

## EXECUTIVE SUMMARY

### Direct Negotiation Agreement 58-092E – Teaching Strategies

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This recommendation is to approve the agreement between Teaching Strategies and The School Board of Broward County, Florida, (SBBC) for two (2) years and five (5) months, starting February 19, 2018 through June 30, 2020. The funding for this direct negotiation will come from the Head Start / Early Intervention Services operating budget.

#### **About Teaching Strategies**

Teaching Strategies GOLD (TSG) is an authentic, ongoing, observation-based assessment system utilized in the Head Start and Voluntary Prekindergarten program. TSG helps teachers and administrators measure what students know and are able to do, so they can then provide appropriate and differentiated instruction. TSG measures thirty-eight (38) industry recognized, researched-based objectives for development and learning for children ages birth through five (5), and is aligned with the Florida Early Learning and Development Standards as well as the Head Start Early Learning Outcomes Framework. TSG automatically links teaching and assessment thus providing the information needed to tailor instruction and provide direct feedback to parents.

TSG fulfills Head Start Performance Standard 1302.33 – Child Screening and Assessments, stating that Head Start programs must use one or more research-based developmental standardized screening tools. It also fulfills State requirement that all Voluntary Prekindergarten classes utilize a State approved, observational assessment tool in addition to the State’s VPK Assessment.

#### **Curriculum Alignment with Head Start and Voluntary Prekindergarten (VPK)**

TSG is recognized throughout the nation as a premier assessment tool and is aligned with Head Start / Early Intervention’s established curriculum, The Creative Curriculum System for Preschool. The Head Start/Early Intervention Department purchased The Creative Curriculum System for Preschool in the summer of 2016 for use beginning in the 2016-2017 school year in both the Head Start and VPK classrooms throughout the District. This curriculum meets the Head Start Performance Standard (1302.32) requiring a developmentally appropriate, research-based, early childhood curricula and is aligned with *the Head Start Early Learning Outcomes Framework: Ages Birth to Five (5)*. It is also on The Florida Department of Education’s Office of Early Learning list of approved VPK curricula. The Early Learning Coalition of Broward (ELC) continues to promote its use for VPK and School Readiness providers and Early Learning & Language Acquisition (ELLA) Division’s Road to Child Outcomes Program (ELC4) program continue to use TSG for its supported schools, private early learning centers and programs.

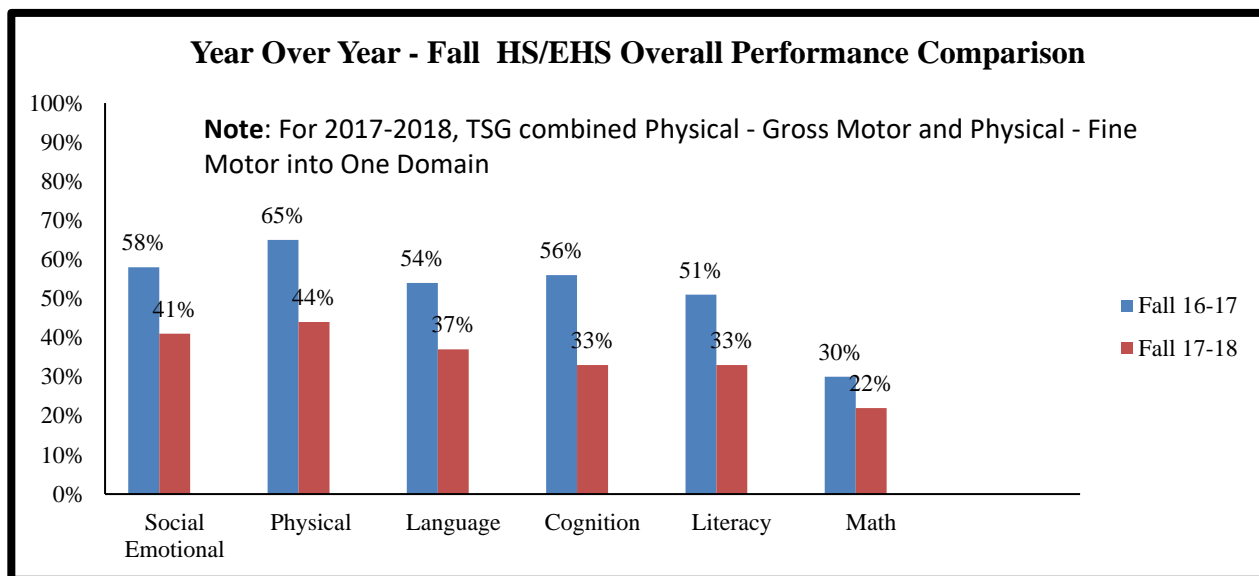
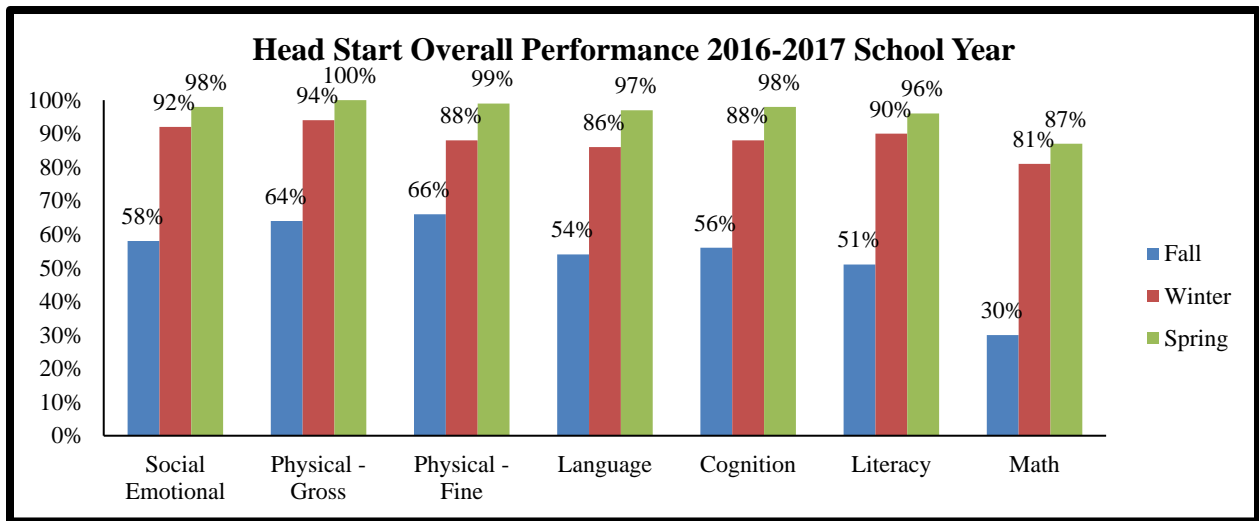
Teaching Strategies GOLD Plus is an additional resource that helps the teacher plan instruction, based upon the assessment data and is automatically adjusted for every child, thus removing the possibility of inappropriate planning and instruction. TSG data is used to track progress toward School Readiness Goals and is reported three (3) times per year to the School Board, District Departments and Community Stakeholders.

#### **Growth and Expansion**

The recommendation is a multi-year agreement with allowances for growth and expansion of the VPK program. By entering into this contract and combining resources for Head Start and VPK, more competitive pricing was able to be negotiated. List price is \$22.95 per student portfolio, with standard volume discount pricing at \$12.95, but SBBC’s price is \$10.95 per student portfolio.

**Supporting Data**

TSG provides teachers with the ability to track student progress throughout the year with three (3) checkpoints. This data is then utilized to individualize instruction, determine teacher needs, and guide program-wide improvements. A School Readiness Goals Report is developed (baseline, mid-year, and end-of-year) to present the data in relation to the goals and benchmarks, determine progress, and identify program-wide trends. Program decisions and improvements are then made based on the data. The graph below shows the overall performance of Head Start students during the 2016-2017 school year.



Year over year data shows a decrease in scores across six (6) domains. This decrease is primarily due to changes implemented by the TSG with the tool itself and the two (2) to three (3) year learning curve for teachers as they learn to use the tool and make quality observations.

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**Financial Impact**

The total investment for this solution is as follows:

<b>TS GOLD Plus</b>	<b>Feb 1, 2018 - Jun 30, 2018</b>	<b>Jul 1, 2018 - Jun 30, 2019</b>	<b>Jul 1, 2019 - Jun 30, 2020</b>	<b>Total</b>
Head Start	\$ 25,306.35	\$ 62,270.25	\$ 63,785.25	\$ 151,361.85
VPK	\$ 11,467.70	\$ 33,069.75	\$ 38,757.25	\$ 83,294.70
<b>Total</b>	<b>\$ 36,774.05</b>	<b>\$ 95,340.00</b>	<b>\$ 102,542.50</b>	<b>\$ 234,656.55</b>

A contingency of \$23,465.66 is being added to this item to cover increases in enrollment or additional classes in subsequent years, as pricing is based on each student and each teacher utilizing the product. Subscription cost plus contingency is \$258,122.21, which was rounded up to arrive at total spend requested: \$259,000.