

EXHIBIT A

Statement of Work, Contract No. 440011290

Objective 2 – Peace Building

BSAP Overview

The creation of a school-based, BSAP program that provides convenient comprehensive services to LAUSD Black students and parents, especially those in high-need communities.

SCOPE

The BSAP success indicators that EduCare Foundation will address will be:

1. School Experience Support
 - a. Every student has an advocate;
 - b. Increase access to mental and social emotional health resources, and;
 - c. Increase favorable school experience survey responses

2. Academic Support
 - a. Increase number of students on track in A-G requirements

3. Engagement
 - a. Increase levels of parent and family engagement;
 - b. Increase participation in extracurricular activities at school;
 - c. Increase presence of community organizations on campus

EduCare programs are aligned to provide high academic performance, strong social-emotional awareness and management and a positive cultural identity. All programs align to LAUSD’s Strategic Plan.

EduCare Foundation will provide services for Community Development service to the population of schools & families below:

- EduCare has the capacity to serve **20+** schools BSAP Schools (ES, MS & HS)
- EduCare has the capacity to serve a minimum of **20+** families per school
- EduCare has the capacity to serve over **2,000+** of students

REQUIREMENTS

The following requirements help ensure a smooth and efficient implementation of services, and a collaborative working relationship between EduCare Foundation and the school site:

- **Code of Conduct with Students:** Contractor shall comply with District’s Code of Conduct with Students, attached hereto, and incorporated herein.
- **Point of Contact:** Each school site is required to designate at least one person as the point of contact for coordination of workshops.
- **School Staff Training:** Each school site is required to designate at least one person that will receive professional development.
- **Adequate Facilities:** Each school site is required to provide a classroom or multipurpose room, fitted with chairs and tables and/or desks for all participating students. Onsite storage for tools and materials is preferred but not required.

Key Personnel

EduCare's field staff in our schools are supervised by a stellar team of experienced directors and managers and supported by a core of centralized administrative staff including a Human Resources and Finance team. Key EduCare personnel include:

Stu Semigran, President & Co-Founder

Jill Jacobson, COO

Lorena Sanchez, Vice President, Program Operations

Armando Diaz, Vice President, Programs & Partnerships

Robert Underhill, Finance Director

Vanessa Senteno, Senior Program Manager

Rocio Rodriguez, Program Manager

Rafael Romo, Senior ACE Initiative Administrator

Margalit Ward, Senior Facilitator

Jesse Rodriguez, Facilitator

Alison Andino, Facilitator

Ben Hubbard, Facilitator in Training

DELIVERABLES

Through our renowned Heartset[®] Education programs, ACE Program, ACE Initiative, and ACE Heartbeats workshops, EduCare aims to support the BSAP Peace Building program. This collaborative effort seeks to foster students' knowledge and comprehension of conflict while promoting preferred methods of self-control and enhancing their conflict resolution skills. Additionally, our comprehensive approach assists students in cultivating essential life skills necessary to effectively manage their academic pursuits, work commitments, extracurricular activities, and social relationships.

By leveraging the expertise and experience of EduCare Foundation, our school partners can rely on our commitment to delivering high-quality services that cater to the holistic development and well-being of students.

2. The Peace Building program will be implemented to promote students' knowledge and understanding of conflict and preferred methods of self-control and enhance conflict resolution skills. As well as helping students develop core life skills to successfully manage school, work, extra-curricular activities, and social relationships.

EduCare's ACE Initiative - EduCare Foundation's **ACE (Achievement and Commitment to Excellence) Initiative** creates a supportive learning environment and opportunities for students to learn and thrive. ACE Initiative incorporates the 5 keys to successful SEL (self-awareness, self-management, social awareness, relationship skills and responsible decision making) within a comprehensive year-round program of integrated student services, professional development, and parent engagement. ACE creates a healthy and positive school culture that promotes student achievement and prepares them to succeed in college, career, and life. ACE Initiative provides students, parents and educators with the support, programming, and resources to create school and home environments that are defined by caring, connectivity, and collaboration. ACE Initiative transforms school culture and environment by:

- Developing students' social and emotional skills that assist them to manage their emotions, build positive relationships, communicate responsibly, confidently, and effectively, and navigate social environments, enabling them to achieve their academic and personal goals.
- Engaging and empowering parents to support their child's education more effectively.
- Guiding educators to inspire and empower students to become responsible citizens, compassionate leaders who live their dreams.
- Empowering administrators with the tools and resources to create caring school cultures that support student achievement, engage parents, and support teacher development.

Outcomes that can be achieved include:

- Increasing student attendance rates and reducing chronic absenteeism
- Increasing teacher retention
- Decreasing student dropout rates
- Improving academic outcomes, graduation rates and college acceptance rates

EduCare shall provide programming and support for all students, teachers and parents who will participate in ACE Initiative.

EduCare's ACE Program (3-Days) - ACE (Achievement and Commitment to Excellence) Program is a comprehensive student success and character-building program designed to empower students to achieve excellence in personal, social and academic pursuits through Heartset® Education principles. It utilizes EduCare's years of experience and expertise in Social & Emotional Learning (SEL) to provide a foundation for safe and positive learning and growth.

ACE focuses on the following SEL elements:

- **Character Development:** Confidence building, positive decision-making, and constructive choices
- **Personal Management:** Personal responsibility & accountability
- **Emotional Intelligence:** Managing anger, fear, rejection & peer pressure
- **Interpersonal Skills:** Communication, conflict resolution, problem solving and team building

Format:

- Interactive three consecutive-day (5.5 to 6 hours each day) ACE Program for approximately 100 students.
- Within each workshop, the larger group is divided into "resource groups" (*of 7-10 students and one adult*) for structured teambuilding and experiential activities. There are also whole group activities.
- Includes Teacher Heartset PD/Workshop Orientation (1.5 hour), all workshop materials/supplies, and EduCare's Making the Best of Me curriculum.

EduCare's ACE Workshop (1-Day) - ACE (Achievement and Commitment to Excellence) Workshop is a comprehensive student success and character-building program designed to empower students to achieve excellence in personal, social, and academic pursuits through Heartset® Education principles. It utilizes EduCare's years of experience and expertise in Social & Emotional Learning (SEL) to provide a foundation for safe and positive learning and growth.

ACE focuses on the following SEL elements:

- **Character Development:** Confidence building, positive decision-making, and constructive choices
- **Personal Management:** Personal responsibility & accountability
- **Emotional Intelligence:** Managing anger, fear, rejection & peer pressure
- **Interpersonal Skills:** Communication, conflict resolution, problem solving and team building

Format:

- Interactive one day 5.5-to-6-hour workshop for approximately 100 students.
- Within each workshop, the larger group is divided into “resource groups” (*of 7-10 students and one adult*) for structured teambuilding and experiential activities. There are also whole group activities.
- Includes Teacher Heartset PD/Workshop Orientation (1.5 hour), all workshop materials/supplies, and EduCare’s Making the Best of Me curriculum.

ACE Heartbeats- ACE Heartbeats/Social-Emotional Workshops area by-product of our nationally recognized flagship social-emotional learning and youth development **ACE Program**. The workshops focus on success, positive school climate, and character-building skills. The goal is to empower students to achieve excellence in personal, social, and academic pursuits and helps transform the culture of a school.

Format:

- Interactive 1.5-hour Heart set/Social-Emotional workshops for up to 75 students per session
- Within each workshop, the larger group is divided into “resource groups” (*of 7-10 students and one adult*) for structured social-emotional learning, teambuilding, and experiential activities. There are also whole group activities.
- Includes Teacher Heartset PD/Workshop Orientation (1.5 hour), workshop materials/supplies, and EduCare’s Making the Best of Me curriculum.

DATA AND REPORTING

EduCare takes pride in its dedicated team, specifically established to assist LAUSD (Los Angeles Unified School District) with all its BSAP (Black Student Achievement Program) service reporting needs. Our commitment to excellence is reflected in the systematic approach we employ to track and collect data from various sources throughout the program. This allows us to achieve our primary goals, which include conducting a comprehensive needs assessment, engaging in ongoing and formative data collection and reviews to ensure continuous quality improvement, and conducting formal evaluation activities that demonstrate the effectiveness of our program and its successful outcomes.

To ensure accurate and reliable data, we employ a variety of techniques. First, we conduct a comprehensive needs assessment at the beginning of the program, which helps us identify the specific areas of focus and tailor our approach accordingly. Throughout the program, we maintain a continuous data collection process, capturing information from multiple sources. This includes tracking attendance data, student grades, and test scores, all of which provide valuable insights into the progress and performance of the students involved.

At the conclusion of each program or workshop, we collaborate with the respective school or BSAP coordinator to arrange the delivery of the accumulated data (monthly or bi-monthly). This allows us to provide a comprehensive overview of the program's impact, including detailed diagnostic assessments, milestones achieved, and the overall outcomes of the program. By

consistently monitoring and analyzing this data, we ensure that our efforts remain targeted and effective, making any necessary adjustments to enhance the quality of our services. EduCare's commitment to data-driven decision-making and evaluation enables us to continuously improve our program and make informed recommendations for future enhancements. We value the importance of evidence-based practices and strive to provide LAUSD with the necessary information to assess the effectiveness of our program and its impact on student success.

END OF STATEMENT OF WORK

Exhibit B

Fee Schedule, Contract No. 4400011290

PROPOSED FULLY BURDENED BILLING RATES**Objective 2: Peace Building - Includes 5 Service Descriptions**

1. Description of Services (in person/virtual):

School Level	Price per Unit	Unit
Grades K-5	\$ N/A	Per N/A
Grades 6-8	\$ 90.86	Per Hour/Year Round/ School Site
Grades 9-12	\$ 90.86	Per Hour/Year Round/ School Site

EduCare's ACE Initiative (in-person) - EduCare's ACE Initiative offers a comprehensive year-round program of support services, activities, and programming to create a healthy and positive school culture that promotes student achievement, attendance, and graduation, and prepares them to succeed in college, career and in life through workshops, seminars and coaching activities that enable educators and school personnel to replicate EduCare's successful SEL practices and youth development strategies in their classrooms and school. Specific emphasis is placed on SEL, College Access & Readiness, Black Students, Service Learning, English Language Development, Linked Learning (Career Pathways), and After School/Expanded Learning Program Management. \$189,000 for year-round school support.

2. Description of Services (in person/virtual):

School Level	Price per Unit	Unit
Grades K-5	\$ 16,500	3-Day Program 18-21 Hours for 100 Students
Grades 6-8	\$ 16,500	3-Day Program 18-21 Hours for 100-125 Students
Grades 9-12	\$ 16,500	3-Day Program 18-21 Hours for 100-125 Students

EduCare's ACE Program (3-Days) (in-person) - ACE (Achievement and Commitment to Excellence) Program is a comprehensive student success and character building program designed to empower students to achieve excellence in personal, social and academic pursuits through Heartset® Education principles. It utilizes EduCare's years of experience and expertise in Social & Emotional Learning (SEL) to provide a foundation for safe and positive learning and growth.

ACE focuses on the following SEL elements:

Character Development: Confidence building, positive decision-making and constructive choices

Personal Management: Personal responsibility & accountability Emotional Intelligence: Managing anger, fear, rejection & peer pressure Interpersonal Skills: Communication, conflict resolution, problem solving and team building

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3. Description of Services (in person/virtual):

School Level	Price per Unit	Unit
Grades K-5	\$ 5,500	1-Day Workshop 5-6.5 Hours for 100 Students
Grades 6-8	\$ 5,500	1-Day Workshop 5-6.5 Hours for 100-125 Students
Grades 9-12	\$ 5,500	1-Day Workshop 5-6.5 Hours 100-125 Students

EduCare's ACE Workshop (1-Day) (in person)- ACE (Achievement and Commitment to Excellence)

Workshops is a comprehensive student success and character building program designed to empower students to achieve excellence in personal, social and academic pursuits through Heartset® Education principles. It utilizes EduCare's years of experience and expertise in Social & Emotional Learning (SEL) to provide a foundation for safe and positive learning and growth.

ACE focuses on the following SEL elements:

Character Development: Confidence building, positive decision-making and constructive choices

Personal Management: Personal responsibility & accountability Emotional Intelligence: Managing anger, fear,

rejection & peer pressure Interpersonal Skills: Communication, conflict resolution, problem solving and team building

4. Description of Services (in person/virtual):

School Level	Price per Unit	Unit
Grades K-5	\$ 5,500	1-Day Workshop 5-6.5 Hours for 100 Students
Grades 6-8	\$ 5,500	1-Day Workshop 5-6.5 Hours for 100-125 Students
Grades 9-12	\$ 5,500	1-Day Workshop 5-6.5 Hours 100-125 Students

EduCare's ACE Workshop (1-Day) (in person)- ACE (Achievement and Commitment to Excellence)

Workshops is a comprehensive student success and character building program designed to empower students to achieve excellence in personal, social and academic pursuits through Heartset® Education principles. It utilizes EduCare's years of experience and expertise in Social & Emotional Learning (SEL) to provide a foundation for safe and positive learning and growth.

ACE focuses on the following SEL elements: Character Development: Confidence building, positive decision-

making and constructive choices; Personal Management: Personal responsibility & accountability Emotional

Intelligence: Managing anger, fear, rejection & peer pressure Interpersonal Skills: Communication, conflict resolution, problem solving and team building

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5. Description of Services (in person/virtual):

School Level	Price per Unit	Unit
Grades K-5	\$ 3,770	Three 1.5 hour Workshops for up to 75 Students.
Grades 6-8	\$ 3,770	Three 1.5 hour Workshops for up to 75 Students.
Grades 9-12	\$ 3,770	Three 1.5 hour Workshops for up to 75 Students.

EduCare's ACE Heartbeats Workshops (in-person) - EduCare's ACE Heartbeats are a by-product of our flagship, social-emotional learning and youth development ACE (Achievement and Commitment to Excellence) Program. The 1.5 hours Workshops focus on success, positive school climate and connection, and character-building skills. The goal is to empower students to achieve excellence in personal, social, and academic pursuits while building a school culture of empathy and kindness.

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BSAP: Peace Building

Category	Unit	Price
ACE Initiative (AI)	<p>Per school year. All components may be modified.*</p> <p>Description: EduCare's ACE Initiative offers a comprehensive year-round program of support services, activities, and programming to create a healthy and positive school culture that promotes student achievement, attendance, and graduation, and prepares them to succeed in college, career and in life through workshops, seminars and coaching activities that enable educators and school personnel to replicate EduCare's successful SEL practices and youth development strategies in their classrooms and school. Specific emphasis is placed on SEL, College Access & Readiness, Black Students, Service Learning, English Language Development, Linked Learning (Career Pathways), and After School/Expanded Learning Program Management.</p> <p>Some of the components include:</p> <ul style="list-style-type: none"> ● Year-long mentoring and support from a full-time ACE Initiative Site Administrator (\$97,000) ● (1) ACE 3-day Program (\$16,500) ● (2) ACE 1-day Workshops and/or equivalent ACE Heartbeats (\$11,000) ● (1) ACE Retreat (High Ropes Course) (\$15,000) ● (2) Service Learning Projects (\$5,000) ● (1) Culmination Event (\$10,000) 	\$189,000
ACE Program (3-Days)	<p>Three (3) full days for 100 students.</p> <p>Description: Workshops for incoming 9th grade students and 12th grade graduates to help them in their transitions.</p>	\$16,500
ACE Program & Workshops	<p>Per school year for up to 300 students. One ACE Program (3-Days), ACE Workshop (1-Day), and ACE Heartbeats. All components may be modified.*</p> <p>Description: Student success, leadership, and character-building program designed to improve student achievement by addressing students' barriers to learning and by teaching attitudes and behaviors which support success:</p> <ul style="list-style-type: none"> ● Attitudinal development – positive decision-making, constructive choices. ● Personal management – study skills, verbal skills, project and 	\$25,770



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EduCare Foundation
 Los Angeles Unified School District

	<p>time management.</p> <ul style="list-style-type: none"> ● Emotional intelligence – managing anger, fear, rejection, and peer pressure. <p>Interpersonal skills – conflict resolution, communication, and team building.</p> <p>Age and grade appropriate SEL and character-building programs that emphasize developing positive attitudes and wise decision-making that results in better behaviors and relationships and improved academic performance. Activities, support and services are designed to build upon the lessons learned and follow a continuous quality improvement (CQI) model.</p> <ul style="list-style-type: none"> ● (1) ACE Program (3-Days) (\$16,500) ● (1) ACE Workshops (1-Day) (\$5,500) ● (1) ACE Heartbeats (3 workshops) (\$3,770) 	
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END OF FEE SCHEDULE