

Program Elements

Education Through Music-Los Angeles' activities are carefully planned and executed to deliver measurable, and as a result immeasurable, benefits to the community. ETM-LA and the ETM® model are based on proven research that learning music increases children's reading, writing, mathematical, and spatial temporal reasoning skills. According to the organization Champions of Change, "The arts regularly engage multiple skills and abilities [and nurture] the development of cognitive, social, and personal competencies." Unfortunately, music education today is treated as expendable, but in-school programs have the ability to improve the academic capacity of children and foster essential abilities like teamwork, communication, and responsibility, which help create productive members of the community (Southside Times, 2019). Music instruction, when **integrated into the core curriculum** as part of the daytime routine, supports transferable skills between music and all subjects, and nurtures character development, empathy, cognition, self-esteem, and social skills.

Because our student communities across LA County vary greatly in terms of geographic and cultural make-up, and have been historically disenfranchised with limited resources, we ensure that each music program and our accompanying community services are tailored to the school and surrounding community's specific needs so that they may reach their fullest potential. To this end, a common thread throughout our teacher trainings is **culturally responsive teaching (CRT)**—training our teachers to understand, embrace, and leverage the cultural richness of the different school communities in which they teach. ETM-LA continues to participate in collaborative meetings with our school districts to discuss strategies and initiatives focused on efforts to provide equity and access to a holistic education.

The Texas Commission on Drug and Alcohol Abuse reports that "Students who participate in school band or orchestra have the lowest levels of current and lifelong use of alcohol, tobacco, and illegal drugs among any group in society." For the underprivileged and at-risk, music education emerges as a force that aids in creating positive student outcomes, transforming schools, and developing communities. A parent of a 4th grade ETM-LA student shared, "Music class opens up a whole new world, and helps academically and socially. My daughter is able to express herself and feels very proud in violin class, and we truly see her sense of accomplishment." One teacher exclaimed, "Students are more open to asking questions, [their] confidence increases and there is a big rise in self esteem!" Through our In-School Music Education Program, ETM-LA transforms school culture and by extension, communities.

Research shows that within the first four years of incorporating ETM-LA's program into the curriculum of partner schools, standardized test scores show an average increase of **19.3%** more students achieving at or above proficiency in English Language Arts, and an average increase of **9.6%** in Math. Specifically, within one year of implementing music education in the Spring of 2016, **McKinley Elementary** (Compton) advanced from 21st out of 21 elementary schools across the entire Compton Unified School District in **attendance** to 1st out of 21 schools, and went from 21st out of 21 schools to 3rd out of 21 schools in **standardized test scores**. In March 2019, this same school was named one of the *Top Los Angeles Public Schools for Underserved Students* in collaboration with the University of Southern California Sol Price Center for Social Innovation and Rossier School of Education Center for Education Policy, Equity and Governance. McKinley Elementary Principal Dr.

Jennifer Moon directly credits Education Through Music-Los Angeles for helping to turn around her school. Implementation of ETM-LA as part of the core curriculum is an investment in academic growth, character building, and strengthening of the community. These traits are long-lasting and help propel students through the rest of their formative education and ultimately impact their college and career readiness. Music learning, exploration, and mastery help prepare students with **life and career skills** such as teamwork, leadership, focus, and problem solving.

One of the ways ETM-LA promotes **parent engagement** is by hosting interactive parent workshop throughout the year at our partner schools. These workshops are an opportunity for our staff to work with parents and share the importance and benefits of music education in addition to building advocacy. The workshops are hands-on and help give insight into how our music teachers work with their students, how music integrates into other core subjects, and how music can be used at home to help improve children's academic performance and understanding. ETM-LA continuously fosters **community engagement**, most effectively and with the widest impact by hosting our annual Music Unites the World Festival. Most recently held at the Skirball Cultural Center, this two-day event brings together almost 1,000 students, parents, and community members from over 30 of our partner schools to participate in top-notch coaching sessions and performances led by renowned educators and music celebrities. The mission of this event is to unify communities through music and celebrate different cultures from around the world. Additionally, the students are provided the opportunity to reflect on the beauty and importance of diversity while also learning new styles of music and performance skills.

To drive home the message of including music as a core curricular subject, ETM-LA often participates in school and district sponsored **STEAM** festivals. Through a generous partnership between Academy Award winning composer Justin Hurwitz (La La Land, First Man) and KORG Education we were able to launch music technology labs at two of our partner schools with a third planned for next school year. In furtherance of pursuing STEAM integration goals, we also recently initiated a partnership with Friends of the Observatory (FOTO), Griffith Observatory's support organization whose events showcase the importance of science and education. Throughout the year, ETM-LA collaborates with numerous organizations to provide in-school **academic enrichment** and performance opportunities for students. Partner organizations include the GRAMMY Museum Foundation, Country Music Hall of Fame, Los Angeles Arts Commission, Music Center on Tour, Echo Society, along with a number of music celebrities including Director, Composer, and Producer Rickey Minor (Tonight Show with Jay Leno, American Idol); Sebastian Krys and TV and Film composers Chris Lennertz (UGLYDOLLS, Smurfs), and Blake Neely (The Flash, Arrow, Riverdale). ETM-LA students have also performed at high profile events including the LA Sparks halftime show at Staples Center, the annual ETM-LA gala most recently at the Novo Theatre, and tree lighting ceremonies at the Grove and Paramount Studios. These visits are designed to expose students to the varied, rewarding, and successful career paths that music offers.

Price Schedule

INSTRUCTIONAL COSTS PER CLASS/ENSEMBLE					
Grade/Ensemble	Instruction Type	Class Length	Unit Rate	Services per Academic Yr.	Total Yearly Cost
ETK - 2nd Grade	Class	30 mins	\$60	32 weeks	\$1,920
3rd - 8th Grade	Class	45 mins	\$75	32 weeks	\$2,400
Band, Orchestra, Choir or Instrument Club	Rehearsal	60 mins	\$75	30 weeks	\$2,250
Pull Outs (sectionals)	Rehearsal	60 mins	\$75	30 weeks	\$2,250
Instructional Costs TOTAL <i>(Total dependent on number of classes per grade level, per school)</i>					Varies
CURRICULUM, OVERSIGHT, & MANAGEMENT COSTS					
<ul style="list-style-type: none"> • Weekly Staff Meeting attendance (2x/wk for 32wks @ \$40/hr) • Strategic Planning & Oversight • Monthly Site Visits (10 hrs @ \$100/hr) • Use of Curriculum Materials • Principal and Parent Group Guidance (5 hrs) • Principals Conference (half-day) • Professional Development for Classroom Teachers • Professional Development for Music Teacher(s) (12 full days) 					\$2,560 \$1,500 \$1,000 \$1,000 \$500 \$300 \$300 \$2,100
Curriculum, Oversight, & Management TOTAL					\$9,260
<p>Curriculum, Oversight, & Management: Our music instruction is supported by robust support services. Depending on scheduling, the weekly staff meeting may be reduced/eliminated. Other services may be discounted on a case-by-case basis with individual schools; service costs would never increase beyond posted amount.</p> <p>Initial Setup Cost: If a school does not have a basic general music classroom setup, an "initial setup" cost of up to \$4,000 may be added as an addendum to our standard MOU. ETM-LA will acquire and assemble general music instruments, in addition to other necessary materials for music classroom set-up, including, but not limited to, rhythm sticks, scarves, shakers, buckets, ukuleles, and a digital piano. The partner school will reimburse ETM-LA up to an estimated \$4,000 for incurred material costs and will retain ownership of general music instruments.</p> <p>ETM-LA Subsidy: ETM-LA's typical first year subsidy is between 50-53% with the school paying the remaining 50-47% of the <u>total contract</u> for educational services provided to school.</p>					

Addendum: First-Year Estimated Instruments and Books for Ensembles

ETM-LA does not typically begin ensembles in the first year of programming at a new partner school. In the event that the school does not have instruments, the following purchasing guide will be used to procure instruments.

ORCHESTRA	Instrument	Qty.	Cost	Inst. TOTAL	Books	Costs	BOOKS Total
Orchestra	Violin	35	\$250	\$8,750	35	\$5.50	\$192.50
Orchestra	Viola	5	\$400	\$2,000	5	\$8.50	\$42.50
Orchestra	Cello	15	\$750	\$11,250	15	\$8.50	\$127.50
	Total Qty:	55	TOTAL	\$22,000	55	TOTAL	\$362.50
BAND	Instrument	Qty	Cost	Inst. TOTAL	Books	Costs	BOOKS Total
Band	Flute	15	\$400	\$6,000	15	\$9.00	\$135.00
Band	Clarinet	15	\$400	\$6,000	15	\$9.00	\$135.00
Band	Saxophone	5	\$600	\$3,000	5	\$9.50	\$47.50
Band	Trumpet	5	\$400	\$2,000	5	\$9.00	\$45.00
Band	Trombone	5	\$1,350	\$6,750	5	\$9.00	\$45.00
Band	Percussion	5	\$275	\$1,375	5	\$17.00	\$85.00
	Total Qty:	50	TOTAL	\$25,125	50	TOTAL	\$492.50

Instrument Purchases: ETM-LA works with schools on a case-by-case basis to help with music instrument purchases. Some schools have the capacity to fundraise for music instrument purchases. ETM-LA occasionally receives grants to help schools with instrument purchases. If a school already owns band/string instruments, ETM-LA would only purchase what is needed to complete the ensemble.

Vendor Virtual Services Plan

Due to school closures, approved vendors on the Partners for Student Success bench that have a signed contract will need to submit their *Vendor Virtual Services Plan* to D’Sonya Oakley at dsonya.oakley@lausd.net from the Office of Partnerships and Grants. The plans will be vetted and shared with eligible schools to select the services they are interested in and follow up with vendors. Any new approved vendors that are in the process of signing their contract will also need to fill out the below form.

Things to Consider:

- Currently, certificated staff are required to supervise any services rendered to students by a third party.
- Recording and pictures of students is prohibited.

Vendor’s Name: Education Through Music-LA		Submittal Date: August 28, 2020
Schools Planning to Serve: We currently serve 14 LAUSD schools: 54th St., Aldama, Aragon, Ascot, Cantara, Castelar, Dorris Place, El Dorado, Elysian Heights, Hooper, Nora Sterry, Norwood, Toluca Lake		
List the services in your agreement that can be provided virtually:	Comprehensive, sequential, general music instruction (grades TK-8 th). Band, string orchestra, and choir rehearsals (grades 4-8 th). Parent workshops, classroom teacher workshops and all other support elements.	
List the services in your agreement that cannot be provided virtually:	We are currently exploring ways to offer our 2-day festival in a virtual format.	
List the platforms you plan to use for delivery of virtual services:	<p>Hosting Platforms: We will conform to whatever platform the schools use including Zoom, Google Classroom/Meets/Hangouts, Schoology and Ring Central.</p> <p>Instructional Platforms: SmartMusic and Soundtrap (approved LAUSD apps).</p> <p>We are also giving our teachers the option to use QuaverMusic (COPPA and FERPA compliant) to support their live instruction. No sign-up will be required for LAUSD staff or students.</p>	

Partners for Student Success – Partner Matching Fund

<p>Provide a brief description of how you plan to deliver each of your services virtually (i.e. coordinate with school to schedule 30 minute session once a week, etc.):</p>	<p>We coordinate with each of our partner school’s principals, scheduling coordinators, and/or classroom teachers to develop the best schedule for that school.</p> <p>To accommodate new scheduling norms and screen fatigue, session lengths have been adjusted as follows:</p> <ul style="list-style-type: none">● TK - 2nd Grade: 20 - 25 min session● 3 - 8th Grade: 35 - 40 min session● Instrumental Pullouts: 30 – 45 min session
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- District’s [Code of Conduct](#) is expected when interacting with students