
2019-2020 Proposal of Services for Santa Barbara USD

Date	Services Performed By:	Services Performed For:
May 7, 2019	InnovateEd 111 Bank Street #231 Grass Valley, CA 95945	Santa Barbara USD 720 Santa Barbara St Santa Barbara, CA 93101

“The number one priority of school districts is to close student achievement gaps by developing the capacity of school staff to collaboratively engage in the continuous improvement of their own practices.”

Background

InnovateEd was founded in 2007 under the leadership of Jay Westover and Lynn Hodson. Prior to this, Jay Westover served as a principal in the Alvord USD, Administrator of School Leadership Services at the Riverside COE and as a consultant for the US Department of Education. Lynn Hodson was VP of The Princeton Review of Southern California, President of Adelante Educational Services and served as a board member at one of California’s largest school districts.

The mission of InnovateEd is to develop site and district coherence and capacity for the continuous improvement of leadership, teaching and student learning. Our focus has always been on the outcomes of creating a unified vision and then helping to communicate and fulfill that vision by developing coherence through district-wide leadership capacity building and creating a culture of high quality instructional planning and implementation. Our outcomes are attained by assessing clients’ needs to deliver effective and customized leadership coaching and instructional training through cycles of inquiry and by developing collective expertise.

Benchmarks of School District Capacity & Coherence

1. Clarity of District Goals and School Priorities for Student Learning
2. Culture of Shared Leadership and Systemic Collaboration
3. Coherent Instructional Framework for Deepening Student Learning
4. Evidence-based Inquiry Cycles for Continuous Improvement

Scope of Work

InnovateEd services are designed to further develop district-wide capacity and coherence through a systemic improvement process aimed at raising the bar and closing the gap in student learning results.

The purpose of a coherent system of continuous creation is developing the collective capacity of educators at all levels of the school district to make the instructional changes required for raising the bar and closing the gap for all students. The approach for every level of the district is to create communities of learners through horizontal and vertical learning opportunities that promote systemic collaboration and inquiry-driven improvement cycles.

District Leadership Team (DLT) – Provides quarterly opportunities for district staff, principals and teacher leaders to form a learning partnership focused on developing capacity of schools to achieve a few district goals and improve agreed upon student learning priorities. The district leadership team serves as a guiding coalition that engages cycles of inquiry aimed at creating the key conditions for a coherent system of continuous improvement.

- Clarity of district goals and school priorities for student learning
- Culture of shared leadership and systemic collaboration
- Coherent instructional framework for developing collective expertise
- Cycles of evidence-based inquiry for continuous improvement

Principal Sessions – Provides opportunities for principals to develop communities of shared practice and engage district leaders in support of school implementation strategies. Principals develop expertise with implementing evidence-based inquiry cycles, discuss problems of practice and engage in forward planning by clarifying capacity building supports for school leadership teams and teacher teams. Principals develop capacity to fulfill the role of lead learner by modeling co-learning, shaping school culture and maximizing impact on student learning.

School Leadership Teams – Provides opportunities for principals and teacher leaders to collaboratively design, implement and refine school implementation plans with strategies for building school-wide capacity to improve teaching and learning around key student learning priorities. School leadership teams develop capacity to facilitate teacher team collaborative inquiry cycles that guide lesson design, precision of pedagogy and assessment of learning.

Teacher Teams – Provides grade level and content area teacher teams an opportunity to engage in six-week cycles of inquiry that guide lesson design and assessment of learning. Teacher teams gather evidence of current student achievement to identify areas of need, and then use curriculum standards and common assessments to implement high yield instructional strategies in their classrooms that engage students in rigorous learning opportunities. Teacher teams develop expertise with collaboration protocols that guide instructional planning, data analysis, student work evaluation and learning rounds. Teacher teams establish structures and processes for sharing promising practices and receiving support for improving teaching and learning.

Fee Schedule & Timeline

Ed Services (2 days)	\$3000 per day
DLT– (2 days)	\$3000 per day
Fullan Conference (2 days)	\$3000 per day
Ed Services/Principal Collaboratives (3 days)	\$3000 per day
Instructional Support Specialists (2 days)	\$3000 per day
SLT – (27 days)	\$3000 per day
ID & Protocol Sessions (28 days)	\$3000 per day
High School Cross Collaboration (4 days)	\$3000 per day
Elementary Site Support (1 day – paid by site)	\$3000 per day
Learning Guides (new members only)	\$20 each
Leadership Guides (district/site leaders)	\$15 each

This engagement will be conducted on a daily rate basis. The total value for the Services pursuant to this SOW shall not exceed \$213,000 unless otherwise agreed to by both parties. This figure is based on the accommodations described above and 71 days of professional services and is drawn from the Scope and Services previously submitted.

Client will be invoiced monthly for the consulting services. Invoices are due upon receipt. Cancellations less than 30 days in advance will be billed at the full daily rate cost.

IN WITNESS WHEREOF, the parties hereto have caused this SOW to be effective as of the day, month and year first written above.

Santa Barbara USD

InnovateEd

Name: _____

Name: _____

Title:

Title: Chief Operating Officer