

Program Elements

B. PROGRAM ELEMENTS

1. Fulfillment Fund proposes the following program acceptable for High School students with a focus on low-income and English Learner students. We seek to increase high school graduation rates and college and career readiness. In addition, we will increase parent and student engagement through enrichment and parent programs. We will provide:
 - **One-on-one counseling** with 11th and 12th graders in partner schools, which is extremely beneficial in ensuring that students graduate from high school and overcoming perceptions about college accessibility among Target Student Populations (TSPs) including students from low-income families, English Learners and minority students. It is proven that counselors, when consistently and frequently available and allowed to provide direct services to students and parents, can be a highly effective group of professionals who positively influence students' aspirations, achievements, and financial aid knowledge.
 - **Grade appropriate classroom-based curriculum on college readiness** and fostering a college-going environment for 9th through 11th grade students and to persevere in high school. Our curriculum is informed by decades of successfully engaging and inspiring students to pursue post-secondary education. The curriculum includes Self-Advocacy and Time Management for 9th graders, College Exploration and Admission for 10th graders and Financial Aid, Brag Sheet for 11th graders.
 - Offer **culturally sensitive enrichment initiatives** designed to improve student engagement and college readiness for underserved populations such as young men of color, English Learners and women:
 - a. **Men Creating Change (MCC)** develops exemplary male leaders to transform their communities, break down cultural, financial and economic barriers, and confront gendered expectations to help them reach college and succeed.
 - b. **Resilient, Empowered, Ambitious Ladies (REAL)** empowers and offers professional development opportunities for our woman-identified students through courses on leadership, cultural norms and gender expectations, health and career success.
 - c. **Science, Technology, Engineering & Mathematics (STEM)** gives students opportunities to gain skills in the fields of science, technology, engineering, and mathematics via real-life lab experiences and interactions with professionals in the field through guest speakers and panel discussions facilitated by Fulfillment Fund staff.

- **Financial Aid Advisement:** To address financial barriers to college access, we provide crucial services for students around financial aid and scholarship resources. Our Financial Aid Counselor works with every Fulfillment Fund senior to manage their case, including assistance with FAFSA and California Dream Act applications, reviewing and deciphering award letters, and scholarship application guidance.
- **Experiential Learning Opportunities:** To facilitate a college-going culture, we provide tours to different colleges and universities within California. It includes public and private accredited post-secondary institutions as well as community colleges. In addition, we offer our signature Destination College event, where students experience first-hand a typical college day that includes lectures and inspiring speakers. In addition, a number of post-secondary colleges and universities are present during this event, which allows students to engage representatives directly and begin exploring their college path.
- **Parent Engagement Program:** We offer targeted programming for parents in order to build relationships and to ensure that we are a trusted resource in our students' communities. Targeted workshops are offered to parents at various times and locations throughout the school year covering a range of topics including financial aid, budgeting and understanding credit. We offer four workshops per academic year. Parent workshops are also specific to the students' grade level.

All the program elements work in unison, inspiring students to persist and graduate in high school by creating, facilitating and encouraging a college going environment.

Price Schedule

Pricing Summary:

The Fulfillment Fund is pleased to continue its partnership with the Los Angeles Unified School District as we partner to accomplish our mutual goals of college and career readiness, academic enrichment and intervention, and parent & student engagement.

RFP No: 2000001809 Partners for Student Success						
School Site Price Proposal						
Labor Category	Hourly Rate	% FTE	Est. Hours	Year 1	Year 2	Total
Grade-Specific Classroom-Based College Readiness Curriculum						
Lead College Access Advisor	\$ 29.36	<1%	11	\$321	\$331	\$652
College Access Advisor	\$ 27.06	32%	672	\$18,186	\$18,731	\$36,917
Most Favored Customer ("MFC") Discount (35%)				-\$6,477	-\$6,672	-\$13,149
Total				\$12,029	\$12,390	\$24,420
One-on-one counseling; Financial Aid Advisement						
Lead College Counselor	\$ 31.95	<1%	11	\$351	\$362	\$713
College Counselor	\$ 29.30	32%	672	\$19,688	\$20,279	\$39,967
Most Favored Customer ("MFC") Discount (35%)				-\$7,014	-\$7,224	-\$14,238
Total				\$13,026	\$13,416	\$26,442
Culturally-Sensitive Enrichment Initiatives; Experiential Learning Opportunities; Parent Engagement						
Engagement Manager	\$ 29.20	9%	192	\$5,607	\$5,776	\$11,383
Most Favored Customer ("MFC") Discount (35%)				-\$1,963	-\$2,021	-\$3,984
Total				\$3,645	\$3,754	\$7,399
Total Firm-Fixed Price per School (excludes PMF):				\$28,700	\$29,561	\$58,261

Per the services outlined above, the price proposal is **\$58,261** per school site for each two-year period. This does not include any Partner Matching Funds ("PMF") which may be awarded up to a maximum match of \$90,000 per school.

Discounts Applied:

The Fulfillment Fund considers LAUSD to be its Most-Favored-Customer ("MFC") and has quoted the services below at a discount of approximately 35% from pricing offered to similar customers and organizations requiring our services.

Price Justification:

We anticipate that the ongoing contract services will be performed by a 5-person project team at each school site. The annual rate quoted above is based on a combination of estimated staff salaries, fringe, and indirect costs. The staff time included in these estimates is approximated as follows:

In order to gauge the veracity of these hours against the proposed activities described in our submission, we have used as reference the labor and direct cost actuals for similar school partner scopes of work and

a rigorous pricing process by which these activities are deconstructed into tasks and levels of effort. The above rates accurately reflect a fair and true price for the scope of services proposed by Fulfillment Fund.

Labor Category Description:

College Counselor: The College Counselor at the school site will be responsible for ensuring students are aware of High School graduation, A-G eligibility requirements, and other elements of college and career readiness. Counselors will provide students with a graduation plan and educate them on their post-secondary options. Counselors will also prepare students for making a successful transition to college and assist students in pursuing all academic goals. Each school site will also be assigned a Lead College Counselor who will supervise, check-in, and oversee the successful delivery of counseling services at the school site.

College Access Advisor: The College Access Advisor is responsible for the implementation of a proven College Access curriculum at the school site which includes information on all elements of college and career readiness. The Advisor coordinates all aspect of the curriculum including classroom delivery, workshops, advisement sessions, and recruitment/outreach for involvement in Enrichment programs. The College Access Advisor is supervised by a Lead College Access advisor who will supervise, check-in, and oversee the curriculum delivery at the school site.

Engagement Manager: The Engagement Manager is responsible for the direct support, implementation, organization, and management of the parent, community & student engagement programming. The Engagement Manager is responsible for ensuring quality of service delivery school sites and measuring impact and outcomes of engagement programming to ensure a data-driven approach.

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: Fulfillment Fund		Submittal Date: 08/12/20
Schools Planning to Serve: All LAUSD Schools		
List the services in your agreement that can be provided virtually:	One-on-one Counseling, Curriculum on College Readiness, Financial Aid Advisement, Experiential Learning Opportunities, Parent Engagement Program	
List the services in your agreement that cannot be provided virtually:	Enrichment initiatives	
List the platforms you plan to use for delivery of virtual services:	Zoom, Microsoft Teams, Google Classroom	
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>One-on-one counseling: In partnership with school site counseling staff, Fulfillment Fund college counselors will meet with students during advisory times throughout the school day for the duration of the academic year.</p> <p>Curriculum on College Readiness: Fulfillment Fund has converted the classroom based curriculum to a Google Classroom environment. In partnership with grade level teachers and school administrators, curriculum will be assigned as additional support outside of school hours every 3-4 weeks through requested Schoology access.</p>	

Partners for Student Success – Partner Matching Fund

	<p>Financial Aid Advisement: In partnership with school site counseling staff, Fulfillment Fund college counselors will coordinate financial aid workshops after school hours and incorporate one on one advisement during advisory periods.</p> <p>Experiential Learning Opportunities: Traditional college tours will be conducted virtually via Zoom Webinar with a Fulfillment Fund staff member and panel of current college students after school hours once a month.</p> <p>Parent Engagement Program: Fulfillment Fund staff will lead parent workshops via Zoom Webinar bimonthly in evening hours and on Saturdays. In partnership with school administrators, Fulfillment Fund staff will attend Coffee with the Principals each month.</p>
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- District's [Code of Conduct](#) is expected when interacting with students