcements	Announcements	Announcements	Announcements	Announcements
3:00 PM- 4:00 PM	Power Hour/ Homework Assistance	Power Hour/ Homework Assistance	Power Hour/ Homework Assistance	Power Hour/ Homework Assistance	Power Hour/ Homework Assistance
4:00 PM- 5:00 PM	Art Studio Healthy Habits Phonics	Vex Robotics (3:00-5:00pm) SMART Girls Playworks	Youth leadership Arts & Crafts Healthy Habits	SPARKS (2:45-3:45) College Bound Healthy habits Dance	Art Studio Vex Robotics (3:00-5:00) Coding
5:00 PM- 6:00 PM	Flag football Handball	Baseball Volleyball	SPARKs Obstacle Course	Playworks Volleyball	Soccer Handball

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Middle School Sample Program Schedule

Activity	Monday	Tuesday	Wednesday	Thursday	Friday
Hot Supper	Dismissal to 3:30 PM	Dismissal to 3:30 PM	Dismissal to 3:30 PM	Dismissal to 3:30 PM	Dismissal to 3:30 PM
Academic & Career					
Power Hour/ Tutoring	3:20–4:00 PM	Dismissal to 2:00 PM	3:20–4:00 PM	3:20–4:00 PM	3:20–4:00 PM
College Bound	4:00– 6:00 PM		4:00– 6:00 PM		4:00– 6:00 PM
STEM Academy		4:00 – 6:00 PM		4:00 – 6:00 PM	
Healthy Lifestyles					
Healthy Habits		2:00 – 5:00 PM		2:00– 5:00 PM	
SPARKs	2:50-4:00 PM	1:20 – 4:00 PM	2:50-4:00 PM	2:50-4:00 PM	2:50-4:00 PM
Triple Play	4:00- 5:30 PM		4:00- 5:30 PM		4:00- 5:30 PM
Character & Leadership					
Torch Club		5:00 – 6:00 PM		5:00 – 6:00 PM	
SMART Girls	4:00- 5:30 PM	4:00- 5:30 PM	4:00- 5:30 PM	4:00- 5:30 PM	4:00- 5:30 PM
Art Expression	2:00 – 4:00 PM		2:00 – 4:00 PM		2:00 – 4:00 PM

High School Sample Program Schedule

Activity	Monday	Tuesday	Wednesday	Thursday	Friday
Hot Supper	Dismissal- 3:30 PM	Dismissal- 3:30 PM	Dismissal- 3:30 PM	Dismissal- 3:30 PM	Dismissal- 3:30 PM
Academic & Career					
Power Hour/ Tutoring	Dismissal – 4:00 PM	Dismissal – 2:00 PM	Dismissal – 4:00 PM	Dismissal – 4:00 PM	Dismissal – 4:00 PM
College Bound	4:00– 6:00 PM		3:45 – 4:30 PM		
CareerLaunch		4:15 – 5:00 PM		4:15 – 5:00 PM	
CyberPatriots					5:00- 6:00 PM
Character & Leadership					
Keystone Club			3:30-4:30 PM		

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Toastmasters	3:30 - 4:30PM				
Music	3:30-5:00 PM		3:30-5:00 PM	3:30-5:00 PM	
Drama	3:15- 6:00 PM		3:15 – 6:00 PM	3:15 – 6:00 PM	3:15 – 6:00 PM
Healthy Lifestyles					
Fitness Club	3:45-6:00 PM	3:45-6:00 PM	3:45-6:00 PM	3:45-6:00 PM	3:45-6:00 PM
Dance	4:30- 5:30 PM		4:30- 5:30 PM		4:00- 5:30 PM
Social Recreation	4:30- 6:00 PM	4:30- 6:00 PM	4:30- 6:00 PM	4:30- 6:00 PM	4:30- 6:00 PM

COLLEGE BOUND PROGRAM:
The College Bound Program Student Engagement and Success offering consists of three modules (one for elementary schools, one for middle schools, and one for high schools). Each module provides age and grade appropriate college and career readiness and exposure activities to students (5th to 12th grade) and their parents.

College Bounds prepares students for success in school and assists them as they transition through the various educational milestones. Parents gain knowledge and skills to help prepare their children for success in school and beyond. Programming is designed to ensure high school graduation and promote the pursuit of post-secondary education. Students are prepared for success in the 21st Century workforce through career exposure, job skills development and career mentoring. Activities can be provided during school or after school.

- **Elementary School College Bound Module**
  - Components:
    - College and Career Exposure Workshops (10)
    - Parent Workshop (1)
    - Middle School Site Visit (1)
    - High School Site Visit (1)
    - College Visits (2)
    - Culmination Event (1)
  - Duration: 20 weeks twice a week
  - # of Students: 30
  - Grades Served: 4th and 5th Grade
  - In-person or virtual

- **Middle School College Bound Module**
  - Components:
    - College Bound Case Management (30 students)
    - College Bound Workshops (15)
    - Parent Workshop (2)
    - High School Site Visit (1)
    - College Visits (2)
    - Culmination Event (1)
  - Duration: 40 weeks twice a week
  - # of Students: 30
  - Grades Served: 6th to 8th Grade
  - In-person or virtual

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- **High School College Bound Module**
  - Components**:**
    - College Bound Case Management (30 students)
    - SAT/ACT Prep Series (10 sessions)
    - College Bound Workshops (10)
    - Workforce Development Workshops (5)
    - Parent Workshop (2)
    - High School Site Visit (1)
    - College Visits (5)
    - Culmination Event (1)
  - Duration: 40 weeks twice a week
  - # of Students: 30
  - Grades Served: 9th to 12th Grade
  - In-person or virtual

STEM EDUCATION:
The Club's Student Engagement and Success STEM Education offering exposes students to science, technology, engineering, and math, develops math and science proficiencies, and increases interest in STEM fields and careers. BGCC STEM aligns with LAUSD's efforts to prepare students for the 21st century workforce. Activities can be provided during school or after school. STEM Education is available for elementary and middle school students.

- **Elementary School STEM Module:**
  - Components**:**
    - Weekly STEM workshops (see above for workshop offerings)
    - Field Trip (1)
    - Culmination Event (1)
  - Duration: 12 weeks twice a week
  - # of Students: 25
  - Grades Served: 4th and 5th Grade
  - In-person or virtual

- **Middle School STEM Module:**
  - Components**:**
    - Weekly STEM workshops (see above for workshop offerings)
    - Field Trip (1)
    - Culmination Event (1)
  - Duration: 12 weeks twice a week
  - # of Students: 25
  - Grades Served: 6th - 8th Grade
  - In-person or virtual

STEM workshops expose students to STEM, develop math and science proficiencies and increase interest in STEM fields and careers. The following workshop topics are available for the STEM Education Student Engagement and Success offering:

- *Computer Coding* - Basic literacy in a digital age for youth grades 1 through 8.
- *DIY Stem*: A series of modules that focus on making creative STEM-based projects out of recycled and household items.
- *Elementary STEM* - Students utilize hands-on explorative activities to learn the fundamentals of scientific theory. Youth complete a community improvement project and present results at the end of the year.
- *My.Future:* An online modular-based program with each session focused on a different aspect of digital literacy.

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- *STEM Academy* - Raises Mathematics and Science proficiencies, applies learning to everyday situations, and prepares youth to be competitive in a workforce that is increasingly reliant on science and technology. We provide academic support, STEM exposure, and unique activities designed to raise interest in STEM careers. The program culminates with a STEM Day competition.
- *STEM Discovery:* Hands-on explorative activities to learn the fundamentals of scientific theory.
- *VEX IQ:* Team-building robotics program where kids code, design and operate their own robots.

PLAYWORKS RECESS:

Through the Student Engagement and Success contract, schools can select the Playworks offering. Playworks is a recess-time program that helps elementary school students stay active and build valuable life skills through play. BGCC's trained Recess Coach (Youth Development Professionals) utilizes the Playworks curriculum to engage all students during recess and build physical health and social and emotional learning. Playworks curriculum facilitates conflict resolution, develops leadership skills, and inspires academic success on the playground through a variety of engaging hands-on activities. These key components play a role in decreasing incidents in schools.

Playworks is a supplemental physical activity program with an aim to provide practice opportunities for students to improve and foster positive relationships in the playground among students in transitional Kindergarten (TK) through Grade 5. It includes a wide variety of games, Social Emotional Learning (SEL) skills, is inclusive to all students, skill levels, abilities and is adapted to meet the school's needs. The Playworks offering serves cohorts of up to 400 students.

Program Components

- High Functioning Recess: Recess Coaches will develop a high functioning recess by helping to supervise students, leading and participating in games, proactively managing students through use of attention-getters, signals, and transitions, and engaging positively with students and other staff. Additional components include the development of a play agreement with students, and collaboration with school administrators to guide program implementation toward achievement of desired school outcomes.

- Junior Coach Program (4th & 5th grades): The Junior Coach program builds self-esteem, teaches responsibility, and develops peer leadership skills. Ten students will receive weekly training by their Recess Coach (Youth Development Professional). Training includes fun activities that support student growth in leadership and problem-solving skills. Students will participate in team-building activities and games as they learn about conflict resolution, leadership, and recess game facilitation.

- Class Game Time (all grade levels): Class Game Time teaches students and teachers the rules, expectations, and skills of the games and activities provided during recess to ensure a safe and structured environment. The Program Manager and the Coach will work with the school to create the best possible Class Game Time schedule. Depending on the number of classrooms being served, class game times will range from 30 to 40 minutes on a rotating schedule. The school agrees to provide the presence of a credentialed adult, preferably the classroom teacher, during the Class Game Time session. BGCC requires the Director of Healthy Lifestyles approval of all Class Game Time schedules before distribution to School and teachers. Coaches cannot schedule Class Game Times during any regularly scheduled recess period.

The Playworks Recess serves cohorts of up to 400 students. The program runs for 36 weeks. Schools can select between the two (2) coaches, three (3) coaches, or four (4) coaches model. Each coach provides 3 hours of instruction during the school day, plus set-up and take- down and ensures a 1:20 coach to student ratio.

Total program hours: 3 hours/day **Total Number of weeks:** 36 **Grade level:** TK – 6th grade (ES)

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PSYCHOMOTOR PROGRAM:

The Student Engagement and Success Psychomotor offering is a program that helps students to stay active and build valuable life skills through play. BGCC's trained Youth Development Professionals engage all students in different levels of movement-oriented activities.

Psychomotor learning is exhibited by the development of physical skills including movement, coordination and strength. The Psychomotor program offers the opportunity to observe and replicate. Students learn different motor and eye coordination skills. Staffing for the program includes three (3) staff per school to support each grade level class throughout the week.

Program Components

BGCC Coaches and Program Manager will develop a high functioning Psychomotor program running physical education programming with each grade level class. They will supervise students, leading and participating in movement, coordination, manipulation, dexterity, grace, strength, speed—actions which demonstrate fine or gross motor skills. Coaches will proactively manage students through use of attention-getters, signals, and transitions, and engaging positively with students and other staff. Additional components include the development of a play agreement with students, and collaboration with school administrators to guide program implementation toward the achievement of desired school outcomes.

- Kick Off Meeting: Scheduled within the first couple of weeks of school. Team introductions, review MOU, go over recess goals, workspaces, daily schedules, referral/behavior process (systems & structures), schedule Teacher Orientation and Recess Staff Trainings if needed.

- Teacher Orientation: Playworks teacher training for all teachers and school staff in order to introduce the program and prepare teachers and staff to support the Recess Coach(es) and program. This teacher training provides teachers and school staff with best practices and examples to implement opportunities for play and physical activities for their students and program overview in a PP. The school must provide BGCC with a block of staff development time, usually on PD days, ideally 45 minutes to an hour or so for this teacher training within the first six weeks of the school year.

- Recess Staff Training: Recess supervision staff training for all supervision aides to introduce the program, share the school's Recess goals, Group Agreements, and teach them games and best practices to support the Recess Coaches and students to ensure to meet goals as a team. The school must provide BGCC with a block of staff development time and communicate with their staff, for up to an hour, for this recess training within the first six weeks of the school year.

- Student Assembly: Student assembly for all students and school staff in order to introduce the program and prepare the students and staff to be a part of and support the Recess Coach(es) and program. This assembly provides an opportunity to introduce their Recess Coaches to the school, share Group Agreements and expectations for them during recess, for example, the use of the freeze bell. Coaches will share best practices and examples to implement opportunities for play and physical activities for all students and prioritize safety. The school must provide BGCC with a block time, ideally up to an hour, for this student assembly within the first six weeks of the school year.

The Psychomotor offering serves cohorts of up to 400 students. The program runs for 36 weeks. Schools can select between two (2) coaches, three (3) coaches, or four (4) coaches. The number of classes served depends on the number of coaches. Each coach provides 3 hours of instruction during the school day, plus set-up and take- down and ensures a 1:20 coach to student ratio.

Total program hours: 3 hours/day **Total Number of weeks:** 36 **Grade level:** TK – 6th grade (ES)

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
All Inclusive BGCC Club Member Experience for Elementary Schools After-School Program *minimum of 60 youth	$19.99/TK-K student $14.07/1st-5th grade student	$19.99/TK-K student $14.07/1st-5th grade student	$20.99/TK-K student $14.77/1st-5th grade student	$22.04/TK-K student $15.50/1st-5th grade student
All Inclusive BGCC Club Member Experience for Elementary Schools Full Day Summer Program *minimum of 60 youth	$41.05/TK-K student $56.46/1st-5th grade student	$41.05/TK-K student $56.46/1st-5th grade student	$43.10/TK-K student $59.28/1st-5th grade student	$45.26/TK-K student $62.24/1st-5th grade student
All Inclusive BGCC Club Member Experience for Middle Schools After-School Program *minimum of 60 youth	$16.46/MS student	$16.46/MS student	$17.28/MS student	$18.14/MS student
All Inclusive BGCC Club Member Experience for Middle Schools Full Day Summer Program *minimum of 60 youth	$35.21/MS student	$35.21/MS student	$36.97/MS student	$38.82/MS student
All Inclusive BGCC Club Member Experience for High Schools After-School Program *minimum of 60 youth	$16.80/HS student	$16.80/HS student	$17.64/HS student	$18.52/HS student
All Inclusive BGCC Club Member Experience for High Schools Half-Day Summer Program *minimum of 60 youth	$18.04/HS student	$18.04/HS student	$18.94/HS student	$19.89/HS student
College Bound Elementary School Module *Cohort of 30 students	$28,247/Cohort	$28,247/Cohort	$29,659/Cohort	$31,142/Cohort
College Bound Middle School Module *Cohort of 30 students	$40,304/Cohort	$40,304/Cohort	$42,319/Cohort	$44,435/Cohort
College Bound High School Module *Cohort of 30 students	$45,482/Cohort	$45,482/Cohort	$47,756/Cohort	$50,144/Cohort
STEM Elementary & Middle School Modules *Cohort 30 students	$27,435/Cohort	$27,435/Cohort	$28,807/Cohort	$30,247/Cohort
Playworks Recess or Psychomotor 36 weeks 2 Coaches Up to 400 students	$76,637/school	$76,637/school	$80,469/school	$84,492/school
Playworks Recess or Psychomotor 36 weeks 3 Coaches Up to 400 students	$102,526/school	$102,526/school	$107,652/school	$113,035/school
Playworks Recess or Psychomotor 36 weeks 4 Coaches Up to 400 students	$128,534/school	$128,534/school	$134,961/school	$141,709/school

EXHIBIT A
STATEMENT OF WORK

Program Components

Our Integrated Student Supports model offers a flexible, tiered service structure that adapts to the needs of each community, school, and individual student. Within this model, CISLA provides a range of support, including academic assistance, mentoring, positive behavior interventions, parent engagement, leadership skills development, and access to community resources.

Detailed descriptions of all three tiers of services are as follows:

Tier 1: School-Wide Services (universal prevention services to all students)
Site Staff (Directors and Coordinators) will be responsible for the strategic coordination and implementation of evidence-based programming, services and initiatives at the whole school level based on identified school needs. Site Staff partner with school leadership to identify a school's greatest needs and develop a School Support Plan outlining specific school-wide goals, for example, increasing overall attendance, reducing disciplinary incidents, and strengthening the college-going culture. Based on these goals, CISLA Site Staff coordinate resources and partners and develop and implement school-wide activities and initiatives to address the identified goals/needs.

Service Delivery Process:

1. Create **School Support Plan** for service throughout the year, ensuring that CISLA programming is well-integrated within the school's structure and is aligned with school goals. School Support Plan goals may include:
    a. Coordination of school-wide attendance, behavior, and course performance incentive programs
    b. Coordination of school spirit/sense of belonging and positive school culture support to ensure students feel valued and connected to their school community
    c. Brokering and coordination of school and community-based resources to meet school needs
2. Coordinate and implement school-wide supports

Specific Interventions Provided:
According to each school's unique priority needs, CISLA Site Staff will provide one or more of the following in support of School-Wide Services: Positive Behavior Intervention Support programs; visits to local college campuses; job fairs; community service projects; motivational assemblies and workshops; school climate improvement initiatives; parent, community, and student engagement activities; recreational programs; and SAT prep opportunities.

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- Frequency: Each day of LAUSD academic instruction
- Target Population: 2nd – 12th grades
- Number of students: Approximately 12,500 annually

Tier 2: Targeted Group Programs (targeted early intervention)

Site Staff will manage a cohort of students and provide interventions through small group instruction and by coordinating and brokering services and programs from community-school partners. To support group interventions, CISLA Site Staff create personalized **Student Support Plans.** These Student Support Plans serve as goal-setting documents that help Site Staff create a complete picture of a student's skills, strengths, and needs and then set specific improvement goals for their students.

Service Delivery Process:

1. Create individual **Student Support Plan** for student achievement throughout the year
2. Coordinate and implement targeted group programming services
3. Monitor delivery using student data in attendance, behavior, and coursework

Specific Interventions Provided:

According to the specific needs of CISLA's Tier 2 students, CISLA Site Staff provide one or more of the following targeted group interventions: social-emotional learning, gender-based empowerment groups; peer mentoring programs; group tutoring; group study programs; and counselor-facilitated groups on mental health topics.

- Frequency of Service: Each day of LAUSD academic instruction
- Target Population: 2nd – 12th grade
- Number of Students: 200 - 315 annually, or at minimum 20% of caseload students

Tier 3: Individualized Case Management (intervention)

CISLA Site Staff work with administrators and educators to identify the 5-10% of students with the highest needs at each school identified through needs indicators, including attendance, behavior, or coursework. To support academic interventions, CISLA Site Staff co-create personalized Student Support Plans and meet with these students one-on-one throughout the school year to monitor their progress. These Student Support Plans serve as goal-setting documents that help Site Staff create a complete picture of a student's skill and competency strengths and gaps and then set specific improvement goals with students.

Service Delivery Process:

1. Identify 5-10% of each school's vulnerable students most at risk based on several indicators including failing grades, attendance, and behavior; and through parent and school leader referrals

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2. Create individual Student Support Plan containing benchmarks and specific goals for student achievement throughout the year

3. Coordinate and broker resources from centralized service providers to address student needs

4. Monitor attendance and academic performance

5. Monitor service delivery

Specific Interventions Provided:
Based on the needs of each case-managed student, Site Staff meet regularly one-on-one with students who require this level of individualized support. CISLA also directs students to service providers in their community including, among others: LAUSD Student Health and Human Services, Change Reaction, Vision to Learn, and City Year Los Angeles.

- Frequency: Each day of LAUSD academic instruction
- Target Population: 2nd – 12th grades
- Number of Students: 850 – 1,200 annually, or approximately 5-10% of each school's total enrollment

CISLA Virtual Service Capabilities
Though CISLA's services are designed to be provided on-site at partner campuses, CISLA is committed to maintaining uninterrupted support for students, particularly during unforeseen school disruptions, as we experienced during the COVID-19 pandemic and the recent LA fires. CISLA has experience adapting our model to allow for seamless transition to virtual services when needed, including virtual case management via phone or videoconferencing platforms; regular check-ins with students and families to ensure ongoing support; virtual tutoring, mentoring, and social-emotional group learning activities; and coordination of basic needs support, including food and technology access. This flexible approach that we strengthened during the 2020 COVID-19 pandemic ensures that students remain connected to critical support, no matter the circumstances.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	N/A	N/A	N/A	N/A
Staff Hourly Rate	N/A	N/A	N/A	N/A
All Inclusive Per School Fixed Rate - One (1) Site Coordinator	$34,591	$35,975	$37,414	$38,911
All Inclusive Per School Fixed Rate - Two (2) Site Coordinators	$55,793	$58,025	$60,346	$62,760
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A

EXHIBIT A
STATEMENT OF WORK

Program Plan

The comprehensive *Student Engagement and Success Program* proposed by EduCare aligns with the LAUSD's LCAP goal of 100% graduation and college and career readiness for all students. EduCare further aligns with this Initiative's focus on academic support, mentoring, positive behavior support, and case management.

EduCare's comprehensive *Student Engagement and Success Program* is inclusive of several quality programs and services, all designed and demonstrated to impact youth from diverse populations and needs in meaningful and fulfilling ways. The *Student Engagement and Success Program* is largely driven by two of its highly effective services, the *ACE (Achievement and Commitment to Excellence) Program, including the ACE Initiative,* and our *Case Management Program*. EduCare's *College and Career Access and Success Programs* also offer a broad range of programming that addresses the various college and career readiness needs of students, particularly those who represent the first generation of their family to attend college. EduCare's *After School Program* services offer a comprehensive program with academic enrichment, educational enrichment, and physical education/recreational activities. EduCare also offers a range of supplemental components that can be selected to enhance existing school programs and services and support dropout prevention and graduation. These include social-emotional learning intervention programs; professional staff teambuilding and community building; student peer mentoring; community service; cross-age mentoring; peer mediation and conflict resolution; and parent education and involvement.

Within the framework of a ***tiered intervention approach***, EduCare's comprehensive *Student Engagement and Success Program* aligns to the goals of prevention, early intervention, and intervention. The *ACE Program*, *ACE Initiative*, and *After School Programs* fall largely within the tier of prevention. These programs create school climates and welcoming environments that encourage students to attend school every day, offer activities that engage students and their families, celebrate student progress, recognize achievement and development, and give students opportunities to lead and drive their own participation. *College and Career Access and Success Programs* also provides students with opportunities that would prevent dropping out and lead to graduation. The *Case Management Program* falls into both categories of early intervention and intervention, depending on assessed student needs. Supports are provided to ensure that needs are met. Mentoring, student and parent outreach, and referrals are examples of the intervention.

Overall, EduCare's programs build "cultures of caring" and support that develop learning environments resulting in fewer cases of behavioral problems, suspensions, and resulting dropouts. Our focus is on creating school settings where there is less of a need for intervention due to the preventive supports, we have put in place. One of our partnering principals shared that he found it hard to "restore" something to a school that maybe never existed… such as a genuine culture of caring, of respect, and support for one another. He describes how we have helped his school become a "family" and then when intervention may be needed, there is a foundation to return to.

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Program Components

ACE (Achievement and Commitment to Excellence) Program

The **ACE Program** is EduCare's nationally recognized flagship youth development program. **ACE** utilizes EduCare's years of experience in social-emotional learning (SEL) to provide a foundation for safe and positive learning and growth. **ACE** helps middle and high school students develop the SEL sets necessary to be successful in both their academic and personal lives. It is designed to improve student achievement by addressing students' barriers to learning, and by teaching attitudes and behaviors that support success through role modeling and leadership development. ACE focuses on (1) Character Development – confidence building, positive decision making and constructive choices, (2) Personal Management – personal responsibility and accountability, (3) Emotional Intelligence – managing anger, fear, rejection and peer pressure, and (4) Interpersonal Skills – communication, conflict resolution, problem-solving, and team building. ACE Workshops instill a Growth Heartset® and build SEL skills in students, teachers, and parents.

At each participating school, **ACE** is offered as a 3-day program (which primarily target 8th and 9th grade students) and/or 1-day program (for upper grade students and follow-up). The program is typically comprised of at least 100 students and 10 teachers. Each program day lasts 6.5 hours and is filled from start to finish with activities designed to assist youth in creating successful and constructive lives. Each day has a specific theme (e.g., "Personal Leadership", "Communication and Cooperation," and "Connections with Ourselves and Others"). The interactive program days include both whole group and small group activities. Small groups, called "resource groups" consist of 7-10 students and 1 adult. These groups engage in structured teambuilding and experiential activities. Whole-group activities include presentations, speakers and sharing activities. Time is also included within each program day for debriefs, reflection, and "commitment" checks. At the end of Day 3, an ACE Family Celebration is held where students, teachers, and parents can recognize and celebrate the successes and accomplishments achieved during this transformational experience. EduCare's *Making the Best of Me* curriculum supports teachers by providing them with over 150 activities and lessons that they can use throughout the year to expand upon the skills sets students learn in the ACE Program.

All of EduCare's programs integrate our Heartset® Education/Social Emotional Learning (SEL) framework. Our ACE Program and ACE Initiative (see description below) integrate Heartset® Education and social emotional development into a school environment. ***Site administration support*** is provided to ensure collaboration and seamless integration of all programs.

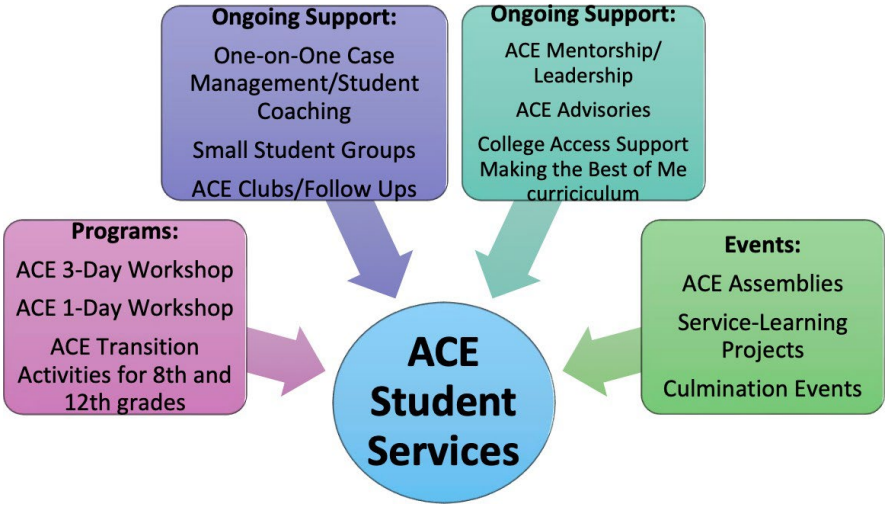
ACE Initiative

The **ACE Initiative (AI)** is a fully immersed and interactive year-long program that ***creates environments of self-awareness and compassion*** at each partner school. AI provides students, parents, and educators with the practical skills and resources that promote student achievement and prepares them to succeed in college, career, and life. AI was created in response to requests to deepen and sustain the impact of ACE. AI combines EduCare's field tested and proven SEL strategies with research-based principles (Abraham Maslow's Hierarchy of Need; Search Institute's 40 Developmental Assets; CASEL's SEL principles). Most AI Activities are driven by the participants, resulting in a fully engaged, fulfilling, and transformational experience. Students develop ***school spirit*** and a ***sense of belonging*** which helps support their success and the success

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of others. Scheduling of activities is coordinated at the school level. AI Activities consist of the following: 1) ACE Student Services, 2) ACE Professional Development, and 3) ACE Parent Services.

ACE Student Services offer a year-long series of age and grade appropriate SEL and character-building programs that emphasize the ***development* of *positive attitudes and wise decision-making that results in better behavior and relationships and improved academic performance.*** Activities, support, and services are designed to build upon the lessons learned and follow a continuous quality improvement (CQI) model. AI Staff also perform one-on-one case management and coaching as well as support College Access.

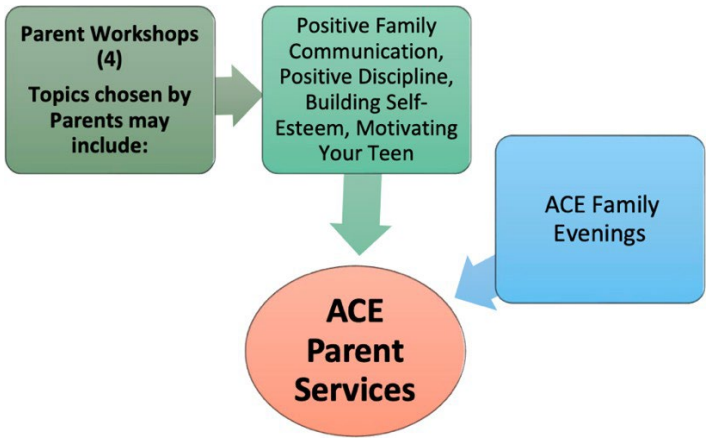


ACE Professional Development provides school educators and administrators with the tools, techniques, and resources to create a safe and caring classroom environment that fosters tolerance, creativity, and improved student learning. Specific emphasis is placed on SEL, College Access & Readiness, Service Learning, English Language Development, Linked Learning (Career Pathways), and After School- Expanded Learning Program Management.



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ACE Parent Services ***increase parent engagement and involvement*** and empowers parents with strategies and tools for parenting with greater confidence and effectiveness.



Case Management Program

EduCare's Case Management Program (CMP) promotes positive connections between students, educators and families that generate nurturing, safe and healthy environments at school and at home, building communities of caring that lead to student well-being and success. The program consists of:

1. One-on-One Case Management that focuses strongly on our over 35 years of expertise in providing social-emotional skills trainings that are foundational for a growth mindset and Heartset®, student resiliency, and motivation that lead to the well-being, and mental health of young people. Each Case Manager provides a cohort of students with weekly check-in to address their challenges and issues. The Case Management program serves students by ***promoting health awareness*** and creating supportive school climates that teach attitudes and behaviors which assist students in their: (1) Self-regulation skills — managing anger, fear, rejection, and peer pressure; (2) Interpersonal skills — communication, conflict resolution, and teambuilding; and, (3) Attitudinal development — positive decision-making and constructive choices.

Together with students, they identify challenges, create goals and develop a plan. In weekly check-ins, Case Managers ***monitor academic progress and attendance*** and provide other services to address barriers to success, such as medical referrals, college enrollment assistance, internship/volunteer opportunities and mental health referrals. They work closely with teachers, guidance counselors, therapists, the college center and after school program tutors to ensure student's academic progress and resilience. Each student receives bi-weekly half hour sessions of coaching, counseling, guidance and referral of resources. Case Managers meet with teachers, counselors, Psychologists, Pupil Services and Attendance (PSA) Counselors, Psychiatric Social Workers (PSW) and school personnel working with the student to obtain information, follow up, and prepare for sessions. Case Managers work closely with the School Psychologists, PSA Counselor and PSW to coordinate strategies and advocate on the student's behalf to ensure they receive the resource, focus, support and attention they need to address their mental health needs. In addition to working one-on-one with the student, the Case Managers serve as a liaison between the

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school and the student's family. Working in close partnership with schools and community organizations, Case Managers help parents address the range of mental health and social needs of their children.

2. Tutoring and Academic Support supports students receiving case management to provide ***tutoring*** as well as additional support to other students. This support not only provides students with the means for academic improvement but also gives students the impetus toward credit completion and graduation

3. A Train-the-Trainer component trains school and agency personnel to serve as the Case Manager at their schools. Each program will provide a total of 30 hours of professional development to a maximum of 20 individuals. This will enable schools to replicate the program on their campus. Personnel will have ongoing support in the form of monthly follow-up training sessions and monthly in-house visits.

Through ***family outreach*** and connecting educators, parents and families to social and health resources, the program develops a compassionate school climate that meet the mental health needs of students, including feelings of belonging, safety, and community. CMP promotes positive connections between students, educators and families that generate nurturing environments at school and at home, building communities of caring that lead to student well-being and success.

Case Managers also serve as a liaison between the school and the student's family and help parents address the range of mental health and social needs of their children. After a student enrolls in the program, Case Managers send home a letter and call parents/caregivers to provide a welcome and introduction to the program. Monthly phone calls enable Case Managers to update parents on their child's progress and provide coaching and support to help parents reinforce the life skills, strategies and lessons their child learned through the program at home. When needed, Case Managers schedule mediation meetings between the student, parents and appropriate school personnel (teacher, counselor, PSA, PSW, etc.), serving as a conduit to bring everyone together to create a comprehensive, coordinated and cohesive strategy that addresses the challenges that brought on the meeting (excessive absences, grades are dropping, etc.).

College and Career Access and Success Services

College & Career Access and Success Services are a year-long program of specialized workshops, classes, case management and activities that provide middle school and high school students with the knowledge, skills and confidence to successfully pursue post-secondary and career goals. These modules consist of 1) College & Career Access and Success workshops, 2) case management, 3) ACE Student Success and Life Skills workshops, and 4) integration and access with the school's existing after school programs. These modules ***meet the district's goals for increasing graduation rates and ensuring that students will graduate college and career ready.***

EduCare's *College & Career Access and Success* workshops are customizable and designed to address the needs and college aspirations of middle school and high school students. At the high school level, EduCare provides sessions throughout the year with topics relevant to college and financial aid application deadlines and standardized testing dates. Students gain an understanding

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of the necessary steps involved on the college path, ***academic counseling***, and knowledge of the important milestones along the way (i.e. when to take the required A through G requirements, testing dates and application deadlines). They build their skills and gain confidence in their ability to develop and pursue their individual college road map. Topics covered include, but are not limited to:

- Understanding A-G requirements, high school course selection, homework and activity time management, after school / summer opportunities and enrichment.
- A review of high school transcripts, standardized test scores (SAT, ACT, SAT Subject Test, and PSAT) and extracurricular activities included in college applications.
- SAT and ACT preparation, and discussion of how tests are used in the college admission process.
- How to identify colleges that support their educational and career goals, and understanding the requirements needed for admission (average GPAs, SATs and ACTs of incoming students, high school college course requirements, college application deadlines, etc.).
- A review of admission requirements at various universities and colleges and a development of timetable for completing application components and requirements.
- Ongoing review of high school transcripts, standardized test scores (SAT, ACT, SAT Subject Test), and extracurricular activities and interests.
- Review/editing multiple essay drafts, including detailed feedback that improves both the quality of the writing and how well the essays convey the personality and uniqueness of the student.
- Personal Interview Guidance – one-time session with a mentor that can talk to students about their personal interests and what options they have to explore those interests in college; college Interview and personal statement development and review.
- Financial Aid Guidance workshops cover the various financial aid opportunities available from the federal government, state, postsecondary institutions and private sources. Students learn about the various application processes and how to take the necessary steps to obtain them.
- Students learn how to utilize Fast Web (an online resource of college scholarships) and are introduced to available resources, such as local Cash for College events. Topics include: 1) FAFSA (Free Application for Federal Student Aid); 2) Scholarships; 3) Fellowships; 4) Work-Study; 5) Loans and 6) Grants.

College & Career Access and Success Case Managers provide a bi-weekly check-in for students. They help students develop their individual college and career Road Map and provide mentoring, guidance and support. In addition to working one-on-one with the student, the Case Managers serves as a liaison between the school and the student's family. Through parent meetings, the Case Manager provides support and help families navigate the LAUSD school system, college applications and FAFSA. As the liaison for the school, they help teachers and school personnel to support the needs of their students.

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At the middle school level, workshop topics include EduCare's College Readiness – Creating Your College Road Map, a series of four customizable sessions designed to address the needs and college aspirations of middle school students. Middle school students learn the necessary steps involved on the college path and when to accomplish the important milestones along the way. Students build skills and gain confidence in their ability reach their goals.

EduCare also offers an array of ***supplemental programs and services***, such as academic support, college field trips, a Student Success Summer Bridge program, and professional development activities to enhance their college and career services. Summer Bridge Programs assist students as they transition through academic milestones. The Summer Bridge program for incoming 9th grade students helps middle school students transition into high school. The 12th Grade Graduate Transition Program provides recent graduates with information, workshops, and retreats that help prepare them for their freshman year in college.

After School Programs

EduCare's **After School Programs** offer a comprehensive program with an array of ***extracurricular activities and support*** in the areas of *academic enrichment*, *educational enrichment*, and *physical education/recreational activities* within our framework of youth empowerment and Social-Emotional Learning (SEL). EduCare currently manages and provides the comprehensive daily After School Programs for 29 Beyond the Bell ASSETs grants on the campuses of 18 high schools and two middle schools in LAUSD, including a Green Dot Public Schools ASSETs grant at Alain LeRoy Locke College Preparatory Academy. EduCare also manages the After School Program grants at two high schools in Lynwood Unified School District. Over 30,000 young people directly participate in EduCare's student support programs each year. In 2012, EduCare's After School Programs were recognized as *A Best Practice/Dropout Prevention* by Afterschool Alliance (D.C.).

All *After School Programs* are offered at no cost to students. Program staff collaborates with each partner school to create a program that reflects the needs and wishes of the specific school community. When appropriate, EduCare will subcontract with a collaborative partner to deliver specific activities in the After School Program. EduCare seeks out and develops these partnerships in order to address identified needs of the specific site, budget constraints and specific knowledge of subjects. The activities EduCare provides are aligned with school needs derived from testing data and consider activity interests gathered from student surveys when implementing. EduCare's *academic enrichment activities* support academic success by creating links to classroom learning. EduCare program staff keeps up to date on each student's academic challenges and strengths by staying in regular communication with the classroom teachers. This enables our staff to provide appropriate academic activities and supports. EduCare's ***Tutoring and Homework Assistance program*** aims to help young people attain the know-how to be a successful student. In addition to fostering subject matter knowledge, the job of the tutor is to help students learn strategies for doing their schoolwork. Youth often struggle academically because they do not know how to be effective in school.

They do not know how to do, or understand the importance of, things like finding an appropriate place to study, managing their time, asking and answering questions in class, or reading a textbook for information. These study skills are essential for success in school and outside of the classroom.

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EduCare's Tutoring and Homework Assistance program includes a *targeted intervention program* for students identified by teachers, counselors, and the Title I office as needing academic intervention. EduCare's targeted intervention program illustrates our program's alignment with the regular school day program. The names of identified students are placed on a daily sheet. Their teachers can specify course assignments the student should work on while in the after-school tutoring. Regularly scheduled communication regarding the targeted students' progress is scheduled between the teachers and EduCare's After School Program staff.

EduCare provides a wide variety of *educational enrichment activities* that address student, school, and community needs and interests, while promoting development of students' literacy, mathematical, technical, and/or cultural skills. Educational Enrichment activities are designed to reinforce and complement the regular academic program. Through disguised learning/scaffolding of subjects, Project Based learning, students will participate in a range of activities such as Music, Art, Theatre, Dancing, Leadership, Cooking, Physical Education/Recreational, and Technology. Programming is aligned with the Common Core State Standards. Desktop publishing, foreign language classes, book clubs, creative writing class, and a film appreciation club are examples of reading and language arts offerings incorporated into current EduCare After School Programs. Robotics, Science Bowl, and Cyber Careers are examples of STEM activities incorporated into EduCare's program offerings.

EduCare's *educational enrichment activities* support and complement the regular school day, provide opportunities for creativity and self-expression, and develop leadership skills. Students have the opportunity to gain new skills and hone existing ones that support their academic achievement and school success. Skills include ***time management, communication, problem solving, conflict resolution, and accountability***. In many instances, student leaders select activity offerings based on interest generated by their peers.

EduCare provides *physical education/recreation activities* to ***promote increased physical activity, health awareness, and healthy lifestyles***. They encourage personal growth through competitive and non- competitive sports by building teamwork and a healthy competitive spirit, developing relationships, and having fun. Activities complement the regular school day and provide leadership opportunities and physical outlets for the students.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

EduCare presents a fully burdened fixed unit rate price proposal of all services as specified in the Statement of Work and described *Student Engagement and Success Program*, that offers reasonable costs and transparency to schools. EduCare works closely with each school to customize services to best address the goals and needs of the school, its students, and their parents. A description of the program components and component cost breakdown is provided on the following page. Districts may elect to purchase individual components to customize their program.

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	$80.86/hour	$83.59/hour	$86.39/hour	$89.28/hour
Staff Hourly Rate	$44.11/hour	$45.43/hour	$46.69/hour	$48.09/hour
All Inclusive Per Middle School Fixed Rate	$125,000	$128,750	$132,613	$136,590
All Inclusive Per High School Fixed Rate	$186,050	$191,631	$197,379	$203,300
All Inclusive ACE Initiative Module Fixed Rate	$169,000	$174,070	$179,282	$184,660
All Inclusive Offsite Fixed Rate	$5,000/college visit $20,000/college retreat	$5,150/visit $20,600/retreat	$5,300/visit $21,220/retreat	$5,450visit $21,850/retreat

STUDENT ENGAGEMENT AND SUCCESS PROGRAM - HIGH SCHOOL MODULE:

The ***Student Engagement and Success Program - High School Module*** consists of three (3) component programs and the *ACE Initiative Module,* with its own corresponding components. The total cost for the three component programs of this module is described below.

TOTAL COST: $186,050 (includes F/T College & Career Access and Success Site Coordinator, and three components below)

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STAFF: Project Manager
College & Career Access and Success Site Coordinator ($90,000 (40 hrs./wk)
College & Career Access and Success Case Manager (approximately 29 hrs./wk.) Class Instructors & ACE Program Facilitators
DURATION: School Year

Each of the three component programs are also available separately. The costs for each individual component program are described below.

1. One-on-One Case Management (year-long)

Cost: $46,050 (per case manager)
Students Served: 40-50 under-performing students
Duration: 1 school year
Meetings: bi-weekly
Description: One-on-one Case Management sessions throughout the year with a College & Career Access and Success Case Manager that tracks academic progress and school attendance, helps students develop their individualized College Road Map, provides mentoring, guidance and support. Case Managers address individual student needs and issues that can range from homelessness, child abuse, immigration status and poverty.

Case Managers work to connect students with resources and support in the school and community that can address those needs.

2. ACE: Student Success and Life Skills Development Component (one 3-day session and monthly workshops)

Cost: $25,000
Students Served: 100 - 125
Duration: 1 school year
Description: A year-long student success, leadership and character- building program designed to improve student achievement by addressing students' barriers to learning and by teaching attitudes and behaviors which support success, including:

- Attitudinal development — positive decision-making, constructive choices
- Personal management — study skills, verbal skills, project and time management
- Emotional intelligence — managing anger, fear, rejection, and peer pressure
- Interpersonal skills — communication, conflict resolution, and team-building

Activities:

- 3-day ACE (Achievement and Commitment to Excellence) Program with family evening
- monthly ACE follow-up workshops utilizing the "Making the Best of Me: A Handbook for Student Excellence and Self-Esteem" curriculum

3. **Specialized College & Career Access and Success Component (10 sessions)**

Cost: $25,000
Students Served: 75 - 100

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Total Sessions: 10
Duration: 1 school year
Description: Workshops, classes and activities provide youth with the knowledge, skills and confidence to successfully pursue post-secondary education. The year-long program consists of:

- College Readiness and Application Assistance: three customizable sessions designed to address the needs and college aspirations of students. Students learn the necessary steps involved on the college path and when to accomplish the important milestones along the way. Students also build skills and gain confidence in their ability to develop and pursue their individual College Road Map.
- Financial Aid Guidance: two workshops cover the various financial aid opportunities available from the federal government, state, postsecondary institutions and private sources and how to obtain them (i.e. FAFSA, Scholarships, Fellowships, Work-study, Student Loans and Grants).
- Financial Literacy: two engaging and educational workshops provide a basic foundation for students to learn how to make wise and responsible financial choices.
- SAT / ACT / AP Test Preparation: a combination of three small-group instruction sessions, independent learning and online resources develop students' test taking skills and strategies.
- Career Surveys and Matching (Internship): assesses and identifies potential career options for students and introduces them to the education and / or training needed for those careers.

EduCare's ***ACE Initiative*** offers a comprehensive year-round program of support services, activities and programming to create a healthy and positive school culture that promotes student achievement, attendance, and graduation and prepares them to succeed in college, career, and life.

The complete ***ACE Initiative Module*** consists of three components. The total cost for the three component programs of this module is described below.

COST: $188,000
STAFF: ACE Initiative Program Director ACE Initiative Site Administrator
ACE Facilitators and Assistant Facilitators ACE Event Captains
Event Production Manager and Coordinator
DURATION: School Year

The costs for each individual component program of the ACE Initiative are described below.

1. ACE Student Services Cost: $135,000
Students Served: all students
Duration: 1 school year
Description: Age and grade appropriate SEL and character-building programs that emphasize developing positive attitudes and wise decision-making that results in better behaviors and relationships and improved academic performance. Activities, support, and services are designed to build upon the lessons learned and follow a continuous quality improvement (CQI) model.

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Deliverables: (1) ACE 3-Day Program ($15,000)
(2) ACE 1-Day Workshops ($10,000)
(1) ACE Retreat (High Ropes Day) ($15,000)
(1) Culmination Event ($5,000)
(1)ACE Initiative Administrator - Mentoring and Support (year-long) ($90,000)

2. ACE Professional Development

Cost: $25,000
Educators/Staff Served: 75-100
Duration: 1 school year
Description: Workshops, seminars and coaching activities that enable educators and school personnel to replicate EduCare's successful SEL practices and youth development strategies in their classrooms and school.

Specific emphasis is placed on SEL, College Access & Readiness, Service Learning, English Language Development, Linked Learning (Career Pathways), and After School/Expanded Learning Program Management.

Deliverables: (1) Educator Institute (3 consecutive days- summer) ($15,000)
(1) Half-Day Professional Development Workshops (Teachers & Staff) ($5,000)
On-site coaching (year-long) ($5,000)

3. ACE Parent Services

Cost: $9,000
Parents Served: 125
Duration: 1 school year
Description: Workshops and events that increase engagement and empower parents with strategies and tools for parenting with greater confidence and effectiveness.

Deliverables: (1) ACE Family Evening
(4) Parent Workshops

STUDENT ENGAGEMENT AND SUCCESS PROGRAM - MIDDLE SCHOOL MODULE:

The ***Student Engagement and Success Program - Middle School Module*** consists of two (2) component programs described below, plus a full-time Middle School Success Coordinator to oversee delivery of the program and provide case management.

COST: $125,000 (includes F/T Middle School Success Coordinator, and two components below)
STAFF: Middle School Success Coordinator - $90,000 (40 hours a week)
Class Instructors & ACE Program Facilitators
DURATION: School Year

Docusign Envelope ID: 67731752-9D23-88CD-8287-6CC839F9497B

1. Specialized College Access and Success Component (4 sessions)

Cost: $10,000
Students Served: 40
Total Sessions: 4
Duration: 1 school year
Description: Workshops, classes and activities provide middle school students with the knowledge, skills and confidence to successfully pursue post-secondary education. The year-long program consists of:

- College Road Map: two customizable sessions designed to address the needs and college aspirations of students. Middle school students learn the necessary steps involved on the college path and when to accomplish the important milestones along the way. Students also build skills and gain confidence in their ability to develop and pursue their individual College Road Map.
- High School Success Road Map: two customizable session designed to guide middle school student on what to expect in high school. What classes to take, how to get involved, where to get help, connecting with the after school programs.

2. ACE Student Success and Life Skills Development (one 3-day session and monthly workshops)

Cost: **$25,000**
Students Served: 100 - 125
Duration: 1 school year
Description: A year-long student success, leadership and character- building program designed to improve student achievement by addressing students' barriers to learning and by teaching attitudes and behaviors which support success, including:

- Attitudinal development — positive decision-making, constructive choices
- Personal management — study skills, verbal skills, project and time management
- Emotional intelligence — managing anger, fear, rejection, and peer pressure
- Interpersonal skills — communication, conflict resolution, and team-building

Components:

- 3-day ACE (Achievement and Commitment to Excellence) Program Session
- Monthly ACE follow-up workshops utilizing the "Making the Best of Me: A Handbook for Student Excellence and Self-Esteem" curriculum

SUPPLEMENTAL COMPONENTS:

EduCare offers an array of services for students, parents and educators that schools can choose from to enhance EduCare's *Student Engagement and Success Program*. Schools can add any of the following to the *Student Engagement and Success Program* modules.

1. Academic Support: $26,000/tutor (suggest 3 tutors per school)

Students Served: 25 – 35 (dependent on class size)

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Duration: 20 hrs./wk. throughout the school year
Description: Targeted academic support is provided, with tutors prioritizing the lowest-performing students while also offering broader support to additional students as needed.

2. College Visit: $5,000
Students Served: 50
Duration: 1 day trip (Southern California)
Description: One-day events at local universities and colleges that include a tour of the campus and various speakers/presentations to introduce youth to the college environment and enable them to experience college life first-hand on a university campus.

3. College Retreat: $20,000
Students Served: 100
Duration: 2-day overnight trip (Southern California)
Description: Overnight college retreat provides a more in-depth experience of college life. Students stay overnight in the dorms, tour the campus, participate in workshops and classes and hear from various speakers.

4. Student Success Summer Bridge: $16,500
Students Served: 100
Duration: 3 full days
Description: Workshops for incoming 9^{th} grade students and 12^{th} Grade Graduates to help them in their transitions.

5. Parent & Family Skills Development: $10,000
Parents Served: 100
Duration: 1 school year
Number of Workshops: 4 workshops
Description: Four customizable workshops that empower parents with strategies for parenting with greater confidence and effectiveness. Topics include: 1) parent empowerment workshops; 2) college readiness workshops and 3) social emotional learning (SEL) workshops. Workshops provide parents and guardians with tools for family communication, family leadership, and support for high academic success. Parents learn and develop the skills to create a nurturing environment and strong foundation to support their child's college goals.

6. Professional Development: $10,000
Educators Served: 100
Duration: 4 sessions
Number of Hours: 30 hours total
Description: Training for teachers and school personnel emphasize Social Emotional Learning (SEL), English Language Development and Linked Learning. EduCare's interactive, experiential professional developments and workshops provide educators with the opportunity to develop and enhance their effectiveness in working with both youth and colleagues. By providing educators with the tools, techniques and resources they need to teach youth an additional 3 R's – Respect,

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Resiliency and Responsibility, EduCare helps to develop nurturing environments to support youth on their college path.

ACE INITIATIVE (AI) MODIFIED MODULE:

The ***ACE Initiative Modified Module*** is a modified version of the ACE Initiative and consists of three component programs. The total cost for the three component programs of this module is described below. **COST: $55,000**

STAFF: ACE Initiative Program Coordinator (P/T)

DURATION: School Year

Each component and activities are also available separately.

1. ACE Student Services

Cost: $32,500

Students Served: 300

Duration: 1 school year

Description: age and grade appropriate SEL and character building programs that emphasize developing positive attitudes and wise decision-making that results in better behaviors and relationships and improved academic performance. Activities, support, and services are designed to build upon the lessons learned and follow a continuous quality improvement (CQI) model.

Deliverables: (1) ACE 3-Day Program ($16,500)
(2) ACE 1-Day Workshops ($11,000)
(2) Service Learning Projects ($5,000)

2. ACE Professional Development

Cost: $5,000

Educators Served: 36 - 50

Duration: 1 school year

Description: workshops, seminars and coaching activities that enable educators and school personnel to replicate EduCare's successful SEL practices and youth development strategies in their classrooms and school. Specific emphasis is placed on SEL, College Access & Readiness, Service Learning, English Language Development, Linked Learning (Career Pathways), and After School/Expanded Learning Program Management.

Deliverables: (2) Half-Day Professional Development Workshops (Teachers & Staff)

3. ACE Parent Services

Cost: $7,500

Parents Served: 90

Duration: 1 school year

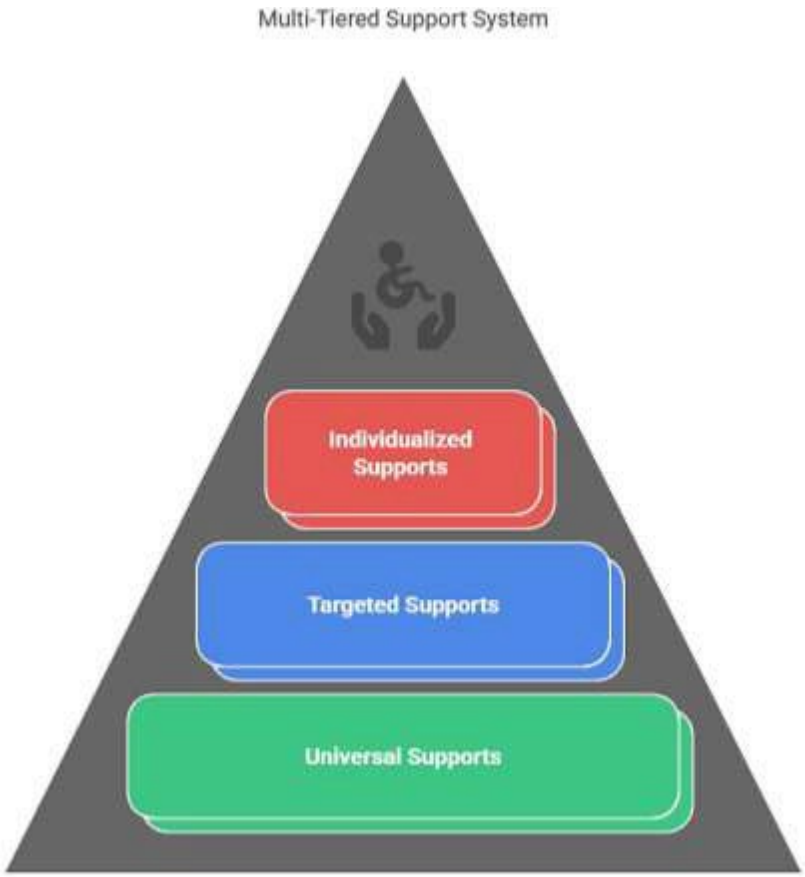
Description: workshops and events that increase engagement and empower parents with strategies and tools for parenting with greater confidence and effectiveness.

Deliverables: (3) Parent Workshops

EXHIBIT A
STATEMENT OF WORK

PROGRAM COMPONENTS

Reach One & Teach One will employ a three-tiered framework; **Prevention (Tier 1), Early Intervention (Tier 2),** and **Intensive Intervention (Tier 3)** to deliver both on-site and virtual dropout-prevention services that map directly to the LAUSD Statement of Work.

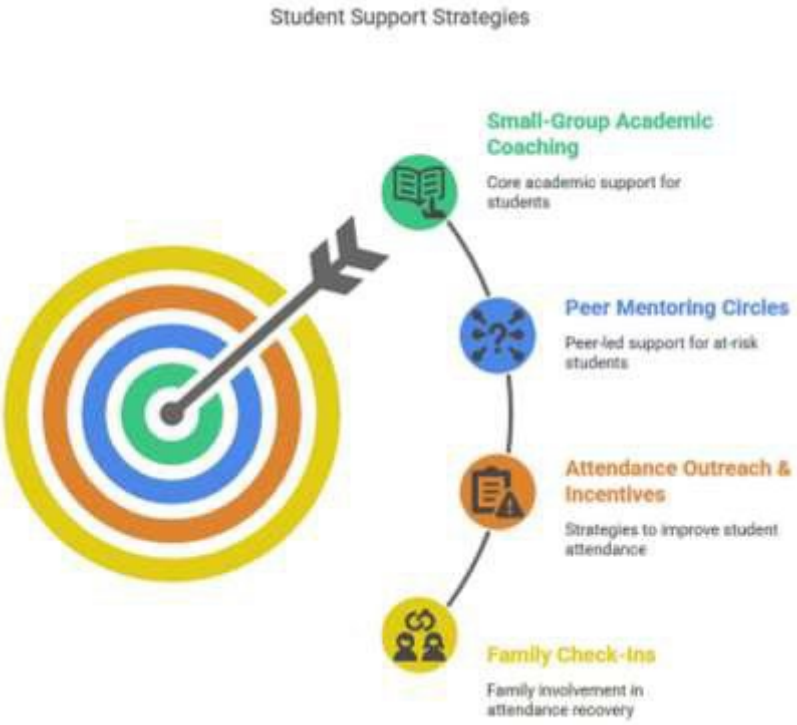


1. Tier 1 – Prevention (Universal Supports)

Objective: Build a school-wide culture of engagement and resilience to minimize risk factors before academic or attendance concerns emerge.

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- **Universal Social-Emotional Learning (SEL) Curriculum:**
    - Weekly classroom sessions on growth mindset, self-regulation, and goal-setting.
    - Integration of SEL "micro-learnings" into homeroom or advisory periods.



- **School-Wide Workshops & Assemblies:**
    - Quarterly motivational assemblies featuring near-peer role models and alumni success stories.
    - Parent–family nights introducing attendance expectations and academic pathways.

- **Digital Resilience Resources:**
    - Access via our proprietary LMS (LearningTracker™) to interactive modules on study skills, time management, and digital literacy.
    - School-branded mobile push notifications summarizing "Tip of the Week" on attendance and grading policies.

2. Tier 2 – Early Intervention (Targeted Supports)

Objective: Identify and support students exhibiting early signs of disengagement or academic struggle.

- **Small-Group Academic Coaching:**
    - Groups of 4–6 students meeting twice weekly for targeted support in core subjects.
    - Coaching sessions facilitated by certified tutors using differentiated instruction strategies.

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- **Peer Mentoring Circles:**

    - Bi-weekly cohorts of at-risk students paired with trained peer mentors.
    - Focus on study habits, peer accountability, and confidence-building exercises.

3. Tier 3 – Intensive Intervention (Individualized Supports)

Objective: Deliver one-on-one interventions for students at highest risk of dropout or chronic absenteeism.

- **Dedicated Case Management:**

    - Each student assigned a full-time case manager who conducts weekly one-on-one check-ins.
    - Development of a personalized Success Roadmap with academic and socio-emotional milestones.

- **Restorative Justice & Behavioral Support:**

    - Individual restorative conferences for students with behavioral incidents or suspension history.
    - Contracts outlining behavioral expectations, support sessions with school counselor, and progress reviews.

- **Virtual Tutoring & Counseling:**

    - 24/7 on-demand virtual tutoring via video conferencing for homework help and credit recovery.
    - Scheduled tele-counseling sessions for trauma-informed support or crisis intervention.

- **Alternative Learning Pathways:**

    - Credit-recovery modules delivered through our LMS, with progress tracked daily.
    - Flexible scheduling for evening or weekend virtual academies to accommodate work or family obligations.

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Curriculum & Service Delivery Model

Component	Description	Delivery Mode
SEL Foundations	Age-appropriate SEL modules: self-awareness, emotional regulation, responsible decision-making.	On-site classroom & LMS
Academic Boot Camps	Intensive weekend sessions focused on algebra readiness, writing workshops, and study skills.	Hybrid (on-site + virtual)
Mentor Training Academy	Two-day certification for peer and adult mentors on trauma-informed practices, cultural competence, and restorative facilitation.	On-site workshops
Family Engagement Series	Four bilingual workshops per year covering attendance importance, college/career pathways, and digital navigation for parents.	On-site + live webinars
Virtual Learning Library	200+ micro-learning videos, downloadable guides, and interactive quizzes accessible via LearningTracker™.	Virtual

1. Achieving Maximum Student Involvement

A. Peer Ambassador Program

- **Selection & Training:** Recruit 3–5 "Student Engagement Ambassadors" per site—representative of diverse grade levels, cultures, and interests to champion programs. Provide a one-day leadership boot camp covering facilitation skills, outreach strategies, and data reporting.

- **Ambassador-Led Events:** Weekly drop-in "Study & Social" sessions during lunch or advisory, promoted by ambassadors via classroom announcements and social- media "takeovers."



- **Incentives & Recognition:** Tiered points system: students earn digital badges for event attendance, workshop completion, and peer-mentoring participation. Points redeemable for school-branded merchandise, homework passes, or priority access to enrichment trips.

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2. Strategies to Improve Students' Sense of Belonging

A. Culturally Responsive Cohorts

- **Affinity Circles:** Monthly small-group meetups (8–10 students) organized around shared identities or interests (e.g., culture, arts, STEM), co-facilitated by a mentor and a peer ambassador.
- **Family & Community Spotlights:** Quarterly "Culture & Career Nights," where families and local professionals share traditions, career pathways, and success stories— reinforcing community ties.



B. Restorative Practices for Relationship Building

- **"Circle Up" Sessions:** Bi-weekly restorative justice circles in advisory classes to surface concerns, celebrate wins, and co-create classroom norms.
- **Peer Recognition Posts:** Digital bulletin board on the LMS where students nominate peers for "Kindness," "Growth," and "Collaboration," with weekly highlights.

C. Physical Spaces & Symbols

- **Welcome Corners:** Designated "engagement nooks" in common areas with comfortable seating, student- curated art, and resource kiosks for tutoring schedules and mental-health supports.
- **School Identity Projects:** Student-led mural or digital art installations expressing school values and shared
aspirations, culminating in a "Launch Day" assembly.

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3. Positive Behavior Support Plan

A. PBIS-Aligned Tiered Framework

- **Tier 1 (Universal):** Establish three succinct "School Norms" (e.g., Be Respectful, Be Responsible, Be Safe).
  Reinforce via daily announcements, visual signage, and SEL lessons.

- **Tier 2 (Targeted):** Implement Check-In/Check-Out (CICO) for students with early behavior flags, pairing them with trained mentors for daily goal setting and feedback.

- **Tier 3 (Intensive):** Provide individualized behavior contracts and restorative conferences for students with repeated infractions, facilitated by our licensed counselors.

4. Dropout Rate Reduction Plan

A. Early Warning & Rapid Response

- **Rapid Response Team:** Within 48 hours of a trigger, a case manager, mentor, and parent liaison meet with the student and family to co-design an action plan.

B. Integrated Academic & Socio-Emotional Supports

- **Credit Recovery Labs:** Virtual and on-site evening/weekend labs for makeup work and credit retrieval, staffed by certified teachers.

- **Wellness Workshops:** Monthly sessions on stress management, study techniques, and goal visualization— open to all at-risk flags.

C. Evaluation & Reinforcement

- **Monthly Progress:** Cross-functional "Engagement Committees" analyze attendance, grades, and behavior
  data to adjust interventions.

- **Success Milestone Celebrations:** Quarterly "Achievement Assemblies" celebrating students who meet
  personalized attendance and grade targets, reinforcing program value and motivating peers.

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5. Stakeholder Engagement

1. Leadership & Staff Interviews:

- 1:1 discussions with principals, counselors, and teachers to surface site-specific challenges and existing supports.

2. Student Voice Forums:

- Grade-level focus groups (8–12 students each) to explore attendance motivators, academic hurdles, and sense-of-belonging factors.

3. Family & Community Roundtables

- Bilingual sessions with parents, community-based organizations, and local agencies (e.g., youth centers, mental-health providers) to identify external influences on student engagement.

4. Community Asset Mapping

- Collaborative workshops mapping after-school programs, transit routes, and neighborhood safety considerations that affect access and participation.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost overhead general and administrative (G&A) profit and other relevant costs.

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	$ 49.50	$ 52.20	$ 54.90	$ 57.60
Staff Hourly Rate	$ 31.50	$ 33.30	$ 35.10	$ 36.00
All Inclusive Per Middle School Fixed Rate (Annually)	$ 64,800.00	$ 68,040.00	$ 71,442.00	$ 75,015.00
All Inclusive Per High School Fixed Rate (Annually)	$ 97,200.00	$102,060.00	$107,163.00	$112,521.60
All Inclusive Offsite Fixed Rate (Annually)	$ 48,600.00	$ 51,030.00	$ 53,419.00	$ 56,250.00

Reach One & Teach One fixed rates for Middle School, High School, and Offsite services are fully burdened and include all direct and indirect costs required to successfully deliver the services outlined in the SOW. These rates comply with the requirement that fees include direct labor, overhead, general and administrative (G&A), profit, and all other relevant costs.

Services Included in All-Inclusive Pricing

All-Inclusive Per Middle School Fixed Rate (Annual)

The Middle School fixed rate includes the following services:

- Program planning, coordination, and scheduling
- On-site service delivery as defined in the SOW
- Assigned project staff support
- Project management oversight and coordination
- Required instructional/program materials and supplies
- Routine communication and coordination with school administrators

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All-Inclusive Per High School Fixed Rate (Annual)

The High School fixed rate includes all services listed for Middle School, with additional scope and intensity appropriate for high school programming, including:

- Increased staff time and support due to program complexity
- Enhanced coordination and scheduling requirements
- Additional materials and logistical support as required by the SOW
- Project management and administrative support commensurate with program scale

All-Inclusive Offsite Fixed Rate (Annual)

The Offsite fixed rate includes:

- Program planning and coordination for offsite delivery
- Staff time for offsite service delivery
- Project management and administrative oversight
- Required materials and supplies for offsite programming
- Standard reporting and documentation

Summary

The all-inclusive rates represent a fixed annual price per school or offsite location and cover all costs required to deliver the defined scope of services without additional fees or pass-through costs.

EXHIBIT A
STATEMENT OF WORK

Program Components

Program Plan

Stepping in the Right Direction (STRD) offers a comprehensive suite of programs designed to improve student engagement, support academic and social-emotional growth, and reduce risk factors associated with dropout.

Our six (6) core programs are delivered through structured curricula that incorporate mentorship, student voice, goal setting, and real-time support.
These core programs include:

- ***I Am Beautiful Mentorship Series***
- ***The Better Making of Men Program***
- ***The Art of Movement Series***
- ***Off the Clock Parent Engagement Series***
- ***College Culture Network***
- ***Virtual College Prep Center***



Stepping in the Right Direction implements a tiered educational support model that integrates prevention, early intervention, and targeted support strategies to reduce dropout risk and promote student success. Our programming is delivered both on-site and virtually, offering flexible, school-aligned services that support a wide range of student needs.

Tier 1 – Prevention (Universal Supports for All Students)

Prevention strategies are embedded across all of our core programs and are designed to engage students early, build positive school culture, and support academic and personal development.
Examples include:

- ***I Am Beautiful Series*** *and* ***The Better Making of Men Series*** to promote identity, confidence, and resilience
- ***The Art of Movement Series*** to foster belonging, expression, and school spirit

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- ***College Culture Network*** to provide all students with access to digital college and career readiness tools
- ***School-wide events***, ***guest speakers***, *and* ***family engagement*** sessions to reinforce motivation and build community

Tier 2 – Early Intervention (Targeted Group Supports)

Students identified as needing additional support receive targeted programming that promotes engagement and accountability. These supports are often facilitated in smaller group settings and include:

- Mentorship group check-ins to monitor academic and behavioral progress
- SMART goal development and progress reviews integrated into workshop series
- Live support through the Virtual College Prep Center (4–7 pm) for students and families seeking real-time guidance on academic planning, time management, or college readiness
- Peer-led leadership opportunities that provide connection and responsibility

Tier 3 – Intervention (Individualized Supports)

For students at high risk of disengagement, STRD works with school partners to deliver individualized supports:

- One-on-one virtual advising through the Virtual College Prep Center focused on postsecondary planning and personal challenges
- Collaboration with school counselors and administrators to reinforce behavior or attendance contracts
- Custom adaptations of workshop content to reflect students' specific needs, including additional outreach and incentive-based engagement
- Restorative discussion formats built into mentorship sessions to promote reflection and rebuild school relationships

Across all tiers, student participation and progress are monitored, tracked, and reported to school sites through monthly or quarterly reports, with an annual summary provided to support data-driven improvement planning.

This structured approach ensures that each student receives the right level of support at the right time, promoting equitable outcomes and sustained school engagement.

Stepping in the Right Direction is fully equipped to meet the requirements through our proven, student-centered programming. Our six (6) core initiatives are designed to increase student engagement, foster academic achievement, and support social-emotional learning and development. Our programs directly contribute to improving graduation rates, academic performance, and student behavior while also reducing tardiness and absenteeism. We create

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meaningful, culturally responsive learning experiences that students value and look forward to. Our programs can be adaptable and implemented before and/or after school, in alignment with school site needs and with approval from school administrators. We are committed to working collaboratively with school teams to ensure smooth integration into the school day or extended learning time.

We maintain strict adherence to student data privacy and protection standards, including full compliance with the Family Educational Rights and Privacy Act (FERPA). We understand the importance of safeguarding student information and will only access academic or contact information only with prior authorization from a parent or student.

STRD's holistic approach and relationship based learning offers impactful support to help students thrive academically, socially, and emotionally. Ultimately contributing to long term school success.

Deliverables

Stepping in the Right Direction offers a flexible, collaborative, and student-centered delivery model that includes both **in-person** and **virtual programming**, based on the unique needs of each school site. Our implementation plan includes:

- **Program customization and scheduling** in coordination with school leadership to align sessions with site calendars and student availability
- Delivery of **live, in-person workshops** before or after school for mentorship, enrichment, and parent engagement programs
- Access to **daily virtual support (Monday–Friday, 4–7 PM)** through the Virtual College Prep Center, enabling students and families to connect with college advisors after school hours
- Integration with digital platforms like the **College Culture Network**, which allows for asynchronous access to college readiness modules and resources. Importantly, the College Culture Network is designed with **data privacy in mind**. The platform does **not collect or store personally identifiable student information**. All features are structured to support school-based initiatives while maintaining compliance with LAUSD's digital safety and instructional technology standards.
- A **dedicated program coordinator** to manage logistics, ensure team readiness, and provide continuous communication with school contacts

- **Attendance Monitoring: Regular tracking of student attendance to identify patterns, monitor engagement, and ensure timely interventions when necessary.**

Stepping in the Right Direction tracks attendance and engagement consistently across all programs. For in-person sessions, facilitators maintain **detailed sign-in sheets** to monitor student participation. For virtual programming, attendance is verified through student check-ins during live sessions or self-reported participation methods, as coordinated with the school site. No

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personally identifiable information is collected or stored by STRD. Participation insights are shared with schools only in aggregate or non-identifiable formats, as appropriate.

This data is used to:

- Identify patterns in attendance and flag disengagement early
- Provide insights in monthly or quarterly progress reports
- Inform targeted follow-ups and interventions where appropriate
- Support schools in aligning our services with broader attendance goals

We also collaborate with school administrators to cross-reference site-level attendance and engagement data when permitted, ensuring that our support aligns with the district's dropout prevention and student success priorities.

- **Academic Performance Tracking: Track student progress by monitoring passing grades, A-G status/course completion identifying trends, and intervening as needed to support academic success.**

Stepping in the Right Direction will support academic performance tracking by monitoring key indicators such as **passing grades**, **A-G status**, and **course completion**, in collaboration with school staff. Our approach includes:

- **Regular student check-ins** through mentorship and academic readiness programs
- **Goal-setting and progress reviews** to identify patterns of academic achievement or areas of concern
- **Collaborative communication** with school personnel to align on student needs and existing support structures
- **Interventions, referrals, or strategy adjustments**, as appropriate, to help students stay on track toward graduation and postsecondary readiness

While we do not directly manage academic records, we use data-informed conversations and student-driven reflections to ensure students remain accountable, motivated, and connected to their academic progress.

- **Progress Reporting and Data Analysis: Provide monthly or quarterly reports to school site that summarize individual student performance, including tracked attendance, grades, and interventions. These reports will also include a comprehensive analysis of student progress, highlighting achievements, challenges, and outlining strategies for continued academic success and improvement. Provide an annual report to school site and Sponsor on student progress, highlighting achievements, challenges, and outlining strategies for continued academic success and improvement.**

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Stepping in the Right Direction is committed to providing timely and meaningful data to support ongoing collaboration with school sites and ensure student success. Our team will deliver **monthly or quarterly progress reports** to school sites, based on the program scope and schedule. These reports will include:

- **Summaries of individual student performance**, including participation, academic engagement, and behavior insights
- **Tracked attendance, grades, and applicable academic indicators** (as shared by the school site)
- **Documentation of interventions and supports** provided through our programs
- **A comprehensive narrative analysis** highlighting student achievements, challenges, and progress toward established goals

Each report will also outline **actionable strategies** for continued support, helping schools align our services with their student success goals.

In addition, an **annual report** will be prepared for each school site and if needed, submitted to LAUSD. This report will provide a high level summary of overall student impact, engagement trends, and long-term strategies to promote sustained academic progress, increased attendance, and successful transitions to postsecondary pathways.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

PRICE PROPOSAL				
STEPPING IN THE RIGHT DIRECTION				
NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and				
administrative (G&A), profit, and other relevant costs.				
Better Making of Men/I Am Beautiful/Art of Movement: Series 6 Week Series		**12%**	**N/A**	**12%**
Pricing Options	**Initial 2 Year Period**	**Option Year 1**	**Option Year 2**	**Option Year 3**
Project Manager Hourly Rate	$40.00	$45.00	$45.00	$50.00
Staff Hourly Rate	$20.00	$22.00	$22.00	$25.00
All Inclusive Per Elem/Middle/High School Fixed Rate **(6 Week Bundle Series)**	$15,000.00	$16,800.00	$16,800.00	$18,800.00
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A
All inclusive Virtual Fixed Rate	$12,000.00	$13,400.00	$13,400.00	$15,000.00
Off the Clock Parent Engagement Series: 4 Month Series		**12%**	**N/A**	**12%**
Pricing Options	**Initial 2 Year Period**	**Option Year 1**	**Option Year 2**	**Option Year 3**
Project Manager Hourly Rate	$40.00	$45.00	$45.00	$50.00
Staff Hourly Rate	$20.00	$22.00	$22.00	$25.00
All Inclusive Per Middle/High School Fixed Rate **(4 Month Bundle Series)**	$12,000.00	$13,400.00	$13,400.00	$15,000.00
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A
College Culture Network (CCN) (VIRTUAL)		**12%**	**N/A**	**12%**
Pricing Options	**Initial 2 Year Period**	**Option Year 1**	**Option Year 2**	**Option Year 3**
Project Manager Hourly Rate	$40.00	$45.00	$45.00	$50.00
Staff Hourly Rate	$20.00	$22.00	$22.00	$25.00
All Inclusive Virtual Per High School Fixed Rate	$15,000.00	$16,800.00	$16,800.00	$18,800.00
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A
Virtual College Prep Center (Add on to CCN)		**12%**	**N/A**	**12%**
Pricing Options	**Initial 2 Year Period**	**Option Year 1**	**Option Year 2**	**Option Year 3**
Project Manager Hourly Rate	$40.00	$45.00	$45.00	$50.00
Staff Hourly Rate	$20.00	$22.00	$22.00	$25.00
All Inclusive Virtual Per High School Fixed Rate	$10,000.00	$11,200.00	$11,200.00	$12,500.00
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A

EXHIBIT A
STATEMENT OF WORK

Programs and Services Offered:

Tiered Educational Support Plan
SN implements a tiered academic support model aligned with LAUSD's dropout prevention framework, focusing on Prevention, Early Intervention, and Intervention through targeted tutoring, structured homework help, and engaging enrichment activities.

- Prevention (Tier 1):
  SN's enrichment programs and extended-day learning opportunities provide students with a safe, stimulating environment that fosters academic interest and regular school attendance. These activities help keep students engaged and connected to school, supporting LAUSD's goals of reducing chronic absenteeism and encouraging positive behavior.
- Early Intervention (Tier 2):
  SN's group tutoring sessions and homework help address early signs of academic struggle. These services help students catch up in specific subjects, complete assignments on time, and build study habits, all of which support improved grades and classroom engagement.
- Intervention (Tier 3):
  For students significantly behind in key subjects, SN offers one-on-one tutoring tailored to individual learning needs. This intensive academic support helps students close learning gaps, and build confidence, thereby reducing dropout risk.

All services are available on-site or virtually, ensuring flexibility and accessibility. SN's evidence-based curriculum is aligned with California State Standards and designed to improve academic achievement, especially for students identified as at-risk or underperforming.

1. Tutoring:

SN is proud to offer high-quality tutoring and after-school expanded day programs for LAUSD students, with a strong focus on improving academic achievement and supporting the district's goal of 100% graduation.
Our tutoring services are designed to provide targeted academic support to students who need assistance in improving their grades or gaining a deeper understanding of core subjects such as mathematics, reading/writing, science, and social studies. SN offers both one-on-one and small group tutoring sessions, tailored to meet each student's unique learning needs and aligned with California State Standards.

SN tutors will develop and submit comprehensive weekly lesson plans designed to ensure effective instruction and student engagement. Each lesson plan will include clearly defined objectives aligned with learning goals, a detailed list of materials and resources utilized during instruction, and a summary of completed activities. This approach ensures transparency, consistency, and accountability while supporting students' academic progress and fostering a structured learning environment.

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SN conducts a targeted review of district-provided data to design responsive academic support programs that help reduce dropout rates. We collaborate with school and district personnel to analyze student data, such as attendance, grades, behavior, and referrals, to identify those most at risk, including English learners, low-income students, foster and homeless youth, students with disabilities, and probation-involved youth. Our approach includes input from educators, counselors, and families to understand student challenges and tailor services accordingly. Each student receives an Individualized Learning Plan informed by district-provided data and educator input. Using our Backend Process Automation System (BPAS), we track student progress and adjust support in real time.

Like Lyft and Uber, SN matches people who need a service with those who can provide a service. In our instructional program, the goal of increasing students' academic achievement will be done by matching the area of expertise of the tutor with the area of need of the student so that best results can be achieved. Instructional delivery using lessons aligned with State Standards is intensified in this instructional program with students receiving explicit and effective instruction in their identified areas of need and request as well as appropriate and immediate feedback. Program monitors will regularly review instructional progress and adapt program implementation based on student work and informal observation.

The program facilitates students' practice and development of critical thinking skills. With extensive exposure across diverse educational agency settings, SN have developed a deep understanding of effective teaching practices and impactful tutoring methods. Leveraging this expertise, we assured ourselves that we can provide valuable assistance to LAUSD in implementing strategies aimed at driving significant student progress and growth.

Availability of Bilingual Tutors: More than half of SN's total tutors are bilingual and available as needed. Alongside English, our tutors offer a diverse array of languages including Spanish, Arabic, Swahili, French, Hindi, Punjabi, Thai, Mandarin, Korean, Hmong, Laotian, Tagalog, Chinese and Creole. Our approach integrates both English and the student's native language to facilitate comprehensive understanding of the material. The majority of our bilingual trainers hold certifications in Cross Cultural Language & Academic Development (CLAD) and/or Bilingual, Cross-Cultural, Language and Academic Development (BCLAD). Through thorough research and staffing expertise, we are equipped to assist participants with disabilities and language requirements effectively. We ensure that all instructors catering to students requiring special accommodation possess prior experience and specialized skills in instructing that specific population.

Students with Special Needs (SWDs)

SN makes special accommodations for Students with Disabilities (SWDs) and English Learners (ELs). These include but are not limited to assigning bilingual instructors to ELs; Special Education tutors to SWDs; simplified curriculum etc. SN has done extensive research in dealing with SWD. These skills are constantly improved through staff development training with a focus on practicing research-based techniques to address the special needs of SWDs. We customize our services according to the students' SLP under the Individuals with Disabilities Education Act (IDEA) and/or an individual plan under Section504 of the Rehabilitation Act.

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For SWD's we assign instructors who are qualified and experienced in special education. As a company, SN has made methodological changes in the provision of services in order to better accommodate SWDs.SN has made modifications to its approaches in order to better accommodate SWDs. With LAUSD/ guardians/students approval accommodations may include changes in format, equipment/technology, and/or presentation. Additional accommodation to ensure the academic achievement of each student will be made when requested and/or approved by LAUSD/ guardians/students.

Evidence-Based Tutoring Interventions:

The blueprint of our high impact tutoring programs has undergone many developments as new research regarding educational instruction and its effectiveness has been published. Additionally, tutoring programs provided by SN have all been tailored to best accommodate the specific needs of the school/district utilizing our organization's services. Our programs also change based on education standards and policies that are in place during the provision of services at a given time. However, the overall process of service delivery and the basic structure of our programs have remained consistent since they have proven to be very effective. SN has a unique, adaptive, and efficient program for teaching students. All instruction (learning materials and lesson plans) provided by SN will be aligned with the State standards.

Our curriculum staff members who prepare lessons for students are thoroughly familiar with the state standards and have ability to respond to remediation needs of students based on the learning objectives for the grade levels requested. This ensures that the students we serve make significant progress toward meeting the grade level expectations for these standards. Instructors, as well as anyone who helps prepare the lessons, provide regular training/updates to ensure that standards are always adhered to. Tutors focus on enhancing students' subject knowledge while ensuring the retention remains constant or above average. Instructors provide clear and sufficient guidance to support teaching and learning of the targeted standards. They break down complex skills and strategies into smaller instructional units; review prior skills and knowledge before beginning a new concept; provide step-by-step demonstrations and provide guided and supported practice. They follow the "I do, we do, and you do" model of teaching.

Aligned to California State Standards:

SN will ensure that its research-based content is aligned to the state approved standards. This will be the responsibility of our curriculum staff composed of Program Monitor, Curriculum Specialist and Lead Tutors. Our Program Monitor has more than five decades of "educational" experience and curriculum specialists, and lead tutors are also credentialed teachers with more than 21 years of teaching experience. Their skills and expertise have resulted in the creation and development of superior quality content and materials for the students we work with throughout the school year. Curriculum staff will stay on top of any modifications made to standards and make changes accordingly. Additionally, SN has determined the top 5 essential standards for each grade- level

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which will be the driving force behind the reading, writing, math and ELA instruction (For example "key" essential standards for grade 1 students in math are: add and subtract within 20; understand place value; tell and write time; interpret data and reason with shapes and their attributes. In ELA key standards are: Ask and answer questions about key details in a text; characters, settings, and major events in a story; write small sentences and read at grade level).

High Quality Research Based Instruction:

This educational program is based on extensive reviews of published national standards, studies, codes, state standards and internal analyses. Instructors will provide students with targeted, research based. Our educators will implement practices during the sessions to help students prepare for these tests. The effectiveness of instructional interventions is justified based on scientific research, Instructional Interventions' That Have Proven to Be Successful with Low-Achieving Students' published by Virginia Department of Education (2015). This research involves the application of rigorous, systematic, and objective procedures to obtain reliable and valid knowledge on instructional interventions.

Drawing from this article, related research, and experience, SN determines which methods and approaches are most effective for the population of students we are serving. For instance, in the subject of math, we have found in our experience and in academic articles that the Concrete-Representational-Abstract (CRA) approach is very useful since it allows instructors to provide students with multiple representations of a concept using a variety of manipulative devices and pictorial drawings to facilitate a better understanding of abstract algorithms.

Additionally, our approaches are influenced by reports such as "Intensive Interventions for Students Struggling in Reading and Mathematics" by the Center for Instruction (Cite 1). This text states that students who are struggling need intensified additional instruction to improve student achievement. According to their research, students need instruction aligned to their cognitive process needs, explicit and systematic instruction (including feedback), increased instructional time, and low student to teacher ratios (Cite 1). Using the research from the Center for Instruction, students identified as struggling with the screening process will receive instruction on self-regulation strategies to improve their learning through the development of multiple skills and abilities, such as memory skills. Similar findings have been advocated by (Cite 2) who emphasized the importance of intensifying instructional delivery through feedback, practice and routine monitoring.

Another research conducted in 2013 (Cite 3) suggested the use of very small groups (less than 5 students) or one-on-one instruction for accelerating the learning of students with historically underserved children in the elementary grades and high school grades.

Embracing the conclusions from multiple research and our own experience, we have designed a mode of instruction in which instructions will be done in 1:1 or in small groups.
StudentNest has a deep understanding of the state standards and LAUSD curriculum requirements.

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Our tutoring programs are designed to align with state academic standards, ensuring that students receive instruction that supports their coursework and prepares them for state assessments. With extensive experience working within Virginia's educational framework, our tutors provide targeted support across all core subjects, reinforcing key concepts and promoting academic success.

One-on-One Tutoring:

SN provides personalized academic support tailored to each student's learning style and specific needs. One-on-one tutoring is available in core subjects including mathematics, reading, science, and social studies, helping students improve understanding, boost confidence, and raise academic performance.

Group Tutoring Sessions:

SN facilitates small group tutoring sessions for students working on similar subjects or assignments. These collaborative sessions encourage peer learning and foster academic discussion, while still allowing targeted support from skilled tutors.

Online Learning Support:

StudentNest offers comprehensive virtual tutoring accessible through an online link via a web portal, chat, video conferencing, interactive whiteboard, phone, and other entry points defined by the Offeror. Face-to-face tutoring is available before or after school, and on Saturdays to accommodate student schedules. Additionally, we provide drop-in and on-demand tutoring for all subjects and grade levels ensuring flexible and continuous academic support tailored to student needs.

Descriptions of Software: SN has used this platform for the past 21 years to provide online/synchronous tutoring to students in United States, Canada, Mexico and India. The (Synchronous Classroom) VC expands our teaching reach beyond a traditional classroom's four walls. This platform allows us to reach anyone from working adults to full-time students, no matter where they are in the world using Roaster and signal sign on (SSO) through Class Link, as long as they can connect to the web. It enables teachers and students to teach and learn effectively live, online overcoming the barriers of distance, time and cost. A live session can be created for a date and time that works for both students and tutor. Any time-one disparities are automatically accounted for. This platform is similar to Zoom, Google Meet, Microsoft Teams, WebEx, and others. SN utilizes both VC and Google Meet for its services. We have capability of In- Person, Synchronous, synchronous and hybrid lessons. The synchronous tutoring will be available online via web portal, chat video, conferencing, interactive white board, phone and other resources. Our tutoring platform is fully compatible with Microsoft Edge, Chrome, and Safari, ensuring consistent user experience across devices, including Chromebooks, Windows 10, iPads, iOS, and Android. The platform is device-agnostic and provides accessibility via mobile phones, tablets, and desktops. Additionally, SN ensures compliance with service level agreements, offering a reliable and secure system with minimal technical requirements for students and staff to access and interact with our platform efficiently.

This unique teaching environment offers delivery of media-rich content and offers many levels of interactivity, and the biggest advantage is that this solution has the capability to provide tutoring to any number of learners around the globe simultaneously. Synchronous video, audio, and text chat offer ways for teachers to communicate with students, and students to collaborate with one another

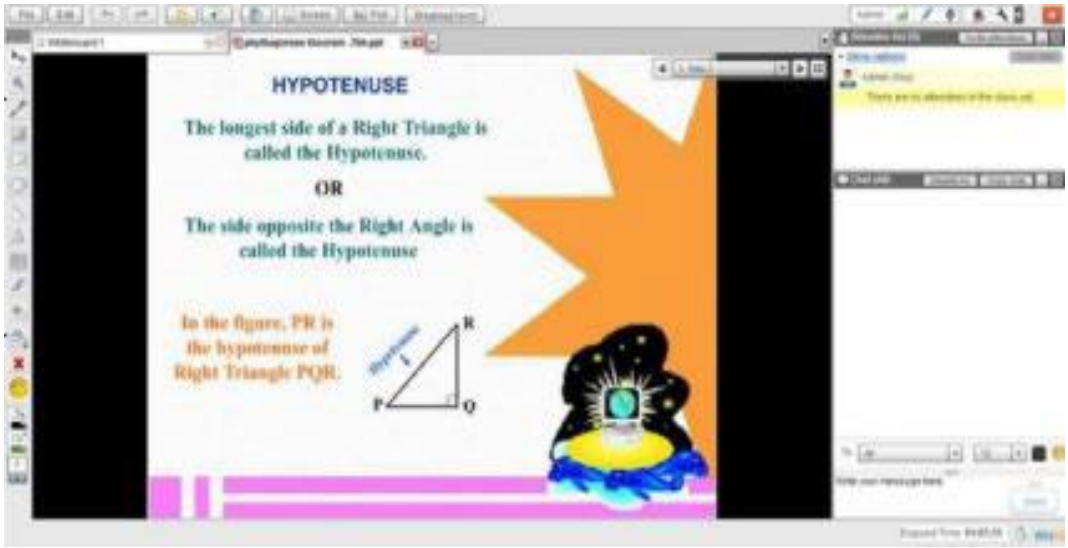
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during live classes.

Our virtual tutoring platform does not require additional software to be loaded onto an LAUSD server and is designed for seamless integration. We provide data transfer statistics and bandwidth optimization mechanisms to ensure smooth operation, even for high-bandwidth media. Our system includes robust rights management, secure data storage, and automated data exports in multiple formats (pdf, .txt, .csv). With advanced security protocols, scalable enterprise configurations, scheduled data refresh cycles, and comprehensive access logs, SN ensures data protection, uptime reliability, and full compliance with LAUSD requirements, including 24/7/365 security and controlled user access.

- Increase student engagement with real-time audio communication, text chats, and advanced, interactive whiteboards.
- Deliver live classes on PCs, Chromebooks, tablets, and other mobile devices using Android and iOS apps.
- Manage classes and students easily with handy features like Attendance Reporting, Recording, and Notifications.

Session Description: Both the student and the tutor receive Sign On to log into the session. When the student logs in, the tutor is waiting and greets the student using audio. SN provides rich instructional materials. The SN lessons contain many colorful visual images to support the foundation of Reading, Language, Mathematics, and Science skills, EOC, ACT prep, Robotics coding and technical concepts. We have an interactive teaching interface for various courses including Art, Music and Health, Social Studies, English, Language Arts, World Languages, Career and Technical Education. SN teachers do not read the text in the Content Library lessons to the students. Students read the text. We find if a student cannot read a term, he or she does not know the concept, and this is a key signal of where to begin to work with a student. All study materials are represented in a format where each lesson is described in detail followed by practice questions. Enough spaces are given for students to write and solve questions. Please see the screenshots below.



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Secure one to one communication between students and teachers: On any given day during the school year for prescribed, targeted intervention program, or an afterschool, weekend, spring or summer, on demand we conducted over 1,000 live individual sessions during our peak time. This is almost all on a 1:1 basis or in small groups (5:1). VC allows instructors/ teachers to interact securely with students during live online classes for effective real- time communication through chat or audio.

Operated on Multiple Operating Systems:

a. Our VC operates on IOS, Android, Chrome OS, Windows platforms and works effectively and connects on mobile devices.
b. This synchronous classroom is also available through a mobile App. Built on a cloud- based LMS, the new mobile app can be downloaded from the App Store.
c. Students can use their smartphones or tablets to access course documents and presentations, with the option to view class recordings.
d. Preparatory videos of sample problems are also available for preparation of exams that students can replay again and again and work on strengthening concepts and skills they are struggling with.

The VC does not require any software installation or hardware pre-requisites except the standards of Adobe flash and MS applications. The only requirement is a computer, chrome book, tablet with any operating system connected to the internet with any web browser. The platform from SN was developed with a responsive design; therefore, it detects the requesting device's screen size and orientation and displays the optimal layout. Therefore, accessibility via mobile devices is not an issue at all.

We provide robust disaster recovery services, ensuring data protection and system reliability. No additional client- side software or plugins are required for accessibility. We assign a dedicated technical resource as a primary point of contact, ensuring prompt responses within 24 hours for troubleshooting and support. Additionally, we offer a structured process for reporting system bugs, requesting product enhancements, and tracking client satisfaction with a clear escalation path for issue resolution.

Built-in two-way whiteboard capabilities (Multiple pages and math tools): The VC has built in multi-page whiteboard functionality which will equip teachers with multiple teaching tools like drawing tools, selection and pointing tools, mathematical toolbar, and tabs for multiple whiteboards. The whiteboard facilitates delightful, real-time classes, as it can be used to solve mathematical equations, write notes, create diagrams, and show graphs. It allows screenshots to be uploaded to help students. Work can be saved for future reference, and multiple unlimited whiteboards ensure you don't have to erase anything.

The whiteboard allows instructors to play PowerPoint presentations, project spreadsheets and shared documents from your computer or the Content Library. To play videos, they can be accessed using their respective YouTube URLs or uploaded to the Content Library. Once given the controls, students can also use the whiteboard to brainstorm ideas among themselves.

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Copy paste from desktop to whiteboard:

To add text to the whiteboard from another application, follow these steps:

1. Open the text box in the whiteboard application.
2. Copy the desired text from the other application using the "Ctrl + C" key combination or by selecting "Copy" from the menu.
3. Right-click on the whiteboard and select "Paste text from clipboard" or use the "Ctrl + V" key combination to paste the text.

Ability to import multiple files: The VC platform supports the upload of Word, Excel, and PowerPoint files. All our content has been created in Word, PowerPoint, or PDF formats. Saving whiteboard files locally: In the VC, the whiteboard occupies the largest portion of the screen and functions like a virtual flip chart. Teachers can give students writing controls for brainstorming sessions. Instead of discarding the entire sheet when finished, you can save it for future reference and start with a new blank whiteboard. Additionally, the platform allows for the use of multiple whiteboards simultaneously through browser-like tabs, eliminating the need to erase anything.

Playable Recordings: All class recordings are conveniently accessible on our website, directly linked to each respective class page. Additionally, you can request a recording via email or through our Help Desk, and the recording link will promptly be sent to the appropriate recipient (parent, student, or district representative).

To play a recording directly from the class page, simply click on the recording link or its Launch button. If permission has been granted for students to view and/or download the recording (either during class creation or by editing the class page),they can:

- Watch the recording
- Download the recording

Downloadable recordings: All sessions can be recorded easily, and teachers can make the links of these recordings available to their students for later reference, demonstration, or asynchronous learning. Recordings can be viewed online or downloaded. The best part is that the recording captures everything that happens in the class including the presenters 'audio inputs. Teachers also get a weekly report on recording views and download. The recordings can be made available to any individual (district) request. The links can also be sent via email if requested. To date, we have over 50 Terabytes of recordings from our past sessions on our servers. **(All recording will be done only on the request of LAUSD)**

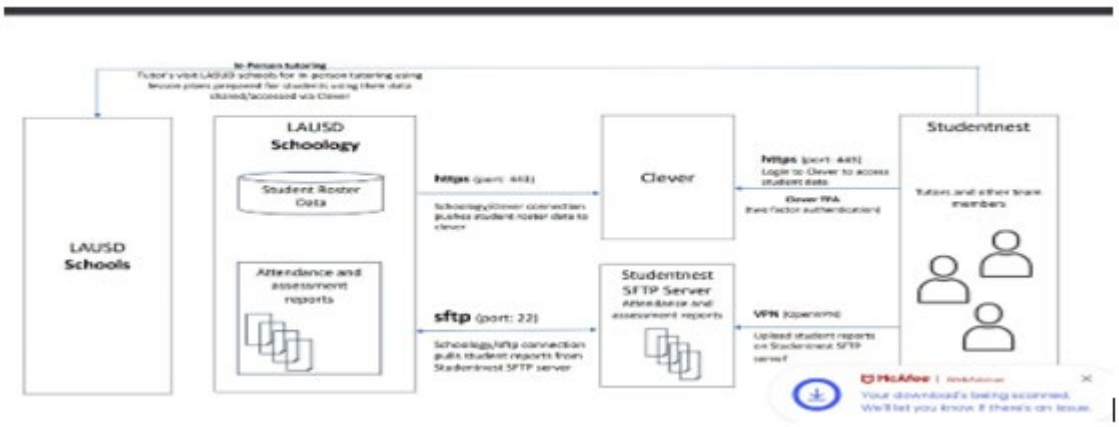
Content Sharing Tools: Teachers can utilize integrated VC tools to distribute and share various file types during sessions. Content can be pre-downloaded or shared dynamically as needed during class. Encrypted session streaming to secure files: Our solution uses a protocol that encrypts session files in real time, while the data is being transferred. This VC encrypted online streaming stops illegal downloads and secures our data from theft or piracy. Students' data privacy is our prime concern and we make sure to adhere to the highest standards for protecting student data such as

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student privacy pledge COPPA; CIPA; and FERPA complaint. Any data collected is stored on AWS servers in the United States.

StudentNest is leveraging digital platforms like CLEVER and Schoology in its collaboration with the Los Angeles Unified School District (LAUSD). By utilizing CLEVER, a secure portal that simplifies access to digital learning resources, StudentNest ensures that students and educators can easily access the tools and materials they need for effective learning.

Simultaneously, through Schoology, a comprehensive learning management system, StudentNest facilitates a streamlined approach to curriculum delivery, assignments and communication between teachers and students. This integration of technology enhances the overall educational experience, promoting a more interactive and engaging learning environment for students within the LA Unified School District.



<u>Academic Programs Integrated with Technology</u>

<u>Program Description</u>: SN will incorporate a software feature called Learning Online Through Universal System (LOTUS) into the program. LOTUS works both online and offline and has been blended into our Synchronous tutoring program design. LOTUS provides additional instruction and support to students who are struggling to grasp certain concepts or meet academic standards. It aims to address gaps in learning and help students achieve proficiency in specific areas where they may be falling behind.

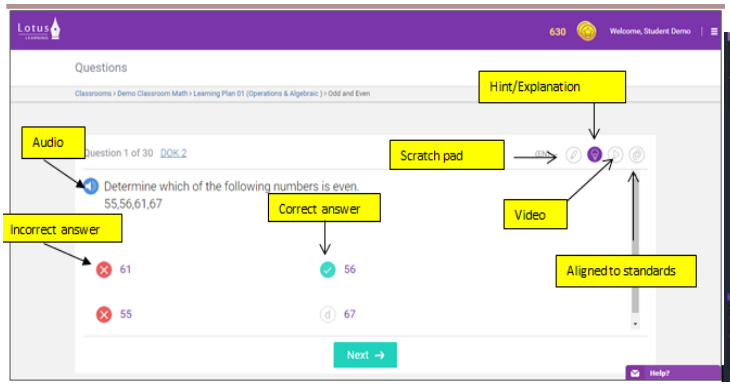
Given our understanding of LAUSD preference for in-person tutoring, we remain flexible and prepared to offer virtual tutoring along with complimentary licenses of our AI-based learning tool, LOTUS. This tool serves as a comprehensive intervention toolkit, providing remediation and accelerating the overall learning process as needed.

The following are the key characteristics of this app.

- <u>Over 75,000 practice questions</u> in Math, Reading Writing and Science aligned to state standards. This application provides numerous tasks for interactive practice and assignment solutions and helps participants improve their skills and performance.

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- Easy to Use: The app is easy for 1st time users and video tutorials are provided if needed. Gamification options are available for students to motivate them by giving them points.
- Adaptive Learning: LOTUS maximizes the learning for a student by adapting the difficulty level of a question as per the student's performance in the previous questions. This is done in real-time while the student is working on his SLP. And if the questions become too difficult for the student to answer, LOTUS automatically adjusts and reduces the difficulty level of subsequent questions.
- Online and Offline support: Once a student downloads SLP on the mobile application, he/she can work on completing it even without internet access. And once Internet is available, the app automatically syncs the results back to the server and also downloads any new SLP available.
- Text-to-Speech feature: The app can read out the questions and hints to the student. In future we plan to enable voice recognition, so that students with special needs can also dictate their answers.
- Synchronous Scratch Pad: A utility provided for students to work out their answers.
- Instructions/Guidance: Instructions related to a particular topic are available for the student in the form of videos and images.
- Credit Points: To provide Gamification in the app, credit point functionality is implemented. On each correct answer, some credit points will be added to the student's account.
- Multi Language support: All questions are available in two languages-English and Spanish. Based on the user's selection, the language will be changed along with the ascent in text-to-speech.
- Video Counseling: This program is also being offered through LOTUS.
- Question Hints**:** In order to help students in attempting the questions each question is also associated with some hints which helps the student in attempting the question.





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2. After school/Extended day programs:

SN will also deliver after-school expanded day programs that provide students with a safe, structured, and enriching environment beyond regular school hours. These programs combine academic reinforcement with extracurricular activities such as arts, music, sports, STEM, and project-based learning, supporting the development of the whole child and fostering improved attendance, engagement, and behavior.

With decades of experience working in LAUSD schools and a track record of success with high-need populations, SN's tutoring and expanded day programs are designed to boost student performance, build confidence, and help every learner thrive academically and socially.

Homework Assistance

This program is designed to increase academic achievement through high-quality, personalized support that aligns with Common Core State Standards (CCSS) in Reading, Writing, and Mathematics. Our program integrates innovative, interactive literacy and subject-specific activities that actively engage students and support their unique academic journeys.

- ✓ Instructors guide students in developing effective homework strategies, emphasizing time management and independent learning.
- ✓ Tutors promote deep understanding through personal instruction combined with independent practice, avoiding rote answers and instead fostering critical thinking through thought-provoking questions and tasks.
- ✓ Scaffolding, differentiation, and targeted interventions are applied to support a wide range of learners, including English Learners (ELs), Students with Disabilities (SWDs), and students with Individualized Education Programs (IEPs) or 504 plans.
- ✓ Our approach is inclusive of diverse cultural and linguistic backgrounds, including homework support in Spanish to meet the needs of LAUSD's Dual Immersion students (including 400+ students currently enrolled).
- ✓ Tutors qualified and experienced in Special Education ensure accommodations such as modified assignments, flexible grading, key concept prioritization, alternate formats, and session breaks as needed.

Enrichment Activities:

VAPA (Visual and Performing Arts) through DAW (Digital Audio Workstation) Music:

SN has implemented a highly impactful VAPA (Visual and Performing Arts) program in FUSD, engaging students in creative expression and arts education that complemented the district's academic goals. SN has developed an innovative curriculum that integrates STEAM (Science, Technology, Engineering, Arts, and Math) concepts with Digital Music Composition to spark student interest in Math, English, and Technology. In this course, students create music they enjoy while applying essential academic concepts. As they compose, they naturally engage with rhythm, sequencing, vocabulary, and digital tools, deepening their understanding of core subjects.

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- Develop an understanding of fractional equivalency by creating rhythmic movement phrases and notating those phrases with mathematical equations.

Physical Fitness and Wellness through SPARK:

SN offers a holistic physical fitness and wellness program rooted in the renowned SPARK curriculum, specifically tailored to meet the developmental and social-emotional needs of high school students. This program not only supports physical health but also addresses mental and emotional wellness critical for academic success and lifelong resilience.

Through structured physical activity, stress-reduction workshops, and mindfulness practices, SN creates an environment where students can thrive—physically, emotionally, and academically. Activities promote self- regulation, stress management, and overall well-being, all while enhancing energy levels and focus in the classroom.

SN has successfully delivered SPARK (Sports, Play, and Active Recreation for Kids) physical education services to students in FUSD, promoting physical wellness and active learning through structured, evidence- based activities.

Key Features of the Program:

Physical Fitness with SPARK

- Engaging, age-appropriate activities designed to build endurance, strength, flexibility, and teamwork
- Emphasis on lifelong fitness habits and personal goal setting in physical health
- Integration of structured games, sports, and circuit training tailored to individual fitness levels
- Curriculum aligned with national physical education standards

□ Stress Management and Mindfulness Workshops

- Interactive workshops on stress awareness and management, including the science of stress and coping mechanisms
- Mind-body connection activities: diaphragmatic and thoracic breathing, guided imagery, progressive muscle relaxation, and mindfulness exercises
- Yoga and movement-based stress relief to build self-awareness and emotional regulation
- Test anxiety support sessions: managing pressure through goal setting, time management, positive self-talk

Wellness Through Creative Expression

- Music therapy sessions and expressive arts activities to boost mood, reduce anxiety, and foster community bonding
- Peer-led wellness circles to provide safe space for dialogue, reflection, and support

Nutrition Integration

- Nutritional education is integrated into fitness lessons—focusing on healthy eating habits, hydration, and food as fuel
- Discussions on how diet impacts academic performance, sleep, energy levels, and emotional balance





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Let's Eat Healthy

- An initiative that aims to bring together educators, health professionals, change-makers and community leaders to elevate the health of children and families through the pursuit of lifelong healthy eating habits.

- Invites multi-disciplinary coordination, collaboration and co-creation to champion community health by teaching and inspiring healthy eating habits and making healthy, wholesome foods accessible and affordable to all.

SPARK

The focus is the development of healthy lifestyles, motor skills, movement knowledge, and social & personal skills.

It is expected that SPARK Physical Education/Physical Activity students will:

- Enjoy and seek out physical activity.
- Develop and maintain acceptable levels of physical fitness.
- Develop a variety of basic movement and manipulative skills so they will experience success and feel comfortable during present and future physical activity pursuits.
- Develop the ability to get along with others in movement environments (e.g., share space and equipment, employ the "golden rule" of competition be a good sport and demonstrate cooperative behavior).

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Building a Sense of Belonging & Positive Behavior Support
Our services, including 1:1 and small-group tutoring, homework help sessions, and enrichment activities, are designed not only to improve academic performance but also to help students feel supported and valued. SN tutors are trained to create inclusive, culturally responsive learning environments that affirm student identity and encourage engagement. Our group activities encourage collaboration and social engagement, while personalized support helps students feel capable and valued.

To reduce the dropout rate, SN focuses on academic achievement, one of the strongest predictors of student retention. Through targeted tutoring, homework help, and extended-day programming, we identify and support struggling students early, helping them catch up academically and re-engage with school. By offering both in- person and virtual options, we ensure accessibility for all students, including those with attendance or transportation challenges. This comprehensive approach supports students not only academically but also emotionally and socially-key factors in reducing dropout risk and keeping students on the path to graduation.

Special Initiatives
To further reduce dropout risk and support student success, SN provides each enrolled student with a complimentary Lotus license (valued at $120 annually), giving them access to essential digital learning tools at no additional cost.

Promotional Materials
Please refer to the attached flyers (English and Spanish versions) and our health and wellness initiative flyer, which highlights our comprehensive services, scheduling flexibility, and benefits such as free internet access, bilingual tutors, and guaranteed academic improvement.

Program Monitoring & Reporting:
SN has identified key indicators which are used for monitoring overall effectiveness of all its programs. These procedures enable SN successfully to complete tutoring services year after year. These include but are not limited to:

- Positive Evaluations from School Districts
- Independent Reports
- Student attendance.
- Program Completion Report

Approach to Continuous Improvement
SN is committed to a robust system of continuous improvement that ensures program effectiveness and drives student success. This approach is rooted in data-driven decision making, regular feedback loops, and stakeholder collaboration. Key components include:

- **Ongoing Monitoring:** SN compiles operational metrics (attendance, enrollment, session hours) provided or authorized by the District and reviews these data for program planning and continuous improvement.

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- **Regular Staff Debriefs & Professional Development**: Weekly team meetings are held to review program data, share best practices, and address any instructional challenges. Staff receive ongoing training based on current needs and identifying gaps.
- **Performance Dashboards & Progress Reports**: SN maintains internal dashboards to monitor key performance indicators (KPIs) and provides monthly progress reports to school partners. These reports guide conversations around adjustments and innovation.
- **Plan-Do-Study-Act Cycles**: SN implements continuous improvement cycles to test new strategies, evaluate impact, and scale what works. Each cycle includes planning, piloting, evaluating, and refining program elements based on measurable outcomes.
- **Annual Review & Strategic Planning**: At the end of each year, a comprehensive review is conducted to identify strengths, challenges, and opportunities for growth. These insights inform us of the strategic planning process for the following year.

Readiness to Operate a Comprehensive Dropout Prevention Program

SN is fully prepared to implement a robust, data-informed dropout prevention program that leverages its experienced staff, established infrastructure, and proven operational systems. With over two decades of experience supporting at-risk youth through targeted academic and behavioral interventions, SN has the readiness and capacity to launch and sustain a comprehensive program focused on reducing chronic absenteeism, improving student engagement, and increasing graduation rates.

Experienced and Qualified Staff

SN's team is comprised of credentialed educators, academic coaches, case managers, and behavioral support specialists, each trained in trauma-informed care, culturally responsive instruction, and youth engagement strategies. Our staff also includes bilingual professionals to support English Learners and families from diverse backgrounds.

Key staffing roles for the program include:

- Site Coordinators: Manage daily operations, supervise staff, and liaise with school administrators
- Mentors/Case Managers: Provide individualized support plans, track student progress, and coordinate wraparound services
- Tutors & Academic Coaches: Deliver targeted instruction and intervention in core academic subjects
- Family Liaisons: Engage parents/guardians, facilitate communication, and connect families to community resources

All staff receive continuous professional development on best practices in dropout prevention, restorative practices, student engagement, and social-emotional learning (SEL).

Technical Infrastructure & Data Systems

SN utilizes a suite of integrated technical tools to monitor student attendance, academic progress, engagement levels, and behavioral indicators. Our systems are FERPA-compliant and designed to support early identification of at-risk students, guide personalized intervention strategies, and evaluate program outcomes. Key platforms include:

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead general and administrative (G&A), profit, and other relevant costs.

Pricing Options	**Initial 2 Year Period**	**Option Year 1**	**Option Year 2**	**Option Year 3**
Project Manager Hourly Rate	$75/hr.	$78.75/hr.	$82.69/hr.	$86.82/hr.
Staff Hourly Rate	$65/hr.	$68.25/hr.	$71.66/hr.	$75.24/hr.
All Inclusive Per Middle School Fixed Rate	$65/hr.	$68.25/hr.	$71.66/hr.	$75.24/hr.
All Inclusive Per High School Fixed Rate	$65/hr.	$68.25/hr.	$71.66/hr.	$75.24/hr.
All Inclusive Offsite Fixed Rate	$65/hr.	$68.25/hr.	$71.66/hr.	$75.24/hr.

EXHIBIT A
STATEMENT OF WORK

Ace it! Program Description and Methodology

Sylvan Learning is proposing to provide Ace it!, a proprietary Tier II, research-based academic reading and math tutoring program that was created for use in the school setting for students. The curricula has proven results and is specifically designed to meet the needs of at-risk and low-achieving students to remediate specific skill deficits. Upon award, initial consultation meetings will be held with key district and/or school building stakeholders to discuss the optimal weekly tutoring schedule based on the needs of each student and school.

Ace it! Overview

- Ace it! programs are taught in small groups with student-to-teacher ratio of 6:1 - 8:1. This ensures students receive personal attention and have the opportunity for teamwork.
- Summative assessments are used to determine student placement and measure academic growth.
- Formative assessments are used throughout the program to drive instructional decisions.
- Teachers provide direct and explicit instruction with immediate feedback and strategic questioning.
- All lessons use scaffolded instruction and systematic sequencing to optimize learning, and differentiation activities are included within the curriculum.
- Lessons are designed specifically for small groups of 2 -3 students to work together and support each other while being teacher-directed and supported throughout each lesson.
- Teachers provide a comprehensive motivation program to ensure students stay positive and engaged.

Prior to the program students are given the Assessment of Student Achievement (ASA) Reading, published by Educate, Inc. The ASA Reading is used to determine student placement and measures growth from program beginning to end. The ASA's reading content is based on research and emerging state standards with particular attention to the Standard for English Language Arts: A Project of the International Reading *Association and the National Council of Teachers or English* and includes measures of comprehension, phonics and word analysis, and vocabulary.

The Assessment of Student Achievement (ASA):

- is designed specifically for students who are at risk of not reaching desired academic goals;
- is focused on measuring individual student mastery of skills along a continuum of learning;
- is designed at the outset to be used for both initial assessment and post-program re-assessment;
- includes test items that can be mapped to learning outcomes;
- is administered individually or in small groups within an hour, minimizing time while maximizing valuable information on student needs;

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- includes test items that span instructional levels so that students' instructional levels can be gauged; and
- enables Sylvan to correlate results on the ASA to state tests by working closely with the districts with which it partners.

Ace it! Reading

After the initial assessment, students are placed in small groups with other students who are reading at a similar level. The program is designed to help students make connections between concepts, bridging their previous knowledge with new concept development. The instruction is intensive, with the lessons presented in a three-lesson sequence that builds from guided practice, to independent practice, to application. All lessons use scaffolded instruction and systematic sequencing to optimize learning.

The sessions include both guided instruction and opportunities for independent work, using Reading Anthologies and Student Resource Books. The student's Reading Resource Books have reading and writing activities for students to complete for each lesson in the areas of Word Analysis - Phonemic Awareness (Phonics or Word Study), Vocabulary, Fluency, and Comprehension.

- *Phonemic awareness* is taught in kindergarten through first grade; *phonics* is taught in first grade through the first half of third grade; and word study is taught beginning in the second half of third grade through eighth grade. Fluency, comprehension and vocabulary are taught at each grade level. The sequence of activities during each three-lesson sequence moves from accessing prior knowledge, through introducing the skill and guided practice, to independent practice, and finally to applied practice. The third lesson in each sequence includes a formative assessment to gauge progress.
- *Fluency* builds a straight path to comprehension, and scaffolded readings of a text improve fluency. During the three-lesson sequence, the teacher starts by modeling the reading and then the students have repeated practice with the passage. The students set personal goals for fluency and work on them with each passage.
- *Comprehension* is the ultimate goal of reading. The curriculum provides developmentally appropriate strategic instruction. During the three-lesson sequence, a skill or concept is initially introduced, then taught in context of a text selection, and finally it is extended beyond the text to help the reader relate the skill to the classroom.
- *Vocabulary* is taught explicitly in the program and is critical to improving comprehension. At the beginning of the three-lesson sequence, students' access prior knowledge and are introduced to new content words. Next, the students receive guided and independent practice with this new vocabulary or a new writing task for their learning logs.

Using guided practice in phonemic awareness, phonics, fluency, comprehension, vocabulary and writing, the teacher models and reinforces skills while gradually transferring the responsibility to the student. The material is divided into small chunks so that students have daily opportunities for success, and teachers make sure that every student is involved and participating in the lessons, utilizing their learning logs daily for a wrap up activity.

The reading scope and sequence is systematic and includes: alphabetics (phonics instruction and phonemic awareness), comprehension, vocabulary, and fluency development. The instruction is

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intensive and scaffolded to provide students with opportunities for direct instruction, guided practice, independent practice, and application. Direct or explicit skill instruction is delivered via a highly interactive small- group instructional model, keeping students engaged throughout the learning process. Students experience a variety of reading selections, including decodable text, fluency passages, and expository and narrative text selections. These culturally sensitive selections vary in length, by topic, focus, genre, style, and format.

Differentiation of Instruction-Reading

Teachers adjust the lesson for individual students who may be progressing at a different pace than other students within the group, including English language learner students (ELL) and students with disabilities. The differentiation activities vary by lesson and can include a modification to their Reading Resource Book, such as completing a bonus activity as a challenge, or completing a reduced portion of the activity as an accommodation. Differentiation is also addressed in whether students complete the activity independently or with a partner.

Ace it! Math

Prior to program students are given the Assessment of Student Achievement (ASA) Math, published by Educate, Inc. The ASA Math is used to determine student placement and measures growth from program beginning to end. The ASA's math content is based upon research and emerging state standards with consideration to the *National Council of Teachers of Mathematics (NCTM) Standard* and includes measures of numbers and operations, concepts applications (patterns, functions, algebra, geometry, spatial sense, measurement, data analysis and probability and problem solving.

The Assessment of Student Achievement (ASA):

- is designed specifically for students who are at risk of not reaching desired academic goals;
- is focused on measuring individual student mastery of skills along a continuum of learning;
- is designed at the outset to be used for both initial assessment and post-program re-assessment;
- includes test items that can be mapped to learning outcomes;
- is administered individually or in small groups within an hour, minimizing time while maximizing valuable information on student needs;
- includes test items that span instructional levels so that students' instructional levels can be gauged; and
- enables Sylvan to correlate results on the ASA to state tests by working closely with the districts with which it partners.

After the initial mathematics assessment, students are placed in small groups with other students at similar skill levels. The program is designed to help students make connections between concepts, bridging their previous knowledge with new concept development. As many students have difficulty in mathematics because they were taught abstract ideas without concrete understanding, the program employs the concrete-to-abstract continuum for all lessons.

The program learning objectives are taught using two-lesson sequences. The design of the first lesson includes direct instruction and guided practice beginning with an introduction, which includes accessing prior knowledge needed to learn the new skill. The second lesson focuses on

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more independent work, communication, and application. Each skill starts with work at a concrete level, often using manipulatives such as number cubes, fraction equivalency towers, and two-color counters, and moves to working at the abstract level. The lessons are designed to keep the entire class active and engaged to give the teachers continual feedback about their level of understanding. The lessons include a balance of group instruction and independent work. Every lesson includes 5-7 minutes for basic fact practice. The material is divided into small chunks so that students have regular opportunities for success.
There are lessons dedicated to problem solving strategies and students review different strategies in the context of problem solving and word problems, based on the previous lesson.
Computational fluency is also an integral part of the program, and students are encouraged to master basic facts. Students communicate their mathematical understanding orally and in writing, as the ability to articulate their knowledge is critical to ensuring lasting learning.
Sylvan Learning's math programs serve students in grades 1-8 including Algebra I utilizing a customized, proprietary math curriculum developed by our company. This curriculum is based on the findings of the National Council of Teachers of Mathematics supported by the recent National Mathematics Advisory Panel. The National Mathematics Advisory Panel (2008) (NMAP) report was based on "the best available scientific evidence." The NMAP laid out a framework to improve the mathematics that children learn from preschool through the middle grades to build the foundation for Algebra. Our program is organized and built around NMAP recommendations recognizing that:

- There is need for a focused, coherent progression of mathematics learning, with an emphasis on proficiency with key topics.
- Curriculum must simultaneously develop conceptual understanding, computational fluency, and problem-solving skills.
- Computational proficiency with whole number operations is dependent on sufficient and appropriate practice to develop automatic recall of addition and related subtraction facts, and of multiplication and r elated division facts.
- As with learning whole numbers, a conceptual understanding of fractions and decimals and the operational procedures for using them are mutually reinforcing.

The Ace it! math curriculum includes both Content Standards (Numbers & Operations, Algebra, Geometry, Measurement, a Data Analysis, and Probability) and Process Standards (Problem Solving, Reason & Proof, Communication, Connections, and Representation). Our instructional model facilitates direct instruction and student engagement. Visual, kinesthetic and auditory learners receive instruction in their preferred style, and enjoy an element of discovery as they move from concrete to abstract thinking.

Ace it! Algebra

Ace it! Algebra I is designed for all students who will benefit from algebra instruction, including those challenged by algebra content, and those who are in need of an algebra review. Ace it! Algebra I also utilizes the STAR assessment to identify learning gaps and effectively address them in an individualized student learning plan. It assists the teacher to identify the best instructional approaches to address the learning gaps including the use of:

- A variety of mathematics manipulatives.
- Reinforcement of basic math fact knowledge.

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- Application of skills learned through word problems
- Problem solving, data collection, and activities that incorporate effective questioning techniques.

Ace it! Algebra I lesson content includes:

- Connections to Algebra
- Solving Linear Equations and Inequalities in One Variable
- Linear Functions: Writing and Graphing
- Polynomials and Factoring
- Quadratic and Exponential Functions
- Radical Expressions and Equations

Differentiation of Instruction – Math

Teachers are trained to adapt and differentiate their lessons for individual students that may be progressing at a different pace than the majority of students in their group. Through differentiation, students may receive more challenging bonus material, or be asked to complete a simplified assignment as an accommodation. Teachers tailor their lessons to the needs of students as well by determining whether a student completes a particular activity independently, or with a partner.

Ace it! Programming

As part of Sylvan Learning's ongoing efforts to address the needs of its diverse student population, we have completed extensive review of research on instruction for ELL students and students with disabilities and the implications of this research on the design of our reading programs. This information has been used to inform the development of student curriculum, teacher training materials, and program management training. Major areas of support for ELL students and students with IEPs are concentrated in the areas of phonological sensitivity, accessing, building, and relating prior knowledge, vocabulary development and scaffolded comprehension. As a result of these efforts, effective instructional approaches and strategies for students have been integrated into our reading, math and training programs to provide assistance to these students throughout their instructional program.

Some of the specific strategies embedded in the Ace it! instructional program include:

- Small group instruction
- Use of graphic organizers and mnemonics
- Hands-on activities
- Immediate feedback
- Work-in-progress checks
- Visual cues
- Differentiation activities
- Regular adjustments to student learning plan

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Lesson plans for Ace it! can be found at: http://www.sylvaneducationresearch.com/ace-it-reading1 and at http://www.sylvaneducationresearch.com/ace-it-math1

Sylvan uses multiple data points to hold our programs to the highest standards. All our curricula are aligned to State and Local standards and can be provided upon request. Sylvan Learning ensures programs are aligned to California-specific content and grade-level standards. Sylvan Learning's quality assurance and evaluation tools ensure that programs are being implemented as designed and achieve optimal student achievement outcomes. These measures include:

- Providing extensive training, both online and in person, to ensure our teachers have all the tools and training they need to effectively implement the program.
- Conducting ongoing observation of instructors during program sessions with follow up coaching sessions.
- Using a standardized observation form that captures data on all critical components of our program including student engagement, time on task of each learning objective, positive reinforcement and implementation of our motivation program and more.
- Employing program quality audits that assure Sylvan Program Managers are focused on the most critical program elements.
- Additionally, we conduct annual surveys of parents, students, instructors, and principals to obtain feedback on the program's effectiveness.

Sylvan Learning uses the following student data to evaluate ongoing operations and monitor program quality.

- Summative assessment data
- Formative assessment data
- Program attendance
- Daily student scores
- Daily student participation scores

Sylvan Learning will provide progress reports throughout the program that will be broken down by school, grade and student and summarized for overall progress across the district. The Sylvan Learning Program Director will establish regular touch points with all key stakeholders to address progress and discuss the need for any program adjustments if deemed necessary. At program end, a complete battery of reports will be presented to ensure all academic and program satisfaction data is provided.

Academic Counseling Program Description and Methodology

Sylvan Learning's Academic Counseling Program is a comprehensive, hybrid-delivered initiative tailored to middle and high school students with the goal of boosting academic achievement, increasing graduation rates, and enhancing readiness for postsecondary opportunities. The program is built on three key pillars: personalized academic counseling, college and career planning, and data-informed progress monitoring. Services are provided in a flexible format—before, or after school—to meet the scheduling needs of each site and are delivered either in-person or online.

A central component of the program is individualized academic counseling. These one-on-one

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sessions occur at least twice monthly and are designed to help students identify their academic strengths and areas for improvement. Counselors support students in setting realistic and actionable goals, building effective study habits, and managing their time. All services require written consent from students and their guardians and are delivered in strict adherence to FERPA regulations, ensuring student data privacy.

College and career readiness is another critical focus. Students engage in structured planning activities that prepare them for life after high school—whether that path leads to college, vocational training, or direct workforce entry. Activities include support with college applications and personal statements, financial aid workshops (such as FAFSA and CADAA), and career exploration sessions featuring interest inventories, virtual career fairs, and guest speakers from local colleges and industries.

Each student participates in regularly scheduled counseling sessions—typically twice a month—with additional sessions available as needed. During these meetings, counselors provide academic guidance, assist with course selection aligned to graduation requirements, help students develop stronger study skills, and, when necessary, address behavioral challenges and support credit recovery planning.

Progress monitoring is conducted through weekly data reviews using secure, school-approved platforms that may be integrated with the school's SIS. Counselors analyze trends in attendance, grades, and behavioral indicators and generate monthly summary reports that are shared with school staff and families. These reports highlight areas of concern and recommend targeted interventions. Students identified as at risk receive tailored support, which may include academic referrals, family outreach, and behavior support strategies.

This structured yet flexible program provides a high-impact layer of support to students, helping them stay engaged, succeed academically, and prepare confidently for their future. Sylvan Learning's Academic Counseling Program is directly aligned with LAUSD's priorities for student engagement and success. To improve graduation rates, the program emphasizes focused academic planning, credit recovery guidance, and individualized goal-setting to keep students on track. To support improved grades, counselors provide personalized academic strategies, skill-building activities, and referrals to targeted tutoring as needed.

Behavioral improvement is also a key goal, with one-on-one counseling sessions incorporating reflection and proactive strategies that help students manage challenges and develop positive habits. To address issues of tardiness and absenteeism, counselors conduct weekly attendance reviews and implement targeted outreach—often including family engagement—for chronically absent students.

All services are fully compliant with FERPA; student records, session notes, and communications are securely managed through approved platforms. The program is designed to be highly flexible, with sessions available before, or after school depending on each site's needs and schedule. Finally, Sylvan ensures that no services are delivered without proper consent—written permission is required from both parents and students prior to beginning counseling or data-sharing activities.

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Sylvan Learning After-School/Extended Day Program

The Sylvan Learning After-School/Extended Day Program is a comprehensive and flexible initiative that supports the academic, behavioral, and social-emotional development of students in Transitional Kindergarten (TK) through 8th grade. Designed to operate beyond the regular school day, the program provides a safe, structured, and enriching environment that promotes student success and aligns with school improvement goals and compliance standards.

At its core, the program aims to improve academic performance, increase graduation and promotion rates, reduce behavioral challenges, and address chronic absenteeism and tardiness. These goals are achieved through a daily schedule that combines academic support with engaging enrichment activities, while maintaining strict adherence to FERPA guidelines and student data privacy.

Participation in the program is based on parent and student consent, with enrollment prioritized for students identified as having academic or behavioral needs. Services are typically offered between 3:00 PM and 6:00 PM, though the schedule may be adjusted based on individual school site needs and administrator approval. Each program day begins with a snack and transition time, followed by structured homework assistance and two blocks of enrichment activities. These activities range from sports and physical fitness to arts and crafts, all designed to foster creativity, teamwork, and confidence.

To ensure quality and safety, the program follows age-appropriate adult-to-student ratios, including 1:10 for TK/K-only groups and 1:14 for groups of students ages 6–14. Staff are trained in FERPA compliance, student safety, and confidentiality procedures. No student data is accessed or shared without written consent, and all information is handled through secure, limited-access systems.

Academic improvement is supported through individualized tutoring, targeted homework help, and curriculum-aligned enrichment activities driven by academic data (when consent is provided). Behavioral goals are addressed through embedded social-emotional learning sessions, mentorship, and a small-group setting that encourages strong, consistent relationships between staff and students. The program also implements daily attendance tracking, reward systems, and proactive check-ins to motivate students and address attendance barriers early.

The after-school environment fosters a deeper sense of school connection, which has been shown to reduce chronic absenteeism and promote positive engagement. Students are encouraged to attend school in order to access the program's enrichment offerings, and support staff work closely with school administrators to monitor trends and intervene when needed.

Enrichment materials include sports equipment, creative arts supplies, and tools for group-based activities. All supplies are carefully selected to support a wide range of interests and developmental needs while promoting active participation and joy in learning.

Program effectiveness is evaluated on a quarterly basis in collaboration with school administration. Key metrics include academic progress, behavior trends, attendance and tardiness

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records, and feedback from students, families, and staff. Long-term indicators such as graduation and grade promotion rates are also tracked to assess overall program impact.

In summary, the Sylvan Learning After-School/Extended Day Program offers a dynamic, site-tailored solution that addresses both academic achievement and whole-child wellness. Its structured format, proven instructional practices, and enrichment-driven approach make it an ideal partner for schools seeking to extend learning opportunities while supporting student engagement and success beyond the school day.

PROGRAM COMPONENTS

1. Program Plan
Sylvan Learning's Ace it! program offers a Tier II academic intervention model in reading and math, tailored for at-risk students. The program is built on a **research-based curriculum** and uses **evidence- driven instructional methods** designed for in-school delivery, after-school support, and extended learning.
Key elements include:

- **Small group instruction** (5:1 to 8:1 ratios) for personalized attention.
- **Initial benchmark assessments (ASA)** to determine student placement and skill gaps.
- **Ongoing progress monitoring** and formative assessments to adjust instruction.
- **Scaffolded lesson design**, supporting diverse learners including English learners and students with disabilities.
- **Certified teachers and trained tutors** deliver structured lessons in alignment with state standards and LAUSD goals.
- **Mentorship-style engagement**, where instructors build rapport with students to encourage participation and perseverance.
- **Goal setting**, where students track progress and celebrate milestones to stay motivated.

2. Marketing Plan
To maximize student involvement and family awareness, Sylvan employs a community-centered marketing approach that includes:

- **School Site Orientation and Parent Nights** to introduce the program to families, explain benefits, and build buy-in.
- **Bilingual printed flyers**, SMS/email blasts, and backpack take-homes to ensure access for non- English-speaking households.
- **Parent Info Sessions** and individual outreach to explain the link between attendance, academic outcomes, and graduation goals.
- **Student incentives** (e.g., milestone celebrations, certificates, and learning rewards) to foster enthusiasm and encourage regular attendance.
- Collaboration with **school counselors and support staff** to identify and personally engage students who need academic and social-emotional support.

3. Needs Assessment Plan
Sylvan partners with each school's leadership to co-develop a customized program plan based on a shared understanding of student and site needs.
The needs assessment process includes:

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- **Data review with site admin teams**, including attendance, behavior, academic records, and intervention history.
- **On-site observations** and stakeholder interviews to understand context and identify barriers to engagement.
- Alignment of services to **existing MTSS frameworks** to ensure the program complements school efforts.
- Integration of social-emotional needs and non-academic risk indicators (e.g., homelessness, foster youth status, trauma).
- Development of **SMART goals** for each for each site tied to reducing dropout risk factors and increasing achievement.

4. Evaluation Plan

Sylvan's evaluation framework is rigorous and outcomes-focused. Key components include:

- **Pre- and post-assessments (ASA Reading/Math)** aligned with Common Core and NCTM/ELA standards.
- **Monthly progress reports** that include:
  - Attendance tracking
  - Grade/credit recovery status
  - Formative assessment outcomes
  - Student engagement insights
- **Quarterly data reviews** with school administrators to monitor alignment with program goals and adjust services.
- **Annual outcome reports** with disaggregated data on academic growth, attendance, and intervention impact.
- Optional **student and family surveys** to collect qualitative feedback.
- Use of data to adapt instructional groupings and instructional pacing in real time.

5. Readiness

Sylvan Learning is exceptionally prepared to launch and scale dropout prevention programs across LAUSD campuses.

- Currently active in **120+ K–12 school sites** across Greater Los Angeles.
- Supported by **a centralized operational team** with program managers, site coordinators, and instructional coaches.
- **Tech-enabled infrastructure** for student progress tracking, attendance reporting, and digital communication with school teams.
- A **well-developed recruitment and training pipeline** that ensures qualified staff are matched to school needs within 2–4 weeks of onboarding.
- All personnel meet LAUSD requirements for **DOJ/FBI fingerprinting, TB clearance, and insurance compliance**.
- Staff are trained in trauma-informed practices, equity frameworks, and engagement strategies for underserved populations.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

Ace It Reading and Mathematics Pricing Table

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	N/A	N/A	N/A	N/A
Staff Hourly Rate	N/A	N/A	N/A	N/A
All Inclusive Per Middle School Fixed Rate	$260/group/hour (8:1) $200/group/hour (5:1)	$270/group/hour(8:1) $210/group/hour (5:1)	$275/group/hour(8:1) $215/group/hour (5:1)	$280/group/hour(8:1) $220/group/hour (5:1)
All Inclusive Per High School Fixed Rate	$260/group/hour (8:1) $200/group/hour (5:1)	$270/group/hour(8:1) $210/group/hour (5:1)	$275/group/hour (8:1) $215/group/hour (5:1)	$280/group/hour(8:1) $220/group/hour (5:1)
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A

Academic Counseling

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	N/A	N/A	N/A	N/A
Staff Hourly Rate	N/A	N/A	N/A	N/A
All Inclusive Per Middle School Fixed Rate	$70/Student/hour	$72/Student/hour	$74/Student/hour	$76/Student/hour
All Inclusive Per High School Fixed Rate	$70/Student/hour	$72/Student/hour	$74/Student/hour	$76/Student/hour
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A

After school / Extended Day

Pricing Options	Initial 2 Year Period	Option Year 1	Option Year 2	Option Year 3
Project Manager Hourly Rate	N/A	N/A	N/A	N/A
Staff Hourly Rate	N/A	N/A	N/A	N/A
All Inclusive Per Middle School Fixed Rate	$270/group/hour	$275/group/hour	$280/group/hour	$285/group/hour
All Inclusive Per High School Fixed Rate	$270/group/hour	$275/group/hour	$280/group/hour	$285/group/hour
All Inclusive Offsite Fixed Rate	N/A	N/A	N/A	N/A

EXHIBIT A
STATEMENT OF WORK

PROGRAM COMPONENTS

The Village Nation (TVN) philosophy comes directly from the African proverbs, “It takes a village to raise a child’ and “Alone you can go fast, but together we can go far”.

The Village Nation (TVN) offers a robust, trauma-informed, and culturally sustaining program model grounded in restorative justice, academic mentoring, social-emotional learning (SEL), and student empowerment. Our approach includes a tiered system of support that reaches students through schoolwide impact assemblies, small group workshops, and one-on-one mentoring. Each engagement is intentionally aligned with LAUSD’s Local Control and Accountability Plan (LCAP) priorities and the objectives outlined in the RFP: increasing graduation rates, improving behavior and academic performance, and reducing chronic absenteeism.

Signature offerings such as "Keepin’ It Real," "The N-Bomb," "Black Royalty: Self-Expression & History of Excellence," and "The Blood They Shed" are designed to engage middle and high school students in identity development, historical analysis, conflict resolution, and academic reflection. In addition, our Black Excellence Field Experiences and college readiness tours (e.g., “BLK to College” at UCSB) inspire long-term academic planning and college-going culture.

All services are grounded in student voice and supported by culturally relevant curriculum and resource guides.

TVN - IMPACT ASSEMBLIES AND EXPERIENCES

The “N” Bomb
Facilitator: Fluke Fluker

Duration: up to 120 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/Workshop Audience: 8th – 12th and Adults (up to 200 participants/session)
Includes: *N-Bomb* Workbook/Resource Guides, up to 200/session, Consultation planning with up to (6) staff/admin and customized Opt-Out letter template.

In an effort to raise levels of awareness and inspire critical dialogue about the "N" word, The Village Nation presents the "N" Bomb Impact. This emotion filled discussion is an unblinking examination of the most provocative and demeaning word in the English language. The essence of the lesson is based on a frank historical overview of the word and its usage in the United States. The current disconnect that exists surrounding the history and purpose the "N" word served then and now, has wedged yet another level of division between the generations.

As result of experiencing the program, participants will be much more aware of the genesis and

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history of the "N" word. Evidence from attendee evaluations shows that 100% commit to educating others about the newfound understanding and history of the "N" work, and more than 90% will commit to either eliminating or greatly reducing their use and or the use of the "N" word by themselves or others. This gutsy program utilizes a variety of teaching methods to ensure all learners will be engaged in rigorous examination of the history of the "N" word and the affects it has on their lives. Warning, the "N" work dialogue is not for the faint of heart, but when harnessed, can strengthen one's knowledge of self, social awareness, and commitment to restorative justice.

Black, Brown Love
Facilitators: Fluke Fluker & Richard Santana

Duration: up to 120 minutes/Assembly
Location: In person, on campus
Format: TVN Impact Assembly/Empowerment Workshop Audience: 6th – 12th and Adults (up to 200 participants/session)

The Village Nation, All Student Union (ASU), Latino Student Union (LSU), and Black Student Union (BSU) students will pay honor, tribute, and respect to one another. This act of solidarity—in the face of Black-Brown conflicts across the country that have terrorized other campuses—is in recognition of the principles that our greatest leaders such as Dr. Martin Luther King, Jr. embodied, that of love, peace and partnership for social change. These are the principles that the Village Nation stands for, and it is what we encourage all to stand for.

Black Royalty: Self-Expression & History of Excellence
Facilitators: Fluke Fluker and Excellence Specialists

Format: TVN Impact Experience
Duration: up to 8 hours/session
Location: In person, on campus or off-campus
Format: TVN Impact Experience / Audience: 6th – 12th (up to 200 participants/on campus or up to 50 participants/off campus)

Using 21st century imagery and vernacular familiar to students, The Village Nation brings Black History front and center with an eye-opening Black Excellence engagement celebrating creativity and self-expression. In this impactful and uplifting experiences, attendees will walk through Black History and the various forms of Black self-expression finding connections to the Black Experience.

Focal points of this interactive experience include Black…

- History – *BLK to College*
- Entrepreneurship – Financial Literacy and Afrofuturism
- Art – Magic of Education
- Cinema Arts – *Black History and Cinema Arts Seminar*

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- Music – The Art of Music (Beat School & Lite Feet)
- Creativity – *Unlock the Genius Within*
- Self-Worth – *UNIQUE*

ENGAGE: Black Excellence in Education Conference
Facilitators: Fluke Fluker, and TVN Black Excellence Experts

Duration: (1) day, up to 8 hours
Location: In person, on campus

Format: TVN Impact Conference/Workshop Audience: 6^{th} – 12^{th} (up to 200 participants)
Includes: *Excellence Toolkit Planner*, Conference Bag, Complementary Lunch and shirt for up to 200 participants

This conference is one of a kind and will unlock the genius within your students. While most conferences are held off-site, this unique experience is conveniently located on your campus, during the school day. Each session will be led by a BIPOC expert in the field.
E.N.G.A.G.E. = Empowerment • **N**etworking • **G**uidance • **A**gility • **G**rowth • **E**xcellence in Education

Participants will be treated to:

- A hot catered lunch for up to 200 participants, including staff
- Breaking isolation while celebrating cultural exploration
- Students debrief & reflection
- (1) Impact Assembly - **Black Royalty**
- (5) up to five interactive and engaging sessions
  - **Financial Literacy** - Education and Entrepreneurship
  - **Black Health & Wellness** - Learning to Care for Me
  - **College Preparedness** - Empowerment through Education
  - **Goal Setting and Life Skills** - Utilizing tools for success
  - **Music as Art** - Music is a way to create and connect
  - **Movement and Motivation (Lite Feet)** – Intersection of Academics and Athletics

Excellence Toolkit Planner includes:

- 140-Page full color, spiral bound,
- 12-month undated,
- Week-View and Month-View calendar,
- Quotes/Affirmations,
- Note Pages, Coloring Pages, Journal Pages, and Dot-Graphing
- Toolkit: Financial Literacy, Health & Wellness, Goal Setting, Time Management, and College Preparedness.

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ECR STEP – West Regional Champions
Facilitators: Fluke Fluker and ECR STEP

Duration: up to 60 minutes/session
Location: In person, on campus
Format: TVN Black Excellence Performance Audience: 6th – 12th and Adults (up to 300 participants/session)

The History of step and the performance will mesmerize participants. This heart-pumping performance introduces the audience to the Devine 9 and the history of step as an art. The intricate variations to the 8 count, the synchronous body movements, the precision, and mental focus that are required to master this art will be experienced. The ECR Step Team has traveled the country showcasing this incredible legacy art, and with your support they will continue this mission.

Keepin' It Real + Live Above the Hype
Challenging Narratives, Breaking Cycles, and Reclaiming Self-Worth
Facilitator: Fluke Fluker and K-Rahn Vallatine

Duration: up to 120 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/ Empowerment Workshop Audience: 6th – 12th and Adults (up to 100 participants/session)
Includes: *Keepin' It Real* Workbook/Live Above the Hype Guide, up to 100

Keepin' It Real in collaboration with K-Rhan's *Live Above the Hype* further points to the critical importance of youth achieving academic excellence in spite of environmental, social and cultural factors.

In response to the rising tension, off-campus violence, and gang-affiliated conflict currently impacting middle school, high school and even elementary school campuses, this Impact Assembly is designed to disrupt cycles of harm and activate a mindset shift among students through powerful storytelling, interactive dialogue, and culturally rooted insight.

Led by nationally recognized youth development leader K-Rahn Vallatine in partnership with The Village Nation, this impact assembly will directly address themes of identity transformation, conflict resolution, gang prevention, and Black and Brown unity. The session is immersive, emotionally resonant, and anchored in both lived experience and trauma-informed care.

This is not a lecture – it's an activation. Participants will be challenged, affirmed, and engaged through real talk, multimedia, reflection, and community-centered calls to action.

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Key Topics Covered:

- **Conflict Deconstructed:** What's behind the violence, and how do we stop to cycle?
- The Power of Identify: How media, trauma, and the environment shape student self-worth and behavior
- **Black & Brown Unity:** Addressing racialized tension, shared struggle, and the truth about divide-and-conquer conditioning
- **Gang Awareness & Intervention:** Real-life insight on gang affiliation, recruitment and exit
- **Music, Media & The Mind:** How subconscious messaging reinforces violence – and how to break the loop
- **Emotional Mastery:** Owning your reactions, redirecting your power, and reclaiming your future

Creative Integration & Format:

- Live storytelling and media clips
- Real-time scenario breakdown: "What would you do?"
- Call to Action: Campus culture shift and personal commitment statements

The Magic of Education
Facilitator: Dr. Kenrick "Ice" McDonald

Duration: up 90 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/Audience: 6^{th} – 12^{th} and Adults (up to 200 participants)

Using 21st century imagery and vernacular familiar to students, The Village Nation brings Black History front and center with an eye-opening black excellence engagement celebrating Black creativity and self-expression. In these impactful and uplifting events, attendees will walk through Black History and the various forms of Black self-expression, finding connections to the black experience.

Dr. Kenrick "Ice" McDonald, a highly acclaimed illusionist, is known for his innovative shows and his dedication to preserving the legacy of Black magicians. He's the first African American president of the Society of American Magicians, and a Hall of Fame inductee. McDonald's passion for magic began at a young age, and he has since dedicated his life to entertaining audiences and inspiring the next generation of magicians. Dr. Ice brings to the stage the intersection of education and magic. It's no mystery that hard work and dedication lead to success and achievement. Witness Dr. Ice captivate and engage the audience with never-before-seen illusions that demonstrate the sacrifice, rewards and importance of earning an education…where inspiration intersects with illusion to empower.

Dr. Ice has received numerous awards and accolades throughout his career, including the Society of American Magicians' Presidential Citation and the Impact Docs Documentary Award for his documentary "Quiet Masters".

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He was inducted into the Society of American Magicians' National Magic Hall of Fame in 2018 and was named one of the Most Influential Magicians of the Decade in 2020.

The Magic of Education is an engaging, motivational presentation that emphasizes not only the value of education, but the vital responsibility participants have in actively pursuing it. Throughout the captivating art of magic, this presentation delivers a powerful and lasting message: Education transforms dreams into reality.

The Blood They Shed
Facilitator: Aaron White

Duration: up to 90 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/Performance Audience: 6^{th} – 12^{th} (up to 300 participants/session)

The Blood They Shed is a semi-autobiographical one-man poetic journey that combines the art of storytelling narrative, poetry and comedy. The story is told from the perspective of a young African American man raised in South Central LA. The journey through his upbringing takes the audience on an emotional ride leading them to laugh, cry and reflect on some of the truths facing people in every corner of today's world. The show invites you into his childhood home of old school soulful tunes, hilarious family members, growing up without a father, media's pop-culture influence and gangster movies being filmed in his backyard. This powerful tale illuminates our issues of today while reminding us of the power that can be used from the wisdom found in our past.

The dramedy unfolds as the show cleverly addresses issues of violence and value systems, discrimination and the dissemination of the family as well as social relationships. By harnessing the power of music, media and ingenious storytelling, The Blood They Shed tackles troublesome issues fearlessly all-the-while maintaining its heartfelt candor and humor.

The Life of Paul Robeson: A One-Man Play
Facilitator: Stogie Kenyatta

Duration: up to 120 minutes/per session
Location: In person, on campus or off campus field trip
Format: TVN Impact Assembly/Theatrical Engagement Audience: 6^{th} – 12^{th} and Adults (up to 200 participants on campus or up to 50 participants off campus)

An **inspiring display of live Black History. This educational show** is filled with **music**, **comedy**, **singing** and more. Paul Robeson, born in the late 1800's, is a historical black figure also known as a modern day "Renaissance Man". As an American bass-baritone concert artist, actor, professional football player, and activist, he became famous both for his cultural accomplishments and for his political stances.

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This entertaining play brings the acclaimed Broadway stage experience to you. Participants are fully engaged with the remarkable life of a 6'7" man who broke countless barriers by learning to speak more than 20 languages and gracing the Opera stage.
Stogie Kenyatta has traveled the globe bringing Paul Robeson to life from age 5 – 60, including a set, and more than 4 costume changes. Showcasing this theatrical artistry illuminates a story of how Robeson used persistence and academic excellence to force the world to accept our common humanity.

"The W.A.Y." (Who Are You?)
Facilitator: Dion Legacy

Duration: up to 60 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/Performance Audience: 6^{th} – 12^{th} and Adults (up to 300 Participants/session)

The "W.A.Y." (Who Are You?) is a semi-autobiographical one-man poetic experience that combines the art of comedic storytelling, music, and dance. The story is told through the perspective of a young African American man raised in South Central LA. The journey through his upbringing takes the audience on an emotional ride leading them to laugh, cry and reflect on some of the truths facing people in every corner of today's world.

The show invites you into his childhood home of old school soulful tunes, relatable family members, personal role models, media's pop-culture influence, and even the experience of a failed marriage. This powerful tale illuminates our issues of today while reminding us of the power that can be used from the wisdom found in our past. The dramedy unfolds as the show cleverly addresses issues of violence, value systems, integrity, lack of morale, discrimination and even tools for healthy communication between social relationships. By harnessing the power of music, media and ingenious storytelling, "The W.A.Y." tackles troublesome issues fearlessly, all while maintaining its heartfelt candor and humor.

UNIQUE
Facilitators: Mamadou Ndiaye & Fluke Fluker

Duration: up to 60 minutes/session
Location: In person, on campus
Format: TVN Impact Assembly/ Audience: 6^{th} – 12^{th} and Adults (up to 300 participants)

Like the prints of our fingertips, each of us are blessed with a uniqueness that differs from each other. Some are blatantly obvious, and others are quietly subtle. There has never been someone like us before and there will never be someone like us after. Our uniqueness comes in mental, spiritual, emotional, and physical attributes that can either present as a gift or challenge. Embracing our uniqueness is sometimes difficult in a world that often seeks uniformity and to blend in.

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Standing at a towering 7'6", *Mamadou Ndiaye,* and *Fluke Fluker* at 6'7", are both internationally recognized speakers who will share their journey and perspective. During this unique learning experience, together participants will be challenged to reexamine and embrace their uniqueness, encouraged to invest in self-love which is equally courageous and infectious while making a commit to respect, value, and honor the uniqueness of others.

Unlock the Genius: Life's Lessons from a Published Author
Facilitator: Fluke Fluker

Location: In person, on campus
Duration: up 90 minutes/session
Format: TVN Impact Assembly/Audience: 6^{th} – 12^{th} (up to 300 participants)
Includes: (100) 148-page *Brother to Brother* Novels, (100) 122-page *Sister to Sister* Novels, and (100) Instructional Bookmarks.

Fluke Fluker is the founding member of The Village Nation, which began in 2003 at Grover Cleveland Charter High School. He is a featured co-author in the Brother to Brother empowerment and autobiographical novel.

While Fluke Fluker has more than 36 years of experience as a respected change agent, motivational speaker and LAUSD educator, his favorite role is that of a dedicated husband and father to two beautiful and intelligent daughters. Attendees will be treated to a candid, empowering and engaging conversation.

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EXHIBIT B
PAYMENT SCHEDULE

NOTE: Fees shall be fully burdened and inclusive of direct labor cost, overhead, general, and administrative (G&A), profit, and other relevant costs.

• • • **The Village Nation List of Services Price List** • • • **2025 – 2026** **Pillar(s):** Enrichment Activity, School wide Events, Enrichment Activity, Positive Behavior Activity	Service Rates
Service: The "N" Bomb **Format:** TVN Impact Assembly **Duration:** up to 120 minutes/session **Location:** In person, on campus **Audience:** 8th – 12th and Adults (up to 200 participants/session) **Includes:** *N-Bomb* Workbook/Resource Guide (up to 200/session)	$9,000
Service: Black, Brown Love **Format:** TVN Impact Assembly **Duration:** up to 120 minutes/Assembly **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 200 participants/session)	$10,000
Service: Black Royalty: Self-Expression & History of Excellence **Format:** TVN Impact Experience **Duration:** up 8 hours/session **Location:** In person, on campus or off campus **Audience:** 6th – 12th and Adults (up to 200 participants on campus or up to 50 participants off campus)	$5,500
Service: ENGAGE Black Excellence in Education Conference **Format:** TVN Impact Experience **Duration:** up 8 hours/session **Location:** In person, on campus **Audience:** 6th – 12th (up to 200 participants/session) **Includes:** *Excellence Toolkit and Planner (up to 200),* Conference Bag/Badge, Catered Hot Lunch and Shirt	$25,000
Service: ECR STEP – West Regional Champions **Format:** TVN Assembly Performance **Duration:** up to 60 minutes/session **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 300 participants/session)	$3,500
Service: Keepin' It Real + Live Above the Hype **Format:** TVN Impact Assembly **Duration:** up to 120 minutes/session. **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 100/session) **Includes:** Keepin' It Real Workbook/Lie Above the Hype Guide (up to 100/session)	$7,500
Service: The Magic of Education **Format:** TVN Assembly Performance **Duration:** up to 90 minutes/session **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 200 participants/session)	$9,000
Service: The Blood They Shed **Format:** TVN Assembly Performance **Duration:** up to 90 minutes/session **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 300 participants/session)	$7,500
Service: The Life of Paul Robeson, One-Man Show **Format:** TVN Assembly Performance **Duration:** up to 120 minutes/per (1) Session **Location:** In person, on campus or off campus **Audience:** 6th – 12th and Adults (up to 200 participants on campus or up to 50 off campus)	$6,000

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Service: "The W.A.Y." (Who Are You?) **Format:** TVN Assembly Performance **Duration:** up to 60 minutes/session. **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 300 participants/session)	$7,500
Service: UNIQUE **Format:** TVN Impact Assembly **Duration:** up to 60 minutes/session. **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 300 participants/session)	$7,500
Service: Unlock the Genius **Format:** TVN Impact Assembly **Duration:** up to 90 minutes/session. **Location:** In person, on campus **Audience:** 6th – 12th and Adults (up to 300 participants/session) **Includes:** Brother to Brother Book (up to 100), Sister to Sister (up to 100), Bookmark (up to 100)	$7,500