

PROGRAM ELEMENTS

ASAS-LA's proposed program is acceptable for Elementary, Middle, Span and High Schools as well as Continuation and Options Schools and demonstrates a clear understanding of the District's over-arching goals.

Graduation, College and Career Readiness: ASAS-LA's has multiple programs and initiatives that are designed to increase student graduation rates while preparing them for success in college and in their careers. The **We Are Ready (WAR)** initiative prepares middle school students for their transition to high school while helping them draw clear connections between academic and professional success. The program includes tutoring and homework assistance; individualized support in core subjects; study & organizational skills such as test prep, reading comprehension, time management, studying a foreign language, and note-taking; field trips to colleges and work sites; job-shadowing, informational interviews and resume workshops; service learning projects and mentoring; family engagement with parents focusing on supporting your child's transition to high school, high school options for 8th graders, high school academic requirements, and processes for applying to and financing college; and the *CampUS* program which is an intensive one-week, overnight summer camp on a university campus where students attend workshops on high school readiness, leadership, and active citizenship. The **Career Exploration Opportunities (CEO)** program is a financial literacy, career development and entrepreneurialism program designed to help students learn to be self-sufficient adults, prepare them for the 21st century economy, and inspire long-term career planning. Financial literacy programs teach students how to budget, save, spend wisely and the concept of borrowed credit. Using virtual stock portfolios and other fun finance board games, they explore basic investment and economic concepts gaining a functional understanding of responsible money management. Career development takes students on workplace visits and hosts interviews with guest speakers. Students also participate in role-playing and educational workshops while learning appropriate workplace behavior. During the school year, students work in groups to develop or improve upon a mobile app design. In this entrepreneurial project, students conduct market research, identify competition, develop a business plan, create a tangible product, negotiate with lenders, find and acquire investors, and effectively market their idea. The project culminates with a judging panel of ASAS-LA instructors and/or local professionals evaluating the students' work based on students' TED Talk-style presentations of their product. Lastly, CEO connects youth with local professionals from government, business, and nonprofit sectors; conducts interviews with professionals and participate in career panels and roundtables with these volunteers. Often, the professionals have similar upbringings and backgrounds to ASAS-LA students, enabling them to serve as excellent examples of motivated, confident, and successful role models for ASAS-LA students. A third highly successful program **The Quest**, ASAS-LA's workforce readiness program, which challenges students to embark upon an individualized journey to gain skills critical to employability. Students engage in workshopstyle collaborative learning sessions that develop their communication, time management, and presentation skills while learning techniques specific to interviewing, resume-building, and filling out job applications. Students also explore what specific education, training and technical knowledge is required for particular careers and receive individualized support and feedback from adult mentors as they discern their

career options. The 8-12 week program is designed for Juniors and Seniors and culminates with a Capstone presentation, Job Leads and Internships.

Attendance: To evaluate the effectiveness of our organizational objectives and our ability to meet attendance goals, ASAS-LA utilizes CitySpan, a nationally recognized customizable database system to track real-time attendance data at each site. To maximize the benefits of CitySpan, ASAS-LA has a fully operational Data Department comprised of Data Entry personnel, and a Director of Data Management who provides site level training, ensures timely reporting, and maintains quality control. The department undergoes internal and external audits on a routine basis to preserve the integrity and accuracy of attendance, dosage, demographic and other program related data. The Director of Data Management bears the primary responsibility of training all Program Coordinators on the use of CitySpan and how to specifically monitor their attendance goals. Through this training, Program Coordinators can analyze attendance using multiple reports such as, dosage, daily and monthly attendance, and student participation by activity. Additionally, attendance reports are provided to management staff and reviewed during weekly meetings. During these meetings, management looks for attendance trends and establishes projections to help determine monthly, quarterly and yearly outlook.

Proficiency for All in English Language Arts & Mathematics: ASAS-LA programming takes a holistic approach to providing students with assistance in their academic work; effectively combats detrimental learning loss; and increases student proficiency in English Language Arts, Math, S.T.E.A.M., and their social emotional wellness. All program participants begin the programmatic day with ASAS-LA's academic assistance program called *Countdown*. During this time frame, typically 45-60 minutes, staff assist with homework, journal writing, research skills, reading, study skills, literacy-based initiatives, and test-prep activities. This is not a supervised "study hall," but rather includes proactive collaboration with core day instructors to address specific study skills students are lacking. By aligning after school activities with the core day's initiatives, students are able to use practical application of their skills and reinforce learning. Through the utilization of the English Language Arts curriculum *KidzLit*, students are led through a five-goal procedure: Literacy Skills, Written Expression, Core Values, Connections, and Critical Thinking Skills. These processes are aligned with common core standards and have been proven to increase student's enjoyment of reading, build their vocabulary, deepen their critical thinking, and foster their ability to work with others. Other curriculum used are *Write Brain*, which allows for students to create and publish their own books and *Read to Lead*, an online reading program that fosters students literacy through interactive real life scenarios where students are placed in leadership positions to solve day to day entrepreneurial situations.

The Math curriculum *KidzMath* reinforces math concepts and aligns with common core standards. Web based learning is provided through *Revolution Prep* which has students to work at their own pace, expand their proficiency and mastery of math concepts and allows for staff and teachers to monitor the students' successes. *Common Threads*' is a healthy cooking curricula and uses USDA nutrition education guidelines for students. Classes are organized into sections on particular groups of ingredients, beginning with science and nutrition and helps students understand the practical use of math or science in cooking (e.g. how to convert liquid to solid measurements). The *Track Modeling Program* focuses heavily on engineering practices with students having the opportunity to design and build their own scale model BMX track. ASAS-

LA can offer computer lab and library hours, at schools where access is made available, for students to complete homework and engage in interactive, self-paced online learning. ASAS-LA partners with Revolution Prep, Achieve 3000, Read to Lead, and others to offer online English Language Arts and Math curricula, which provides real-time data concepts mastery for after-school and core-day teachers. ASAS-LA Visual Arts programs provide students with unique, experiential opportunities to develop their talents and express themselves through visual arts. The popular All-Stars Customs program teaches students how to build scale model cars using professional techniques such as prepping, painting and assembly. Students get the opportunity to build show quality models using professional techniques. Replicas designed by ASAS-LA students have been exhibited at local Ford dealerships; the LA Auto Show and our annual *ArtCon*, an organization wide event. Another program is the Cartoon Academy which guides students through the design and development of their own cartoon character. One of the most popular programs is the 6-week Japanese Anime workshop. All arts activities incorporate social-emotional learning through “Empowerment Through Art” strategies.

Parent, Community and Student Engagement: As staff members of ASAS-LA we are partners with the parents/guardians of our students in providing the best care possible for children during the after-school hours. Parents lead demanding lives and deserve our respect and support. Part of our professional responsibility in assisting our students is to develop positive relationships with their parents. It is important to provide regular communication with our parents, keeping in mind that praise should occur twice as much as constructive criticism/negative reports. Regular staff communication with parents includes: Phone Calls; Robo Calls using the school’s systems; Flyers; Parent Meetings; End of Program events and meetings; and Parent information Nights. Communication with Students includes Student assemblies; Flyers; Announcements during program time and Lunch time events. Additionally, ASAS-LA leverages corporate and community partner relationships to further enrich student experiences. Our vast network of community partnerships not only bolsters ASAS-LA program quality, contributing to its long-term viability, but also helps bring additional in-kind and financial support to our programs. Key partners include: *Girl Scouts Greater Los Angeles* who provides free curriculum, program supplies, staff support, outdoor opportunities, and one overnight camp; *Sanford Harmony* who provides free curriculum and training on social emotional learning; and *T-Mobile/Metro PCS- T-Mobile/Metro PCS* which supports ASAS-LA Career Exploration programming.

Program and Professional Development: ASAS-LA actively engages in program and professional development courses that strengthen the organization’s outcomes and the strength of its staff. Currently, we are participating in the following programs:

- **We Are - Self-Awareness and Self-Management** - During this virtual training, staff learns how to introduce and implement focused conversations and share current strategies and resources to support the development of young people’s self-awareness and self-management skills.
- **Mental Health and Wellness for Youth and Adults** - During this training, staff is trained to understand the connection between our internal brain function and the behaviors we observe in programs as well as understand the impact stress and trauma have on a young person.

- **Understanding Implicit Bias** - Social scientists determined we all carry unconscious biases due to a lifetime of exposure to cultural attitudes about age, race, ethnicity, religion, social class, gender, gender identity, physical abilities, and other social constructs. This training explores implicit biases as an individual and member of society at large.

- **Recognizing Trauma and Building Resilience in Youth** - This workshop is a follow-up to the Trauma-Informed Practices for Schools (TIPS) training that Expanded Learning staff received in the 2019-2020 school year. It is designed to provide participants with an understanding of how to use a trauma-lens to identify the needs of students impacted by trauma as a result of COVID-19 and other traumas as well as build resilience in youth.

ASAS-LA requires staff to participate in year-round professional development. One major component is *Onboarding* which requires new staff to participate in the following trainings: Risk Management/ Emergency Preparedness/ Employee Handbook; Harassment/Child Abuse Reporting; Structure and Clear Limits, Active Learning, Building Community; Safe Schools, a K-12 safety and compliance training program. Another component is *Year Round Development* which utilizes regularly scheduled meetings, professional development is incorporated monthly to ensure identified needs are addressed. These include: Summer Training; Chapter Meetings; Region Workshops; Talk Tuesday – Series of staff development resources that focus on current industries topics. Topics discussed; Leadership, Building Relationships, Transformational Leadership, CQI; and Program Specific Workshops.

School Safety and Positive School Climate: ASAS-LA is implementing the latest CDC recommended operational strategies to ensure the safety of our students and staff which includes providing “Safeschools” staff training on Coronavirus response procedures; temperature screening and classroom distancing; increased cleaning; and most importantly implementing a 1:14 staff to student ratio based on the CDC recommended *Cohorting System*. ASAS-LA operates programs directly on school sites with programming deeply integrated into the school ecosystem. We leverage schools’ security guards and monitoring systems throughout after-school programming; we train staff on their school safety plans; our full time Program Coordinators (PCs), are responsible for day-to-day program operations, have designated office space at each school, providing them access to information and resources necessary to ensure students’ safety. Through these avenues, we create a safety system that naturally aligns our procedures to those implemented during the school day. PCs are responsible for overseeing the physical and emotional safety of the afterschool program and its participants. Each site has a formal safety plan that address the site’s needs, resources, and existing procedures. PCs participate in all school staff meetings and hold one-on-one monthly meetings with school principals. These open and direct lines of communication enable each site’s PC to adjust safety plans as necessary and ensure all program staff are knowledgeable about the plan. Also included in site safety plans are programs designed to create supportive, inclusive, and empowering environments for participants. Examples of such programs include: Codes of participant conduct, which are created to mirror those implemented during the school-day and to include input from participants; An anti-bullying initiative, which includes specialized programming during September (the month of ASASLA’s “No More Bullies” campaign) and additional programming throughout the year.

All staff must be CPR/first aid certified and attend a child abuse reporting workshop. We conduct emergency and disaster drills for all students and staff on a monthly basis. Daily, ASAS-LA staff engage in activities to ensure student safety: wearing uniforms issued by ASAS-LA that make staff easily identifiable; maintaining detailed attendance records; quick and diligent documentation of all behavior and safety-related incidents as well as outreach and communication to involved parties, including parents, school administration, school security, and ASAS-LA staff. Additionally, all students are required to submit an enrollment application, which contains emergency contact information and pertinent medical information to ASAS-LA upon enrollment in the program. ASAS-LA staff, student guardians, and authorized school staff have ready access to this information in the event of an emergency. ASAS-LA does not operate as a drop-in program. Students must participate for the duration of the daily after-school program, unless they have completed an early release form, which specifies the date and time of and reason for early release. Students must sign-in to all program activities and in the event activities take place in locations other than typically designated areas, staff communicate new locations to participants and families through written and verbal notification. Locations are accessible by students with disabilities.

Focus on Simplicity of Implementation: To successfully implement ASAS-LA programming in an efficient and effective way, primary program leadership works directly with site staff and third-party contractors to properly train program staff; provide high quality curriculum and supplies; provide additional professional development training when needed; continuously evaluate the strengths and successes of each site while identifying areas in need of development; and ensure that students and their families overall receive excellent service and care.

Whole Child Wellness Services: ASAS-LA believes that everyone, especially youth, deserve an equal opportunity to live the healthiest life possible. We understand that this requires removing obstacles to health such as a lack of access to quality education, nutrition, and safe environments. Our youth development centered programs embed Social Emotional Learning practices into all curriculum, allowing students to develop healthy identities; manage emotions; feel and show empathy for others; build positive relationships with adults; and make responsible and caring decisions.

Sports As A Hook (SAAH) was launched in response to the youth obesity crisis and focuses on structured physical and nutrition activities that connect sports to lessons on healthy living, teamwork, resilience, and gender equality. To ensure our students are active every day, we offer a range of diverse team and individual sports such as cross country, wrestling, soccer, basketball, dance (folklorico, hip hop, Latin, and more), cheer, and rugby. Recent community partners in offering these activities include Play Rugby USA, Students Run LA, Beat the Streets LA, Redwine Camps (soccer), and NBC Camps (basketball). We partner with Coach Across America and Coaching Corps to train highly effective coaches in sports and youth development. We train all of our coaches to tie sports to lessons on leadership, female empowerment, and service learning, leveraging the character qualities common to these activities (respect, collaboration, communication, tenacity, goal-setting, vision, sacrifice, and discipline) to help our students become well-rounded members of their communities.

ASAS-LA Whole Child Wellness Services successfully prevent youth violence and youth victimization; reduce youth trauma and promote healing; increase self-esteem and resiliency; and serve students who face exceptional daily challenges due to the socio-economic conditions that surround their community. Recently we launched a new tobacco use prevention program in partnership with the LA Unified School District and Beyond the Bell. With support from the CA Dept. of Education Tobacco-Use Prevention Education (TUPE), we are implementing a youth advocacy anti-tobacco/anti-vaping/anti-cannabis school-wide campaign at four Middle Schools over six months. Lastly, following the tragic murder of George Floyd and the nationwide call for an end to police brutality, systemic racism and gun violence, ASAS-LA made an intentional programmatic decision to strengthen its commitment to Social and Racial Justice through increased leadership training for staff, expanded curriculums, and the hiring of new personnel with specific expertise on the issue. Current staff have received six weeks of extensive training in Social Emotional Learning/Self Awareness, Transformational Leadership Strategies, and Understanding Implicit Bias to name a few.

PRICE SCHEDULE



PRICE PROPOSAL

The following is the After-School All-Stars, Los Angeles Price Proposal to deliver direct student services supporting college and career readiness, academic enrichment and intervention, student and parent engagement, health and wellness efforts and community safety initiatives to improve student outcomes determined by schools.

This Price Proposal is based on a fully burdened fixed Unit Rate. The Unit in this proposal is defined as a complete Six-Week Program Module.

Each Module is Priced using the following factors:

- A.) Duration of the Module is 6 Weeks
- B.) Each week delivers Two (2) sessions each lasting One (1) Hour
- C.) Each Module serves 15 students
- D.) All Direct and Indirect costs, fringe benefits, and all materials, supplies, and equipment are included.

**MODULE 1: ACADEMIC ENRICHMENT & INTERVENTION
(ENGLISH LANGUAGE ARTS & MATH)**

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$5 x 15 students	\$75.00
Administrative Costs	\$64.00
TOTAL EXPENSES	\$493.00



PRICE PROPOSAL (CONT.)

MODULE 2: ACADEMIC ENRICHMENT & INTERVENTION VISUAL ART - ALL STAR CUSTOMS PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$25 x 15 students	\$375.00
Administrative Costs	\$109.00
TOTAL EXPENSES	\$838.00

MODULE 3: ACADEMIC ENRICHMENT & INTERVENTION VISUAL ART - ANIME DRAWING/ART PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$15 x 15 students	\$225.00
Administrative Costs	\$87.00
TOTAL EXPENSES	\$666.00



PRICE PROPOSAL (CONT.)

MODULE 4: COLLEGE & CAREER READINESS WE ARE READY (WAR) PROGRAM (8th Grade Only - High School Transition)

MODULE EXPENSES	
Staff Salaries & Wages: \$30/Hr x 2 Hours per week x 6 weeks.	\$360.00
Employee Costs/Benefits	\$65.00
Program Supplies: \$20 x 15 students	\$300.00
Administrative Costs	\$109.00
TOTAL EXPENSES	\$834.00

MODULE 5: INTRODUCTION TO COLLEGE & CAREER READINESS PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$30/Hr x 2 Hours per week x 6 weeks.	\$360.00
Employee Costs/Benefits	\$65.00
Program Supplies: \$20 x 15 students	\$300.00
Administrative Costs	\$109.00
TOTAL EXPENSES	\$834.00



PRICE PROPOSAL (CONT.)

**MODULE 6: COLLEGE & CAREER READINESS
CAREER EXPLORATION OPPORTUNITIES (CEO)**

MODULE EXPENSES	
Staff Salaries & Wages: \$30/Hr x 2 Hours per week x 6 weeks.	\$360.00
Employee Costs/Benefits	\$65.00
Program Supplies: \$20 x 15 students	\$300.00
Administrative Costs	\$109.00
TOTAL EXPENSES	\$834.00

MODULE 7: COLLEGE & CAREER READINESS - THE QUEST PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$30/Hr x 2 Hours per week x 6 weeks.	\$360.00
Employee Costs/Benefits	\$65.00
Program Supplies: \$25 x 15 students	\$375.00
Administrative Costs	\$120.00
TOTAL EXPENSES	\$920.00



PRICE PROPOSAL (CONT.)

MODULE 8: HEALTH & WELLNESS, FITNESS, SPORTS CHEER AND DANCE PROGRAMS

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$20 x 15 students	\$300.00
Administrative Costs	\$98.00
TOTAL EXPENSES	\$752.00

MODULE 9: HEALTH & WELLNESS, FITNESS, SPORTS - YOGA PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$15 x 15 students	\$225.00
Administrative Costs	\$87.00
TOTAL EXPENSES	\$666.00

MODULE 10: HEALTH & WELLNESS, FITNESS, SPORTS - SOCCER & BASKETBALL PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$25 x 15 students	\$375.00
Administrative Costs	\$109.00
TOTAL EXPENSES	\$838.00



PRICE PROPOSAL (CONT.)

MODULE 11: ACADEMIC ENRICHMENT & INTERVENTION VISUAL ART - PHOTOGRAPHY PROGRAM

MODULE EXPENSES	
Staff Salaries & Wages: \$25/Hr x 2 Hours per week x 6 weeks.	\$300.00
Employee Costs/Benefits	\$54.00
Program Supplies: \$75 x 15 students * Includes a Personal Digital Camera that Students will keep after the program is completed.	\$1,125.00
Administrative Costs	\$222.00
TOTAL EXPENSES	\$1,701.00