Letter of Intent for Higher Education 2019-20

Institution	
LOI Date	
SWPRSC Staff	
Administrator/Director/Program Chair	
Administrator/Director/Chair Signature	
LOI Return Date	

LOI INDEX

SWPRSC Board Approved: _____

ANNUAL MEMBERSHIP AND CONSULTING

SWPRSC Annual Membership ($2,500)
- Membership Benefits
  - Reduced rates for consulting, training, and resources
  - Digital minutes and notes from K-12 state-level advisory groups and committees
  - Virtual connections
  - Grant Evaluation Services

Consulting Fees:

	Member Rate	**Non-Member Rate**
Daily Consultant Rates	$795/day (half day - $495)	$900/day (no half day rate)

Virtual rate: $125/hour (1-hour minimum; applies to IDL, Skype, GTM)

[NOTE: Daily rate is in addition to travel expenses of mileage, meals, and lodging for services provided outside of southwest Kansas.]

REGIONAL PROFESSIONAL LEARNING

2019-20 School Year:
- August 28, 2019: <u>We Can't Teach Them if They Aren't in School: Addressing Absenteeism & Truancy</u> by Jessica Sprick
  - SWPRSC Conference Center, Sublette + virtual satellite sites across the state

- September 23, 2019: <u>Foster & Nurture Deep-Thinking, Visible Learners</u> by Dr. John Almarode
  - SWPRSC Conference Center, Sublette + virtual satellite sites across the state

EWALKTHROUGH® SERVICES (eWT)

Customized eWalkThrough®
A digital tool to gather real-time data during observations (including evidence for accreditation). Designed specifically to provide feedback on implementation of institutional initiatives and research-based best practice.
- Initial Cost
    - $5,000 for programming
    - $3,475 for 5 days to design, implement, and calibrate
- Maintenance Fee begins Year 2 (request quote), and is based on institutional demographics, including the number of campuses and number of active observers.

Athletic eWalkThrough®
Template designed to provide feedback on implementation of research-based best practice in coaching, specifically created for athletic settings.
- Initial Cost
    - $2,000 for programming
    - $2,085 for 3 days to implement and calibrate
- Maintenance Fee begins Year 2 - $1500

eWalkThrough® Professional Learning Options
- Calibrate observers to ensure reliability and validity
- Initiate peer observation process
- Train NEW observers
- Develop institutional protocols
- Integrate eWalkThrough® into institutional systems
- Analyze data and set observation goals

EVALUATION SERVICES

eHE Customized Professional/Classified Evaluation
Support to create a digital evaluation tool that allows full content customization. Includes the option to upload self-generated forms.
- Initial Cost
    - $5,000 for programming
    - $3,475 for 5 days to design, implement, and calibrate
- Maintenance Fee begins Year 2 (request quote), and is based on institutional demographics, including the number of campuses and number of active observers.

eSHE Customized Student Evaluation of Instruction
Support to create an digital tool for evaluation of instruction by students that allows full content customization.
- Initial Cost
    - $5,000 for programming
    - $3,475 for 5 days to design, implement, and calibrate
    - Maintenance Fee begins Year 2 (request quote) and is based on institutional demographics, including the number of campuses and number of active observers.

ADMINISTRATIVE LEADERSHIP

Huddle Up! Leadership Challenge
Active, hands-on format designed to empower leadership to support 'future-ready students!"
Action-packed with a competitive edge, *Huddle Up* gets at the heart of moving your team to the leading edge and creates opportunity to reflect on individual style and engage in team-building.

Participants are involved in a variety of challenges and walk away with answers to these probing questions:
· How do I lead?
· Is my leadership style effective?
· What could I do differently to improve satisfaction of individuals served and results achieved?

Get ready to roll-up your sleeves. *No initiatives. No budgets. No strategic planning.* Dress casually and be prepared to have fun! You will be thinking. You will be moving. You will be problem-solving. Bring your entire administrative/leadership team. The overall result? Leadership transformed.

(Pricing: $75 per attendee; 20-person minimum)

Résumé/Application Service
➢ Is your resume competitive?
➢ Does your cover letter showcase your unique qualifications?
➢ Are you ready to rise to the "top of the stack" and garner that coveted interview?

Follow these 3 easy steps:
● Step 1 – Register (private, personal-pay process) and submit draft documents for review.
● Step 2 – Consultant will edit, format, and provide recommendations.
● Step 3 – Candidate maintains final determination on all content and formatting decisions. Candidate will complete revisions for final proof by the consultant.

Personal pay service:
● $350 flat fee, includes 30-day window and maximum of 3 review/revision sessions by a SWPRSC Senior Leadership Consultant. Confidentiality is guaranteed.

Administrator Search Services
Customization available including data gathering, position announcement, marketing, background checks, selection, and follow-up. Daily rate applies.

Long Range Strategic Planning – Collaboration to develop 3 - 5 year plans for student learning, goal setting, facilities, and more. Daily rate applies.

Working With & Resolving Difficult Personnel Issues – Coaching and mentoring to collaborate and set goals for conflict resolution and/or professional development. Daily rate applies.

STUDENT-FOCUSED SERVICES

Student Soft-Skills Simulation

Without soft skills explicitly taught, students are missing out on a valuable component of the whole-child approach to 'future-readiness.' Students need direct opportunity to comprehend, develop, and practice the life skills needed to become a successful Kansan. Time for less talk, more action! The S3 Simulation is that action---rich content, engaging activities, energizing process. With involvement of community stakeholders, this half-day student simulation will provide real time mentoring. Recommended: 60-120 students per session.

Topics addressed:
➢ Communication
➢ Enthusiasm and Attitude
➢ Teamwork
➢ Networking
➢ Problem Solving and Critical Thinking
➢ Professionalism

● Half-day rate (1 session) for members: $650 (plus travel, if applicable)
● Full-day rate (2 session) for members: $1000 (plus travel, if applicable)
● Non-members, only full-day rate is available: $1,200 plus travel

Poverty Simulation

Staff and/or community stakeholders join together to simulate living 1-month in poverty. Minimum of 40, maximum of 100 participants. Interactive experience allows participants to achieve a set of goals based on the income of a family living in poverty. Participants role-play a low-income family member or community resource provider. Orientation discussion gives participants facts about poverty and their assigned role. Following the simulation, participants gather to discuss impact of the simulation and how to implement a call-to-action in their own lives.

Full day rate for members: $1000 (plus travel if applicable)
● Two 3-hour Poverty Simulations OR
● One half-day poverty training (e.g. communication with families, student engagement) PLUS one 3-hour Poverty Simulation

Half day rate for members: $650 (plus travel, if applicable)
● One 3-hour Poverty Simulation ONLY

Full day rate for non-members, regardless of options selected: $1,200 plus travel
● Two 3-hour Poverty Simulations OR
● One half-day poverty training (e.g. communication with families, student engagement) PLUS one 3-hour Poverty Simulation OR
● One 3-hour Poverty Simulation only

EL (English Language) Simulation
This EL Simulation offers instructional and community experiences that enable participants to reflect on the reality of our students' worlds and the implications on system-wide practice. Minimum of 20, maximum of 40 participants.

Participants will assume the role of an EL student as they attempt to make meaning from a lesson taught in a different language. They will also navigate the school system as a family whose native language is not the language of the school.

As a result of this professional learning, participants will work towards overcoming cultural bias and develop empathy for the students and families they serve. This knowledge will enable them to notice the strengths of the students and families that they serve and use the curriculum of the home as a foundation for learning.

Pricing for EL (English Language) Simulation
- Full day rate for members: $1,000
  - Two, 3-hour EL Simulations OR
  - One, half-day EL training (e.g. communication with families, student engagement) plus one, 3-hour EL Simulation
- Half day rate for members: $650
  - One 3-hour EL Simulation only
- Full day rate for non-members, regardless of option selected: $1,200 plus applicable travel
  - Two, 3-hour EL Simulations OR
  - One, half-day EL training (e.g. communication with families, student engagement) plus one, 3-hour EL Simulation OR
  - One, half-day ESL Simulation only

#EdTech For Future Ready Students
Finally, technology support to enhance preparation of future ready students! Customizable to meet institution needs, including, but not limited to:
- Google Tools/Classroom
- Personal device training (iPad, ChromeBook, Surface, etc.)
- Technology Plan development
- SAMR Training (measuring technology integration)
- Social media branding and social media integration

Institutions will identify technology training priorities and can request specific topics. Consulting days arranged to support unique needs of the institution.

Student Leadership Services
Professional learning for students to enhance the development of leadership within organizations and the campus community.
- Team-building, leadership, and personality exploration
- Diversity awareness
- Other services, as requested

FACULTY/ADJUNCT INSTRUCTIONAL SUPPORT

Instructional Coaching/Mentoring
Professional learning for new or struggling faculty. Includes consistent and intentional coaching to support instructional improvement. Possible options:

- ➢ Individual observations and instructional conversations
- ➢ Data analysis and curriculum alignment
- ➢ EL/SPED differentiation and support
- ➢ Other – specific institutional initiatives (professional learning for concurrent instructors, online instructors, or distance learning)

Formative Assessment Made Easy
The latest book written at Southwest Plains, *Formative Assessment Made Easy*, is an activation guide that distills formative assessment into a step-by-step process for classroom implementation. **Endorsed by John Hattie, *Visible Learning*, this content is perfect for back-to-school or fall inservice. Content can be delivered in 5 segments (each 1 day or ½ day, as district calendar allows):**
- Clear and detailed discussion of *formative assessment--what it is and what it is not.*
- Rationale for *why formative assessment matters.* Why should teachers implement a formative assessment system? What are the benefits?
- *Best practice formative assessment* **is shared**. The research is synthesized and summarized in manageable components. Teachers will know exactly what a formative assessment system should look like and how to get started today.
- Using formative assessment data is the linchpin. In the final section of the book, the nuances of *how to effectively use formative data* to adjust both instruction and student learning are discussed.
- Additionally, the book offers 65 tactics, with detailed instruction for implementation, plus a real-time classroom video demonstrating each.

Support for districts can be customized around any combination of John Hattie's high-effect strategies (e.g. teacher clarity, feedback, peer support, and assessment capable learners). Hands-on practice will be modeled and practiced. *Formative Assessment Made Easy* is required for this training.

Customized Workshops
Professional learning workshops, as requested by the institution, with customization available as follows:

- ➢ Topic/focus - SWPRSC will provide trainer/instructor
- ➢ Current topics include, but are not limited to:
- ➢ Anita Archer – Explicit Instruction
  - o Charlotte Danielson – Framework for Teaching
  - o Eric Jensen – Teaching with Poverty in Mind
  - o Doug Lemov – Teach Like a Champion
- ➢ Format - Single day/multi-day; departmental/cross curricular
- ➢ Technology Enhancements - provide support with new technologies or professional learning to elevate the integration of technology in the classroom

Conferences/Events

Conferences and professional learning events, as requested by the institution with customization available as follows:

- ➢ Topic/focus - SWPRSC will provide trainer/instructor
- ➢ Format - Single day/multi-day; departmental/cross curricular
- ➢ Delivery - Institution may contract with SWPRSC to manage all, or selected, details of event delivery (e.g., registration, marketing, evaluation, follow-up)

Technology Integration & Instructional Enhancement

Professional learning to support administrators, support staff, and faculty. Options include:

- ➢ Personal device training/support (iPad, ChromeBook, Surface, etc.)
- ➢ Learning Management Systems (Google Docs, Edmodo, Moodle, etc.)
- ➢ Interactive Whiteboards (Promethean, SMART, Mimio)
- ➢ Curriculum integration via technology
- ➢ Technology plan development
- ➢ Other services, as requested

Other Customized Services (as requested by the institution)

Notes to aid in scheduling to meet institution's requests/needs: