

**Directory of Los Angeles Unified
School District (LAUSD) Supplemental
Social Emotional Learning (SEL)
Curricula Providers**

October 12, 2022

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A. Introduction

The District issued a Request for Proposals (RFP) for Supplemental Social Emotional Learning (SEL) Curricula with the goal of contracting a “bench” of vendors/providers that schools and offices can purchase from.

Sixteen (16) vendors, both for-profit and non-profit, were selected to support the implementation of the Social Emotional Learning (SEL) programs within the District. Vendors on this bench will provide access to digital lessons and activities that are evidence-based and aligned with the CASEL framework and the District’s SEL Competencies and area differentiated with for application with a variety of stakeholders. Access to vendor platforms include PD and site support for implementation for schools. Access to aligned curricular materials are included, including support to access and use the materials with targeted learners.

B. Contracting Procedure

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

Ariba purchase requisition requests should reference the Vendor Number and the Contract Number that is listed in this directory. The Product Category for professional services is 96102. Any questions or assistance with this process should be directed to the Buyer assigned to your region.

Step by Step Instructions:

1. Contact a vendor that offers services of interest to you. Obtain a quote, including the scope of work, and delivery schedule. If the services will extend over weeks or months, include an invoice as well.
2. Create a Purchase Requisition, referencing the Vendor Number and Contract Number that is listed in this directory. Be sure to attach the quote, scope of work and schedule.
3. Confirm that the vendor received the purchase order.

C. List of Providers for Supplemental Social Emotional Learning (SEL) Curricula

Firm Name	Vendor Number	Contract Number	Contact Email
7 MINDSETS ACADEMY, LLC	1000023071	C1307	lupita.knittel@7mindsets.com
COMMITTEE FOR CHILDREN	1000006020	C1308	rfps@cfchildren.org
EDUCARE FOUNDATION	1000000536	C367	stu@educarefoundation.com
INNER EXPLORER, INC	1000013647	C2911	Lgrady@innerexplorer.org; Jhoulihan@innerexplorer.org
MOVING FORWARD INSTITUTE	1000022803	C368	lacy@movingforwardinstitute.org
NAVIGATE360, LLC	1000023643	C369	jkelly@navigate360.com
NEWSELA, INC.	1000008604	C370	tami.valentino@newsela.com
QUAVERED, INC	1000017784	C371	Vendors@QuaverEd.com
RETHINK AUTISM, INC.	1000005601	C372	diana.frezza@rethinkd.com
RIPPLE EFFECTS, INC.	1000004389	C373	Lbrentano@rippleeffects.com
SUCCESS FOR ALL FOUNDATION, INC.	1000007887	C374	pweigel@successforall.org
CHARACTER STRONG	1000024554	C2718	pcollins@characterstrong.com
FRANKLIN COVEY CLIENT SALES INC	1000009086	C2743	Legal@FranklinCovey.com
HARMONY ACADEMY AT NATIONAL UNIVERSITY	1000012117	C2744	dlawrence@nu.edu
SCHOOL-CONNECT	1000030138	C2745	julea@school-connect.net
SOWN TO GROW	1000018908	C2746	rupa@sowntogrow.com

D. Statement of Work

A. SCOPE

SEL is the process through which all young people and adults acquire and apply the knowledge, skills, and attitudes to develop healthy identities, manage emotions and achieve personal and collective goals, feel and show empathy for others, establish and maintain supportive relationships, and make responsible and caring decisions.

L.A. Unified uses the transformative SEL framework which is aimed at educational equity—fostering more equitable learning environments and producing equitable outcomes for children and young people furthest from opportunity.

The purpose of providing direct instruction in, and programs that are supportive of, SEL is to improve adult and student outcomes in the SEL competencies. Effective instruction in SEL must also extend outside the classroom. Administrative practices and operations will also change with the adoption of SEL curricula. The goal is to use SEL to increase positive outcomes for students, educators and support staff, including increased social emotional competence in self-management, self-efficacy, growth mindset and social awareness.

Effective instruction in and support of SEL is essential for student success. Introducing research or evidence-based curricula into classrooms and integrating it into academic instruction can increase students' SEL competencies and improve academic outcomes.

Placing more emphasis on social emotional learning will enable schools to see a return in achievement outcomes and staff performance.

1. The District requires curricula that consists of two (2) modules:
 1. **Professional Learning in the use of evidence based SEL curricula and/or the integration of social emotional learning into academic content, and/or**
 2. **Curricula for direct instruction**

Contractor will not be authorized to work on any remote services unless contractor's LAUSD Unified Digital Instructional Procurement Plan (UDIPP) application has been UDIPP approved.

B. REQUIREMENTS FOR PROFESSIONAL LEARNING

I. NON –DIGITAL- Vendors may provide synchronous professional development virtually or in person. Requirements for such professional learning are listed below:

1. Utilize adult learning theory to ensure that the sessions are engaging and productive
2. Enable participants to engage with content
3. Be responsive to school needs with regard to scheduling
4. Allow participants to complete an evaluation of each professional learning session
5. Share professional learning evaluations of scheduled sessions with L.A. Unified

II. **DIGITAL** Vendors may also propose to provide asynchronous P.D. modules to support professional learning. Requirements for the professional learning modules are listed below.

Integrated Content Management (CMS)

1. Provide an integrated content management system (CMS) that can serve as a digital library for instructional content.
 2. Should be able to import SCORM courses and content.
 3. Should have ability to run badge and micro-credentialing program/platform with feedback and approval process
 4. Users should see a well-designed catalog of courses that shows various metadata about the course.
 5. Users should be able to do flexible searches to locate content stored in the digital library.
 6. The digital library should be able to be accessed both in a standalone mode and from a course that the registered user is taking.
 7. The CMS should be able to store different types of media such as pictures, videos, text, and audio.
 8. Provide the ability to categorize content using tags or other mechanisms.
 9. Provide the capability to access data stored in other CDNs such as Vimeo and YouTube. Ability to upload physical video file
 10. Provide effective mechanisms to publish content in a way that users only see content that has been designed and approved and not content that is under development.
 11. Users should only see content that they are authorized to see. Course designers should be able limit courses and content to certain types of users.

C. REQUIREMENTS FOR CURRICULUM

1. Lessons provide direct instruction for adults and or students in the skills that are part of the CORE or CASEL Social Emotional Learning competencies
 - CASEL <https://casel.org/fundamentals-of-sel/what-is-the-casel-framework/#the-casel-5>
 - CORE <http://exploresel.gse.harvard.edu/frameworks/40/terms>

2. Curriculum provides instruction that is developmentally appropriate and includes engaging instructional strategies. Developmentally appropriate refers to the practice of making a curriculum based on what students are able to do cognitively, physically and emotionally at a certain age.
3. The product meets the needs of a diverse student population. Inclusive teaching strategies refer to any number of teaching approaches that address the needs of students with a variety of backgrounds, learning modalities, and abilities. These strategies contribute to an overall inclusive learning environment in which all students perceive to be valued and able to succeed.
4. The product is inclusive and sensitive to students from diverse racial, ethnic, and religious backgrounds, students with special needs and the LGBTQ+ population. Vendor should ensure that images in the product are reflective of the diversity of the L.A. Unified School District.
5. The product includes formative assessment and reflection activities.

AND/OR

6. Providing SEL instruction for adults that is reflective of an understanding of adult learning theory. Principles of adult learning include self-direction, transformation, experience, mentorship, mental orientation, motivation, and readiness to learn.
7. Providing professional learning on the implementation of research or evidence-based curricula into and/or integrating SEL into academic instruction to increase adults' and students' SEL competencies and improve student positive behavior and academic outcomes.

D. TECHNICAL REQUIREMENTS

1. The solution should be written in a low code/no code platform. Requirements are explained below.
2. The solution must meet district requirements including FERPA and HIPAA.
3. Users should be authenticated through the District standard security authentication mechanisms (ADFS, SAML, and Google).
4. The solution must be hosted in the cloud.

E. ADDITIONAL REQUIREMENTS FOR REMOTE SERVICES

1. **Minimal Coding** – The Low-code platform must offer more intuitive ways to build applications, minimizing the use of coding. Model-driven development.
2. **Cloud Enabled** – The low code/no code solution must run natively and be optimized for the cloud supporting all three major cloud vendors (AWS, Azure, and GCP).

END OF STATEMENT OF WORK

E. Price Schedule

7 Mindset Academy

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

***For this project, our price depends on the number of users in a school. We have two packages: 1. a package that is for a school with 10 staff or less that will access the 7 Mindsets Portal. This is typically a school with lower student enrollment or where only guidance counselors will use the system. 2. a package that is for a school with 11 or more staff that will access the 7 Mindsets Portal.

There is sure to be a blend of these different size schools, so please consider this when evaluating our per school price.

Category	Unit	Price
SEL Curricula, PD, and Support <ul style="list-style-type: none"> • 7 Mindsets Platform- <ul style="list-style-type: none"> - Includes access to the 7 Mindsets Platform and SEL curriculum for as many staff/users at the school building - Includes a welcome orientation, a virtual training on the platform, a 7 Steps Success implementation process and tech support. 	Annual by school <i>***This is the option for schools that have 11 or more staff that will access the 7 Mindsets Portal.</i>	For a quantity of schools of 1 through 10, the price is \$7,000 annually per school. If the district buys for a quantity of schools between 11 and 25, the price is \$6,000 annually per school. If the district buys for a quantity of schools greater than 25, the price is \$5,000 annually per school.
SEL Curricula, PD, and Support <ul style="list-style-type: none"> • 7 Mindsets Platform for Small Schools- <ul style="list-style-type: none"> - Includes access to the 7 Mindsets Platform and SEL curriculum for up to 10 staff/users at the school building - Includes a welcome orientation, a virtual training on the platform, a 7 Steps Success implementation process, and tech support. 	Annual by school <i>***This is the option for schools that have 10 or less staff that will access the 7 Mindsets Portal.</i>	For a quantity of schools of 1 through 10, the price is \$3,700 per school annually per school. If the district buys for a quantity of schools between 11 and 25, the price is \$3,350 annually per school. If the district buys for a quantity of schools greater than 25, the price is \$3,000 annually per school.
Professional Learning	Not Applicable	Professional Learning on how to implement the 7 Mindsets in the classroom is included in the pricing for the SEL Curricula. Additional Professional Learning can be acquired if needed and can be priced according to the specific needs.
Implementation and monitoring	Not Applicable	This is not applicable because implementation services are included in the pricing for the SEL Curricula.

Committee For Children

SCHEDULE B
CONTRACTOR'S RATES

Category	Unit	Price
SEL Curricula	Annual by school	<p><u>Second Step Digital Programs</u></p> <p>\$1880.10 per school, for a 1-year license subscription for either a Second Step® K-8 digital license subscription or a Second Step® SEL for Adults license subscription. Specifically, each schoolwide license aligns to one school and can be used with any configuration of Grades K-8, for Second Step K-8 digital programs. Second Step SEL for Adults is also sold as a single schoolwide license subscription. Each schoolwide license aligns to one school and can be used with any configuration of Grades K-12.</p> <p>(The unit cost reflects the rate when purchasing for 50 + schools for a 1-year license subscription, less a 10% discount for LAUSD, or \$2089 unit price - \$208.90 = \$1880.10)</p> <p><u>Second Step Kit Programs</u></p> <p>Second Step print-based classroom kit programs are a one-time purchase and can be reused year-over-year. Prices below reflect the unit price of the listed program less a 10% discount for LAUSD.</p> <p>Second Step® Early Learning Classroom Kit (PreK) \$413.10 per classroom, per school</p> <p>Second Step® Child Protection Unit (PreK-5) \$1187.10 per Unit, or \$188 per classroom (when purchased by grade) -total cost depends on the number of Units per school</p> <p>Second Step® Bullying Prevention Unit (K-5) \$1016.10 per Unit, \$188 per classroom (when purchased by grade)-total cost depends on the number of Units per school</p>

		<p>Second Step® Out-of-School Time (K-5) \$449.10 per classroom, per school</p> <hr/> <p>Pricing Example:</p> <p>Four (4) Second Step Early Learning Classroom Kits for one (1) school with four (4) early learning classrooms: \$459 x 4 = \$1836 less (\$183.60 for 10% discount) = \$1652.40</p> <p>Committee for Children also offers multi-year license subscriptions for digital programs that offer significant savings. Our full price list, including information about multi-year pricing, can be found here</p>
Professional Learning	<p>Number of participants Frequency/Duration</p> <p>AND/OR</p> <p>Number of Asynchronous modules</p>	<p>All necessary program training is included in the cost of the programs, outlined above.</p> <p>Second Step SEL for Adults is a social-emotional professional development program, with a unit cost per school outlined above.</p> <p>Second Step SEL for Adults is designed to be implemented in a cohort model, with currently 3 modules available asynchronously to meet the learning needs of educators. A fourth module will be added later this year, with content updated on a continuous basis.</p>
Implementation and monitoring	One time and annual costs	There is no additional cost for implementation and project management; all implementation and support services are included in the cost of the program.

Educare Foundation

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

Category	Unit	Price
SEL Curricula <small>(embedded below)</small>	Annual by school	\$1,250 - \$189,000
Professional Learning Direct Student Instruction	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	\$1,250-\$189,000 for 75-100 educators and/or full school student body. Duration from 1.5-hour workshops to full year service model. Please see attached Price Proposal for additional information.
Implementation and monitoring	One time and annual costs	SAME AS ABOVE

Inner Explorer

SCHEDULE B
CONTRACTOR'S RATES

LOS ANGELES UNIFIED SCHOOL DISTRICT
RFP NO.: 20000002647
SUPPLEMENTAL SOCIAL EMOTIONAL LEARNING CURRICULA

Category	Unit	Price
SEL Curricula	Annual by school (ONLY with District-wide contract for a minimum of 1000 schools)*	\$975
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	Included
Implementation and monitoring	One time and annual costs	Included

*Favorable district-wide pricing is based on licenses for a minimum of 1000 schools @ \$975 per school for the 2022/2023 school year, subject to annual increase request and approval.

*Favorable district-wide pricing is based on the quote requested and provided for LAUSD for 2022/2023 school year dated March 14, 2022.

*If purchased on per school/individual basis for fewer than 1000 schools, published per school price for Community Edition is \$2100. To honor our established relationship with LAUSD, per school pricing is available at \$1800 per school for individual school purchase.

Moving Forward Institute

SCHEDULE B

CONTRACTOR'S RATES

PRICING SHEET

Category	Unit	Price
SEL Curricula	Reading with Relevance: Teacher's Guide <i>Comprehensive lesson plan set to explore a culturally-relevant novel.</i> -cost per teacher, per novel taught*	\$150
	Reading with Relevance: Student Workbook <i>Companion student workbook guiding students' exploration of a novel.</i> -cost per student, per novel taught*	\$20
	Reading with Relevance: Trade Books <i>Classroom copies of culturally-relevant novels, priced at 15% off list.</i> -cost per student, per novel taught*	\$5.09-\$42.49 <i>(average \$9.36)</i>
Professional Learning	SEL & Literacy Workshop <i>Initial half-day, on-site training for participating teachers, focused on understanding the five SEL competencies, integrating SEL into the school day and academic instruction, and best practices for facilitating the Reading with Relevance curriculum.</i> -cost per half-day workshop*	\$3500
	Train the Trainer Workshop <i>A day-long, on-site train-the-trainer program, collaborating with district leaders to build internal capacity to sustain the implementation of the program long-term, including providing start-up program training and offering concrete tools to support district leaders in their instructional coaching and observation of the program's facilitation.</i> -cost per full-day workshop*	\$6000
Implementation and monitoring	Coaching Support <i>Virtual coaching and technical assistance services to support district leaders and/or participating teachers around needs surfaced while implementing the curriculum.</i> -per hour cost*	\$200
	SEL Workshops <i>SEL topic-based virtual workshops around instructional and pedagogical needs surfaced by participating teachers throughout the school year.</i> -per hour cost*	\$200

SECTION 1: TEACHER'S GUIDES: Comprehensive Teacher's Guide, Including All Lesson Plans, Activities, Assessments, Etc.

ISBN/EAN	Title	Price
9781938790041	Teacher Guide: Any Small Goodness	\$150.00
9781938790638	Teacher Guide: Aristotle and Dante Discover the Secrets of the Universe	\$150.00
9781938790003	Teacher Guide: Bud, Not Buddy	\$150.00
9781938790430	Teacher Guide: Camo Girl	\$150.00
9781938790133	Teacher Guide: Charlotte's Web	\$150.00
9781938790478	Teacher Guide: Crossover	\$150.00
9781938790096	Teacher Guide: Donovan's Word Jar	\$150.00
9781938790584	Teacher Guide: Efrén Divided	\$150.00
9781938790379	Teacher Guide: Esperanza Rising	\$150.00
9781938790454	Teacher Guide: Feathers	\$150.00
9781938790423	Teacher Guide: Front Desk	\$150.00
9781938790553	Teacher Guide: Ghost	\$150.00
9781938790928	Teacher Guide: Ghost Boys	\$150.00
9781938790416	Teacher Guide: Great Cake Mystery	\$150.00
9781938790744	Teacher Guide: Harbor Me	\$150.00
9781938790034	Teacher Guide: Holes	\$150.00
9781938790355	Teacher Guide: Home of the Brave	\$150.00
9781938790072	Teacher Guide: Hunger Games	\$150.00
9781938790577	Teacher Guide: I Am Malala	\$150.00
9781938790645	Teacher Guide: Indian Shoes	\$150.00
9781938790171	Teacher Guide: Inside Out and Back Again	\$150.00
9781938790522	Teacher Guide: Isaiah Dunn Is My Hero	\$150.00
9781938790164	Teacher Guide: Keena Ford and the Field Trip Mix-Up	\$150.00
9781938790089	Teacher Guide: Keena Ford and the Second-Grade Mix-Up	\$150.00
9781938790119	Teacher Guide: Keena Ford and the Secret Journal Mix-Up	\$150.00
9781938790652	Teacher Guide: March	\$150.00
9781938790393	Teacher Guide: Mighty Miss Malone	\$150.00
9781938790515	Teacher Guide: Number the Stars	\$150.00
9781938790065	Teacher Guide: One Crazy Summer	\$150.00
9781938790782	Teacher Guide: Other Words for Home	\$150.00
9781938790249	Teacher Guide: Punching the Air	\$150.00
9781938790058	Teacher Guide: Riding Freedom	\$150.00
9781938790126	Teacher Guide: Street Life: Poverty, Gangs, and a Ph. D.	\$150.00
9781938790591	Teacher Guide: The 57 Bus	\$150.00
9781938790027	Teacher Guide: The Absolutely True Diary of a Part-Time Indian	\$150.00
9781938790676	Teacher Guide: The Hate U Give	\$150.00
9781938790102	Teacher Guide: The House on Mango Street	\$150.00
9781938790706	Teacher Guide: The Sun Is Also a Star	\$150.00
9781938790010	Teacher Guide: Walk Two Moons	\$150.00
9781938790614	Teacher Guide: Warriors Don't Cry	\$150.00
9781938790850	Teacher Guide: We Beat the Street	\$150.00
9781938790720	Teacher Guide: Wishtree	\$150.00
9781938790768	Teacher Guide: With the Fire on High	\$150.00
9781938790492	Teacher Guide: Wonder	\$150.00

**SECTION 2: STUDENT WORKBOOKS: Bound Student Portfolio, Including All Student-Facing Activities
(min quantity 10/title)**

ISBN/EAN	Title	Price
9781938790805	Workbook: Any Small Goodness	\$20.00
9781938790973	Workbook: Aristotle and Dante Discover the Secrets of the Universe	\$20.00
9781938790485	Workbook: Bud, Not Buddy	\$20.00
9781938790331	Workbook: Camo Girl	\$20.00
9781938790461	Workbook: Charlotte's Web	\$20.00
9781938790881	Workbook: Crossover	\$20.00
9781938790218	Workbook: Donavan's Word Jar	\$20.00
9781938790607	Workbook: Efren Divided	\$20.00
9781938790256	Workbook: Esperanza Rising	\$20.00
9781938790287	Workbook: Feathers	\$20.00
9781938790447	Workbook: Front Desk	\$20.00
9781938790997	Workbook: Ghost	\$20.00
9781938790959	Workbook: Ghost Boys	\$20.00
9781938790140	Workbook: Great Cake Mystery	\$20.00
9781938790980	Workbook: Harbor Me	\$20.00
9781938790263	Workbook: Holes	\$20.00
9781938790201	Workbook: Home of the Brave	\$20.00
9781938790294	Workbook: Hunger Games	\$20.00
9781938790867	Workbook: I Am Malala	\$20.00
9781938790669	Workbook: Indian Shoes	\$20.00
9781938790409	Workbook: Inside Out and Back Again	\$20.00
9781938790560	Workbook: Isaiah Dunn Is My Hero	\$20.00
9781938790317	Workbook: Keena Ford and the Field Trip Mix-Up	\$20.00
9781938790300	Workbook: Keena Ford and the Second-Grade Mix-Up	\$20.00
9781938790324	Workbook: Keena Ford and the Secret Journal Mix-Up	\$20.00
9781938790874	Workbook: March	\$20.00
9781938790508	Workbook: Mighty Miss Malone	\$20.00
9781938790232	Workbook: Number the Stars	\$20.00
9781938790904	Workbook: One Crazy Summer	\$20.00
9781938790195	Workbook: Other Words for Home	\$20.00
9781938790188	Workbook: Punching the Air	\$20.00
9781938790225	Workbook: Riding Freedom	\$20.00
9781938790843	Workbook: Street Life: Poverty, Gangs, and a Ph. D.	\$20.00
9781938790911	Workbook: The 57 Bus	\$20.00
9781938790966	Workbook: The Absolutely True Diary of a Part-Time Indian	\$20.00
9781938790812	Workbook: The Hate U Give	\$20.00
9781938790942	Workbook: The House on Mango Street	\$20.00
9781938790829	Workbook: The Sun Is Also a Star	\$20.00
9781938790362	Workbook: Walk Two Moons	\$20.00
9781938790836	Workbook: Warriors Don't Cry	\$20.00
9781938790850	Workbook: We Beat the Street	\$20.00
9781938790386	Workbook: Wishtree	\$20.00
9781938790898	Workbook: With the Fire on High	\$20.00
9781938790270	Workbook: Wonder	\$20.00

SECTION 3: TRADE BOOKS: Classroom Sets of Novels That Accompany the Curriculum			
ISBN/EAN	Title	List Price	Discounted
9780439233842	Any Small Goodness: A Novel of the Barrio	\$6.99	\$5.94
9781442408937	Aristotle and Dante Discover the Secrets of the Universe	\$14.99	\$12.74
9780440413288	Bud, Not Buddy	\$8.99	\$7.64
9781416978053	Camo Girl (Reprint)	\$8.99	\$7.64
9780064400558	Charlotte's Web	\$8.99	\$7.64
9780544935204	Crossover	\$8.99	\$7.64
9780064420891	Donavan's Word Jar	\$4.99	\$4.24
9780062881694	Efren Divided	\$7.99	\$6.79
9780439120425	Esperanza Rising	\$7.99	\$6.79
9780142415504	Feathers	\$8.99	\$7.64
9781338157826	Front Desk (Scholastic Gold)	\$7.99	\$6.79
9781481450164	Ghost (Reprint)	\$7.99	\$6.79
9780316262262	Ghost Boys	\$7.99	\$6.79
9780307743893	Great Cake Mystery: Precious Ramotswe's Very First Case	\$6.99	\$5.94
9780525515142	Harbor Me	\$8.99	\$7.64
9780440414803	Holes	\$8.99	\$7.64
9780312535636	Home of the Brave	\$8.99	\$7.64
9780439023528	Hunger Games	\$12.99	\$11.04
9780316327916	I Am Malala: How One Girl Stood Up for Education and Changed the World	\$10.99	\$9.34
9780064421485	Indian Shoes	\$5.99	\$5.09
9780061962790	Inside Out and Back Again	\$8.99	\$7.64
9780593121399	Isaiah Dunn Is My Hero	\$7.99	\$6.79
9780142415726	Keena Ford and the Field Trip Mix-Up	\$5.99	\$5.09
9780142413968	Keena Ford and the Second-Grade Mix-Up	\$5.99	\$5.09
9780142419373	Keena Ford and the Secret Journal Mix-Up	\$5.99	\$5.09
9781603093958	March (Trilogy Slipcase Set)	\$49.99	\$42.49
9780440422143	Mighty Miss Malone	\$7.99	\$6.79
9780547577098	Number the Stars	\$8.99	\$7.64
9780060760908	One Crazy Summer	\$7.99	\$6.79
9780062747815	Other Words for Home	\$7.99	\$6.79
9780062996480	Punching the Air	\$19.99	\$16.99
9780439087964	Riding Freedom	\$6.99	\$5.94
9781453832691	Street Life: Poverty, Gangs, and a Ph. D.	\$16.00	\$13.60
9780374303235	The 57 Bus: A True Story of Two Teenagers and the Crime That Changed Their Lives	\$17.99	\$15.29
9780316013697	The Absolutely True Diary of a Part-Time Indian	\$15.99	\$13.59
9780062498533	The Hate U Give	\$14.99	\$12.74
9780679734772	The House on Mango Street	\$11.95	\$10.16
9780553496710	The Sun Is Also a Star	\$12.99	\$11.04
9780064405171	Walk Two Moons	\$8.99	\$7.64
9781416948827	Warriors Don't Cry: The Searing Memoir of the Battle to Integrate Little Rock	\$8.99	\$7.64
9780142406274	We Beat the Street: How a Friendship Pact Led to Success	\$8.99	\$7.64
9781250043221	Wishree	\$16.99	\$14.44
9780062662842	With the Fire on High	\$12.99	\$11.04
9780375869020	Wonder	\$16.99	\$14.44

SECTION 4: PROFESSIONAL DEVELOPMENT: Training, Coaching, Technical Assistance, and Other Services Provided

Title	Price
Half Day Professional Development	\$3,500.00
Train the Trainer Workshop	\$6,000.00
Technical Assistance Hours: Coaching Support, Virtual SEL Workshops	\$200.00

Navigate 360 LLC

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

Category	Unit	Price
SEL Curricula Navigate360 SEL for Students	Annual by school Annual by per-student pricing (per LAUSD addendum 2)	\$1,215,984.00
Professional Learning Navigate360 SEL for Staff	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules Number of Participants by per-staff pricing	\$300.00
Implementation and monitoring	One time and annual costs	\$405,500.00 (extended cost)
Navigate360 Professional Development (Optional)	Optional Service by per-day pricing, up to 50 participants	\$3,500.00

- Navigate360 SEL curricula (SEL for Students) pricing is based on student enrollment numbers per LAUSD addendum 2
- Professional Learning (SEL for Staff) pricing is based on a per-user basis
- Implementation & Monitoring pricing is based on building numbers per LAUSD addendum 2
- Professional Development is offered as an optional service

Newsela, Inc

SCHEDULE B
CONTRACTOR'S RATES

PRICING SHEET

Category	Unit	Price
SEL Curricula	Annual per student	\$2.10* per student *additional volume discounts may apply
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	\$750 per single virtual 90-minute session, asynchronous or synchronous \$0.75 per student PD Pass (annual subscription based cost)
Implementation and monitoring	One time and annual costs	Included in the annual costs outlined above

Quavered, Inc.

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

Category	Unit	Price
SEL Curricula	Annual by school	\$2,100 for 5 seats; \$2,400 for entire school
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	Per module cost for asynchronous digital content — Free — Videos Online Per school or per session price for synchronous professional learning — 1st Virtual Training is Free; Subsequent Virtual Training Per Day is \$1500; On-Site Training is \$2,500 Per Day
Implementation and monitoring	One time and annual costs	Per year price for implementation and technical support — Free

Rethink Autism, Inc.

SCHEDULE B
CONTRACTOR'S RATES

PRICING SHEET

District Wide Volume Discount Purchases

Wellness Solution Bundle: Social Emotional Learning, Mental Health, Rethink Care	1-Year Contract Price
<p>Includes district wide access (all students and staff to):</p> <ul style="list-style-type: none">• On-demand professional learning courses for adults (SEL and Mental Health)• Access to Rethink Care personal, professional, and financial wellness program for adults• K-12 Social Emotional Learning Curriculum and Assessments• K-12 Mental Health Curriculum• All implementation planning and supports for the duration of the partnership• All virtual PD for the duration of the partnership• 15 onsite PD support days per year <p style="text-align: center;"><i>** Pricing based on student enrollment of 640,000</i></p>	\$2,560,000

Additional Professional Development Options

Onsite/Virtual Professional Development	List Price
On Site Training/PD	\$3,200 Per Day (1 Trainer, up to 30 Teachers)
Highly Qualified Specialists Cohorts (HQS)	\$50,000 annually (Up to 15 participants per cohort)

List Prices (for purchases smaller than district wide)

Wellness Bundle: Social Emotional Learning & Mental Health	List Price
Educator License	\$300 annually
Student License	\$6.50 annually
Classroom Bundle: (1 educator license, up to 30 students)	\$495 annually

Social Emotional Learning	List Price
Educator License	\$150 annually
Student License	\$6 annually
Classroom Bundle: (1 educator license, up to 30 students)	\$330 annually

On Demand Professional Development Courses (Prices are p/person)	List Price
Social Emotional Learning	\$300 annually
Mental Health	\$300 annually
Rethink Care-Personal, Professional and Financial Wellness	\$49 annually

Ripple Effects, Inc.

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

Category	Unit	Price
SEL Curricula	Annual by school*	\$3000 per school/per year \$1349 per PreK, K, 1 classroom (as a one-time charge)
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	1. Annual virtual live 90-min webinars are FREE - Up to 60 participants 2. Educator Ally staff program is FREE 3. Live onsite is \$2500 for 60 participants for one 4-hour course, or two 2-hour courses
Implementation and monitoring	One time and annual costs	Optional at \$1000 per school per year

NOTE: The above pricing is Ripple Effects large district pricing applicable only to school districts in the state of California with more than 250 schools. Smaller school districts have different pricing.

* The \$3000 annual subscription includes the adult/staff SEL program Educator Ally

Success for All Foundation

SCHEDULE B
CONTRACTOR'S RATES
PRICING SHEET

Category	Unit	Price
SEL Curricula (non-digital)	Annual by school	\$13,775
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	Up to 40 participants per site, 1 onsite training day at \$2,700
Implementation and monitoring	One time and annual costs	Three one-day onsite implementation visits at \$2,700 each per year (\$8,100), plus an annual \$1,000 license fee to access Online Resources
		Total \$25,575 per site, year 1
		Total \$6,400 per site each year after year 1 + approx. \$2,000 in replacement materials
Notes:		
Multiple schools could share the one day initial training, assuming the total # of participants does not exceed 40		

Character Strong

SCHEDULE B - CONTRACTOR'S RATES



Price Proposal

CharacterStrong curricula are designed to be user-centered as well as low-burden and high-impact for educators to deliver lessons with a high level of fidelity to achieve desired student outcomes. While many districts buy the grade level curriculum as a stand-alone product, we recommend bundling services (The Curriculum, The Gym, On-Demand PD, Coaching and Curriculum Training, Tier 2 Curriculum, and Tier 3 Curriculum) to increase user competency with our curricula, in order to drive educator consistency and increase student access to a continuum of supports, ultimately getting the outcomes expected and building capacity for sustainability. While we recommend the bundled services, if it is in the district's best interest to purchase specific services, the cost proposal can be modified to match the needs.

Additionally, CharacterStrong offers discounted rates with the purchase of a **single school at 20% off**. If LAUSD so chooses, we will **bundle services** and create a **flexible discount rate** beyond 20% off for multiple schools and multiple services.

Year 1: Products/Services - School Solution

Description of Services	Rate*	Discounted Pricing**
Elementary School SEL Curriculum (Tier 1)	\$2,999	\$2,399
Middle School SEL Curriculum (Tier 1)	\$3,999	\$3,199
High School SEL Curriculum (Tier 1)	\$3,999	\$3,199
CharacStrong Tier 2 (Tier 2 Curriculum & Supports)	\$1,999	\$1,599
CharacStrong Tier 3 (Tier 3 Curriculum & Supports)	\$1,999	\$1,599
Gym (Library of Supplemental SEL Resources)	\$999	\$799
On Demand Professional Development (Asynchronous Learning Modules with PLC Tools)	\$999	\$799

* All Year 1 Rates are listed at the per-school rate

** Discounted pricing is shown for a single school purchase; however we offer larger discounts for multiple schools and multiple services.

Annual Renewal Costs

CharacterStrong recognizes the budgetary limitations and constraints on school systems as they work to sustain implementation efforts which is why we offer an industry-low renewal rate that helps schools and districts shift fiscal funding towards other priorities. The following outlines the cost for renewal based on each service type. It's important to note you can reduce the types of services purchased annually, meaning these services can be decoupled to further reduce the cost.

Non-bundled Rates

Tier 1 Curriculum - per school	\$1,999
Tier 2 Curriculum - per school	\$1,999
Tier 3 Curriculum - per school	\$1,999
The Gym - per school	\$499
On-Demand PD - per school	\$499

Year 2 and Beyond: Products/Services - School Solution

Description of Services	Rate	Discounted Pricing*
Elementary School SEL Curriculum (Tier 1)	\$1,999	While the renewal cost is substantially less than year 1 implementation. We will offer additional discounts for multi-school bundles as well.
Middle School SEL Curriculum (Tier 1)	\$1,999	
High School SEL Curriculum (Tier 1)	\$1,999	
CharacStrong Tier 2 (Tier 2 Curriculum & Supports)	\$1,999	
CharacStrong Tier 3 (Tier 3 Curriculum & Supports)	\$1,999	
Gym (Library of Supplemental SEL Resources)	\$499	
On-Demand Professional Development (Asynchronous Learning Modules with PLC Tools)	\$499	

* If a school or multiple schools are looking at multi-year deals, the discount is as follows for each additional year purchased:

- 1 additional year = 5% off
- 2 additional years = 10% off
- 3 additional years = 15% off
- 4+ additional years = 20% off

Franklin Covey Client Sales, Inc.

LOS ANGELES UNIFIED SCHOOL DISTRICT
RFP NO.: 20000003508
SUPPLEMENTAL SOCIAL EMOTIONAL LEARNING CURRICULA
PRICING SHEET

Category	Unit	Price
SEL Curricula	Annual by school	
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	*Please see pricing sheet on next page
Implementation and monitoring	One time and annual costs	

FranklinCovey Pricing Sheet

Category	Unit	Price
		*=18% discount off of standard pricing, **=8% discount off of standard pricing
SEL Curricula	Annual by school	\$9.02*/student with a minimum of \$3936* per school <i>Optional printed PK-8 curriculum companions for students \$6.15*, High School Discovery Guide \$11.89*, High School Leadership Guide \$18.45* Additional optional SEL support materials attached below with standard pricing. Note: An 18% discount will apply to all standard pricing materials attached below.</i>
Professional Learning	Number of participants	Approx. max. of 150 participants per workshop \$3404** per workshop
	Frequency/Duration AND/OR Number of Asynchronous modules	Year 1 3 workshops required per school(these may be shared amongst schools if desired to save money) with an inperson or live online coach @\$3404**/day=\$10,212* Asynchronous modules are available at no cost Year 2&3 2 workshops required per school(these may be shared amongst schools if desired to save money) with an inperson or live online coach @\$3404**/day=\$6,808 Asynchronous modules are available at no cost Year 4 beyond no workshops are required by school <i>Optional participant materials for year 1 range from \$36.90*-504.30*</i>
Implementation and monitoring	One time and annual costs	District Alignment Day & Yearlong District Admin. Level Access to Leader In Me Online support resources \$4140** annually Year 1-3 1 Coaching Implementation and monitoring day inperson or liveonline @\$3404**/school annually Year 4 beyond no coaching is required by school but 1 day is highly recommended <i>Optional participant materials for year 2-3 \$36.90*</i> <i>Optional workshops are available to support ongoing implementation in specific areas as defined by schools with an inperson or live online coach @ \$340**4/day</i> <i>Optional/Recommended District Alignment Day per Local District \$3404**/year=\$13,616</i> <i>Optional additional Coaching Implementation and monitoring day inperson or liveonline @ \$3404**/school annually</i> <i>Optional additional Coaching Implementation and monitoring day inperson or liveonline @ \$3404**/school annually</i>

Harmony Academy at National University

SCHEDULE B - CONTRACTOR'S RATES

SUPPLEMENTAL SOCIAL EMOTIONAL LEARNING CURRICULA PRICING SHEET

Category	Unit	Price*
SEL Curricula – Digital	Annual by School	\$0.00
Classroom Print Kits (Storybooks, Quick Connection Cards, Z Plush, Literature Guides)	By Classroom	\$399.00
Out-of-School-Time Print Kits (Storybooks, Quick Connection Cards, Z Plush, Activity Guide)	By Kit	\$199.00
Harmony at Home Print Kits (Storybooks, Quick Connection Cards, Z Plush, Activity Guide)	By Kit	199.00
Overview Professional Learning	2-90 minute virtual sessions	\$0.00
Harmony Professional Learning	Number of asynchronous modules: 80+	\$0.00
Elevated Professional Learning	Full day of professional learning with up to 100 participants (with travel)	\$5,000
Teacher & Leader Certificate	45 hours of course material per educator	\$400
Subscription Services (e.g., certificates, virtual communities of practice, data dashboard, additional resources)	Annual by School	\$5,000
Implementation and monitoring costs	One time and annual costs	\$0.00

* For print products, does, not include tax and shipping; pricing subject to change after Year 1

School-Connect

SCHEDULE B - CONTRACTOR'S RATES



LAUSD RFP# NO: 2000003508 Supplemental Social Emotional Learning Curricula

SCHOOL-CONNECT PRICE PROPOSAL

School-Connect pricing is designed to be **affordable and sustainable**. All licenses include everything needed for all School-Connect 4.0 modules and EQ @ Home or School: multimedia presentation slides, videos, lesson outlines, student handouts, lesson boosters, and teacher supports. Also included is a 1-hour live online orientation and ongoing implementation support. Schools/districts can choose 1-year, 3-year, or 5-year school licenses or individual educator licenses—and different training options.

***Additional quantity discount for LAUSD schools:** Save 10% on all School-Connect school license pricing when purchasing for 10 or more schools.

SCHOOL LICENSE Options:

One School Year (SY2024-25)	LAUSD Discount for 10 or more schools	
• <10 educators	\$3,500	\$3,150
• 11-50 educators	\$4,500	\$4,050
• 51+ educators	\$5,500	\$4,950
Three School Years (SY2024-27) <i>Save more than 40% compared to 1-year pricing</i>		
• <10 educators	\$5,500	\$4,950
• 11-50 educators	\$7,500	\$6,750
• 51+ educators	\$9,500	\$8,550
Five School Years (SY2024-29) <i>Save more than 40% compared to 1-year pricing</i>		
• <10 educators	\$8,500	\$7,650
• 11-50 educators	\$10,500	\$9,450
• 51+ educators	\$12,500	\$11,250

INDIVIDUAL EDUCATOR License Option:

For schools/districts with fewer than approx. five educators or counselors per campus, consider an individual one-year license:

- \$350 per educator for a 1-year license

TRAINING Options:

	LAUSD Discount
• Onsite school training (1-day)	\$4,320 (\$3,600 for two or more consecutive days*)
• Online school training (full-day)	\$1,800 (\$1,600 for five or more trainings)
• Online school-training (half-day)	\$1,000 (\$900 for five or more trainings)
• School-Connect Summer Institute (in-person)	\$595 per person
• School-Connect Summer Institute (online)	\$250 per person

*includes travel expenses

Sown to Grow

SCHEDULE B - CONTRACTOR'S RATES

LOS ANGELES UNIFIED SCHOOL DISTRICT
RFP NO.: 20000003508
SUPPLEMENTAL SOCIAL EMOTIONAL LEARNING CURRICULA
PRICING SHEET

Category	Unit	Price
SEL Curricula	Annual by school	See Next Page
Professional Learning	Number of participants Frequency/Duration AND/OR Number of Asynchronous modules	Included in Program Price
Implementation and monitoring	One time and annual costs	Included in Program Price