

EXECUTIVE SUMMARY

Recommendation to Approve Agreement 59-112V – Cambridge Program

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the Agreement between the School Board of Broward County, Florida (SBBC), and Cambridge Assessment International Education (Cambridge) for a period of two (2) years and two (2) months, beginning upon the execution through September 30, 2021. Cambridge Assessment International Education is part of the University of Cambridge and will make available to SBBC the Cambridge International Examinations, teacher and administrator professional development products and services. The spending authority requested is \$ 4,350,000.

Goods/Services Description

Responsible: Innovative Programs/Design Support

The mission of Cambridge is to support excellence and learning in schools and professional development and to work in partnership with them to deliver the best education possible to their learners. Cambridge prepares school students for life, helping them develop an informed curiosity and a lasting passion for learning.

Cambridge programs set the global standard for international education with pathways that give students a clear path for educational success from age five (5) to nineteen (19). Schools can shape the curriculum around how they want students to learn – with a wide range of subjects and flexible ways to offer them. It helps students discover new abilities and a wider world, and gives them the skills they need for life so they can achieve at school, college, and work.

Registered Cambridge International Schools participate in Cambridge Upper and Advanced Secondary Programs, and Cambridge Lower Secondary and/or Primary Programs. Registered Cambridge schools are provided support to include, but not limited to, coursework and support materials and student access to Cambridge Advanced (A) Level examinations (known in Florida as AICE examinations) and Cambridge Advanced Subsidiary (AS) Level examinations. Additionally, Cambridge schools also have access to Cambridge teacher and administrator training.

Each year, nearly a million Cambridge learners prepare for their future with an education from Cambridge International. Cambridge programs equip students for success in a global society by aiding with the development of learners who are confident, responsible, reflective, innovative, and engaged. At the high school level, Broward County Public Schools (BCPS) offers AS and A Level courses. These levels are taken in one hundred and thirty-four (134) countries with more than 545,000 subjects taken each year. Cambridge courses are accepted by over 1500 tertiary institutions across seventy-eight (78) countries.

In addition to the students served by Cambridge in three (3) Elementary and seven (7) Middle Schools for the 2019-2020 school year, currently approximately 5300 BCPS High School students participate in

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Cambridge coursework with corresponding Cambridge/AICE exams. This represents a twenty (20) percent increase in the number of AICE high school students from the previous 2017-2018 school year.

Location	Location Name	# of Students 2017	# of Students 2018	# of Students 2019
0171	South Broward High	632	746	673
0371	Dillard High	3	5	100
0951	Fort Lauderdale High	805	885	1128
1241	Northeast High	4	106	256
2831	Western High	2	124	203
3541	Monarch High	3	4	229
3623	Cypress Bay High	1791	1909	2001
3731	Everglades High	213	315	499
3861	Coral Glades High	159	212	302
Total	Grand Total	3612	4306	5391

In 2017-2018, three hundred and seventy-three (373) BCPS students earned Cambridge/AICE Diplomas. Students who earn the Cambridge/AICE Diplomas are automatically awarded the highest level of the Florida Bright Futures Scholarship. SBBC was also recognized as the 2017 Cambridge International District of the Year, and two hundred and sixty-three (263) district students have earned Cambridge awards. In addition to the academic benefits, Cambridge high schools receive funding under the Florida Statutes Planning & Budgeting guidelines for successful completion of AICE exams. In school years 2017-2018, 10,893 Cambridge AICE exams were taken by approximately 4300 high school students with an average pass rate of seventy-five point seventy-one (75.71) percent based on the distribution indicated below:

Ethnicity	Number of AICE Exams Taken	Average Percentage (%) Pass Rate
Hispanic	4239	75.9
White	3723	78.3
Black	1793	67.2
Asian	749	82.9
Multi-Racial	336	73.2
American Indian	49	79.6

Cambridge is currently being offered at the following BCPS locations:

Elementary	Middle	High
Sunset	Attucks Falcon Cove Glades Tequesta Trace	Coral Glades Cypress Bay Dillard Everglades Fort Lauderdale Monarch Northeast High South Broward Western

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In 2019-2020, the following nine (9) schools will begin Cambridge programs:

Elementary	Middle	High
Bayview Bennett	Rickards* Sawgrass Springs* Sunrise* *Approved in 2017-2018	Cooper City McArthur High Piper South Plantation

Approximately five (5) years ago February 2014, SBBC approved an agreement for Fort Lauderdale and Cypress Bay High School to pay for Cambridge services based on Purchasing Policy 3320, Part II, which authorizes purchases in excess of \$50,000 for any type of copyrighted materials, instructional materials, and educational tests without competitive solicitation. Since 2014, the number of district schools offering Cambridge programs has expanded to fourteen (14), with an additional nine (9) schools beginning in 2019-2020. With the increased number of schools and students being provided Cambridge opportunities, this contract with Cambridge also has the added benefit of decreasing costs for Cambridge schools. Upon execution of this contract, annual fees will be waived for new Cambridge middle and high schools providing as a district a required spending threshold of \$14,000 annually is met. District schools will also realize a fifty (50) percent in savings on the application fee for new Cambridge schools. Current practice is for Cambridge to work directly with schools to provide data around student performance on AICE exams. Schools in-turn transmit said data to district staff for such purposes as conducting analytics and reporting.

Noteworthy also is that the execution of a district-wide contract will allow for the Cambridge organization to work directly with district staff to streamline data reporting as well as district supports around Cambridge schools.

This District agreement, the documented growth of Cambridge programs in BCPS, the growing demand, and the stated benefits warrants an examination of current practices around Cambridge programs in schools. As such, staff will, in the 2019-2020 school year bring to the School Board by way of a workshop a request for the School Board to examine current practice and provide direction on how best to identify schools for participation in the Cambridge/AICE program.

**Procurement Method
Responsible: PWS**

Pursuant to Purchasing Policy 3320 and the Department of Education, Rule 6A-1.012, 11(a), Florida Administrative Code as authorized by Section 1010.04(4)(a), Florida Statutes, and School Board Policy 3320, Section II, G, the requirement for requesting competitive solicitation for commodities or contractual services from three (3) or more sources is hereby waived for the purchase of professional services.

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**Financial Impact
Responsible: PWS and Innovative Programs/Design Support**

The spending authority requested for this contract is \$ 4,350,000, as indicated below:

Projected First Year Spend	\$1,890,698.64
Projected Second Year Spend	<u>\$2,457,908.23</u>
Total Projected Spend	\$4,348,606.87
Total spending authority (rounded)	<u>\$4,350,000.00</u>

The funding source for this Agreement is the individual school’s budget.

In February 2014, the SBBC approved an agreement for Fort Lauderdale High and Cypress Bay High School to pay for Cambridge services. This Agreement accounted for a spending authority of \$75,000 to \$200,000 for each of these two (2) schools.

Cambridge high schools fund and sustain their programs inclusive of student testing costs through revenue earned from student performance on AICE exams as specified by the Florida Statutes Planning & Budgeting guidelines. For example, one (1) school listed in this Agreement, spent approximately \$376,032 in fees to Cambridge for student testing, training, fees, etc., in 2017-2018. However, said school earned \$1,540,664 for student performance on AICE exams (see table below). In the school year 2017-2018, seven (7) Cambridge high schools earned a total of \$4,077,068 (excluding fringe), for student performance on Cambridge AICE exams; this amount is transmitted back to the earning school’s budget.

THE SCHOOL BOARD OF BROWARD COUNTY, FL. AICE Program Funding and Bonus Payment Excluding Fringe Benefits 2018-2019 (Earned based on 2017-2018 testing data)			
School	FTE Earned	School Level Funding AICE \$	Actual Bonus Payments AICE \$
Cypress Bay	\$437.44	\$1,540,664.00	\$134,000.00
Everglades	\$110.08	\$387,702.00	\$24,600.00
Fort Lauderdale	\$332.92	\$1,172,544.00	\$83,145.00
Northeast	\$14.08	\$49,590.00	\$4,450.00
South Broward	\$172.72	\$608,320.00	\$40,500.00
Coral Glades	\$64.12	\$225,831.00	\$16,400.00
Western	\$26.24	\$92,417.00	\$10,650.00
TOTAL	\$1,157.60	\$4,077,068.00 **	\$313,745.00

****Excludes Fringe Benefits**

Data as of March 6, 2019.

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Elementary and middle schools do not usually incur testing costs but will fund other Cambridge expenses such as teacher training from their schools' budgets. Through the execution of this contract, BCPS stands to save on current Cambridge spending. Currently, it costs district schools \$2,853.02 for the initial application to become a Cambridge school. Upon execution of this contract, the District will save fifty (50) percent of the application fee (currently \$2,853.02) for new Cambridge elementary, middle, and high schools. Additionally, though individual middle and/or high schools are and have been eligible for an annual program fee waiver if they meet the annual spending threshold of \$14,000 per school, through execution of this Agreement, Cambridge will apply the group of schools spending waiver for middle and high schools that do not individually meet the spending threshold. Current spending on exams and teacher training would allow the program fee for up to seventy-six (76) middle and /or high schools waived until October 2021.

This represents a savings of \$9,305 for each Cambridge Secondary & Advanced program (middle and high schools).

Cambridge Primary programs pay an annual fee of \$4,540; however, elementary/primary programs are not eligible for a waiver. Through a previous directive from the School Board, high schools are expected to offer support to their feeder middle schools once they have begun to earn revenue from Cambridge AICE exams.

Since 2014, the number of district schools offering Cambridge programs has grown from two (2) to twenty-three (23) for the 2019-2020 school year. To date, for the 2018-2019 school year, Cambridge expenditures are approximately 1.5 million dollars. The financial impact will vary dependent on the needs as driven by such factors as, the number of students enrolled in the program and the number of exams taken.

In the school year 2016-2017, district-wide Cambridge expenditures amounted to \$841,844.50. Two (2) year trend data indicate an average increase of thirty (30) percent in district-wide Cambridge expenditures annually (see table below). Based on this trend, expenditures are projected at \$1,890,698.64 for year one (1) and \$2,457,908.23 for year two (2).

Additionally, based on past trend and revenue earned as a result of student performance on Cambridge exams, this would represent a positive financial impact to the District.

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Location	Location Name	2016-2017 Expenditures	2017-2018 Expenditures	2018-2019 Expenditures
0171	South Broward High	\$ 154,000.00	\$ 188,332.40	\$ 192,000.00
0343	Attucks Middle	\$ 8,862.00	\$ 9,000.00	\$ 15,777.10
0371	Dillard High			\$ 17,085.10
0951	Fort Lauderdale High	\$ 239,216.38	\$ 292,547.34	\$ 377,127.95
1241	Northeast High	\$ 9,306.50	\$ 23,108.60	\$ 3,331.13
2021	Glades Middle	\$ 6,950.00	\$ 4,540.00	\$ 6,372.40
2831	Western High	\$ 7,331.00	\$ 27,925.12	\$ 47,902.16
3541	Monarch High		\$ 7,447.50	\$ 41,409.10
3623	Cypress Bay High	\$ 305,712.92	\$ 376,032.79	\$ 437,015.29
3661	Sunset Lakes Elementary	\$ 8,000.00	\$ 4,540.00	\$ 6,372.40
3731	Everglades High	\$ 48,624.40	\$ 88,997.18	\$ 148,218.29
3861	Coral Glades High	\$ 34,886.40		\$ 76,643.80
	Cooper City High			\$ 2,443.20
	Falcon Cove Middle	\$ 1,450.65		\$ 458.10
	Sawgrass Springs Middle			\$ 13,828.57
	Rickards Middle			\$ 28,366.26
	Sunrise Middle	\$ 5,670.00		\$ 23,317.46
	Bennett Elementary			\$ 4,029.30
	Bayview Elementary			\$ 1,238.00
	Tequesta Trace Middle			\$ 11,341.00
	McArthur High			\$ -
	Piper High			\$ -
	South Plantation High			\$ -
9812	Innovative Programs/District	\$ 11,834.25		\$ 106.96
Total	Grand Total	\$ 841,844.50	\$ 1,022,470.93	\$ 1,454,383.57

The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.