

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Less 58-091E - The Flying Classroom Curriculum Program

This request is to approve the agreement between The Flying Classroom, LLC and The School Board of Broward County (SBBC), for one (1) year, starting December 6, 2017 through December 5, 2018, with a spending authority of \$206,498. The budget will be taken from Title 1 Grant funding to provide fifty (50) Science Technology, Engineering and Mathematics (STEM) Curriculum Licenses for a twelve (12) month subscription, professional development support services and access to two (2) STEM Festival Events. A STEM festival is a celebration of science, technology, engineering and mathematics that provides an opportunity for engagement and exchange between children, teens, families, and local STEM professionals.

Project Description

This Agreement provides access for fifty (50) teachers at up to twenty-five (25) Title 1 schools to STEM, Art and Literacy curriculum enhancement programs based on the global expeditions of National Geographic Explorer, Captain Barrington Irving, and STEM professionals across the globe. The program consists of thirty (30) STEM+ expeditions, led by Captain Barrington Irving, a National Geographic Explorer. The STEM expeditions allow students and teachers to explore virtually along with Captain Irving as he meets STEM professionals and solves real world and relevant problems that require students to apply knowledge and skills embedded within academic standards. This experience will help the students realize the importance of STEM in solving local and global problems and engage them in the possibilities of advanced STEM careers. Captain Irving will serve as a guide and role model for the community for engagement in authentic STEM experiences. Teachers, students, and parents will interact directly with Captain Irving and the STEM professionals involved in the expeditions through in-person and online sessions. Teacher professional development will be delivered through in-person workshops, webinars, learning communities and in-school coaching through the duration of implementation. All schools that utilized the program last school year through this initiative will have an opportunity to participate for the 2017-2018 school year.

Community-wide engagement events will also be held as part of this project. A STEM Festival on December 9, 2017, and March 10, 2018, will be held to engage the entire BCPS community in STEM education. Also, a parent engagement event will be held that will feature Captain Irving speaking and interacting with parents/caregivers, students, and community members on February 15, 2018.

Deliverables

- Online Flying Classroom expedition STEM+ Curriculum for fifty (50) teachers.
- Teacher professional development: four (4) hour initial training session, STEM+ hands-on expedition and in-school coaching for participating teachers.
- On-call support via email and phone as needed.
- Captain Irving visit and present at ten (10) of the participating schools selected through an incentive contest.

Appraisal of Impact on Student Learning

- Engagement with authentic STEM experiences will provide students with connections to classroom learning to STEM careers.
- Role model interactions with Captain Irving and the STEM professionals visited on the expeditions will expose students to potential future STEM careers.
- Application of grade-appropriate science standards to hands-on problem-solving in the authentic context of the varied expeditions.

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Procurement Method

Direct negotiation was conducted with the vendor based on Purchasing Policy 3320. Pursuant to Purchasing Policy 3320, Section II, N, and pursuant to the Department of Education, Rule 6A-1.012, 11 (b), Florida Administrative Code as authorized by Section 010.04(4) (a), Florida Statutes, a contract for commodities or contractual services may be awarded, without competitive solicitations, if state or federal law, a grant or a state or federal agency contract prescribes with whom SBBC must contract or if the rate of payment is established during the appropriations process.

Financial Impact

List price for licenses (\$2,495 x 50 teachers)	\$124,750
Less discount (\$700 x 50)	(\$35,000)
Add discounted price for licenses (\$1,795 x 50)	\$89,750
Add STEM Festivals and Professional Development	\$116,748 (see breakdown below)
Total	\$206,498

Total Savings, as shown above, is \$35,000

Flying Classroom STEM+ Instructional or Engagement Item		Cost per Item/Activity	Total Cost
Professional Learning	Introduction to Flying Classroom Professional Learning Sessions (FC100PD) (two (2) half-day sessions, twenty-five (25) participants per session, venue must be provided by BCPS)	\$2,250/session	\$4,500
	Flying Classroom Professional Learning Sessions (FC 101PD) (two (2) full-day sessions that will provide hands-on, relevant and standards-based STEM Expeditions for teachers that promote teacher development and student inquiry and investigation, two (2) full day sessions, twenty-five (25) participants per session) Discounted Amount of \$7,500	\$0/session	\$0
	Lead Explorer In-School Coaching Sessions (FC 102LECS) (Sessions are in three (3) hour blocks of time. The trainer can visit two (2) Lead Explorer classrooms per day; daily rate is \$1,750, BCPS needs twenty-five (25) days of in-school coaching and support)	\$1,750/session	\$43,750
STEM+ Engagement	Captain Barrington Irving Lecture Series (FC 202LS) (ten (10) school lecture visits by Captain Irving)	\$1,850/session	\$18,500
	Flying Classroom STEM+ Fest (FC 202SHE) (four (4) hour STEM exploratory festival, two (2) events per academic year, venue must be provided by BCPS, the events will take place in the fall semester and spring semester)	\$24,999/event	\$49,998
Total			\$116,748

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Pricing Comparison for 2016/2017 vs. 2017/2018

Flying Classroom STEM+ Instructional or Engagement Item	Savings Explanation	2017/2018 Agreement		2016/2017 Agreement	
		Unit Pricing	Total Cost	Unit Pricing	Total Cost
Licenses	10% decrease in per unit cost	\$1,795 per license 50 teachers	\$89,750	\$1,995 per license 50 teachers	\$99,750
On-site Professional Development Training	13% total price increase, however number of participants increased from 25 to 50 teachers	\$2,250 per session (25 participants per session) 2 half-day sessions. Total 50 teachers	\$4,500	\$999 per session (5 participants per session) 4 half-day sessions. Total of 25 teachers	\$3,996
Lead Explorer In-School Coaching Sessions (FC 102LECS)	12% decrease for each session	\$875 per teacher 50 teachers	\$43,750	\$999 per teacher 25 teachers	\$24,975
Captain Irving Lecture Series	1% increase per series	\$1,850 per series 10 series	\$18,500	\$1,825 per series 10 series	\$18,250
Four (4) hour STEM exploratory festival, two (2) events per academic year.	Additional Item not purchased under this Agreement in the previous year	\$24,999 per event 2 events	\$49,998	Not Applicable	
TOTAL			\$206,498		\$146,971

The previous agreement started on August 31, 2016, with a spending authority of \$146,971.