Directory of LAUSD Contracted Common Core Professional Development Service Providers for Math and ELA

MAY 2015

CONTENTS

Introduction

In 2014 the District issued a Request for Proposals for Common Core-aligned professional development providers for Math and English Language Arts with the goal of contracting a "bench" of PD vendors that schools and offices can engage by issuing purchase orders. Proposals were evaluated for demonstrated experience working within urban school environments, understanding of high-needs student populations and appreciation for diverse learners, as well as expertise in the Common Core.

Thirty professional development organizations, both for-profit and non-profit, were selected to be on the bench for a two-year contract with three additional one-year renewal options. A variety of services, materials and modes of PD delivery are presented as well as a range of prices and instructional intensiveness. All of the services and resources listed within this guide are available to schools and instructional units without requiring a competitive selection process.

Contracting Procedure

Principals and other responsible staff should contact the representatives of the selected firm(s) to obtain information on content, scheduling, instructors and pricing. Pricing should be within the guidelines contained within this directory. If there are any questions on prices please contact the Procurement Services Division at (213) 241-8708 and ask to speak with a Contract Analyst.

Shopping carts should reference the Vendor # and the Contract # that are listed in this directory. The SAP Product Category for professional services is 96102. Any questions about this process should be directed to your Shopping Cart Support Center.

<u>Step by Step</u>

1. Contact a vendor that offers services of interest to you. Obtain quote, scope of services and delivery schedule. If services will extend over weeks or months include an invoice schedule also.

2. Create a shopping cart:
   a) Reference

   - Vendor # (enter in "Preferred Vendor" field)

   - Contract # (enter in the "Sources of Supply" tab. If an error message is received at this point contact your Shopping Cart Support Center).

   b) Attach quotation, scope description and schedule.

3. Confirm that vendor received the purchase order.

PD Provider Specializations & Contact Information

Professional Development Provider	Elementary	Secondary	Math	ELA
95 Percent Group, Inc.	X	X	-	X
American Reading Company	X	X	-	X
Amplify Education	X	X	X	X
ASCD Professional Learning	X	X	X	X
Associates for Educational Success	X	X	X	-
C2 Collaborative	X	X	X	X
Catapult Learning	X	X	X	X
Curriculum Improvement Institute	X	X	X	X
Developmental Studies Center	X	X	-	X
Generation Ready	X	X	X	X
Growing Educators	X	X	-	X
Houghton Mifflin Harcourt	X	X	X	X
InnovateEd	X	X	X	X
Insight Education Group	X	X	X	X
Knowledge Delivery Systems	X	X	X	X
LiteracyTA	-	X	-	X
Marzano Research	X	X	X	X
PCG Education	X	X	X	X
Pivot Learning Partners	X	X	X	X
Scholastic	X	X	X	X
Stanford History Education Group	-	X	-	X
Teacher Created Materials	X	X	X	X
Thinking Maps	X	X	X	X
TNTP	X	X	X	X
To Imagine	X	X	X	X
UCLA Center X	X	X	X	X
WestEd	X	X	X	X
Zaner-Bloser	X	X	-	X

PD PROVIDER	Vendor #	Contract #	Contact	Phone	email
95 Percent Group, Inc.	1000004635	4400003333	Cecilia Friedman	(847) 499-8226	cfriedman@95percentgroup.com
American Reading Company	1000009109	4400003334	Melissa McConnell	(610) 992-4150	melissa.mcconnell@americanreading.com
Amplify Education	1000002963	4400003335	Jim Mylen	(410) 598-4641	jmylen@amplify.com
Associates for Educational Success	1000009255	4400003336	Chris Confer / Marco Ramirez	(520) 991-5714	chris@mathpd.com
ASCD Professional Learning Services	1000004928	4400003337	Debbie Baker	(703) 575-5463	deborah.baker@ascd.org
C2 Collaborative	1000008113	4400003338	Larry Hahn	(630) 282-1640	larry.hahn@c2ready.org
Catapult Learning	1000005143	4400003339	Heather Hutchinson	(310) 897-0553	heather.hutchinson@catapultlearning.com
Curriculum Improvement Institute	1000008108	4400003350	Kevin Baird	(608) 516-6919	kevin@edcenter.org
Developmental Studies Center	1000005959	4400003352	Gilbert G. Garcia PhD	(213) 804-1316	gilggarcia@mac.com
Generation Ready	1000009146	4400003353	Dr. Erick Witherspoon	(909) 660-9274	erick.witherspoon@generationready.com
Growing Educators	1000000191	4400003354	Jonathan Martin	(310) 844-7730	jon@growingeducators.com
Houghton Mifflin Harcourt	1000005281	4400003355	Amelia Petties	(619) 200-2687	amelia.petties@hmhco.com
InnovateEd	1000002674	4400003356	Lynn Hatton-Hodson	(949) 280-6490	lynnh@innovateed.com
Insight Education Group	1000001518	4400003357	Jill Nyhus	(800) 935-7022	nyhus@insighteducationgroup.com
Knowledge Delivery Systems	1000009510	4400003358	Shreya Amin	(646) 395-6459	samin@kdsi.org
LiteracyTA	1000009453	4400003359	Laura Harvey	(619) 796-5541	schoolwide@literacyta.com
Marzano Research	1000007946	4400003360	James McMurphy	(303) 766-9199	james.mcmurphy@marzanoresearch.com
PCG Education	1000008208	4400003363	Kelly Heineke	(323) 284-8693	kheineke@pcgus.com
Pivot Learning Partners	1000009147	4400003364	Dorothy Harper	(562) 972-3090	dorothy_harper@pivotlearningpartners.org
Scholastic	1000008262	4400003365	Scott Traub	(800) 342-5331	straub@leadered.com
Stanford History Education Group	1000007015	4400003366	Joel Breakstone	(802) 281-2849	breakstone@stanford.edu
Teacher Created Materials	1000003686	4400003367	Trisha DiFazio	(323) 483-2103	tdifazio@tcmpub.com
Thinking Maps	1000006091	4400003368	Laura Pitari	(818) 395-2253	lpitari@thinkingmaps.com
TNTP	1000009529	4400003369	tntp.org	(718) 233-2800	tntp.org
To Imagine	1000007352	4400003370	Joanne Allain	(949) 230-6267	toimagn@ix.netcom.com
UCLA Center X	1000003500	4400003371	uclacenterx.org	(310) 825-4910	centerx.gseis.ucla.edu/common-core
WestEd	1000006555	4400003372	Matthew Nathan	(415) 615-3136	mnathan@wested.org
Zaner-Bloser	1000006552	4400003373	Shira Flax	(800) 248-2568	shira.flax@zaner-bloser.com

95 Percent Group, Inc.

VENDOR #   1000004635

CONTRACT #   4400003333

CONTACT   Cecilia Friedman

(847) 499-8226

95 Percent Group Inc.
LAUSD Common Core Math and ELA Professional Development
Providers Guide Summary

95 Percent Group is an education consulting company that helps schools dramatically improve reading achievement in pre–K through grade 12 and reduce referrals to special education. We are a current LAUSD service provider and have been for several years. Our work is accomplished through onsite workshops and coaching, efficient diagnostic assessments, specialized instructional materials and online instructional videos.

Our professional development training is highly rated by our clients whether it's an introductory or advanced workshop or a coaching session. Our client results are strong because we use a sustained approach in which the same consultant returns to a school multiple times to help teachers implement instructional techniques use data to group students and monitor their progress. The consultant models and coaches until instruction is focused, effective and sustainable. Our full-time consulting staff members all have classroom teaching experience as well as teacher coaching and mentoring experience.

We are experts at translating the concept of Response to Intervention (RTI), or Multi-Tiered System of Support (MTSS), into reality with practical solutions that can be used by instructors right away. Although we specialize in Tiers 2 and 3, we also assist schools in improving their Tier I core instruction to meet the requirements of the Common Core State Standards in English Language Arts.

Customized Professional Development Plan
Districts and schools choose to work with us because we create a customized, defined and strategic path forward based on their unique needs, challenges and priorities. The "one-size-fits-all" approach of canned professional development does not support sustainable changes within a school. We partner with you every step of the journey to ensure that progress is being made and offer continuous support with onsite coaching form our expert consulting staff. Between onsite visits, our team of reading experts is available to guide and support the educators at your school through phone calls and online correspondence.

CCSS Workshops
95 Percent Group offers CCSS training that is focused on the application of the standards in the classroom. It is designed to teach educators how to identify which content in their curriculum provides the best context to drill into the standard skill. Participants learn how to focus on the standard skill using social studies, science and literature grade-level content.

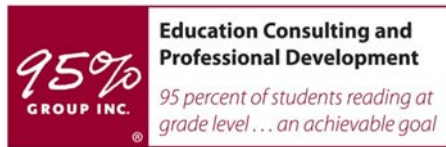**Professional Development to Address the Reading Foundational Standards**
95 Percent Group offers a variety of training designed to address the reading foundational skills standards. We focus on providing teachers with explicit instructional strategies to address specific skill deficits. We help educators develop their knowledge and skills of the foundational reading standards in order to help students perform at higher levels. During the workshops, instructional strategies are first modeled by the 95 Percent Group consultant. Then, participants are given ample opportunity to apply and practice the instructional strategies found within each 95 Percent Group professional development session. Time is given for educators to collaborate with other participants and discuss the strategies presented.

Instructional Materials
95 Percent Group has developed a proprietary series of teacher-friendly instructional materials, manipulatives, and diagnostic assessments. Our instructional materials were developed by our staff, all of whom are former K–8 educators. Each set of instructional materials lessons is sequenced in order from the simplest to most complex skill. Each lesson follows an "I Do, You, and We Do" sequence, allowing a gradual release from teacher to student. In addition, the lessons are exactly aligned with the 95 Percent Group diagnostic assessments, making the transition from assessment to instruction seamless.

For more information on 95 Percent Group professional development including a full listing of professional development workshops, please visit www.95percentgroup.com or contact us at 847-499-8200 (general number or 847-499-8226 (Cecilia Friedman).

01212015DH

95 Percent Group Inc.
Professional Development Fee Schedule

Professional Development Fees

Consultant-Full Day $2,000
Consultant-Half Day $1,200
Client Manager $2,500
Keynote Speaker–Please contact our office in advance for rates and speaker availability.

Professional Development Fees include offsite preparation, email correspondence and phone consultation.

Estimated Travel* *(Will be invoiced at actual expense with receipts provided)*

One-day workshop $1,050
Two-day workshop $1,250
Three-day workshop $1,450
Four-day workshop $1,650

*Travel estimates assume training is being provided by out-of-state consultants.   Every attempt will be made to schedule workshops with a consultant who resides nearby in order to minimize travel expenses.

Materials

Handout fees $10 per participant
Notebooks $35 per participant

Other materials included in the workshops are priced per attached 95 Percent Group order form with applicable quantity discounts.

Taxes

Prices **do not** include applicable state and local transaction privilege taxes. Any taxes required to be remitted by Consultant will be added to the prices above.

Audience Limitations

Workshop size is generally limited to 35-50 participants, although alternate audience size may be arranged by contacting 95 Percent Group at 847-499-8200.

All participants are employees of contracting school district. Written permission from 95 Percent Group is required for all other attendees.

For more information or to arrange a workshop, please contact 95 Percent Group at 847-499-8200 (general number) or 847-499-8226 (Cecilia Friedman) or email info@95percentgroup.com.

American Reading Company

VENDOR #   1000009109

CONTRACT #   4400003334

CONTACT   Melissa McConnell

(610) 992-4150

American Reading Company's Professional Development supports teachers and administrators in acquiring knowledge, dispositions, and performances essential to helping their students improve in all aspects of reading and writing. Teachers learn to use quality, research-based literacy materials and proven teaching and learning strategies. Through the skilled use of a wide range of assessment practices and tools, teachers build their capacity to individualize instruction and closely monitor and document student performance and become part of a learning community focused on the goal of ensuring that all students read on or above grade level and exceed state standards in content areas.

ARC Professional Development will help teachers to:
- Use text complexity bands to help match students to text;
- Use formative assessment to diagnose individual reading strengths and address the needs of each student;
- Check the extent to which students are able to apply what they have been taught during reading instruction to their independent reading;
- Monitor student reading progress as they advance through a text complexity continuum.

All ARC Professional Development is structured around a gradual release model, starting out with a workshop, moving into "fishbowl" demonstration lessons, and finally into 1:1 support as needed. ARC Coaches model key practices, coach individual students and/or teachers, team-teach, co-design curriculum, and in general shares WHY they are doing what they are doing, while they are doing it, working within the larger context of shared goals developed with participants.

American Reading Company offers many types of Professional Development:

Workshop Whole-group setting with hands-on learning experiences, simulations, and practical applications.	**Status Checks** Classroom visits where ARC Executive Coach, Principal, and Leadership Team will observe and collect data on a specific Action Step metric for 15 minutes and then debrief and transition to next classroom.
Fishbowl Demonstration lessons with teacher coaching and debriefing.	**One-On-One** ARC Executive Coach provides differentiated support to individual teachers.
Fishbowl (Out of Classroom) Elbow-to-elbow coaching sessions with one teacher and one child or one teacher and a small group working together with ARC Executive Coach while peer colleagues observe. This occurs outside of the classroom and follows with planning and discussion.	**Grade Group Meetings** Grade Group Teams meet at Data Wall to monitor, plan, and edit student intervention plans and to track rate of progress for each Tier 2 and Tier 3 student and/or to focus on a specific Action Step as a grade group.
Fishbowl (Collaborative) Grade-level teams review levels in each others' classrooms—can be organized by color-level studies, or Tier focus, or Rate of Progress focus.	**Marking Period Levels Review** Levels are reviewed for EVERY student—organized and conducted by school and district Leadership Teams.

Family Workshop for Parents and Children
Parents will learn how they can help students read well, love reading, and use their increasing reading abilities to forge successful life pathways.

RFP 2000000330 Professional Development for Common Core English Language Arts

Professional Development Descriptions	# Sessions	Price Per ($)
All ARC professional development is job-embedded in teachers classrooms, and implemented during the academic school day and year. Training is available for Elementary, Secondary, ELL, ESL, Bilingual, and Special Education.	1	2,600
A 5-Day Module includes options that can be customized to meet the training needs of your school: 3 Classroom Support Visits; 1 Family Workshop or another classroom support visit; 1 Leadership Team Training or 1 Teacher Workshop or another classroom support visit.	5	12,500
Schools interested in providing intensive staff development to ensure the quality of their implementation have four options: 10, 15, 20, or 30 On-Site Visit Modules. Schools can choose either individual classroom support visits or fishbowl sessions. Grade-group meetings and quarterly reviews are built into the school year.	10	24,000
	15	36,000
	20	46,000
	30	66,000

Additional Options for Professional Development

American Reading Company's professional development develops effective leadership, expands professional capacity, helps schools implement the Common Core State Standards through student-centered learning, and strengthens home/school ties. Training is available for Elementary, Secondary, ELL, ESL, Bilingual, and Special Education. Individual days, or 5, 10, 15, 20 or 30-Day Modules are available.

ARC Framework	Professional Development Description
LEADERSHIP LEARNING INSTITUTE	A Leadership Field Course that helps turn your principals into your Transformation Management Team, prepared to navigate the process of enacting and sustaining meaningful school reform. The course includes eight full-day sessions conducted using a mix of seminars, walk-throughs, and discussion groups.
ACTION 100	ACTION 100 is American Reading Company's most comprehensive intervention program, with a 12-step professional development initiative to ensure the success of all schools and student subgroups. Teacher and administrator learning is front-loaded early so that ACTION 100 is fully and effectively implemented from the first day of school.
100 BOOK CHALLENGE	100 BOOK CHALLENGE begins with a comprehensive, interactive, hands-on introduction to the program. Where possible, we include in-class demonstrations with your students. Support continues with several types of teacher coaching visits, each focusing on a different important aspect of program implementation.
RESEARCH LABS	Professional development for RESEARCH LABS teaches teachers and administrators how to use the full range of thematic materials to turn each classroom into an active learning laboratory. Participants learn how to use extensive nonfiction thematic book collections and support material to conduct thematic investigations that build students' vocabulary, background knowledge, and skills in reading, writing, researching, and publishing.
SUMMER SEMESTER	Summer is the right time to develop teachers' capacity to implement the Common Core State Standards and the 3 Instructional Shifts in ELA. Teachers deliver engaging lessons that provide both scaffolded and rigorous grade-level instruction resulting in effective differentiated support for all students.

Amplify Education

VENDOR #   1000002963

CONTRACT #   4400003335

CONTACT   James D. Mylen

(410) 598-4641

Help students meet the new standards with Amplify.

Through the right blend of professional development offerings, materials and resources, Amplify supports educators as they develop and deliver instruction that meets the rigor of the Common Core State Standards.

Teaching Complex Texts Using Close Reading (Grades 5-8)

Make close reading second nature for students and teachers alike. Developed with literacy experts Doug Fisher and Nancy Frey, this course offers hands-on practice developing text-dependant questions and sustainable strategies for classroom discussion. The course takes a flipped learning approach, starting with brief online modules that educators complete before a full-day in-person, collaborative workshop that culminates in a close-reading lesson plan. School-based coaching is also available as a follow-up to the course, or as a stand-alone service. Suitable for ELA, science and social studies teachers.

Creating CCSS-Aligned Assessments for ELA (Grades 3-12)

This full-day, in-person course will provide educators with concrete strategies to evaluate and design CCSS-aligned formative assessments that measure student understanding of concepts and texts of grade-level appropriate complexity.

Creating CCSS-Aligned Assessments for Math (Grades 3-12)

This full-day, in-person course will provide educators in grades 3-12 with concrete strategies to evaluate and design CCSS-aligned formative assessments that measure student understanding of concepts and the rigor level of items.

Design and Delivery of CCSS-Aligned ELA and Mathematics Lessons (K-12)

This coaching service helps educators make the instructional shifts required by the Common Core. In on-site visits, coaches lead professional learning communities, model instructional strategies for the delivery of CCSS-aligned lessons and provide feedback that helps participants modify their lessons.

Amplify.

Price List

In addition to the following prices, we can customize professional development packages and offer discounts for multiple-day or ongoing support services. The district should think of these options as a menu, with flexibility in how the components can be combined. The cost of each workshop includes printed materials.

Title	Grade	Format	Price
Teaching Complex Texts Using Close Reading	5-8	Flipped: 45-min. online, 1-day workshop*	$4,000
Teaching Complex Texts Using Close Reading	5-8	Onsite coaching	$2,500/day
Creating CCSS-Aligned Assessments for ELA	3-12	1-day workshop*	$3,500
Creating CCSS-Aligned Assessments for ELA	3-12	Onsite-coaching	$2,500/day
Creating CCSS-Aligned Assessments for Math	3-12	1-day workshop*	$3,500
Creating CCSS-Aligned Assessments for Math	3-12	Onsite-coaching	$2,500/day
Lesson Design and Delivery for the CCSS	K-12	Onsite-coaching	$2,500/day

* Each workshop session has a maximum capacity of 25 participants.

For more information, contact James D. Mylen, Amplify senior vice president, at jmylen@amplify.com or 410-598-4641.
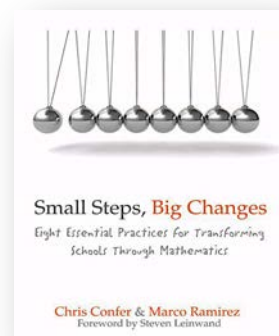
Associates for Educational Success

VENDOR #	1000009255
CONTRACT #	4400003336
CONTACT	Chris Confer
	Marco Ramirez

(520) 991-5714

Associates for Educational Success and LAUSD

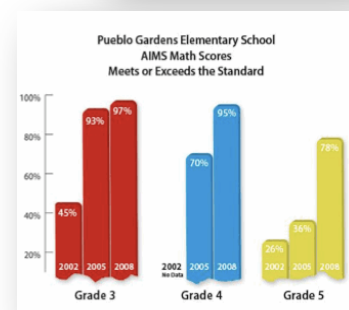**Unique Customized Site Support Specializing in Mathematics**
- Consistent history of successful outcomes
- Engaging, doable and targeted
- Modeling, co-teaching and coaching to implementation
- **Site strengths + Our expertise = Sustainable Results**

Small Steps, Big Changes: Eight Essential Practices for Transforming Schools Through Mathematics, by Chris Confer and Marco Ramirez, outlines the steps that make the journey to the Common Core doable, collegial, and sustainable.

AES Consultants
- Are highly successful teachers, coaches, and administrators
- Consistently model best instructional strategies for ELLs, struggling students and gifted students
- Prove that your students can be successful with Common Core-aligned instruction (See example of Pueblo Gardens data: Underperforming to Highly performing; Decade of superior data)
- Focus intensely on teacher implementation, intentional instruction, and students with the ability to think critically and persevere.

Customized School Site Services: Elementary and Middle Schools
- School program analysis; collaborative plan for math program improvement
- Coaching, co-teaching, model lessons for teachers and principals
- Lesson Studies: Grade level teams plan a lesson with consultant, consultant teaches the lesson, debrief for next-steps and implementation
- Consistent follow-up strategies for teachers and principals

Sample Customized One-day Workshops
- *Simplifying Fractions (Grades 3-5)* June 15 and 16, 2015
- *Multiplicative Reasoning--The Missing Link (Grades 3-5)* June 18 and 19, 2015
- *Small Steps, Big Changes for Administrators:* June 25 and 26, 2015
- *Developing Powerful Number Sense (Grades 1-2)* June 22 and 23, 2015
- *Differentiating Math Instruction for English Language Learners and Struggling Students (Grades 1-2, 3-4, 5-6)* (Dates TBA)

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Contact Chris Confer at chris@mathpd.com   or   Marco Ramirez at marco@mathpd.com

Associates for Educational Success: Cost Information ⬤ AES

Educator Category	Service	Details	Cost of Service (Note: Flat fee, all expenses included)
Elementary and Middle School	**Customized School Site Work** to increase student achievement. Apply *Small Steps, Big Changes* principles to increase depth of knowledge in teacher instructional strategies, student engagement, development of academic vocabulary, Common Core math content, and differentiation tools. Includes in-classroom modeling, coaching, lesson planning, debrief for next steps. Includes analysis of formative assessment, plan for unit of instruction, prioritize strategies, plan for Tier I, II and III instruction. Project site: On-going AES school support	Single school site, For teachers and administrators	**Daily Rate:** $2,200 per consultant **Discount for 5 consecutive days at an AES project site:** $1,800 per consultant
Elementary and Middle School Leadership	**School-Site Leadership Coaching** Accelerate the math academic data of your own school through application of *Small Steps, Big Changes* principles. Includes systemic analysis, dynamic walk-throughs, debrief and coaching, systems thinking, problem solving and plans for next-steps for math programs.	All administrators from a single school site	**Daily Rate:** $2,200 per consultant
Elementary and Middle School Leadership	**Customized Leadership and Coaching Multi-school Workshops** Practical systems planning, content and instructional coaching, evaluation structures, *Small Steps, Big Changes* process for leveraging sustainable change.	Participants from multiple sites	**Off-Site Daily Rate:** $180 per participant (minimum participant numbers may apply) **On-Site Daily Rate:** $2,200 per consultant, 25 maximum per consultant
Elementary and Middle School	**Customized Multi-school Workshops to Increase Student Achievement in Math** Sample topics: Successful Instruction with ELLs and children of poverty; Differentiation tools; Applying Depth of Knowledge to increase rigor; Academic vocabulary and Writing in math; Tier 1, 2 and 3 Instruction; Common Core mathematics content; *Small Steps, Big Changes* instruction and engagement practices.	Participants from multiple sites	**Off-Site Daily Rate:** $180 per paticipant (minimum participant numbers may apply) **On-Site Daily Rate:** $2,200 per consultant, 25 teachers maximum per consultant
Elementary	**Summer Four-Day Institute: *Small Steps, Big Changes in Math--Plan for Success!*** In-depth learning and preparation for a successful first quarter of math instruction. Institute or conference format.	Participants of multiple sites, 35-40 teachers per consultant	**On-Site Daily Rate:** $160 per teacher Principal no charge with five teachers

ASCD Professional Learning Services

VENDOR #	1000004928
CONTRACT #	4400003337
CONTACT	Debbie Baker

(703) 575-5463

ASCD® PROFESSIONAL LEARNING SERVICES

ASCD PROFESSIONAL LEARNING SERVICES FOR THE COMMON CORE STATE STANDARDS INCLUDE ON-SITE PROFESSIONAL LEARNING WITH AN EXPERT, ON-SITE AND VIRTUAL FOLLOW-UP COACHING AND SUPPORT, AS WELL AS A VARIETY OF BOOKS, E-COURSES, AND ONLINE RESOURCES TO ENHANCE LEARNING.

ASCD PROFESSIONAL LEARNING SERVICES CAN HELP

- Provide educators with the knowledge, tools, processes, protocols, and support they require to effectively design and implement K–12 instruction, curriculum, and assessment aligned with state and national curriculum standards in mathematics and English language arts instruction.

- Focus on developing local experts in standards-aligned instruction, assessment and curriculum, leadership, and program improvement to ensure sustainability and transfer of professional learning to classroom and school practices.

English Language Arts

Through close examination of English Language Arts (ELA) and Literacy standard your staff will engage in activities to understand the instructional shifts of the Common Core State Standards and the resources and processes available to support their implementation. Learn key concepts essential to a successful adoption, such as

- Close reading of multiple kinds of texts for multiple purposes.
- Writing scope and sequences for your school.
- Clustering of standards to integrate appropriate strands of language arts.
- Addressing the implementation of reading and writing across the curriculum.

At the end of the session, ASCD will help you develop an action plan for implementing the new standards and the insights you need to analyze your school's programs and practices.

Math

Learn to use the actual language of the Common Core State Standards for Mathematical Practice. ASCD will guide you through processes of

- Unpacking standards for units.
- Clustering standards to form manageable units.
- Writing scope and sequences for your school.
- Making the instructional shifts needed for new assessments.

You will have the insight to analyze your school's programs, determine how new standards affect your curriculum, and develop a plan for implementing new instruction shifts.

ASCD®

LEARN. TEACH. LEAD.

Your local program manager Dianne Barrow

310-874-3725

dianne.barrow@ascd.org

ASCD
PROFESSIONAL
LEARNING SERVICES

Pricing Policy

ASCD is committed to offering Los Angeles Unified School District the full menu of ASCD Professional Learning Services™. The ASCD Pricing Policy includes all costs, including travel and supplies. The pricing applies to all categories of educators (elementary, secondary, ESL, etc.) that the professional learning is to be directed to.

Specific pricing for on-site in-person learning is noted. All on-site, in-person pricing is for full-day or multi-day services.

SUGGESTED FACE-TO-FACE ASCD PROFESSIONAL LEARNING SERVICES™ FOR LOS ANGLES UNIFIED SCHOOL DISTRICT

ASCD Professional Learning Services™ for Los Angeles Unified School District will be selected based on needs identified by District staff, ASCD Professional Learning Services™ Staff, the assigned ASCD Faculty members and the self-assessment results analysis.

The ASCD Professional Learning Services™ Cost Statement represents professional learning options that may be selected by the Los Angles Unified School District to support the ASCD Professional Learning Services™ for Los Angeles Unified School District schools.

ASCD Professional Learning Services™ may be customized to the unique professional learning needs of an individual school or small group of schools. ASCD Professional Learning Services™ may include face-to-face workshops, virtual and on-site individual or small group coaching, and additional ongoing services and resources to support implementation of project objectives. The final content, scheduling and amount of services offered would be identified by the school principal, the ASCD Faculty member committed to deliver the services and additional district leaders.

ON-SITE JOB EMBEDDED ASCD PROFESSIONAL LEARNING SERVICES™:

- Nonconsecutive days $6043.96 each per consultant including CA Performance Tax.
- After Day One at $6043.96, all consecutive days are $4395.60 per day per consultant including CA Performance Tax.
- EXCEPTION: ASCD Authors' services are priced on a case-by-case basis

ASCD PROFESSIONAL LEARNING SERVICES™

For 1-3 Day Contracts
Day 1: $6043.96 including CA Performance Tax
Day 2 and 3: $4395.60 per day including CA Performance Tax

- Nonconsecutive days $6043.96 including CA Performance Tax.
- After day one at $6043.96, all consecutive days are $4,395.60 including CA Performance Tax.

ASCD

LEARN. TEACH. LEAD.

Your local program manager Dianne Barrow

310-874-3725

dianne.barrow@ascd.org

C2 Collaborative

VENDOR #	1000008113
CONTRACT #	4400003338
CONTACT	Larry Hahn

(630) 282-1640

Professional Development Series Offerings

PD100	**Leadership I for CCSS Student Achievement in the 21st Century**	
	Description:	Explore the unique needs and challenges teacher leaders face as they meet the 21st Century demands of preparing students for college and the workforce. This is an in-depth exploration of using data, creating and articulating vision, increasing instructional rigor, and effectively incorporating key instructional strategies and resources to improve student learning.
	Learner Outcomes:	By the end of the sessions, participants will: • Achieve sustainable change to a 21st Century College & Career Ready classroom and school. • Integrate the expectations of the College and Career Readiness Standards into classroom instruction and assessments.
PD101	**Leadership II Performance Assessment & Lesson Design**	
	Description	Schools and Districts with a strong understanding of the foundations of the Common Core Standards will spend time creating specific work products around performance assessments and lesson design.
	Learner Outcomes:	By the end of the sessions, participants will be proficient in: • Creating high quality performance assessments aligned to the standards. • Developing model rigorous lessons. • Integrating inquiry at the standards-specific level of Depth of Knowledge into performance assessments and related units and lessons.
PD102	**Common Core Leader Academy**	
	Description	Designed for busy teacher leaders with a strong desire to understand the Common Core Standards. Time in this series will be spent identifying strategies and creating resources and tools for building deep capacity in knowing the expectations of the standards and being able to deliver those on a daily basis in your classroom
	Learner Outcomes:	By the end of the course, participants will be proficient in: • Leading long term, substantive change by effectively using Kotter's 8-Step Model. • Skillfully using rubrics to conduct self-assessments of progress in implementation of a rigorous, standards-based curriculum • Effectively using high-impact Common Core strategies and resources to improve student learning and achievement
PD103	**Instructional Leadership: Coaching-Mentoring Program**	
	Description:	Learn to evaluate current curriculum and assessments for rigor, relevancy, and alignment to the standards in a collaborative series where teachers collectively build their knowledge and skills.
	Learner Outcomes:	By the end of the sessions, participants will: • Understand the Know, Think, Do of each standard • Map and align content, knowledge, and skills to the Depth of Knowledge of the standard for rigor • Embed instructional strategies designed to increase productive struggle & cognitive demand • Design and teach with Performance Tasks • Effectively use Formative Assessments to improve both teaching and learning

	PROFESSIONAL DEVELOPMENT SERIES			COURSE MATERIALS	
		Per Person			Per Person
PD100	Leadership I for CCSS Student Achievement in the 21st Century. Includes: 10 online modules, 3 onsite practicums (seminars), 2 virtual professional development sessions **(15 Total Days)**	$3,200	M100	Leadership I for CCSS Student Achievement in the 21st Century. Includes: 10 online modules, 3 onsite practicums (seminars), 2 virtual professional development sessions **(Materials Cost)**	$300
PD101	Leadership II Performance Assessment & Lesson Design. Includes: 10 online modules, 2 onsite practicums (seminars), 2 virtual professional development sessions **(14 Total Days)**	$3,200	M101	Leadership II Performance Assessment & Lesson Design. Includes: 10 online modules, 3 onsite practicums (seminars), 2 virtual professional development sessions **(Materials Cost)**	$300
PD102	Common Core Leader Academy. Includes: 10 online modules, 1 onsite practicum (seminar), 2 virtual profession development sessions **(13 Total Days)**	$2,000	M102	Common Core Leader Academy. Includes: 10 online modules, 1 onsite practicum (seminar), 2 virtual profession development sessions (Materials Cost)	$200
PD103	Instructional Leadership (Coaching-Mentoring Program). Includes: 5 online modules, 10 personalize virtual coaching session **(15 Total Days)**	$3,200	M103	Instructional Leadership (Coaching-Mentoring Program). Includes: 5 online modules, 10 personalize virtual coaching session **(Materials Cost)**	$125

C2 Collaborative, Inc.
Supporting Today's Educators, Shaping Tomorrow's Leaders

ONSITE/ONLINE PROFESSIONAL DEVELOPMENT		
		Per Day
PD100	Performance Tasks and Model Lessons (2 Days)	$6,800
PD101	Assessment Writing (1 Day Onsite)	$3,600
PD102	Coaching Onsite Day	$3,600
PD103	It's All About Rigor (1 Day)	$2,800
PD100	It's All About Rigor (2 Day workshop)	$5,600
PD100	How to Map Your CCSS & Instruction Targets	$3,500
PD100	Customized Professional Development	$3,400
PD100	Virtual Professional Development (60 minutes)	$500
PD100	Assessment Writing Workshop (Includes Materials)	$3,600

MATERIALS		
	Performance Task (ELA & Math)	Per Group
M404	Elementary (3 - 6)	$600
M405	Middle School (5 - 8)	$600
M406	High School (9 - 12)	$600

MATERIALS		
	Common Core Deconstructed Standards for Classroom Impact - Mathematics and ELA Standards	Per Building
M401	Elementary (K - 8)	$1,320
M402	Middle School (5 - 8)	$1,320
M403	High School (7 - 12)	$1,320

MATERIALS		
	Support Materials	Per Person
M409	College and Career Lesson Planners Math, ELA, or combo Math/ELA	$25.00 ELA or Math $35.00 Combo
M407	Cognitive Demand Package: (a) A Guide toUsing Webb's Depth of Knowledge. Includes CD. (b) Bloom's Critical Thinking Cue Questions.	$24.50
M408	Benchmarks & Goals for Implementing Common Core Standards	$5.50

C2 Collaborative provides districts and schools with a variety of options for transiting to the Common Core. The pricing above indicates the various services and products offered. The key idea is that these should not be seen simply as a menu but as a comprehensive plan to build understanding, develop content and process knowledge, and learn effective strategies for transitioning to the CCSS. The goal would be to develop a plan that meets the needs of the school or district and then build the professional development around that plan to successfully implement the CCSS.

Catapult Learning

VENDOR #   1000005143

CONTRACT #   4400003339

CONTACT   Heather Hutchinson

(310) 897-0553

For nearly 40 years, Catapult Learning has been dedicated to improving academic achievement for students from Pre-K to grade 12. Our customized and flexible professional development offerings support LAUSD's Common Core adoption plans, preparing Los Angeles students to maintain a competitive edge in the global economy.

Build Custom Professional Development Days
Common Core Workshops, Institutes, & Webinars, Grades K–12

Comprehensive, interactive professional development workshops develop Common Core knowledge and skills in teaching reading, math, and writing for teachers in K-12 classrooms and across content areas. **Common Core workshops** can be combined into institute days shared by multiple schools, and they are also available in an online webinar format, either live or on-demand. Example workshop topics include: Common Core planning, Common Core instruction, close reading, developing academic vocabulary, argumentative writing, implementing math practice standards, and inside the math instructional shifts.

Navigate Common Core Challenges and Reframe Instructional Practices
ELA & Math: Discover The Core, Grades K–8 and CoreConnects, Grades K–12.
Science & Social Studies: Disciplinary Literacy, Grades 6–12

Guide the transition to the CCSS with a blend of capacity-building seminars, job-embedded coaching, and ready-to-use exemplar curriculum tools that develop college- and career-readiness in all students.

- **Discover the Core** engages elementary ELA and math teachers and instructional leaders with the CCSS and guides them to integrate new tools, including formative assessment, into the classroom.
- **Disciplinary Literacy** supports middle and high school content-area teachers as they incorporate and make explicit connections to literacy skills in the subjects that they teach.
- **CoreConnects** builds teacher capacity to develop a deep understanding of how math and language arts concepts exist and function in the real world.

Create a Widespread Culture of Literacy
Literacy First, Grades Pre-K–12th

A teaching, learning, and leading framework, **Literacy First** creates a culture of literacy that builds leader and instructor capacity, drives academic achievement, and creates sustainability. Literacy First's customized, nationally-proven, research-based approach includes onsite walk-throughs, professional development, training materials, resource books, job-embedded coaching, and expert support. A consistent and effective design for each grade level, K–12, inclusive of RtI Tier I, II, and III instruction, means students receive whole-group and differentiated instruction at need level, not grade level.

Maximize the Value of Formative Assessment and Effectively Facilitate Change
Focus on Achievement, Grades K–12

Through a thoughtful combination of assessment analysis and professional support, **Focus on Achievement** helps teachers and school leaders recognize their specific challenges and systematically make improvements. This focused approach to school improvement drives student achievement by connecting assessment data to instructional change that actually improves student outcomes. Focus on Achievement includes in-support days, focused professional development, teacher resources, and 10 months of eValuate, Catapult Learning's next-generation reading and math assessment system.

Develop Effective Coaches and Transform School Culture
Coaching Connections, Grades K–12

Bring teams together and develop teacher skills with the help of Catapult Learning's experienced coaching consultants, who work with your school or district to effectively train and monitor coaches for success. **Coaching Connections** includes custom professional development for coaches based on core coaching competencies and key instructional topics, job-embedded support throughout the school year, and on-going support to both district and building leaders.

Get started today!
Contact Whitnee Verdi at **(805)550-4813** or **whitnee.verdi@catapultlearning.com**

Catapult Learning

Title	Participants	Support Days	Additional Included Resources	Price
Common Core Workshops and Institutes				
Common Core Workshops (six hours)	Up to 40 participants	1 on-site	□ Participant materials (printed)	$3,495
Common Core Institutes	Customizable	1-4 on-site	□ Customizable, based on topics	Dependent on participants/days
Common Core Webinars (60 minutes)	Up to 100 participants	N/A	□ Participant materials (PDF)	$999
Follow-Up Coaching	Up to 6 participants	1 on-site	TBD	$2,250 per day
Common Core Professional Development Programs				
Discover the Core (K-8, ELA and Math)	Up to 40 participants	5 on-site	□ Teacher Resource Guide □ Web portal access	$14,995
Disciplinary Literacy (6-12, Science and Social Studies)	Up to 40 participants	5 on-site	□ Teacher Resource Guide □ Web portal access	$14,995
CoreConnects ELA (K-2, 3-5, 6-8, 9-12)	Up to 40 participants	5 on-site	□ Teacher Resource Guide □ Web portal access	$14,995
CoreConnects Math (K-2, 3-5, 6-8, 9-12)	Up to 40 participants	5 on-site	□ Teacher Resource Guide □ Web portal access	$14,995
Literacy First Framework				
Primary (K-2)	Up to 20 participants*	13 on-site	□ Video Series □ Product Set (PA, Comprehension, Phonics Assessment) □ Materials for up to 20 participants □ Phone/Email Consultation	$58,950
Intermediate (3-5)	Up to 20 participants*	13 on-site	□ Video Series □ Product Set (Comprehension, Phonics Assessment) □ Materials for up to 20 participants □ Phone/Email Consultation	$57,200
Middle Grades Content Area (6-8)	Up to 20 participants*	13 on-site	□ Video Series □ Materials for up to 20 participants □ Phone/Email Consultation	$51,770
High School Content Area (6-12)	Up to 20 participants*	13 on-site	□ Video Series □ Materials for up to 20 participants □ Phone/Email Consultation	$51,770
Leadership Program	Up to 50 participants (can be shared among schools)	2 on-site	□ Participant materials	$14,100
Literacy First Follow-up Coaching	Up to 6 participants	1 on-site	TBD	$2,500 per day
Additional teachers can participate (up to 40 total), subject to extra charge for materials: $480 (Primary/Inter.); $270 (Content Area)				
Focus on Achievement				
10-month program	Whole School	22 to 62 days	□ eValuate assessment portal □ 10 eValuate ELA assessments □ 10 eValuate math assessments	Dependent on student/teacher counts
8-month program	Whole School	18 to 50 days	□ eValuate assessment portal □ 8 eValuate ELA assessments □ 8 eValuate math assessments	Dependent on student/teacher counts
4-month program	Whole School	10 to 26 days	□ eValuate assessment portal □ 4 eValuate ELA assessments □ 4 eValuate math assessments	Dependent on student/teacher counts
Achievement Follow-up Coaching	Up to 6 participants	1 on-site	TBD	$2,500
Coaching Connections				
Coaching Connections	Up to 30 participants (can be shared among schools)	6	□ Participant notebook	$24,475
Coaching Connections Follow-up Coaching	Up to 6 participants	1	TBD	$2,500 per day

Catapult Learning can customize our professional development programs to meet the needs of LAUSD schools. Prices quotes above represent our maximum prices for the proposed services. Discounts may be available based on volume of service or scheduling.

Curriculum Improvement Institute

VENDOR #	1000008108
CONTRACT #	4400003350
CONTACT	Kevin Baird
	(608) 516-6919
	Rachel Martinez
	(520) 743-7955 / (520) 631-2772

CURRICULUM IMPROVEMENT INSTITUTE / Center for College & Career Readiness

Training from the authors of the Smarter Balanced Assessment and the Common Core Standards

Contact: 1 (520) 743-7955   Rachel@EdCenter.Org   Vendor: 1000008108

The Curriculum Improvement Institute / Center for College & Career Readiness is a 501(c)3 non-profit training and research organization offering professional development **from the authors of the SBAC, the authors of the Common Core Standards, the authors of the National Pathway for Common Core Implementation** and other national experts.
http://www.collegecareer.org/faculty.php

We work with America's largest districts to systemically implement Common Core and College / Career Ready initiatives. **We can provide you with a library of released CCSS assessment items with specific training for use by teachers and leaders.**

OFFERINGS

Onsite Professional Development & Training
      Customized to your audience – to take participants to their next level
      We build a plan with you for consistent implementation of Common Core best practices

Leadership Training & Consultation
      Reinforce Principals to become College / Career Ready Instructional Leaders

Teacher Readiness Surveys & Classroom Fluency Process
      Informs the development of your school and classroom implantation plans

Certified Blended Learning Courses in Common Core Standards
      Close Reading / Vocabulary Investigation / Increasing Text Demand / Math Practices
      Algebra Readiness / Intervention & Common Core / Aligning Instruction to the New Assessments

Inquiry Rounds ™
      This Action Research approach puts the data-decision making process into the hands of local professionals: the classroom teachers and building principals, promoting classroom excellence!
      http://www.k-12steam.com/inquiry-rounds.html

Tools
      Access to more than 10,000 Common Core ELA lessons
      Access to more than 10 Million Math Problems
      Cognitive Demand prompts & tasks in multiple language
      Common Core Lesson Plan and Curriculum Design Templates
            – With measurable evidence of impact on learning
      Access to every released assessment item in the United States, organized
            By DOK level, by item type, and by subject area

PRICING (3 pages)

Cost depends upon faculty assigned:

Dr. Karin Hess, SBAC Architect
Kevin Baird, Chairman, Author, National Pathway
Dr. Michael L. Kamil, Author, CCSS ELA
Dr. Malbert Smith III, Creator, Lexiles
Dr. Douglas Fisher, Close Reading Author
Dr. Page Dettman, Creator, TechActive Classrooms
Rachel Eryn Mitchell, National Supervising Faculty
Others as assigned

Professional Development Menu	Faculty Level	Adjunct Faculty	Senior Faculty	National Supervising Faculty	Common Core, SBAC Author, Featured Keynote
Day of Customized Onsite Professional Development: 8:30 am to 3:30 pm. Day can be split into two 3-hour blocks or into three 2-hour blocks. (Cost per Day)		$2,500 / Day	$3,000 / Day	$4,000 / Day	$5,000 / Day
Mainstage Keynote: Audience of 100 or more (Cost per Attendee)				$75 / attendee	$75 / attendee
Customized Institute Day. Attendees register to participate. Custom content. Minimum 50 attendees. (Cost per Registrant)				$75 / attendee	$75 / attendee
Consulting to Create Materials, Resources, Assessments & Other Custom Content (Per Day Cost)		$2,500 / Day	$3,000 / Day	$4,000 / Day	$5,000 / Day
Inquiry Rounds (Per Day Cost)			$3,000 / Day	$4,000 / Day	$5,000 / Day
Phone-based Consultation (Per Hour Cost)		$75 / Hr	$100 / Hr	$150 / Hr	$200 / Hr

Any Professional Development Service may be customized for audiences by grade level, content area, or job title.

For instance, a day of onsite professional development could be customized for ELL teachers serving grades K to 5; or customized for Middle School Principals; or customized for High School Math Coordinators, etc.

Prices are inclusive of time and materials but do not include travel reimbursement.

Professional Services Menu

	Service Cost
Custom Key Concept Alignment of Curriculum for Text Pairing and Searching	$1500 per Grade / Content Area
Live Web-Presentation: One hour interactive customized webinar (Per Hour Cost)	$500 / Webinar
Classroom Fluency Process: Includes Monthly Intro Video, 45 minutes direct instruction video session, guided questions and assigned readings, and monthly survey. (Per Teacher / Per Month Cost)	$75 Per Teacher / Mo
Custom Graduate-level Certified Course: Your educators earn graduate level CEUs through blended learning. You select the topic and we build the course for you. (Tuition per Student for a One CEU course)	$10,000 per 1 CEU Course
Graduate-level CEU Registration (Per CEU cost)	$50 per CEU

Our pricing model allows for effective services delivered to small groups (fixed per-diem costs, services may be divided across multiple small groups in one day) and allows effective services to large groups ($75 per participant for keynote – type groups of 100 or more, or for Institute-style sessions where interested attendees register from many schools).

We allow for onsite (in-person), online and blended learning. We can also create an entire graduate level, certified course for LAUSD which is then owned by the district.

As our pricing does not include travel, services over consecutive days – even when purchased by different schools – are delivered at a cost savings.

Lastly, we allow LAUSD to select the consultant and consulting level needed. Sometimes it is important to have a skilled and powerful keynote speaker, or a national expert, at a higher cost. At other times, Senior Faculty who are skilled working with smaller groups or providing content area consultation are the best fit, at a lower cost.

We offer a variety of formats, resources, and pricing models to fit the diverse needs of a large district like LAUSD.

Resources Menu	Resource Cost
Differentiated ELA Non-Fiction Resource & Lesson Plan Access (One year, Per Teacher)	$500 / Teacher Annual Access
Differentiated Math Resources: More than 2,000 Math Skills (One year, Per Teacher)	$500 / Teacher Annual Access
Depth of Knowledge Question Stems in Spanish, Haitan Creole, Portguese, and English	$50 / Teacher
Depth of Knoweldge Exemplars for Every CCSS ELA Standard	$100 / Teacher
Set of Released Assessment Items with Study Guides by Grade	$100 / Teacher
Classroom Observation Rubrics for CCSS, by Grade Level	$1,500 / Building
Inquiry-based Instruction Planning Templates, Customized for District	$1,500 / Building

Developmental Studies Center

VENDOR #   1000005959

CONTRACT #   4400003352

CONTACT   Gilbert G. Garcia, PhD

                (213) 804-1316

                 Maria A. Garcia

                (626) 965-0425

                 Susie Garcia

                 (909) 595-6515

COMMON CORE COURSE, K-6, English Language Arts

Description: The Common Core Course helps teachers connect learning about the Common Core State Standards directly to classroom instruction, prompting strategic and practical thinking about the instructional shifts they need to make. In six 90- or twelve 45-minute sessions, teams of teachers share, critique, and analyze lessons and teaching techniques that can help them achieve the goals of the Common Core State Standards. In between sessions, teachers engage in "Reflective-Practice Activities" to apply their learning from the course to classroom instruction.

Professional Development Offered: The 2-Day Facilitator's Institute with course materials prepares facilitators to lead the Common Core Course with teachers. Participants, typically school- or ESC-based instructional leaders, coaches, or teacher leaders, will learn to take teachers through a series of facilitator-led sessions to gain a deeper understanding of the Common Core State Standards for ELA and the shifts in instruction that are required to meet these rigorous demands of students. Throughout the institute, participants work in a variety of collaborative structures as they experience the course content and sessions, get to know the course materials, gain experiences and knowledge around best practices and facilitation techniques, and plan for the course implementation with guidance and support from the DSC consultant(s). *See pricing sheet for more information.*

LEARNING LESSON STUDY COURSE, K-12, All Content Areas

Description: Lesson Study is a form of long-term professional development in which teams of teachers collaboratively plan, teach, observe, and analyze lessons as a way to determine how students learn best. The *Learning Lesson Study Course* is a facilitator-led learning experience that prepares teams of teachers to implement effective lesson study cycles at their school. Over the course of six lesson study cycles, teacher teams develop the skills, knowledge, and dispositions they need to continue to apply lesson study regularly on their own.

Professional Development Offered:
The Lesson Study Course is designed for K-12 teachers of any subject area, so it could be implemented with both Math and ELA teachers. Participants being trained as facilitators would be those selected by the school or ESC to facilitate the teams of teachers through the lesson study cycles. Facilitators are typically teacher leaders or instructional coaches. Facilitators participate in the Learning Lesson Study Leader's Institute (2 days) and the Facilitating Lesson Study Cycles (3 days). Additional 3-day cycles and consultant support are scheduled as needed. *See pricing sheet for more information.*

PRICING INFORMATION

COMMON CORE COURSE

Facilitator's Institute (2 days):
- Groups of 5-25 participants: $5,000
- Groups of 26-50 participants: $10,000

Please Note: Pricing includes all travel expenses for the trainers.

Participants: The Common Core Course is designed for implementation with K-6 ELA teachers. Participants in the *Facilitator's Institute* are those who will lead the facilitation of the Common Core Course (typically coaches or teacher leaders either school or ESC-based).

Note: A school may team up with other nearby schools so that cost is shared across schools and more facilitators can be trained.

Course Materials: Materials used in the course consist of resources for both facilitators and teacher participants. *All materials except the two trade books and one professional book noted below are available online at no charge.*

Facilitator's Materials: Participants in the Facilitator's Institute will need the Facilitator's Materials, which include:

- Common Core Course Facilitator's Guide

- Presentation Materials (course videos, slide presentations, and blackline masters)

- Facilitator's copy of Participant's Guide

- Trade books that accompany the Guide that are used in the course (*Chrysanthemum* and *Train to Somewhere*) currently available for $14.98 from DSC or through Amazon or other vendors.

- *The Lesson Planning Handbook* by Peter Brunn (optional): $19 from DSC or available through Amazon or other vendors.

Teacher Materials: Once facilitators attend the 2-Day Institute, they are prepared to implement the course with teachers. The teacher materials are available online at no charge and include resources such as: sample instructional lessons and units, blackline masters, planning and reflection tools, professional readings, and K-6 ELA Standards.

Please contact your local representative to schedule a consultation and connect you with a consultant who can help prepare an implementation plan that suits your needs.

PRICING INFORMATION

LESSON STUDY COURSE

Lesson Study Leader's Institute (2 days)
- Groups of 5-25 participants: $5,000, plus $500 per person for facilitator materials
- Groups of 26-50 participants: $10,000, plus $500 per person for facilitator materials

Please note:
- Pricing includes all travel expenses for the trainers.
- A school may team up with other nearby schools so that cost is shared across schools and more facilitators can be trained.

Participants: The Lesson Study Course is designed for K-12 teachers of any subject area. Participants being trained as facilitators are selected by the school or ESC to facilitate the teams of teachers through the lesson study cycles. Facilitators are typically teacher leaders or instructional coaches.

Content: During this initial facilitator's training, participants will engage in an interactive, collaborative process to gain experience with DSC's Learning Lesson Study Course Facilitator's Package that contains tools and resources; reflect on the challenges of doing lesson study in schools; explore the model for conducting lesson study; plan for the integration of lesson study with professional learning community development; and plan for implementing lesson study with teams of teachers.

Lesson Study Ongoing Support/Facilitated Cycles (3-day follow-up sessions; 2-3 proposed)
- Groups of 5-25 participants: $10,000 flat rate/three-day session
- Groups of 26-50 participants: $20,000 flat rate/three-day session

Content: Over the course of the three days, facilitator participants will observe a cycle of lesson study, co-facilitate parts or all of the cycle, refine the role of teacher-as-researcher, sharpen their skills to work with probing teacher thinking and handling resistance, and receive follow-up PD in conjunction with the cycle. The teacher teams participating in the cycle as the teacher researchers will experience each phase of the cycle. They will collaboratively plan, teach, observe, collect and analyze data, and reflect on the research lesson.

Optional additional facilitator support days

- Up to 40 or 50 participants depending on format of support: $2600/day

Content: Additional support days can be customized to further support facilitators through modeling or coaching to develop their capacity to lead lessons and sustain lesson study.

Course Materials

Facilitator's Materials: $500 per person.
Each facilitator will need a Facilitator's Package, which includes all materials needed to facilitate lesson study with the teacher research teams, including: Facilitator's Manual, Facilitator's Annotated Research Lessons, Trade books, Data collection instruments, Facilitator's Reproducible Materials CD-ROM, The DSC Way DVD-ROM, QuickStart Guide for Facilitators, and Lesson Study Overview CD-ROM.

Teacher Materials: $50 per teacher. (Groups of 3 to 6 teachers participate in research teams per facilitator.)
Teachers participating on lesson study research teams at their school sites will need the Lesson Study Teacher Materials, which include: Teacher's Coursebook, Research lessons, professional readings, data collection instruments, lesson study protocols, QuickStart guide for teachers, Teacher's Reproducible Materials CD-ROM, and a pocket folder for materials.

ADDITIONAL SUPPORT OPTIONS

Virtual Sessions

Live webinars or Skype sessions (approximately 1-1.5 hours per session)
- 1-hour Session: $150
- Package of 5 hours (3-5 sessions, customized to your needs and schedule): $700

On-site Coaching or Professional Development (Follow up)

- $2600/day

Please contact your local representative to schedule a consultation and connect you with a consultant who can help prepare an implementation plan that suits your needs.

Generation Ready

VENDOR #   1000009146

CONTRACT #   4400003353

CONTACT   Dr. Erick Witherspoon

(909) 660-9274

Common Core State Standards ELA and Math Professional Development

Supporting schools and educators achieve the rigor and instructional shifts required by the CCSS

Generation Ready has partnered with educators around the country in math and literacy instruction for over 20 years. Since 2010, *Generation Ready* has supported hundreds of schools and thousands of educators in the work of achieving the instructional shifts and increased rigor required by the Common Core State Standards. Through providing deep, sustained, job-embedded professional learning, our consultants work side-by-side with you to change practice and improve outcomes for kids.

Generation Ready's services build upon, rather than replace the programs and practices already in your schools. Our engagements are:

- *Collaborative -* We work with teachers and leaders to guide professional conversations about individual needs and support wider professional development planning. Using a wide range of data, including formal accountability systems and informal observation and content tools, there is always transparency in every aspect of our engagements.

- *Customized -* No two engagements are ever the same. Our differentiated professional development builds on teachers' and leaders' expertise, previous experiences and learning styles, regardless of a school's chosen curricula, assessments or observation tools.

- *Experienced -* All of our education consultants have at least 10 years of classroom teaching experience and proven success as instructional leaders in the content area in which they consult.

- *Evidence-based -* Our professional development is always based on instructional and school wide approaches that are empirically proven to work in classrooms across the nation, including urban schools in New York City, Baltimore, Atlanta and Sacramento to name a few.

Our approach draws on a set of **research-based, foundational mathematics and ELA practices aligned with the developmental needs of students, aligned to the rigorous demands of the CCSS**. Our dynamic process adapts to your needs, using outcomes to guide further actions as progress is made.

Instructional Leadership and the Common Core

Our professional development also provides support for leadership in leading their schools through understanding and implementing the CCSS. Developed in partnership with Dr. Richard Elmore, Professor of Educational Leadership at Harvard Graduate School of Education, we provide leaders with an intensive exploration of the practice of leadership, helping you and your team develop a plan to ensure the conditions that drive and sustain improved instructional practice.

A CUSTOMIZED APPROACH TO CCSS PROFESSIONAL LEARNING

After understanding your needs, we create a customized professional development plan that incorporates workshops, job-embedded professional learning and webinars to:

- Clarify beliefs and understanding about the standards, their alignment to the curriculum, task development and design and the instructional pedagogy used in delivery

- Identify key components of the CCSS focusing on instructional shifts, higher order thinking and challenges and strategies to increase student achievement

- Identify best practices in CCSS mathematics and ELA instruction

- Develop an instructional process using strategies that maximize learning time for all students

To learn more about Generation Ready's services, please contact:

Dr. Erick Witherspoon
Director of Professional Development
at 909.660.9274 or email:
erick.witherspoon@generationready.com

Professional Development for Effective Instruction in CCSS Mathematics and ELA					
Target Audience	**Type**	**Title**	**Days**	**No. of participants**	**Cost**
Elementary School Teachers (ES) Middle School Teachers (MS) High School Teachers (HS)	Workshop	Introducing the CCSS in ELA (ES, MS, HS)	1	10-35	$3,000
		Introducing the CCSS in Mathematics (ES, MS, HS)	1	10-35	$3,000
		Texts, Tasks, Teaching and the ELA Common Core (ES, MS, HS)	1-3	10-35	$3,000 - $9,000
		A Closer Look at the Instructional Shifts: ELA CCSS (ES, MS, HS)	3	10-35	$9,000
		A Closer Look at the Instructional Shifts: Mathematics CCSS (ES, MS, HS)	3	10-35	$9,000
		Disciplinary Literacy: Literacy in the Content Areas (MS, HS)	3	10-35	$9,000
		ELA CCSS (ES, MS, HS)	5	10-35	$15,000
		Math CCSS (ES, MS, HS)	5	10-35	$15,000
	Job-embedded professional development	Job-embedded professional development (ES, MS, HS)	Customized engagements	Varies by engagement	$2,500 per day
	Webinar	Webinar (ES, MS, HS)	2 hour session	10-50	$900
School Leadership Teams	Workshop	Leading Learning: Instructional Leadership for the Common Core	2	10-35	$6,000

Growing Educators

VENDOR #   1000000191

CONTRACT #   4400003354

CONTACT   Jonathan Martin

(310) 844-7730

We are a professional development organization that differentiates staff development based on school-wide goals and educator needs.
We use research-based methods and coaching techniques in the implementation of a balanced literacy approach to instruction.

On-Site Snapshot Day	$1000/ (1) Half-Day	❏ On-site assessment of school needs and goals ❏ Administrative Leadership team walk-through ❏ (2) Demonstration LABS (1 primary grade, 1 upper grade) ❏ Co-author a plan of professional study
Leadership Days	$1200/ Membership typically (6) half-day sessions	Support principals, coaches, lead teachers with: ❏ planning curriculum ❏ growing content (genre study, methods, structures) ❏ coaching techniques ❏ sustaining school-wide culture of professional study ❏ creating coaching tools ❏ considering accountability protocols
Conference/ Network Days*	$150/educator (15 participant minimum) 8:30AM - 2:30PM *Discounts available for group sign-ups of 25 or more participants	These days may include but are not limited to the following topics: ❏ an overview of curriculum design & planning of any text type your cohort is studying (ex: Narrative, Informational, etc.) ❏ a closer study of a particular aspect of balanced literacy or workshop teaching ❏ an experience of current methodology ❏ an examination of a subset of students such as language learners, proficient or students with specific learning needs ❏ often incorporates a demonstration (working with students) as part of this day
Early- Release PD Sessions	$850/staff developer 2 hour session	Sessions often include: ❏ first-hand experience ❏ demonstration with students ❏ planning ❏ a closer look at (curriculum, planning, methods, genre study, skills & strategies)
Saturday PD	$1200/staff 8:30AM - 11:30AM	❏ A Closer Study of a Particular Aspect of Balanced Literacy or Workshop Teaching ❏ Planning Curriculum ❏ Growing Content (genre study, methods, structures) ❏ Includes materials for up to 25 participants
On-Site Days	$1850	❏ Classroom LAB Demonstrations — three 90 minute rotations with each grouping of teachers ❏ Study Sessions — analysis of student work, debrief of LAB experience, planning ❏ 1:1 coaching — support for individual needs of teachers ❏ Planning — a day of planning with a grade-level or span of teachers, coaches or lead teachers
Institutes* *Salary Point Credit Available	Summer $625 Winter $175 8:30AM - 2:30PM	❏ Keynote Speakers ❏ Strategic curriculum planning aligned with current set of standards ❏ First-hand experience as readers & writers ❏ A study of teaching methods which are explicit, efficient and differentiated to meet the needs of all students
Parent Workshops	$750/Presenter up to 3 hour session Available in Spanish	Designed to build home school connections by supporting engaging, authentic skills & strategies that can be practiced at home. Topics may include: ❏ the power of storytelling ❏ the importance of play & creativity ❏ reading aloud to our children ❏ "Just Right" reading ❏ exploration of numbers

For more information contact us at: www.growingeducators.com   **Email**: info@growingeducators.com   **Phone**: 310.844.7730

Houghton Mifflin Harcourt

VENDOR #	1000005281
CONTRACT #	4400003355
CONTACT	Amelia Petties
	(619) 200-2687
	Danna Young
	(310) 491-8699

Houghton Mifflin Harcourt – HMH Education Services Professional Development Offerings
For complete course descriptions please visit our website: www.leadandlearn.com

COURSE	DESCRIPTION
ELA and Literacy Common Core State Standards Overview	This one-day seminar focuses on reading and writing strategies for all teachers. When you attend this session, you will develop an action plan for implementing each strategy in your classroom using your own content
Getting to the Core of the CCSS for ELA: Rigor, Range and Relationships	This seminar digs deeper into the ELA Common Core, focuses on growth mindset, and examines the need for metacognitive learners. You will analyze key components of the four strands and the implications for teaching and assessment.
Mathematics Common Core State Standards Overview	This one-day Mathematics Common Core State Standards Overview seminar provides you with a solid overview, an understanding of the key design considerations, and the organizational structure of the CCSS documents.
Getting to the Core of the CCSS for Math: Rigor, Range and Relationships	The focus of this two-day advanced level seminar is on the rigor and expectations of the CCSS and how to prepare for success. You will analyze the Standards for Mathematical Practice and the implications for teaching and assessment.
"Unwrapping" the Standards	Educators learn how to narrow academic content standards to the "Priority Standards" by distinguishing the "essential" standards from those that are "supporting" standards at each grade level. The standards are then "unwrapped" to determine the critical concepts and skills contained within them
Prioritizing the Common Core	This seminar provides teachers and leaders a way to *focus and align* the standards into units of study to allow them to be deeply taught.
Effective Grading Practices	Learn how to make specific improvements in your grading practices that will cascade to every teacher and student. From fact gathering and the analysis of grading systems to appointing teacher leaders, you will identify the key elements of effective grading and develop a plan for implementation.
Common Formative Assessment	Learn the 10-step process for creating common formative assessments and develop a sample assessment with accompanying scoring guides by working with our assessment experts
Common Formative Assessment for English Learners	We provide a method for teachers to utilize the results of common formative assessments to help meet the unique needs of English language learners and maximize learning.
Authentic Performance Tasks	Authentic Performance Tasks require students to use skills, strategies, and knowledge learned while completing a real-world task. Students must explain, apply, or synthesize their knowledge to show true understanding through a multiple step process or project.
Data Teams 4 Learning	Data Teams 4 Learning is a collaborative model for implementing data-driven decision making at the instructional level and provides a structure for teachers to specifically identify areas of student need and collaboratively decide on the best instructional approach in response to those needs
Core Literacy	Core Literacy provides educators with the knowledge to determine the types of reading and writing that students need in the content areas to meet the Common Core requirements.
Writing to Learn	In our Writing to Learn Series, educators learn the essentials of the writing process and the specific tasks that boost academic achievement. They explore proven strategies for writing-to-learn and learning-to-write nonfiction, employ collaborative scoring, and learn the process for effectively assessing nonfiction writing
Understanding and Teaching Argumentative Writing	During this one-day, hands-on seminar you will learn and practice developing the basic components of written argumentation: claim, reasons, evidence, alternate or opposing claims, and conclusion.
Power Strategies for Effective Teaching	Power Strategies for Effective Teaching teaches you how to better select instructional strategies associated with high achievement. "Power strategies" are those that are highly likely to dramatically increase student learning
Engaging English Learners Through Content and Community	Engaging English Language Learners through Content and Community provides educators with highly effective instructional strategies and practical strategies to build teacher-student relationships
Balancing Mathematics Instruction For Success	When students are engaged in a "balance" of mathematics activities, they can succeed where it counts: in applying their math skills and reasoning ability to solve real-life problems requiring mathematical solutions
Digital Learning Transformation	A comprehensive suite of professional development and services that will dramatically increase student-centered, 1:1, and blended learning.

Los Angeles Unified School District
Professional Development for Common Core
Math and English Language Arts Instruction
Price

5 – 1

Houghton Mifflin Harcourt (HMH) and The Leadership and Learning Center (The Center) are experienced in tailoring services to meet local specifications and will work closely with the District to customize this training to meet the specific circumstances and challenges that Los Angeles Unified School District leaders and educators face today.

Please note the following assumptions related to our prices.

1. We have provided pricing for the key offerings in our project approach. The Center representatives will meet with LAUSD administrators and educators to determine the best approach for the District.

2. Pricing for an initial single on-site training day is $5,900.00 and each consecutive day after the initial day is billed at a rate of $4,950.00 per day. This price is based on one consultant per day.

3. The number of days provided in *Table 5–1. Pricing* are presented as a suggested timeframe. Modified one-day professional development sessions may be available upon request.

4. The Writing to Learn seminar is available in one-day, two-day, or three-day sessions. The pricing provided is for the one-day session.

5. There is an additional charge of $50.00 per participant for training materials. These materials are subject to California sales tax, which is not included in the price.

6. The total training price will vary depending on the needs of LAUSD and the professional development plan derived through discussions with The Center.

Los Angeles Unified School District
Professional Development for Common Core
Math and English Language Arts Instruction
Price

5 – 2

Table 5–1. Pricing

Course	Description	Category of Educator	# of Participants	# of Days	Amount	Material Cost
English Language Arts and Literacy Common Core State Standards Overview	*	Teachers, Principals, Administrative Staff	Maximum of 60	One Day	$5,900.00	$50.00
Getting to the Core of the Common Core State Standards for ELA: Rigor, Range, and Relationships	*	Teachers, Principals, Administrative Staff	Maximum of 60	Two Days	$10,850.00	$50.00
Mathematics Common Core State Standards Overview	*	Teachers, Principals, Administrative Staff	Maximum of 60	One Day	$5,900.00	$50.00
Getting to the Core of the Common Core State Standards for Mathematics: Rigor, Range, and Relationships	*	Teachers, Principals, Administrative Staff	Maximum of 60	Two Days	$10,850.00	$50.00
"Unwrapping" the Standards"	*	Teachers	Maximum of 60	One Day	$5,900.00	$50.00
Prioritizing the Common Core	*	Teachers	Maximum of 60	One Day	$5,900.00	$50.00
Effective Grading Practices	*	Teachers	Maximum of 60	One Day	$5,900.00	$50.00
Common Formative Assessment	*	Teachers	Maximum of 60	Two Days	$10,850.00	$50.00
Common Formative Assessment for English Language Learner	*	Teachers	Maximum of 60	Two Days	$10,850.00	$50.00
Authentic Performance Tasks	*	Teachers	Maximum of 60	Two Days	$10,850.00	$50.00
Data Teams 4 Learning	*	Teachers	Maximum of 60	Two Days	$10,850.00	$50.00
Core Literacy	*	Teachers	Maximum of 60	Two Days	$10,850.00	$50.00

The Leadership and Learning Center

Houghton Mifflin Harcourt

Los Angeles Unified School District
Professional Development for Common Core
Math and English Language Arts Instruction
Price

5 – 3

Table 5–1. Pricing

Course	Description	Category of Educator	# of Participants	# of Days	Amount	Material Cost
Writing to Learn	*	**Teachers**	**Maximum of 60**	**One Day**	**$5,900.00**	**$50.00**
Understanding and Teaching Argumentative Writing	*	**Teachers**	**Maximum of 60**	**One Day**	**$5,900.00**	**$50.00**
Power Strategies for Effective Teaching	*	**Teachers**	**Maximum of 60**	**One Day**	**$5,900.00**	**$50.00**
Engaging English Language Learners through Content and Community	*	**Teachers**	**Maximum of 60**	**One Day**	**$5,900.00**	**$50.00**
Balancing Mathematics Instruction for Success	*	**Teachers**	**Maximum of 60**	**Two Days**	**$10,850.00**	**$50.00**
Digital Learning Transformation	*	**Teachers**	**Maximum of 60**	**Two Days**	**$10,850.00**	**$50.00**

InnovateEd

VENDOR #	1000002674
CONTRACT #	4400003356
CONTACT	Lynn Hatton-Hodson

(949) 280-6490

InnovateEd
College. Career. Ready.

Outcome-Based PD

InnovateEd is a local company founded on the vision of building systems leadership and rigorous and engaging instructional design and student support. Our expertise lies within building the capacity of administrators, teachers and counselors through a collaborative lesson design and modeling process coupled with integrated student support. Our focus is always on the outcome of enhancing learning environments to ensure students are prepared for postsecondary and career.

OUR COMMON CORE SERVICES

INSTRUCTION AND LEARNING

How
InnovateEd engages teachers in a lesson study model that provides instructional design support and classroom learning rounds to inform and guide improvement of instructional practices and common core implementation.

What
The process focuses on visible evidence of learning:

- **Close Reading of Complex, Grade-Level Text**
- **Evidence-based Arguments**
- **Communicating with Academic Language**
- **Structured, Collaborative Conversations**

Who
Teachers, Instructional Coaches, Administrators

SYSTEMS LEADERSHIP

How
It is essential that all administrators become Leaders-of-Learning. InnovateEd works with site administrators and leadership teams via a coaching model that focuses on long-term strategic outcomes while reinforcing high leverage actions and providing formative feedback that accelerates effective practices.

What
The process focuses on closing student achievement gaps by:

- **Developing Highly Effective Common Core Instruction and Productive Learning Environments**
- **Integrating Multi-tiered Systems of Support that Accelerates the Performance of All Students**

Who
District Administrators, School Administrators, School Leadership Teams

INTEGRATED STUDENT SUPPORT

How
Through a collaborative process, InnovateEd guides site support teams to develop, implement, monitor and support personalized pathways for each student to bridge middle through high school and create a roadmap for college aspirations and career goals.

What
The process focuses on:

- **Identifying Student Achievement Gaps**
- **Defining Student Performance Outcomes, Success Indicators and Intervention Triggers**
- **Developing, Implementing and Monitoring Site-based Student Support Plans**

Who
Counselors, Teachers and Administrators

Our Cost

Our services are based on daily rate of $3,000/day. We believe that an effective school partnership requires a three-year support plan to build capacity and develop a culture of continuous improvement. To this end, we offer a multi-year discount.

For more information please contact Lynn Hatton Hodson at lynnh@innovateed.com or 949-280-6490.

Insight Education Group

VENDOR #   1000001518

CONTRACT #   4400003357

CONTACT   Jill Nyhus

(800) 935-7022 x4

LEARNING, PLANNING & SHARING

PROMOTING RIGOROUS INSTRUCTION

CCSS Planning Summits
[*3 days, in-person*]

Designed to support teachers in fully internalizing and actualizing the CCSS while also driving robust data cycles, these specialized sessions focus on creating standards-based scope and sequence maps and benchmark assessments.

Strategic Design for the Common Core
[*3 days, in-person*]

Participants will map the CCSS instructional shifts to their own practices, and walk away with strategically designed lesson plans based on highly effective instructional practices, performance-based assessment, and differentiated instruction.

Analyze the Standards → Create Assessments → Design Units and Lessons

myCore™: Lesson planning & sharing platform
[*Subscription*]

myCore™ is Insight's award-winning online platform for teachers and administrators to plan and share CCSS-aligned lessons.

- Continuous support in creating and customizing rigorous units and lessons
- A rich library of hundreds of expert-developed units and lessons aligned to the CCSS
- Integrated coaching and responsive feedback from instructional leaders

The Five Core Practices
[*5 sessions, in-person*]

The Core Practices help teachers confidently and effectively lead instruction aligned to the Common Core. As stand-alone workshops or part of an ongoing series, the sessions can also be accompanied by Insight's job-embedded coaching.

Shifting Instruction with the Five Core Practices
[*Online course, 50 hours*]

This is interactive online course that empowers educators to meet the challenges presented by new standards and put every student on the path to mastery.

Course features include video of the Core Practices in action and customizable resources for direct application to instruction.

With the option to include Insight's expert coaching, the course is a practical, effective way to get teachers the support they need.

Core Practice 1: Know the Discipline Well

Core Practice 2: Prioritize Evidence Over Opinion

Core Practice 3: Grow and Improve Students' Knowledge Base

Core Practice 4: Assess Progress Towards Mastery

Core Practice 5: Promote Intellectual Risk Taking and Persistence

ADVANCE Suite: Video-based feedback & e-learning
[*Subscription*]

ADVANCEfeedback™ uses the power of video to fuel educator growth through great feedback. With your coaches or our content area experts, the platform helps provide teachers with the meaningful and actionable feedback that reinforces effective instruction.

ADVANCElearn™ is Insight's powerful e-learning platform that supports professional growth through data-driven, self-guided learning and provides school leaders with the ability to track usage and provide personalized feedback to teachers.

OFFERING	PRICE	DESCRIPTION
Strategic Design for the Common Core **The Five Core Practices** **Common Core Planning Summit**	$3,100/day + $81/participant	• Per consultant / Per 50 participants
Shifting Instruction with the Five Core Practices	$279/participant	
myCore™	$125/user for subscription $3,000/school for account setup $3,100/day for on-site user training	Annual User Account Subscription • Platform access July 1-June 30 • Client-designated admin/support contact • Tech support Account Setup • Create user accounts • Load and link specified standards On-Site User Training • Up to 45 participants

ADVANCE*feedback*™	$90/user for subscription
	$3,000/school for account setup
	$2,500/day for virtual coaching
		Annual User Account Subscription
		• Platform access July 1-June 30
		• Client-designated admin/support contact
		• Tech support
		Account Setup
		• Admin user setup
		• Framework loading
		• Up to 3 virtual training sessions:
		  o Configuration
		  o Observation workflow
		  o Videos for feedback
		Virtual Content Coaching
		• 4 observations (up to 60 minutes) and feedback sessions/day

ADVANCE*learn*™	$85/user for subscription
	$3,000/school for account setup
	$20,000 – First module (custom development)
	$18,000 – Additional modules (custom development)
		Annual Account Subscription
		• Platform access July 1-June 30
		• Client-designated admin/support contact
		• Tech support
		Account setup
		• Admin user setup
		• Framework loading
		• Up to 3 virtual training sessions:
		  o Managing content
		  o Participant tracking
		  o Completing and tracking content
		Custom Module Development
		• One-hour interactive modules
		• Excludes any video costs (sourcing, license fees, etc.)
		• Premium Add-ons

OFFERING	PRICE	DESCRIPTION
Strategic Design for the Common Core **The Five Core Practices** **Common Core Planning Summit**	$3,100/day + $81/participant	• Per consultant / Per 50 participants
Shifting Instruction with the Five Core Practices	$279/participant	
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		  o Observation workflow
		  o Videos for feedback
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		Annual Account Subscription
		• Platform access July 1-June 30
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		• Tech support
		Account setup
		• Admin user setup
		• Framework loading
		• Up to 3 virtual training sessions:
		  o Managing content
		  o Participant tracking
		  o Completing and tracking content
		Custom Module Development
		• One-hour interactive modules
		• Excludes any video costs (sourcing, license fees, etc.)
		• Premium Add-ons

Knowledge Delivery Systems

VENDOR #	1000009510
CONTRACT #	4400003358
CONTACT	Shreya Amin

(626) 395-6420

The Common Core Demands a Transformational Shift in the Way We Teach

Knowledge Delivery Systems (KDS) and Action Learning Systems (ALS) are pleased to present professional development courses and services for Common Core Math and English Language Arts Instruction. We provide a school-based PD model that meets the needs of school principals, who are tasked with providing teachers all of the tools, resources, supports and data they need to ensure that all of their students meet and exceed the CCSS standards.

A partnership that delivers unmatched professional development experience, resources and results

Our two companies have more than 35 years' combined experience in designing, delivering and evaluating high quality professional development in partnership with the nation's largest, most diverse urban school districts. We partner with leading universities, research organizations and content experts to design, develop and deliver comprehensive professional learning programs to ensure that teachers, coaches and school leaders have the knowledge and skills to prepare all students to meet the challenge of the Common Core State Standards.

Meeting LAUSD's CCSS professional development needs

Together, we will provide LAUSD educators and schools with:

- **Common Core State Standards-aligned professional development** that is customized to meet the needs of K-12 teachers in all subject areas, instructional coaches, principals and school-level administrators
- A wide range of PD delivery methods, including **video-based online courses**, **in-person workshops**, school-based and **virtual coaching for teachers and instructional leaders**, and expert-led institutes
- A **web-based tool (Synced Solution)** that provides a comprehensive approach to CCSS-aligned curriculum, instruction and assessment
- A **state-of-the-art web-based platform (KDS Professional Learning Platform)** that provides school and district-wide collaboration, personalized adult learning and CCSS-aligned professional resources
- A **research-based, blended professional development program model** that combines online learning with individualized online coaching, in-person coaching and ongoing support for teachers and school leaders through virtual and in-person collaboration
- Tools and methodologies for tracking and reporting on every educator's professional development activities, learning and implementation of CSSS-aligned practices
- Processes and tools for assessing the impact of professional development on teacher effectiveness and student achievement
- Formative and summative assessments of individual and school performance
- Expert project management services and tools that ensure implementation with fidelity, accountability and overall program impact

Los Angeles Unified School District
RFP Number 2000000330
Professional Development for Common Core Math and Language Arts Instruction
Knowledge Delivery Systems and Action Learning Systems
Price Schedule

PD Component	Component Pricing	Unit Price
Professional Learning Platform	**Annual license fee for each individual educator in a school**	$100/educator
Online course with individualized online coaching	**Fee for each individual teacher, coach or principal to enroll in a single online course and receive individualized online coaching throughout the course experience**	$455/course enrollment
Achievement Focused Coaching for Instructional Coaches, Principals and Administrators	**Day rate for coaching of coaches, principals and administrators on supporting teachers in effective implementation of CCSS**	$3,000/day (includes travel and expense)
Synced Solution CCSS Curriculum, Instruction and Assessment Tool	**Annual license fee for all educators in a single school. Four days of Advanced CCSS training for school leaders**	Year 1: $14,000 Year 2: $10,000

Optional PD Component

In-person Teacher Coaching	**Day rate for coaching of teachers in effective implementation of CCSS**	$3,000/day (includes travel and expense)

LiteracyTA

VENDOR #	1000009453
CONTRACT #	4400003359
CONTACT	Laura Harvey
(619) 796-5541	

LITERACY™

Supporting Common Core

LiteracyTA is excited to partner with LAUSD to support the Common Core implementation through teacher workshops, teacher tools, and student resources. Our live-online and on-site workshops deliver practical, classroom-tested teaching strategies. Workshops are facilitated by practicing classroom teachers who are passionate about teaching and focused on helping students develop reading, speaking, and writing skills for a lifetime of success. Our goal is to empower teachers with the best instructional practices and resources to help students become strategic readers and proficient speakers and writers.

Workshops (Grades K-12)

Close Reading
Explore essential reading skills that slow the reading process down and model how good readers comprehend and analyze complex texts.
Let's teach them how to read well!

Speaking about Texts
Learn how to effectively implement Common Core standards for collaborative work, interactive presentations, and speaking academically.
Get students talking about texts!

Writing with Sources
Develop an authentic process for writing, learn how to write arguments and informational texts, and incorporate various sources into their writing.
Get students writing academically!

21st Century Skills
Explore strategies and tools to support students as they read, speak, and write about texts while using 21st century technology.
Let's jump into the 21st century!

Literacy Leaders
Transform teacher leaders into literacy specialists who can help implement Common Core Standards using a common language and approach.
Teachers leading teachers is a great way to support Common Core!

Testimonials

"
The skills are easy and relevant. They meet Common Core expectations and support differentiation and rigor in the classroom. This is perfect for schools. The website is awesome!"
- *Victoria (Middle School Teacher)*

"
I love learning about new resources that I can immediately implement. All of the LiteracyTA training has been very useful. It takes a teacher to teach teachers!"
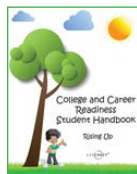- *Leigh Anna (High School Teacher)*

"
I felt challenged and encouraged to use the strategies in my classroom, and I look forward to helping my students become fantastic readers and writers."
- *Ann (Teacher, GA)*

Additional Teacher and Student Support

TA (Teacher Assistant)
Online teacher tools and resources to support Common Core Standards in reading, speaking and writing.

Student Handbook
Designed to support students reading comprehension and writing skills across content areas.

ZAP Class
Success class designed to focus on developing reading, speaking, and writing skills.

LITERACY™ TA

Contact us to get started!
(619) 796-5541
schoolwide@literacyta.com

LAUSD Pricing

Literacy Leaders for ELA and ESL/ELD
Workshop Size: Cohorts of approximately 40 educators.
Delivery
- Year 1: 2 Days On-site
- Year 1: Eight 75 minute online sessions
- Year 2: 2 Days On-site
- Year 2: Eight 75 minute online sessions

Resources: Includes 1 year membership to online TA (Teacher Assistant) valued at $50/year/teacher
Price
- $26,000
- $600/extra participants - additional participants over 40

Teacher Workshops
Delivery
- 2 Days On-site
- 1 Day On-site + four 75 minute online sessions
- Eight 75 minute online sessions

Resources: Includes 1 year membership to online TA (Teacher Assistant) valued at $50/year/teacher
Price
- $6,500/training - Includes up to 40 educators in the workshop
- $150/extra participants - additional participants over 40

Online Teacher Tools
TA (Teacher Assistant) - Online Teacher Tools & Resources
Pricing
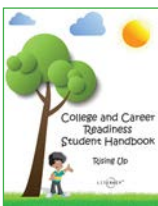- Retail Price: $50/educator/year
- LAUSD Price: $35/educator/year

Common Core Student Materials
ESL/ELD Activity Books, Grades 6-12
Pricing
- Retail Price: $35/student
- LAUSD Price: $25/student

College and Career Readiness Student Handbook, Middle Level and High School
Pricing
- Retail: $50/handbook
- 11-100: $25/handbook
- 101-500: $20/handbook
- 501-1000: $15/handbook
- 1000+: $10/handbook

Marzano Research

VENDOR #	1000007946
CONTRACT #	4400003360
CONTACT	James McMurphy

(303) 766-9199 x 341

(720) 525-6435 m

Marzano Research employs a team of 29 full time staff, including writers, project administrators, statisticians, and researchers, and 18 associate professional developers and trainers to provide expert-level professional development, research, and evaluation services. Collectively they represent a broad background that includes the teaching of pre-K through postsecondary students, school administration, professional development, writing, and research. Experienced senior-level staff members monitor the creation, development, and application of all research products, writing and product development, assessment services, and professional development.

Marzano Research offers a comprehensive menu of professional development, as well as curriculum and assessment services, including analysis of research-based grading and reporting techniques; standards, curriculum, and assessment analysis and alignment; development of an assessment system and assessments that work for all students. Specific professional development topics and services include:

- assessment and grading,
- support for Common Core State Standards implementation,
- classroom instruction,
- school leadership,
- teacher effectiveness,
- educational technology,
- vocabulary development (targeting CCSS, academic vocabulary, and the needs of special populations such as ELLs)
- student engagement, and
- school improvement.

Marzano Research also provides technical assistance that includes alignment studies; development of proficiency scales for learning targets; development of high-quality assessment items; methods for tracking student progress; assessment types and uses; and student engagement in the learning/assessment process.

Marzano Research associates customize all professional development trainings to meet the needs of the client. When it is requested that a specific population of students is addressed or emphasized, considerable time and effort is committed to ensuring that this occurs. The trainer researches best practices for effective instruction of the identified population of students and presents this information along with any other content that was requested to be part of the training session. It is always the goal of Marzano Research trainers to provide cutting-edge information that is based on research and best practice.

Services include:
- Customized, On-site Workshops
- Long-Term Professional Development
- Document analysis and review
- Keynote Sessions
- Interactive Video/Web Conferencing Ongoing Support

Contact:
James McMurphy, Business Development Manager
O: 303-766-9199 x 341 **C:**720-525-6435
james.mcmurphy@marzanoresearch.com

Fee Schedule

Program Element	Description	Cost
Capacity/Services	Keynote Session • Presented in a one-and-a-half to three hour session. Typically includes a PowerPoint slide show and time for general questions and answers. Usually provide an overview of a specific topic or area.	$5,800/day
	Customized Workshops • A one-day or consecutive multi-day workshop format presented in six to seven hours per day. Typically includes customized content delivery, interactive activities, and practical strategies.	$5,800/day
	Long Term Professional Development • A series of nonconsecutive one-day or multi-day workshops presented in six to seven hours per day and provided at a customer site by one or more Associates. These workshops typically include customized content delivery, interactive activities, and practical strategies	$5,800/day
	Webinars • 75 to 90 minute sessions of content delivered via the Internet	$1,650/session

Please note: the daily rates here are inclusive of travel and expenses, and are discounted for Los Angeles Unified School District.

PCG Education

PCG Education is a seasoned provider of Common Core professional development for K-12 educators in mathematics and English Language Arts instruction. PCG's extensive knowledge of K-12 education and experience in providing high-quality, outcomes-based professional development in Common Core instruction will build the capacity of LAUSD's students and teachers to realize the promise of the Common Core State Standards.

Literacy Professional Development*

Categories of Educators: K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators

Grade Levels: K-5, 6-12 (separate courses)

Module 1: Focus on CCSS-ELA/Literacy and Related Instructional Shifts: Focus on vertical progressions of Common Core standards and related three instructional shifts; overview of Understanding by Design curriculum development process with focus on Stage 1.

Module 2: Common Core Assessments: Focus on Performance Tasks: Updates on SBAC comprehensive assessment; Overview of Understanding by Design, Stage 2.

Module 3: UDL: Supporting Diverse Learners in Close Reading, Academic Language, and Text-Based Discussion: Exploration of instructional strategies for close reading and robust text-based discussion of content and academic language; focus on Understanding by Design.

Module 4: UDL: Supporting Diverse Learners in Writing & Research: Deeper exploration of instructional strategies for writing with sources and research with evidence to support point of view; focus on Understanding by Design; practice creating writing lessons using local curriculum.

Module 5: Targeted Scaffolds for English Learners and Students with Disabilities: Deeper exploration of UDL technologies and scaffolding supports for English Learners and Students with Disabilities in core instruction; video clip analysis of exemplary practice; annotation of exemplary lessons and practice developing lessons that include technology supports and scaffolding strategies for the target student populations.

Module 6: Looking at Student Work and Evidence of Implementation: Using assessment cycles to assess students' developing proficiency on end of unit performance assessments including analysis of student work samples against performance rubrics; planning instruction to improve teaching and learning; using EQuIP to assess local curriculum's alignment and using Evidence Guides to assess implemented practice alignment with Common Core indicators.

Mathematics Professional Development*

Categories of Educators: K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators

Grade Levels: K-5, 6-12 (separate courses)

Module 1: CCSS: Mathematical Practice Standards and Instructional Shifts: CCSS Mathematics Practice Standards and related instructional shifts, Understanding by Design, Stage 1.

Module 2: CCSS: Mathematical Content Standards and Instructional Shifts: CCSS Mathematics Content Standards and related instructional shifts, Understanding by Design, Stage 1.

Module 3: Common Core Assessments: Focus on Performance Tasks: Updates on SBAC comprehensive assessment; Overview of Understanding by Design, Stage 2.

Module 4: UDL: Supporting Diverse Learners in Mathematics: Universal Design for Learning; Understanding by Design, Stage 3.

Module 5: Targeted Strategies for English Learners and Students with Disabilities: Deeper exploration of UDL technologies and scaffolding supports for English Learners and Students with Disabilities in core instruction; video clip analysis of exemplary practice; annotation of exemplary lessons and practice developing lessons that include technology supports and scaffolding strategies for the target student populations.

Module 6: Looking at Student Work and Evidence of Implementation: Using assessment cycles to assess students' developing proficiency on end of unit performance assessments including analysis of student work samples against performance rubrics; planning instruction to improve teaching and learning; using EQuIP to assess local curriculum's alignment and using Evidence Guides to assess implemented practice alignment with Common Core indicators.

Coaching and Leadership in the Common Core Professional Development

Categories of Educators: K-12 ELA/Math coaches or K-12 building administrators (preferably in addition to attending teacher modules)

Grade Levels: K-12

Module 1: Common Core Coaching, K-12: In collaboration with principal, design vision for academic optimism & communications plan; engage teachers in opportunities to improve teaching and learning including lesson study and collaborative review of data; use coaching cycle to help teachers implement new practices; engage teachers in using the EQuIP rubric for evidence of alignment with CC indicators and Evidence Guides for evidence of implementation.

Module 2: Turnkey Professional Development: In this module, coaches will practice turnkeying the professional development modules for teachers.

Module 1: Common Core Leadership in K-12 Schools: In collaboration with the school coach, design vision for academic optimism & communications plan; build capacity to implement the Common Core through resource allocation & policy including professional learning communities, ongoing professional learning, and common planning time; use non-evaluative strategies to improve teaching and learning including Evidence Guides for implementation and EQuIP Rubric to assess alignment with Common Core indicators; lead action planning for implementation problem solving.

*****Note:** PD for teachers is conceived as a series of 6 workshops but participants are not required to attend all workshops in that series.

In addition to the on-the-ground professional development activities, we also offer online instructional content on topics from PCG and its partners, including:

WestEd The **WestEd** library focuses on mathematics and ELA content for grades K-12, covering instructional shifts and practices that have immediate classroom application.

Stanford University's *Understanding Language* department – led by Dr. Kenji Hakuta – aims to heighten educator awareness of the critical role that language plays in the new CCSS.

Accelerated Literacy Learning (A.L.L.) courses in Pepper include Reading and Writing sessions to understand how to design a sequence of lessons that meet the learning needs of students.

pepper

Please contact Dr. Jack McLaughlin @ 775.313.3121 for more information

Pricing

Content Area	Grade Level (Elementary, Middle, High)	Categories of Educators	Title of Workshop	Description	Total Price per Workshop	Hours per Session	Max Number of Participants
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, coaches and building administrators as part of teacher teams	*ELA/Literacy, Module 1: Focus on CCSS-ELA/Literacy and Related Instructional Shifts*	Focus on vertical progressions of Common Core standards and related three instructional shifts; overview of Understanding by Design curriculum development process with focus on Stage 1: Desired Results; specification of standards and essential questions in Common Core-aligned units of instruction; analysis of video clips of exemplary practice relative to shifts and annotation of exemplary units relative to Stage 1; practice selecting desired results for a local curriculum unit.	$6,000	6	50
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, coaches and building administrators as part of teacher teams	*ELA/Literacy, Module 2: Common Core Assessments: Focus on Performance Tasks*	Updates on SBAC comprehensive assessment; Overview of Understanding by Design, Stage 2: Evidence; focus on curriculum-embedded performance assessment; annotation of exemplary units of study relative to performance assessment; practice developing end of unit performance tasks for a local curriculum unit.	$6,000	6	50
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, preferably in school teams including coaches & administrators	*ELA/Literacy, Module 3: UDL: Supporting Diverse Learners in Close Reading, Academic Language, and Text-Based Discussion*	Deeper exploration of instructional strategies for close reading and robust text-based discussion of content and academic language; focus on Understanding by Design, Stage 3: Learning Plans and Lesson Plans; integrating UDL and instructional strategies/formative assessment for close reading; analysis of video clips of exemplary practice; annotation of exemplary close reading lessons; practice creating close reading lessons using local curriculum.	$6,000	6	50
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, preferably in school teams including coaches & administrators	*ELA/Literacy, Module 4: UDL: Supporting Diverse Learners in Writing & Research*	Deeper exploration of instructional strategies for writing with sources and research with evidence to support point of view; focus on Understanding by Design, Stage 3: Learning Plans and Lesson Plans; integrating UDL and instructional strategies/formative assessment for writing; video clips of exemplary practice and annotation of exemplary writing lessons; practice creating writing lessons using local curriculum	$3,000	3	50
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, preferably in school teams including coaches & administrators	*ELA/Literacy, Module 5: Targeted Scaffolds for English Learners and Students with Disabilities*	Deeper exploration of UDL technologies and scaffolding supports for English Learners and Students with Disabilities in core instruction; video clip analysis of exemplary practice; annotation of exemplary lessons that target scaffolds for English Learners and Students with Disabilities in core instruction; practice developing lessons that include technology supports and scaffolding strategies for the target student populations.	$6,000	6	50

Content Area	Grade Level (Elementary, Middle, High)	Categories of Educators	Title of Workshop	Description	Total Price per Workshop	Hours per Session	Max Number of Participants
Literacy Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 ELA/literacy teachers, preferably in school teams including coaches & administrators	**ELA/Literacy, Module 6: Looking at Student Work and Evidence of Implementation**	Using assessment cycles to assess students' developing proficiency on end of unit performance assessments including analysis of student work samples against performance rubrics; planning instruction to improve teaching and learning; using EQuIP to assess local curriculum's alignment with Common Core indicators; using Evidence Guides to assess implemented practice alignment with Common Core indicators; other resources to assess alignment.	$6,000	6	50
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	**Math, Module 1: CCSS: Mathematical Practice Standards and Instructional Shifts**	CCSS Mathematics Practice Standards and related instructional shifts, Understanding by Design, Stage 1: Desired Results; view video clips of exemplary practice; annotate sample local curriculum units for evidence of desired results; using local curriculum unit sample, specify desired results.	$6,000	6	50
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	**Math, Module 2: CCSS: Mathematical Content Standards and Instructional Shifts**	CCSS Mathematics Content Standards and related instructional shifts, Understanding by Design, Stage 1: Desired Results; view video clips of exemplary practice; annotate sample local curriculum units for evidence of desired results; using local curriculum unit sample, specify desired results.	$6,000	6	50
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	**Math, Module 3: Common Core Assessments: Focus on Performance Tasks**	Updates on SBAC comprehensive assessment; Overview of Understanding by Design, Stage 2: Evidence; focus on curriculum-embedded performance assessment; annotation of exemplary units of study relative to performance assessment; practice developing end of unit performance tasks for a local curriculum unit.	$6,000	6	50
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	**Math, Module 4: UDL: Supporting Diverse Learners in Mathematics**	Universal Design for Learning; Understanding by Design, Stage 3: Learning Plans and Lesson Plans; Blending instructional strategies/formative assessment for mathematics and UDL; annotate exemplary lesson plans for UDL and recommended instructional strategies; using local curriculum, design a lesson that incorporates UDL and recommended instructional practices	$6,000	6	50
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	**Math, Module 5: Targeted Strategies for English Learners and Students with Disabilities**	Deeper exploration of UDL technologies and scaffolding supports for English Learners and Students with Disabilities in core instruction; video clip analysis of exemplary practice; annotation of exemplary lessons that target scaffolds for English Learners and Students with Disabilities in core instruction; practice developing lessons that include technology supports and scaffolding strategies for the target student populations	$6,000	6	50

Content Area	Grade Level (Elementary, Middle, High)	Categories of Educators	Title of Workshop	Description	Total Price per Workshop	Hours per Session	Max Number of Participants
Mathematics Professional Development	Elementary (K-5), Secondary (6-12) (separate courses)	K-5 or 6-12 math teachers, preferably in school teams including coaches & administrators	*Math, Module 6: Looking at Student Work and Evidence of Implementation*	Using assessment cycles to assess students' developing proficiency on end of unit performance assessments including analysis of student work samples against performance rubrics; planning instruction to improve teaching and learning; using EQuIP to assess local curriculum's alignment with Common Core indicators; using Evidence Guides to assess implemented practice alignment with Common Core indicators; other resources to assess alignment.	$6,000	6	50
Coaching in the Common Core	K-12	K-12 ELA or math coaches (preferably in addition to attending teacher modules)	*Coaches Module 1: Common Core Coaching, K-12*	In collaboration with principal, design vision for academic optimism & communications plan; engage teachers in opportunities to improve teaching and learning including lesson study and collaborative review of data; use coaching cycle to help teachers implement new practices; engage teachers in using the EQuIP rubric for evidence of alignment with CC indicators and Evidence Guides for evidence of implementation.	$6,000	6	50
Coaching in the Common Core	K-12	K-12 ELA or math coaches (preferably in addition to attending teacher modules)	*Coaches Module 2: Turnkey Professional Development*	In this module, coaches will practice turnkeying the professional development modules for teachers.	$6,000	6	50
Leadership for the Common Core	K-12	K-12 building administrators (preferably in addition to attending teacher modules)	*Leadership Module 1: Common Core Leadership in K-12 Schools*	In collaboration with the school coach, design vision for academic optimism & communications plan; build capacity to implement the Common Core through resource allocation & policy including professional learning communities, ongoing professional learning, and common planning time; use non-evaluative strategies to improve teaching and learning including Evidence Guides for implementation and EQuIP Rubric to assess alignment with Common Core indicators; lead action planning for implementation problem solving.	$6,000	6	50

Additional Online Content Available in Pepper

In addition to the workshop-specific, online content that will be included in Pepper for each of the above PCG on-the-ground professional development activities, PCG Education offers instructional content on topics from PCG authors and its partners for purchase. These Pepper Common Core offerings include content from partner organizations such as WestEd, Stanford University, and Accelerated Literacy Learning.

Since 1966, WestEd has been a leader in research and standards-based education improvement, and trains thousands of teachers each year. WestEd, a non-partisan, non-profit research, development, and service agency, works with education and other communities to promote excellence, achieve equity, and improve learning for children, youth, and adults. WestEd's corporate headquarters are in San Francisco, California.

WestEd has enlisted the authoring expertise from several of their senior research associates to create new Pepper educational courses and instructional resources for the Common Core standards. The WestEd Pepper roadmap includes an expanding library of content in mathematics and ELA for grades K-12, with new materials released throughout the year covering instructional shifts and practices that have immediate classroom application.

Stanford University's *Understanding Language* department - led by Dr. Kenji Hakuta and a team of senior research faculty – aims to heighten educator awareness of the critical role that language plays in the new Common Core State Standards. The long-term goal of the initiative is to increase recognition that learning the language of each academic discipline is essential to learning content. Obtaining, evaluating, and communicating information; articulating and building on ideas; constructing explanations; engaging in argument from evidence – such language-rich performance expectations permeate the new Standards.

Dr. Hakuta and his team seek to improve education for all students – especially English Language Learners. To that end, Stanford is synthesizing knowledge and developing resources that help ensure teachers can meet their students' evolving linguistic needs as the new Standards are implemented. The team is bringing together leading thinkers, researchers, practitioners, and policy makers in the fields of language, learning, and the subject areas to explore and promote pragmatic approaches to addressing these issues systematically.

Accelerated Literacy Learning (A.L.L.) provides a program of balanced literacy reading and writing curriculum to improve instructional practice and instructional leadership in school districts across the country. A.L.L. partners with school districts to implement a customized curriculum using a content based coaching model.

A.L.L. courses in Pepper include:

- Reading and Writing units of study K-12
- Planning sessions that help teachers and coaches understand how to use the A.L.L. units of study as a tool to design a sequence of lessons that meet the learning needs of their students
- Ways to develop curriculum and assess student achievement with the guidance of their A.L.L. consultant in order to create teacher and coach independence

PCG Education consulting solutions help schools, school districts, and state departments of education to promote student success, improve programs and processes, and optimize financial resources. Our technology solutions are used by educators to analyze and manage state and district data and student performance information. PCG Education solutions are supported by nearly 30 years of management consulting experience and significant K-12 educational domain expertise.

PCG Education also has libraries of online professional learning on a variety of topics, including:

- Special Education
- Next Generation Science Standards
- Common Core
- School Leadership

Pepper Pricing for Online Professional Learning Libraries

Each of the above content libraries are available for $150/educator for a 12-month time period.

These libraries will include all of the content from a single publisher over a twelve (12) month time period. Courses and content chunks are released monthly.

Content is accessible through Pepper, an online professional learning community built on the powerful edX platform built by Harvard and M.I.T.

Pepper Pricing Delivered via LAUSD's Cornerstone OnDemand Learning Management System

If desired, Pepper courses can be delivered through LAUSD's Cornerstone OnDemand (COD) Learning Management System. If delivered via COD, the courses can be purchased at the following prices.

Quantity	Per User Price
One Online Course in Pepper	$139
Bundle of Two Online Courses in Pepper	$249
Bundle of Three Online Courses in Pepper	$329
Coaches Bundle (Multiple Courses)	$499 (annual)

Quantity	Per Course Seat Price
100-499 Pepper Course Seats	$129.27 (represents a 7% discount price)
500-999 Pepper Course Seats	$125.10 (represents a 10% discount price)
1000- 2499 Pepper Course Seats	$118.15 (represents a 15% discount price)
2500+ Pepper Course Seats	$111.20 (represents a 20% discount price)

Quantity	Course Development Rate
LAUSD Custom Course Development	$200/hour

Pivot Learning Partners

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                (562) 972-3090

                Mary Breskin

                (714) 300-5312

Meet 2015 LAUSD PD Provider for ELA Instruction, Pivot Learning Partners

District-approved professional development provider Pivot Learning Partners is ready to deliver **customized, hands-on support to LAUSD educators at the site and area levels** in the implementation of the new ELA/ELD standards under Common Core!

Pivot's Approach and Services

Pivot provides well-organized, objective-driven coaching and professional development that supports teachers, teacher teams, and educational leaders in **transferring learning from professional development to practical use in classrooms.**

All students deserve to succeed in college and career and we are committed to ensuring that instructional leadership, systems and practices are in place so that all students can thrive. We accomplish this by focusing on **implementing the quality classroom teaching and targeted supports** necessary to meet the diverse needs of all students, especially English language learners, students with disabilities and struggling and disengaged learners.

Pivot's ELA Instruction services (described in detail in the proceeding pages) include packages for teachers, teacher leaders, TOSAs, instructional coaches, ILTs and site leaders—all focused on successful implementation at the classroom and site levels.

Pivot's Team and Track Record

Pivot has **more than 60 experienced educators** with expertise in coaching and professional development in the LA area available to provide customized support to teachers and administrators. Over the past 20 years, Pivot has partnered with hundreds of California school districts. Our trainers and coaches have a wealth of experience addressing the challenges that LAUSD educators face daily, and Pivot's clients succeed due to the expertise, resources and passion our trainers and coaches bring to this work.

"Pivot's work with my school's teacher leaders has created a strong culture of trust and peer collaboration that has systematized teacher instructional leadership at my school…. Working with Pivot has helped transform our school-based professional learning communities from collegial meetings to actual teacher work groups who are developing innovations to support student achievement."

–Principal, Pivot partner district

More About Pivot

Founded in 1995, Pivot Learning Partners is a nonprofit organization of K-12 education experts working shoulder-to-shoulder with schools, districts and charters to address the biggest challenges they face.

Vision

We envision a future in which race, class, language, gender, disability and culture are no longer good predictors of educational outcomes for students.

Mission

Our mission is to revitalize our public school systems so that all students have the opportunity to succeed in college and career. We partner with education leaders at all levels and provide them with the knowledge, skills and support proven to strengthen educational systems and transform teaching and learning.

To learn how Pivot can support your site, please contact Pivot Project Leads:

Dorothy Harper
Dorothy_Harper@pivotlearningpartners.org
(562) 972-3090

Mary Breskin
MBreskin@pivotlearningpartners.org
(714) 300-5312

1	**Teacher Professional Development/Training in CCSS-ELA Implementation** *For Teachers, Teacher Leaders, TOSAs, and Instructional Coaches*		
	Service Information	**Timing/Duration**	**Pricing***

	Services are differentiated by grade span. After services are contracted, training objectives are refined as needed in collaboration with site and/or district staff, including specific plans for differential teacher need within the grade span.
	
	Whole-site options that address each appropriate grade span are also available.
	
	Topics for All Levels:
	• Developing language-rich classrooms that support the CCSS-ELA and promote deeper learning
	• Implementing CA's ELA/ELD Framework
	• Classroom practices and lessons that support collaborative conversations and academic language
	• Differentiating instruction to support diverse learners (including English Learners, students with special needs, students with language deficiencies and gifted students)
	• Using formative assessment to guide instruction
	• Leveraging professional learning communities and shared practice to strengthen teacher practice and student learning
	• Tools for success: rubrics, templates, protocols and inventories
	
	Additional Grade span-Specific Topics:
	• K-2 – Developing foundational reading skills using explicit literacy instruction (i.e. phonemic awareness, fluency, vocabulary and text comprehension)
	• 3-5 – Authentic intellectual work: construction of knowledge, conducting inquiry, elaborated effective communication and
		Teacher Professional Development is most effective when it is sustained and intensive
		
		Pivot's project design and pricing allows sites to select the format and frequency that best meets the needs of the site.
		
		Service models include:
		• Full day trainings, site or network-based:
		   ○ Single day
		   ○ Intensive series (2-5 consecutive days)
		   ○ Distributed series (2+ days over the school year)
		• 4 hour blocks (site-based): minimum of 8 hours per site per quarter
		• 2 hour blocks (site-based): minimum of 8 hours per site per quarter
			Site or Network-based delivery:
			
			• Up to 30 teachers (1 facilitator) - $5,400/day
			• 20-60 teachers (2 facilitators) - $9,000/day
			• 50-90 teachers (3 facilitators) - $14,400/day
			• 80-120 teachers (4 facilitators) - $18,000/day
			• 110-150 teachers (5 facilitators) - $21,600/day
			• 150-200 teachers (6 facilitators) - $27,000/day

relevance across content areas.
- 6-8 – Authentic intellectual work: construction of knowledge, conducting inquiry, extended writing, elaborated effective communication, and relevance beyond school and across content areas.
- 9-12 – Language that supports college and career readiness: multi-linked constructions of knowledge, conducting inquiry, elaborated effective communication, relevance beyond school and across content areas.

2	**Instructional Coaching for CCSS-ELA Implementation** *For Teachers, Teacher Leaders, TOSAs, and Instructional Coaches*		
	Service Information	**Timing/Duration**	**Pricing***

	- Instructional coaching is available as a follow-up to formal PD sessions or as a stand-alone service
	- Instructional coaching typically occurs in cohorts of up to 10 coachees. Coaching is delivered in a small group setting with supplemental one-on-one coaching as appropriate
	- The Pivot coach provides support in the form of
	  o Co-planning, lesson modeling, observation, and feedback
	  o Facilitated grade-level or department team meetings in which teachers learn how to monitor instructional strategies by examining student work, common assessments, instructional tasks and peer observation data
	  o For Teacher Leaders, TOSAs, and district instructional coaches, sessions focus on coaching models and critical coaching skills such as providing effective feedback
		- Coaching days are typically delivered in sessions of 1-2 hours
		- Coaching sessions are scheduled to maximize the coach's time at a particular site
			$1,500 per coaching day
			
			A typical coaching day consists of 6 hours of direct coaching and 2 hours of planning and preparation time for the coach

3	**Instructional Leadership Team Institute** *For site teams consisting of Site Administrators and grade-level/subject area Teacher Leaders*		

Service Information	Timing/Duration	Pricing*

Pivot recommends that the ILT Institute be delivered in site-alike networks/cohorts: for example, elementary schools, comprehensive high schools, etc. District divisions may also opt to organize site networks/cohorts based on area or cluster/feeder pattern.
 	
The ILT Institute equips site teams to effectively collaborate on instructional issues. The focus presented here is more heavily on CCSS-ELA implementation, but the processes, tools, and skills learned in the Institute are applicable to all content areas.
 	
Institute Topics:
• Establishing site vision for language-rich classrooms and CCSS-ELA implementation
• Effective collaboration structures: team charters, setting and reinforcing norms, professional learning communities
• Strengthening instructional practice using the Cycle of Inquiry: tools and protocols to set site/department/team goals, gather data and information on instructional practice and student performance, and support continuous improvement
• Analyzing and improving systems and structures to support language-rich classrooms: curriculum, assessment, technology, and teacher support and development systems
	• The ILT Institute consists of 2-5 full days of training:
	   ○ Intensive series (2-3 consecutive days)
	   ○ Distributed series (2-5 days over the school year)
		• Up to 5 sites (2 facilitators) - $9,000/day
		• 6-10 sites (3 facilitators) - $14,400/day
		• 11-15 sites (4 facilitators) - $18,000/day
		• 16-20 sites (5 facilitators) - $21,600/day

4 | **Instructional Leadership Team Coaching for CCSS-ELA Implementation**
For site teams consisting of Site Administrators and grade-level/subject area Teacher Leaders

Service Information	Timing/Duration	Pricing*
• Instructional Leadership Team (ILT) coaching is available as a follow-up to formal PD sessions or as a stand-alone service • Coaching takes place in the context of regular ILT meetings (job-embedded PD)	• Coaching days are typically delivered in sessions of 1-2 hours • Coaching sessions are	$1,500 per coaching day A typical coaching day consists of 6 hours of

		scheduled to maximize the coach's time at a particular site or cluster of nearby sites	direct coaching and 2 hours of planning and preparation time for the coach

	- The goals of site leadership coaching are to build the leader's skill and capacity in:
	  o Setting site-wide vision for language-rich classrooms
	  o Observing classroom practice for evidence of CCSS-ELA implementation and language-rich classrooms
	  o Providing meaningful and actionable feedback to classroom practitioners
	- The Pivot coach provides support in the form of co-planning, co-facilitation, modeling/role-playing, observation, and feedback		

5	**Site Leader Professional Development for CCSS-ELA Implementation** *For Principals and Assistant/Vice Principals*		
	Service Information	**Timing/Duration**	**Pricing***
	Pivot recommends that site leader professional development be delivered in site-alike networks/cohorts: for example, elementary administrators, secondary administrators, etc. District divisions may also opt to organize administrator networks/cohorts based on area or cluster/feeder pattern. *Site administrator PD prepares principals/assistant principals to be effective instructional leaders, with a particular focus on developing language-rich classrooms through CCSS-ELA implementation. The processes, tools, and skills learned in the PD are applicable to all content areas.* **Site Administrator PD Topics** - Defining language-rich, CCSS-aligned classrooms: establishing site-wide expectations for instructional practice - Tools, processes and skills for observing the CCSS-ELA in action in classrooms - Providing feedback to teachers on instructional practice	Full day trainings: - Single day - Intensive series (2-5 consecutive days) - Distributed series (2+ days over the school year)	- Up to 20 administrators (1 facilitator) - $5,400/day - 20-40 administrators (2 facilitators) - $9,000/day - 35-60 administrators (3 facilitators) - $14,400/day - 50-80 administrators (4 facilitators) - $18,000/day - 70-100 administrators (5 facilitators) - $21,600/day

6	**Site Leader Coaching for CCSS-ELA Implementation** *For Principals and Assistant/Vice Principals*		

- Supporting effective site-wide collaboration by implementing shared structures and practices, including professional learning communities and the Cycle of Inquiry
- Practical change management tools and strategies to motive staff and create the conditions and culture for change

Service Information	**Timing/Duration**	**Pricing***

• Site Leader coaching is available as a follow-up to formal PD sessions or as a stand-alone service
• Coaching is available in one-on-one or cohort formats: one-on-one coaching provides customized support tailored to the individual site leader, while cohort coaching provides built-in peer support and collaboration
• The goals of site leadership coaching are to build the leader's skill and capacity in:
    o Setting site-wide vision for language-rich classrooms
    o Observing classroom practice for evidence of CCSS-ELA implementation and language-rich classrooms
    o Providing meaningful and actionable feedback to classroom practitioners
• The Pivot coach provides support in the form of co-planning, modeling/role-playing, observation, and feedback
	• Coaching days are typically delivered in sessions of 1-2 hours
	• Coaching sessions are scheduled to maximize the coach's time at a particular site or cluster of nearby sites
		$1,500 per coaching day
		
		A typical coaching day consists of 6 hours of direct coaching and 2 hours of planning and preparation time for the coach

7	**District Leadership Coaching and Executive Coaching** *For District Office Leaders at any level*		

Service Information	**Timing/Duration**	**Pricing***
• District leaders play a critical role in CCSS implementation, and Pivot's deep expertise in coaching senior district leaders can help	• Coaching days are typically delivered in	$1,800 per coaching day

ensure that CCSS initiatives are successful • Coaching is available in one-on-one or cohort formats: one-on-one coaching provides customized support tailored to the individual site leader, while cohort coaching provides built-in peer support and collaboration • The Pivot coach provides hands-on, job-embedded support in planning, implementing, and monitoring CCSS initiatives	sessions of 1-2 hours • Coaching sessions are scheduled to maximize the coach's time in the district	A typical coaching day consists of 6 hours of direct coaching and 2 hours of planning and preparation time for the coach

Price per day based on an 8 hour delivery day for PD; 6 hour delivery day for coaching

Scholastic

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Professional Development Services for LAUSD

The unique offerings of *Scholastic Achievement Partners* and our partner Teaching Channel, in regard to LAUSD Agreement #4400003365, provide LAUSD with the following toolkit of professional services, resources, and strategies to enable teachers to successfully improve instructional practices and content as they integrate Common Core State Standards (CCSS) into the teaching of math, English Language Arts (ELA), and content literacy.

Workshops. Innovative and research-based in-person we help LAUSD teachers and integrate CCSS into the practice of teaching math, ELA, and content literacy through a wealth of live workshop and webinar options.

Technological Tools and Applications. Digital learning, through the use of numerous technology tools and social media, help students meet the demanding goals found within the CCSS. **Senior Fellow Eric Sheninger**, a nationally recognized thought leader on teaching and learning in the digital age, will help lead the way for LAUSD.

Video Exemplars. Teaching Channel, an approved CDE Online Professional Development Support Network CCSS, has over 190 videos aligned to the CCSS. These videos range from introductions to the CCSS to lessons focused on specific standards. The CCSS lessons are tagged to the applicable standards so teachers can see both the specific standards and the text describing each applicable standard.

The Peer-to-Peer "Educator Connection." The peer-to-peer "Educator Connection" offers extensive guidelines and protocols to ensure system integrity and fidelity for LAUSD professional development needs, as well as a wealth of activities and projects for educators to improve their practice, such as Interactive Discussion Boards.

Personal Learning Networks (PLNs) Training. We will show LAUSD educators how to take control of their learning as it relates to CCSS and new assessment goals by creating their own unique PLNs. The PLN concept will open the door to a national network of educators doing this work in schools across the country while creating a pipeline of information that will greatly assist with CCSS implementation, assessment, and evaluation. For example, tablet apps can be configured into personalized digital newspapers where the technology mines the Internet for all news articles, blogs, and videos related to CCSS.

Professional Learning Communities (PLCs) Training. We will help LAUSD utilize PLCs to further coaching endeavors of educators in curriculum aligned to the CCCS. PLCs not only create a forum where important skills and knowledge can be addressed, enhanced, and extended, but offer a robust and customized online learning environment that provides professional development 24/7 and immediate access to leadership and teacher coaching and best practices aligned to each school's priorities.

Nextpert. *Nextpert* is a powerful online platform that brings CCSS instruction to life. It includes sophisticated digital features that work with in-person support to ensure teachers and leaders are assisted throughout the entire process. *Nextpert* has a repository of over 500 CCSS-aligned model lessons and Next Generation Assessments that are ready for classroom use, Lesson and Assessment Builders that enable teachers to immediately apply what they have learned to transform their curriculum, and a library of almost 5,000 resources and online courses, empowering teachers to continue their professional learning at their own pace.

Scholastic Achievement Partners brings together **Scholastic Inc.,** the *International Center for Leadership in Education* **(ICLE),** and *Math Solutions* to offer a powerful team capable of working across a broad range of needs to impact student achievement and improve low-performing schools. Our sharable resources and materials, timely data reporting, and evaluation of professional development effectiveness build capacity to fully understand *and apply* the skills needed to implement a school-wide instructional focus aimed at maximizing student learning. In so doing, we greatly improve the quality and alignment between how LAUSD teachers teach and LAUSD leaders lead.

SCHOLASTIC
ACHIEVEMENT PARTNERS™

Price Schedule

- *Scholastic Achievement Partners* offers all professional development units of instruction for all categories of educators at an all-inclusive rate of $3,400/day. This includes groups of up to 30 participants, small groups, or coaching.

- *Nextpert,* an online capacity building system tool, is available for a yearly license fee of $3,000 for each individual school.

- Teaching Channel services are available for $3,000 per year for each individual school.

- Reference: LAUSD Agreement # 4400003365

For more information, please contact:

Scott Traub, Executive Director of Educational Partnerships
Scholastic Inc. | 2890 East White Star Avenue | Anaheim, CA 92806
Email straub@leadered.com | Phone 800-342-5331

Stanford History Education Group

VENDOR #   1000007015

CONTRACT #   4400003366

CONTACT   Joel Breakstone

(802) 281-2849

The award-winning Stanford History Education Group (sheg.stanford.edu) provides professional development in school districts across the country. We support teachers to develop and implement literacy-based history curriculum. Our pioneering *Reading Like a Historian* curriculum includes over 100 document-based lessons from across the United States and world history sequences. Our materials interweave historical content with the explicit teaching of academic literacy and reading strategies for non-fiction texts. Our materials are available for free on our website (sheg.stanford.edu/rlh). An evaluation of the *Reading Like a Historian* approach in five San Francisco high schools found that students using our approach showed statistically significant gains in reading comprehension, content knowledge, and historical thinking skills compared to peers in traditional classes. Our curriculum materials have been downloaded more than 1.8 million times by educators from all 50 states and 127 countries. Our curriculum materials and professional development offerings align with the Common Core State Standards for literacy.

Our professional development workshops provide participants with multiple opportunities to experience and practice instructional activities. Workshops often begin with participants engaging in a model lesson. We then step back and reflect upon the lesson and how participants would adapt it for their own classrooms. After watching our staff model particular instructional practices, participants have opportunities to use these practices with their colleagues. For example, teachers might engage in cognitive modeling, adapting documents, or facilitating discussion. Afterwards, we discuss these practices in small groups and as a whole group. This allows teachers to consider how they might use these types of instructional practices in their own classrooms.

We offer a range of professional development options for teachers across grade levels. From online coaching to week-long workshops, our staff provides professional development that prepares history/social studies teachers to meet the new Common Core State Standards. Workshop topics include:

- Using the Reading Like a Historian curriculum
- Formative assessment with Beyond the Bubble assessments
- Teaching students to think historically
- Developing document-based lessons and assessments
- Facilitating classroom discussions about historical topics
- Modeling historical reading of primary documents
- Supporting students to develop evidence-based arguments

Our staff can tailor professional development to meet the particular needs of your school or group. For more information or to schedule a workshop, please contact Dr. Joel Breakstone, Director, Stanford History Education Group, via email: breakstone@stanford.edu

Stanford History Education Group (SHEG)			
Professional Development Price Schedule			
Type	**Audience**	**Description**	**Price**
Single-day workshop for small group (less than 40 teachers)	Secondary teachers and administrators	A single-day workshop would serve to introduce teachers to the *Reading Like a Historian* approach and provide an overview of associated instructional practices. One SHEG staff member will conduct the workshop.	$6,000 (including all materials and transportation costs)
Single-day workshop for large group (more than 40 teachers)	Secondary teachers and administrators	A single-day workshop would serve to introduce teachers to the *Reading Like a Historian* approach and provide an overview of associated instructional practices. Two SHEG staff members will conduct the workshop.	$10,000 (including all materials and transportation costs)
Multi-day workshop for small group (less than 40 teachers)	Secondary teachers and administrators	A multi-day workshop will provide an in-depth exploration of the *Reading Like a Historian* approach, provide an overview of associated instructional practices, and allow teachers multiple opportunities to enact these instructional practices. Multi-day workshops could also include observations of teachers. One SHEG staff member will conduct the workshop.	$6,000/day (including all materials and transportation costs)
Multi-day workshop for large group (more than 40 teachers)	Secondary teachers and administrators	A multi-day workshop will provide an in-depth exploration of the *Reading Like a Historian* approach, provide an overview of associated instructional practices, and allow teachers multiple opportunities to enact these instructional practices. Multi-day workshops could also include observations of teachers. Two SHEG staff members will conduct the workshop.	$10,000/day (including all materials and transportation costs)
Online coaching	Secondary teachers and administrators	SHEG staff members will provide coaching via phone, email, or videoconference to teachers and administrators on the implementation of the *Reading Like a Historian* approach.	$5,000 per semester per 10 teachers.
Please note: All curricular materials related to our professional development offerings are available for free on our websites (sheg.stanford.edu and beyondthebubble.stanford.edu)			

Teacher Created Materials

VENDOR #	1000003686
CONTRACT #	4400003367
CONTACT	Trisha DiFazio

(323) 483-2103

Common Core Stepping Stones
Workshops and Coaching

Teacher Created Materials develops high-quality, research-based, educational resources in all curricular areas for teachers and students at all grade and skill levels. Our award-winning supplemental and intervention materials have been used by educators in schools and classrooms throughout the U.S. and abroad. With over 30 years of experience in delivering practical professional development and instructional support, Teacher Created Materials is able to customize to the needs of each school, district, or state. The goal is for sustainable, long-term school improvement and increased student achievement.

Integrate the CA Common Core State Standards for English Language Arts & Literacy (CA CCSS-ELA)

- Unwrap the CA Common Core State Standards for English Language Arts & Literacy in History/Social Studies, Science and Technical Subjects
- Learn to structure lessons to incorporate Close Reading and Text-Dependent Questions
- Build capacity to apply successful standards and incorporate shifts in instructional practice
- Examine the three dimensions of text complexity to support systematic instruction for close reading
- Discover powerful tools to create a 21st century classroom
- Foster an environment to build vocabulary awareness for active engagement
- Analyze the development, organization, and progression of the CA CCSS-ELA
- Introduce and understand the big shifts
- Deconstruct the Anchor Standards and Strands Clusters for instructional implications
- Define text complexity using qualitative and quantitative measures
- Develop the habits of close reading to promote critical thinking and evidence-based reasoning

Integrate the CA Common Core State Standards for Mathematics (CA CCSS-M)

- Plan effective implementation of the CA CCSS-M for long term success
- Deconstruct the mathematical practices to identify key instructional support for mastery of the domains
- Examine the critical areas of focus to support systematic instruction for mathematical understanding
- Discover powerful tools to create a 21st century classroom that promotes creativity, critical thinking, collaboration, and communication
- Learn strategies to improve mathematical fluency and coherence to promote mathematical reasoning
- Utilize the mathematical practices to create student tasks to build authentic application and meaningful assessments
- Foster a mathematically rich environment to build active engagement and meaningful cognitive practices
- Analyze the development and organization of the CA CCSS-M
- Build a deep understanding of the standards by analyzing the key instructional shifts
- Illustrate the cognitive processes that develop mathematical reasoning skills to promote proficiency

Coaching: Gradual Release of Responsibility

Teacher Created Materials provides ongoing coaching support that is targeted to specific professional learning goals and designed to build capacity and keep educators on the path to success. Our coaching model assists school leaders and teachers in facilitating their own learning and in evaluating the progress of their work. Based on the gradual release of responsibility model (Pearson and Gallagher,1983), our coaches assist school leaders and teachers in facilitating their own learning and in evaluating the progress of their work to set scaffolded goals and adjust teaching practices to positively impact student learning.
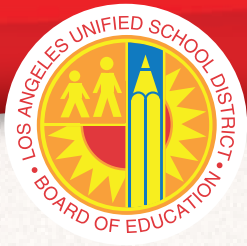
Professional Development Support

Shell Education, a division of Teacher Created Materials, provides teacher-friendly resources that have been developed by a team of expert educators for teachers worldwide.

Trisha DiFazio, M.A. Ed. | tdifazio@tcmpub.com | office: 323.483.2103

Teacher Created Materials
PUBLISHING

800.858.7339 | www.tcmpub.com

Common Core Stepping Stones
Workshops and Coaching

Professional Development Pricing

Description	Starting Prices
Onsite Professional Development We offer a wide variety of professional development onsite workshops (you select the topic and location) to support your implementation of the CA Common Core State Standards.	$3,500.00
Ongoing Coaching We provide ongoing coaching support that is targeted to specific professional learning goals and designed to keep educators on the path to success.	$2,500.00
Webinars Our cost-effective webinars are the most flexible option for providing professional development that is especially beneficial for districts and schools struggling to get educators together.	$2,000.00
Keynote Speaker Our well-known authors are recognized for their educational expertise and provide inspiring and powerful presentations to motivate educators and address crucial topics.	$6,000.00

Professional resources are available to support individual sessions. Please contact Trisha DiFazio for more information.

Sales Consultant
Trisha DiFazio

Teacher Created Materials Publishing
5301 Oceanus Drive
Huntington Beach, CA 92649

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Thinking Maps

VENDOR #	1000006091
CONTRACT #	4400003368
CONTACT	Laura Pitari
	(818) 395-2253
	Kevin Dougherty
	(817) 745-1061

Thinking Maps® is a language of eight visual patterns each based on a fundamental thought process. These patterns are used individually and in combination across every grade level and curriculum area as an integrated set of tools for life-long learning. Each Thinking Map is designed to answer guiding questions that are related to a specific thought process. Teaching everyone in your learning community to "ask and answer questions" (one of the elements of the Common Core Standards) is critical to mastering the cognitive demands of the Common Core and State Standards.

One of the six criteria for developing Common Core and State Standards was that they should "Include rigorous content and application of knowledge through higher order thinking skills." During Thinking Maps training, teachers develop an understanding of how to visually represent, or Map, the critical thinking embedded in the Common Core State Standards. Thinking Maps provide students with both the scaffolds and structures to support a deeper level of understanding which will empower them to become college and career ready.

Text

Thinking Maps Training

Thinking Maps training assists schools interested in school-wide reform by providing a common language for developing students' comprehension and organizational strategies. In the training, teachers will have an introduction of Thinking Maps and the eight visual tools, strategies for student ownership, create grade and subject-specific lessons and integrate Thinking Maps with required curriculum elements across their grade level content standards and CCSS. Teachers will develop competency in students as they use the Maps for encoding and writing in multiple domains.

Leadership Training

This advanced training program for administrators, instructional leaders and leadership teams encourages increased critical and creative thinking—and helps ensure effective school or district-wide implementation of a common visual language. It provides a proven framework for the ongoing implementation process, guides the process of making Thinking Maps an integral part of student education and creates Thinking Maps champions and respected leaders in each school.

Write from the Beginning... and Beyond Training

This advanced comprehensive writing program for students from kindergarten through high school is rigorous enough to serve as the backbone of instruction for an entire district. The training is differentiated to meet the specific needs of each grade, offering K-12 domain-based resources covering multiple modes, including narrative, expository, argumentative and response to text. At the 9-12 levels, there is an emphasis on cross-content analysis writing. Vertically aligned to meet CCSS, the training establishes a school-wide focus on creating effective student writers with a step-by-step guide for direct instruction.

Path to Proficiency for English Language Learners Training

English Language Learners are the fastest growing segment of the U.S. school population. *Path to Proficiency* prepares schools to meet special academic and language needs, with adaptations and extensions of Thinking Maps that allow teachers to move from immersion in a native language to English proficiency and academic success. This training helps students gain basic interpersonal communication skills and shows how to teach language through content, allowing students to achieve cognitive academic language proficiency. In addition, this training addresses all four language domains: Listening, Speaking, Reading and Writing.

Thinking Maps create a consistent, structured framework for exploration that promotes flexibility, sparks creativity, encourages connection and unleashes the power of hands-on experience. In practical terms, this visual language enhances student achievement and promotes academic success. Create sustainable academic achievement with Thinking Maps solutions!

THINKING MAPS, INC®

Contact:
Laura Pitari, Representative

lpitari@thinkingmaps.com
P (818) 395-2253

www.thinkingmaps.com
LAUSD Vendor #1000006091

THINKING MAPS
Price

Our training offerings include: general training in a PreK-12 common visual language for learning, leadership training, training to address differentiated instruction for ELLs, and a seamless writing training offering from Kindergarten through High School.

Our consulting pricing is as follows:
Training of Trainers/Facilitator training - $2,000 per day/plus cost of round trip airfare, if needed – not to exceed $750. (Cost for Chris Yeager or Dr. Brenda Baker is $2,500 per day as they are Directors of Consulting.)

Direct teacher training - $1,500 per day/plus the cost of round trip airfare, if needed – not to exceed $750.

To see the Materials Order Form, please visit www.thinkingmaps.com to download a copy of this form. Note that there is a 6% charge for shipping and handling and California tax must be added as well.

The New Teacher Project (TNTP)

VENDOR #   1000009529

CONTRACT #   4400003369

CONTACT   tntp.org

(718) 233-2800

Relevant, flexible Common Core training for LAUSD teachers and principals.

OUR APPROACH. The Common Core State Standards demand new skills of teachers and school leaders—skills that are best learned through active, relevant practice. With experience training 30,000 teachers and principals nationwide, TNTP designs trainings that are engaging, fast-paced, and highly relevant to participants. We use data to customize sessions, adjust in real time, measure learning, and recommend follow-up for continual improvement. All trainings blend both content and pedagogy so participants leave with skills that they can apply the next day at school.

OUR SUPPORT. All professional development options below can be tailored to group size—from and individual teaching teams to entire schools—and to the time and budget of participants. They span grades K-12 and cover both mathematics content and literacy content (useful for all teachers working on student engagement with rich texts). Participants receive royalty-free access to the training materials, which may include videos of exemplary classrooms, all seminar materials, access to online training, and use of TNTP's proprietary, no-stakes teacher observation tool.

Common Core Instructional Seminars. During in-person seminars, participants do a deep dive into the expectations and instructional shifts required by the Common Core. During the training, teachers analyze and improve lessons from their own classroom and walk away with tools—such as questioning techniques, an approach to choosing complex texts, or new lesson structures—that are appropriate for their students. Each seminar can accommodate up to 50 participants, and we encourage professional learning communities or academic departments to attend together to establish a shared vision. Participants can mix and match the six seminars, below.

Seminar	# of sessions / Total hours	Audience
Using Complex Texts to Drive Instruction	3 sessions / 9 hours	K-12 literacy teachers, content teachers
Reading Technique Training	4 sessions / 12 hours	K-12 literacy teachers, content teachers
Reading Lesson Structures	5 sessions /15 hours	K-5 Teachers
Content Area Writing	4 sessions /12 hours	6-12 literacy teachers, content teachers
Early Childhood Literacy & Language Development	3 sessions / 9.5 hours	K – 2 teachers
Common Core - Early Childhood Math	3 sessions / 7.5 hours	K – 2 teachers

Principal Coaching. Our experience tells us that personalized coaching on the job is more likely to improve principal performance than other professional development method. Through hands-on coaching, we prepare principals to engage with the Common Core standards and to support rigorous instruction in their buildings. First, we get to know the school, the principal's leadership style, how they use data, and their familiarity with the Common Core. Then we create a custom plan to refine their instructional vision and guide each school's transition to the standards. Finally, we train leaders on effective teacher coaching, so principals can support their teachers with constructive feedback.

Virtual Courses. TNTP's three virtual courses give principals and teachers the flexibility to participate in high-quality professional development on their own schedule. In separate modules—which users can bookmark and review as needed—we explain best practices in coaching and the Common Core, concretely describe English Language Arts and math classrooms that achieve those best practices, and show video examples of the best practices at work in real classrooms. At the end of each course, educators produce a product that is be evaluated by a TNTP coach.

Course	Total Hours	Audience
Coaching to Excellence: Proven teacher coaching techniques	15 hours	Principals
Elementary ELA and Math Instruction: High expectations & essential content	40-60 hours	Teachers, Grades K-5
Secondary Math Instruction: Building conceptual understanding	40-60 hours	Math Teachers, Grades 6-12

*TNTP is a national nonprofit committed to ending the injustice of educational inequality. Founded by teachers in 1997, TNTP works with schools, districts and states to provide excellent teachers to the students who need them most and advance policies and practices that ensure effective teaching in every classroom. **tntp.org***

Service	Capacity	Cost		
Principal Coaching	60-85 principals in year one TBD in subsequent years	$284,732 per cohort of 12 principals $23,728 per principal		
Common Core Seminars	50 participants per session	Session	Cost per Session	Cost per Participant
		Using Complex Texts to Drive Instruction	$30,000	$600
		Reading Technique Training	$40,000	$800
		Reading Lesson Structures	$50,000	$1000
		Content Area Writing	$40,000	$800
		Early Childhood Literacy and Language Development	$32,000	$633
		Common Core - Early Childhood Math	$25,000	$500
Online Modules	3,500 educators at current capacity		$1,586 for every teacher enrolled	

All prices include materials and deliverables, both physical and electronic, for all sessions. For Common Core Seminars, the cost per participant assumes complete sessions with 50 participants attending.

To Imagine

VENDOR #	1000007352
CONTRACT #	4400003370
CONTACT	Joanne Allain

(949) 230-6267

To Imagine, Inc.

Joanne Allain

Phone: 949-230-6267
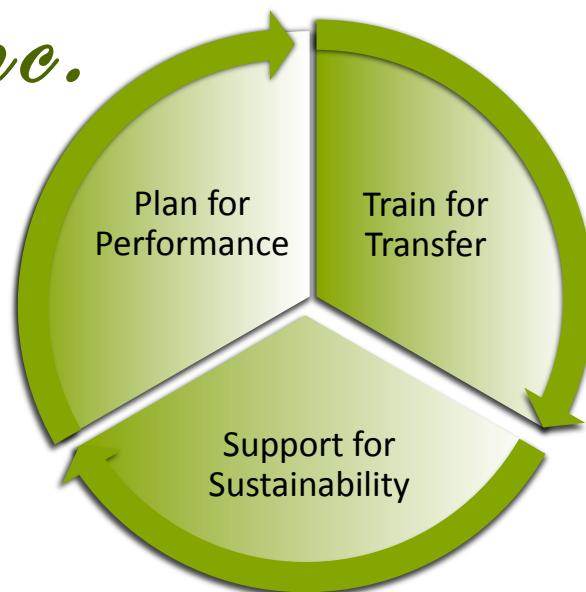
3625 Cerritos Ave. Long Beach, CA 90807

Email: *toimagn@ix.netcom.com*

LAUSD Vendor #1000007352

Fee structure:

Formal PD Full day: $2000.00 per day

Informal PD/Coaching: $1500.00 per day

Joanne Allain is an experienced practitioner who assists educators across the country to translate educational research and initiatives into ground level practice in real schools with real students.   Recognizing that every school is unique, Joanne customizes her PD and coaching to the needs and circumstances of educators and students. She believes that educators are already experts in their fields and works to help them build upon current expertise and resources to serve *all students, all the time.*

Plan for Performance	Train for Transfer	Support for Sustainability
Provide practical planning and guidance for all Common Core, Literacy, and RtI²/MTSS needs.	Facilitate implementation and provide training in skills and structures necessary for student success.	Provide ongoing coaching and support to advance and sustain student achievement.

Clarity precedes competence.

Mike Schmoker

Joanne Allain, MA
toimagn@ix.netcom.com
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949-230-6267

Wherever you are in the process, To Imagine can help.

Plan for Performance

Facilitation and guidance for planning and implementation

- **CCSS within an RtI²/MTSS Structure**: *Unique plans for Unique Schools*

- **CCSS Habits of Mind**: *Planning across content for instruction in Capacities for Literate Individuals and Math Practices*

- **Tasks to Results**: *Plan for student success on SBAC through daily activities and local assessments.*

- **Literacy Intervention**: *Evidence based content, instruction, identification, scheduling, and implementation.*

Train for Transfer

Formal & informal guidance and training

- **RtI²/MTSS and the Common Core**: *Making it Work Every Day*

- **CCSS Habits of Mind through Collective Practice**: *What do they look like in the classroom?*

- **Task to Results**: *Generate a menu of easy daily activities that prepare students for the demands of the Common Core and SBAC*

- **Linguistic Content and Instructional Strategies for Educators**: *K-12.*

Support for Sustainability

Ongoing guidance and coaching

- **Effective RtI²/MTSS /CCSS:** Structure implementation, instruction review, revision, refinement

- **Incorporating CCSS into an existing RtI²/MTSS system:** *A Natural Fit*

- **Data analysis and assessment plans:** *Data analysis including and beyond SBAC assessments.*

- **CCSS Habits of Mind and 21ˢᵗ Century Skills**: *Effective instruction across the tiers*

- **Literacy intervention**: *Content, instruction and implementation.*

©

UCLA Center X

VENDOR #	1000003500
CONTRACT #	4400003371
CONTACT	centerx.gseis.ucla.edu/common-core

(310) 825-4910

TRANSFORMING PUBLIC SCHOOLS
UCLA CENTER X

PROFESSIONAL LEARNING WITH THE COMMON CORE

Center X, located in the Graduate School of Education & Information Studies at UCLA, is where research and practice intersect for urban school professionals. With over twenty years of experience in high quality professional development, Center X has brought together UCLA, public schools, and the diverse communities of Los Angeles, to demonstrate that schools for low-income minority children can become rich, rigorous, socially just, and caring learning communities where all children learn extraordinarily well and reach their full potential.

Center X Professional Development is grounded in:

- Individualized and differentiated instruction that meets the needs of both teacher and school communities
- Building relationships with the groups we support
- Professional learning that makes explicit the connections between theory and practice
- Professional learning based in constructivist, socio-cultural, and adult learning theory
- Making practical and tangible connections relevant to the classroom
- Experiential learning where participants "do the discipline"

Center X Common Core Professional Development Structures:

- Intensive Professional Development institutes or workshops at UCLA Center X
- Custom designed site-based PD tailored to the needs of the school
- One-on-one hands-on coaching and educator support at school sites

Center X Professional Development in CCSS includes but is not limited to:

- Awareness, transition and implementation of CCSS through strategies, lesson/unit design, and reflection
- Developing thoughtful, data-informed CCSS based units of instruction that address student learning needs, including formative and summative assessments
- Specific instructional strategies for English Language Learners and Standard English Language Learners
- Specific instructional strategies that increase student engagement and collaboration with students in line with the CCSS Literacy Anchor Standards and CCSS Mathematical Practices
- Specific instructional strategies in content literacy and writing across content areas, including social studies and science instruction
- Awareness, understanding and use of the Smarter Balanced Assessments in order to inform instructional planning

Center X Professional Development in ELA CCSS is led by the California Reading and Literature Project (CRLP) and the UCLA Writing Project (UCLAWP) and Center X Professional Development in Mathematics CCSS is led by the UCLA Mathematics Project (UCLAMP). Additional information regarding Center X Common Core Professional Development and contact information can be found at **www.uclacenterx.org/common-core**.

TRANSFORMING PUBLIC SCHOOLS

UCLA CENTER X

UCLA Center X Professional Development for the Common Core Math and English Language Arts Instruction can be delivered in a variety of time frames and settings to any facet of the educational community. These services are provided at a cost of:

Professional Development Session over 2 hours of Total Service:

$380 per hour for up to 30 participants is charged for a professional development session of over 2 hours of total services.

The following are included for the successful preparation and implementation of professional development workshops by UCLA Center X for up to 30 participants:

• all travel

• coordinator and presenter fees

• presentation materials

Professional Development Session under 2 hours of Total Service:

$474 per hour for up to 30 participants is charged for a professional development session with less than 2 hours of total services.

The following are included for the successful preparation and implementation of professional development workshops by UCLA Center X for up to 30 participants:

• all travel

• coordinator and presenter fees

• presentation materials

Please contact us for groups larger than 30 participants at **www.uclacenterx.org**.

WestEd

VENDOR #	1000006555
CONTRACT #	4400003372
CONTACT	Matthew N. Nathan
(415) 615-3179	

Implement the Common Core with WestEd

Teachers and school leaders partner with WestEd to implement evidence-based instruction that improves outcomes for all learners. With support from WestEd, LAUSD schools can help ensure that all students are prepared to meet the demands of college and career articulated in the new California Common Core State Standards (CCSS).

Supporting Teachers and Strengthening Leadership

WestEd professional development deepens teachers' content knowledge and strengthens instructional practices, helping them make immediate shifts in classroom practices in ELA, math, and other content areas. Our coaches have the depth and breadth of experience to help teachers and school leaders address the needs of all students, including English Learners and students with disabilities.

Pricing

We offer a large array of services to meet a variety of budget requirements. Prices start at $111 per teacher for online courses and rise for more intensive, multi-day onsite engagements.

Client Examples

- Los Angeles Unified School District
- New York City Department of Education
- Chicago Public Schools
- San Diego Unified School District

Flexible Professional Development Options for Common Core

WestEd delivers a range of professional development services with different lengths and delivery methods, including online, on-site, and blended. To support classroom implementation, we deliver custom instructional coaching that helps teachers put new practices into action. Services include:

- Math professional development and coaching

- ELA professional development and coaching

- Professional development and coaching for Science and History/Social Studies teachers focused on integrating the CCSS ELA Literacy standards

- Professional development and coaching for teachers of English Learners and students with disabilities.

About WestEd

WestEd is a nonprofit research, development, and service agency that works with education and other communities to promote excellence, achieve equity, and improve learning for children, youth, and adults. It has 16 offices nationwide, from Washington and Boston to Arizona, Southern California, and its headquarters in San Francisco.

Contact Us

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visit WestEd.org

like us on Facebook

@WestEd

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
WestEd Customized Coaching WestEd offers instructional and leadership coaching that can be tailored based on school needs.						
Instructional Coaching	Teachers	K-12	All	3 days	6	$10,500
Leadership Coaching	Principals	K-12	All	3 days	6	$10,500
Reading Apprenticeship (RA) Reading Apprenticeship professional development promotes students' engagement and achievement in subject area literacy in middle and high school.						
RA Introduction Workshop	Teachers and administrators	6-12	All	3 days, on-site	40	$23,000
RA Training Series	Teachers and administrators	6-12	All	5 – 7 days	40	$38,000 - $57,000
RA Improving Secondary Education Subject Specific Training Series	Teachers and administrators	6-12	ELA, History, Science	10 days, on-site	40	$70,175
Internet-based RA Improving Secondary Education Subject Specific Training Series	Teachers and administrators	9-12	Science	65 hours online	25	$129,000
RA: Writing Connections subject specific training series with a blended online/in-person learning model	Teachers and administrators	6-8	ELA, History, Science	7 days in-person, plus online	30	$70,175
RA Teacher Leader Meetings	Teachers and administrators	6-12	ELA, History, Science	3 days, on-site	1	$8,200

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
RA Coaching	Teachers	6-12	All	2-day blocks	Varies	$2,500/day per coach, includes travel
RA Administrators Online Course	Administrators	6-12	All	30-hours, online	Varies	$600/person
Math Professional Development Professional development courses that deepen teachers'/teacher leaders'/coaches' understanding of how concepts of mathematical thinking develop in the Common Core and provides teachers with instructional practices to help students understand the content.						
Math Pathways and Pitfalls	Teachers, teacher leaders, coaches	K-5	Math	12 in-person sessions	30	$69,859
Learning and Teaching Linear Functions	Teachers, teacher leaders, coaches	6-12	Math	7 in-person sessions	80	$52,787
Algebraic Thinking in the Common Core	Teachers, teacher leaders, coaches	6-12	Math	2 in-person sessions	80	$26,545
Learning and Teaching Geometry	Teachers, teacher leaders, coaches	6-12	Math	7 in-person sessions	80	$52,787
Geometric Transformations in the Common Core	Teachers, teacher leaders, coaches	6-12	Math	2 in-person sessions	80	$26,545
Making Middle School Mathematics Accessible to all Students	Teachers, teacher leaders, coaches	6-8	Math	8 in-person sessions	80	$61,604
Learning to Lead Mathematics Professional Development	Math coaches and teacher leaders	K-12	Math	9 in-person sessions	80	$72,227

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
Customized Site-Based Professional Development	Teachers, teacher leaders, coaches	K-12	Math	2 in-person sessions	80	$28,698
Mathematics Consultants/Coaches: Site-Based Collaborative Lesson Design and Coaching	Teachers, teacher leaders, coaches	3-12	Math	20 in-person sessions	40	$137,142
Culture & Context in STEM Education: CCSS Based Math for ELL Instruction And Family Engagement	Teachers/English learner coordinators administrators and parents	K-5	Math	3 days, on-site	40	$11,000
Special Education Professional Development						
Aligning Common Core State Standards, Career Technical Education with the IEP Transition Component to Improve Post School Outcomes	Administrators, teachers	7-12	ELA, Math, Special Education	3 days	30	$7,000
Aligning Common Core State Standards Implementation Within a Multi-tiered System of Supports Model	Administrators, teachers, parents and community	PreK-12	ELA, Math, Special Education, Career Technical Education	4 days	75	$9,500

WestEd Pricing
Los Angeles Unified School District: Professional Development for Common Core Math and English Language Instruction

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
Aligning Common Core State Standards with IEP Development	District and site administrators and instructional staff	K-12	ELA, Math, Special Education	3 days	30	$7,000
CCSS Access for All Instructional Planning Through Universal Design for Learning	District and site administrators and instructional/ coaching staff	PreK-12	All	3 days	30	$7,000
Navigating the Transition from Print-based Instructional Materials to Digital Learning Materials to Promote Academic Literacy for All Students	Teachers – General education, special education, English language specialists, service providers	K-12	ELA, Reading Intervention specialists	2 days, plus online	40	$6,500

The *Quality Teaching for English Learners™* initiative (QTEL)

QTEL is a research-based professional development program for educators devoted to improving the educational outcomes of English Learners (ELs). QTEL promotes the use of highly supported, carefully scaffolded tasks that raise student achievement through amplification and enrichment of the linguistic and extra-linguistic contexts of learning and engaging students in intellectual activity required by the CCSS.

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
QTEL Foundational Institute	Teacher and Leaders	3-12	All	3 days	40	$27,000
QTEL CCSS Elementary Institute	Teachers	3-5	All	3 - 5 days	40	$27,000 - $45,000
QTEL CCSS Institutes	Teachers	6 - 12	ELA, Math, Science, or Social Studies	3 - 5 days	40	$27,000 - $45,000
QTEL CCSS for Beginning ESL Institute	Teachers	6 - 12	ESL	3 -5 days	40	$27,000 - $45,000
QTEL Coaching Institute	Teacher Leaders, Coaches, Administrators	3-12	All	3 - 5 days	40	$27,000 - $45,000

WestEd Pricing
Los Angeles Unified School District: Professional Development for Common Core Math and English Language Instruction

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
QTEL Leadership Institute	School and district Administrators	K-12	All	4 -5 days	40	$36,500 - $45,000
QTEL Collaborative Coaching	Teachers	3-12	ELA, Math, Science, Social Studies, ESL	Three 2-day cycles	6	$36,000
QTEL One on One Coaching	Teachers	3-12	ELA, Math, Science, Social Studies, ESL	One 3-day cycle	6	$16,000
QTEL Webinar Series	Teachers and School adminstrators	3-12	All	Three to five 1-hour webinars and one year access to QTEL Community site	40	$13,500 (3 webinars); $24,000 (5 webinars)
CCSS ELA Shifts or CCSS Math Shifts	Teachers	K-12	ELA, Social Studies, Science, and Technical Subjects	3 days, each followed by onsite coaching	40	$3,000 per trainer per day
CCSS Curriculum Build or CCSS Assessment Build	A district or site curriculum committee, ideally composed of teachers and leaders	K-12	ELA, Math	5-10 days, with ongoing support available	40	$3,000 per trainer per day for each of the course offerings

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range
Improving Experiences for English Learners and Their Teachers: Rigorous Instruction aligned to the California ELA/ELD Standards	Teachers, coaches, administrators, district coaches	K-12	All	Multiple days	Workshop: 45 Coaching: 10	$3,000 per trainer per day
Pepper Online CCSS Professional Development Pepper is an online learning community where educators can have anytime, anywhere access to professional development content and collaboration tools. Pepper offers a variety of learning opportunities and activities through courses, instructional resources, classroom teaching videos, lessons, and assessments.						
Pepper Online CCSS Professional Development	Teachers, coaches, school administrators	K-12	ELA, Math	Online	Unlimited	$111/seat - $499 access to all courses (annual per user license fee)

Zaner-Bloser

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Zaner-Bloser
Professional Development

Zaner-Bloser Professional Development (ZBPD) has been approved by the Los Angeles Unified School District to provide professional development for Common Core English language arts instruction (RRF 2000000330).

Zaner-Bloser offers Professional Development services to the Los Angeles Unified School District schools in support of **the district's goal to "build instructional content and practices that support high academic achievement."**

What Are ZBPD's Focus Areas?	**Common Core State Standards** **Reading** **Writing** **Language Arts** **21st Century Learning**
What Methods Does ZBPD Use to Deliver Professional Development?	Zaner-Bloser Professional Development's scope of services is comprehensive, but flexible. It offers schools a wide array of professional development options including **core courses**, **customized workshops**, **coaching**, **online delivery of training**, and **professional development materials**. It is flexible, in that you can receive customized offerings that respond to the staff needs and challenges inherent in your schools.
How is ZBPD Aligned with LAUSD Priorities?	☑ **Supports LAUSD's implementation of CCSS.** Zaner-Bloser Professional Development provides a series of workshops in support of the LAUSD's adoption of the **Common Core State Standards** that together offer a cohesive program of support for educators. These workshops/topics and accompanying on-site support and professional development participant materials **address the major CCSS ELA shifts and key elements of the LAUSD's Local Education Agency Plan**. ☑ **Supports LAUSD's ELD standards.** ZBPD supports foundational literacy in the areas of handwriting, spelling, and vocabulary that research indicates are steppingstones for English Language Development. For example, vocabulary instruction is a research-based "missing ingredient" in the development of English language proficiency (as outlined in ZBPD Workshop *Defining and Teaching Complex Text to Meet the Common Core State Standards*). All ZBPD courses will be customized to address the needs of English language learners and the district's and state's ELD standards. ☑ **Is built around the Danielson Framework for Teaching.** Zaner-Bloser Professional Development is aligned with the Learning Forward Standards for Professional Development, Charlotte Danielson's Framework for Teaching (FfT), and the LAUSD's Local Education Agency Plan and Strategic Plan. ☑ **Helps teachers increase confidence, competence, and student achievement.** For example, Zaner-Bloser provided professional development linking literacy with social development during 2009-2012 at Longfellow Elementary School in the **San Francisco Unified School District** that significantly increased student achievement and teacher effectiveness (see Case Study for details).
How Do We Know ZBPD Is Effective?	Zaner-Bloser Professional Development is **proven effective** based on years of service to partner schools and an independent evaluation by the University of Cincinnati Evaluation Services Center that showed ZBPD and accompanying materials had a **significant impact on academic achievement** (writing) and **teachers' self-efficacy**.

For additional information, visit https://www.zaner-bloser.com/zaner-bloser-professional-development

Zaner-Bloser Professional Development Price List:

- **1 day of Zaner-Bloser Professional Development $3,500.00**
- **Each day of subsequent consecutive Zaner-Bloser Professional Development $2,950.00**

A day may include **professional development workshop/s or sessions**; **on-site coaching and modeling**; **technical assistance to establish professional learning communities**; etc.

Zaner-Bloser Professional Development serves all educators (preK-12; regular and special education classrooms; teachers and administrators; e.g.) with a focus on reading, language arts, and 21st century learning aligned with Common Core State Standards.

Please Note: Each course has a **limit of 50 participants** to allow for interaction and hands-on activities. Price includes all consultant and materials costs and travel. School/district must only provide the location(s) for the session(s).

Zaner-Bloser Professional Development **provides all training materials** relevant to the sessions and on-site work provided; **travel is also included**.

Zaner-Bloser Professional Development Book Discussion Guides are free (http://www.zaner-bloser.com/professional-book-discussion-guides), as are Zaner-Bloser Webinars (http://www.zaner-bloser.com/webinar), where educators can register for hour-long, free sessions on current education topics such as *Instructional Leadership: Getting Schools Ready for PARCC and SBAC Writing; Deeper Thinking for the Common Core; Practical Strategies to Prepare for PARCC and SBAC Writing; Are You Ready for PARCC and SBAC Writing?*

Planning needed to develop and customize the sessions to address LAUSD requirements and standards is also included in our fees. Each course has a limit of 50 participants to allow for interaction and hands-on activities.

For **on-site sessions**, we require professional meeting space, and will provide an LCD projector if one cannot be provided by LAUSD. Zaner-Bloser will provide all research materials, handouts, chart paper, misc. supplies (markers, post-it notes), etc. For on-site work (coaching, modeling, demonstration, follow-up, etc.), we require that coverage be provided for participating teachers if necessary and that teachers and administrators be advised of their roles and responsibilities in advance.