

## InnovateEd

11 Banks Street #231  
Grass Valley, CA 95945



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### Building District Capacity

#### Date

June 19, 2017

#### Services Performed By:

InnovateEd  
11 Banks Street #231  
Grass Valley, CA 95945

#### Services Performed For:

Santa Barbara USD  
720 Santa Barbara St  
Santa Barbara, CA 93101

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*"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 is 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 the coherence through district-wide leadership capacity 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.

## Scope of Work

The focus of our continued work with your district will be to maximize the impact of district and school supports on student learning outcomes. Services will engage district administrators, school principals and teacher leaders with implementing structures, processes and supports necessary to lead district-focused and site-driven improvement efforts.

## **District Systems Leadership Team – 4 days**

We will work with District Systems Leadership Team (consisting of Ed Services and Lead Principals) to design, implement and monitor district-wide support systems. Our focus will be on:

- Mapping out structures, supports and processes to lead district-focused and site-driven improvement efforts with a focal point of school cohorts
- Developing systemic and collaborative monitoring and feedback loops driven by school cohort and site progress and needs
- Designing long-term strategies and actions for sustainable and scalable systems improvement efforts

## **Principal Collaboratives – 12 days**

We will meet with each of the 6 Principal Collaboratives using a collaborative, co-learning process focused on school culture, instructional supports and staff practices that allows principals opportunities to assess school progress and clarify next steps for improving teaching and learning.

- Align school plans and SPSA with LCAP goals and outcomes
- Establishing powerful leading indicators to measure impact on student learning
- Plan for SLT structures and evidence-based meetings for positive student outcomes supported by identified best practices

## **School Leadership Teams – 30 days (3 days for each of the ten school cohorts)**

We will guide site-based teams of principals and teacher leaders to develop exemplar school models. Through this facilitation, teams will design site plans and assess progress to refine next action steps and share promising practices. We will then work to further develop the capacity of leadership teams to guide implementation of agreed upon staff practices and school-wide supports.

- Creating School Action Plans that support school-wide instructional priorities to inform the work of teacher collaborative teams with improving teaching and learning based on student needs.
- Support development of school site collaboration as part of instructional planning, analysis of student work, analysis of data and observation of student learning.
- Develop a cycle of continuous improvement driven by evidence of student learning.

## **School Site Support Services – 10 days**

We will guide site-based teams of principals and teacher leaders to develop exemplar school models. Through this facilitation, teams will work in PLCs to establish a focus for protocols for student work analysis, data analysis and learning rounds to observe student learning in action. We will then work to further develop the capacity of leadership teams to guide implementation of agreed upon staff practices and school-wide supports.

## Fee Schedule & Outcomes

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This engagement will be conducted on a Time basis. The total value for the Services pursuant to this SOW shall not exceed \$172,000 unless otherwise agreed to by both parties. This figure is based on 56 days of professional services.

DLT – Sept, Nov, Feb, May (4 days)	\$4000 per day
Principal Collaboratives – Sept, Dec, March (12 days)	\$3000 per day
SLTs – Oct, Feb, April (30 days)	\$3000 per day
Site Support Sessions (10 days)	\$3000 per day

Client will be invoiced monthly for the consulting services and shall be billed for any days cancelled with less than two-week's notice. Invoices are due upon receipt.

**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: \_\_\_\_\_  
Title: \_\_\_\_\_

Name: \_\_\_\_\_  
Title: \_\_\_\_\_