

PROGRAM ELEMENTS

Our proposed program offering is our Satellite Partnership program which captures the essential elements of our proven entrepreneurship curriculum and delivers them in a highly flexible, scalable, and sustainable manner. Our Satellite Partnership program provides options of a 77 hour instructional model (BUILD: Explore Entrepreneurship) that can be integrated into an existing course and a 180 hour instructional model (BUILD: Entrepreneurship 1.0) that is a stand-alone in-class A-G approved elective for high school credit. Both options are delivered by classroom educators from the partners' respective schools. Educators receive annual summer training facilitated by our BUILD program team and coaching on a bi-weekly basis throughout the school year. As an enhanced offering for this program, teachers and students will have opportunities to engage with volunteers from BUILD's corporate network to provide opportunities for work-based learning and to receive feedback on their entrepreneurial endeavors. This offering is specifically for middle and high school students grades 7th-12th.

In addition to the curriculum, training, and support, teachers will have access to digitally-enhanced interactive lessons including our innovative BUILD Design Challenge. Working collaboratively in teams, students explore stories of diverse people and develop innovative solutions to address their challenges, which they then prototype, test, improve, and pitch. The Design Challenge teaches youth that they can create their own opportunities and be resilient in the face of adversity. As students go through the Design Challenge they learn Design Thinking, build critical SEL competencies, and level up their digital skills which will serve them over the span of their education and future careers. These digital tools and challenges are included in the program and can be used as stand-alone activities to supplement the curriculum or be utilized as tools to support student learning as they complete the base curriculum. To ensure that educators feel comfortable utilizing our content and digital tools BUILD offers teacher training and facilitator guides. Resources for these virtual tools are available at www.build.org/virtual.

The Satellite Partnership program model is getting strong results from students in the career and college readiness arena. We have collected multi-site, multi-year data showing that students who have had just one year of the BUILD program have graduation rates higher than the 73% national average on-time high school graduation for students from low-income families. In the lowest-performing schools in which BUILD serves students, students with just one year of BUILD graduate at a rate up to 56% higher than their peers. In higher-performing schools, BUILD students' graduation attainment is 12-15% above this average. In addition to promoting on-time high school graduation, after just one year of BUILD, 90% of students show improvement in at least five of the six Spark Skills. In other words, with just one year of BUILD, we level the playing field for our students while preparing them for college and career success and setting them up to be the next generation of entrepreneurial leaders and change makers.

1. *Curriculum:* BUILD’s curriculum provides 7th-12th grade students with project-based experiential learning in entrepreneurship that prepares them for college and career success. Through the empowering experience of addressing a pressing community issue and creating a business based on their solution to that issue, students demonstrate increased proficiency in critical competencies. In BUILD students utilize, investigate, and internalize BUILD’s six Spark Skills: Communication, Collaboration, Problem Solving, Innovation, Grit, and Self-Management. Students also use the Design Thinking process in various contexts as they move through the stages of creating businesses. BUILD will provide ongoing support and access to all the “ready to go” lesson plans and tools to deliver a highly engaging experience.
2. *Teacher Training and Support:* Teachers implementing BUILD curriculum will be trained on its implementation by experts annually. A full-time Program Manager will work with teachers year round on curriculum integration and adaptation. Teachers will also have access to collaborative meetings and tools created by our national cohort of current teachers and program staff.
3. *Digital Offerings:* Through our website we provide an increasing number of highly engaging interactive modules introducing students to Design Thinking, business development, and the basics of entrepreneurship. Digital teacher and student guides are provided that provide direction through the process of creating a product, service, or campaign for a specific client base, and running a small scale business with a team. This offering builds upon the learning that occurs through the provided curriculum and can be utilized to enhance in class learning or act as stand-alone virtual engagement.
4. *Student and Parent Engagement Events:* Program Manager will work with teachers to hold two showcase events per year. The first showcase will be a virtual idea pitch where students present an Elevator Pitch to a panel of judges and an audience of friends and family. The second will be a Business Plan Competition where student teams present their business ideas to a panel of judges and an audience of family and peers in person or virtually. This event can take place at the school site or a partner location, as arranged by school staff. This is the culminating BUILD event and provides an opportunity to celebrate student growth with parents/ guardians, school, and community. This event could be in partnership with other BUILD school partners at the regional, state, or even national levels.

The above listed curriculum, support and resources are included in both our BUILD: Explore Entrepreneurship and BUILD: Entrepreneurship 1.0 offerings. The Teacher Professional Development offering is a stand-alone experience.

PRICE SCHEDULE

BUILD: Explore Entrepreneurship: 6 Units 30 lessons 77 hours of instruction

Students are introduced to BUILD's Spark Skills and the processes of Design Thinking with digital enhancements. Throughout the course, students use those skills and processes as they work in teams to create unique and innovative business ideas.

Annual Price: \$5,000

BUILD: Entrepreneurship 1.0: 14 Units 56 lessons 160 hours of instruction

This curriculum is an extension of BUILD's Explore Entrepreneurship content and is a stand-alone A-G approved elective course. Guide students through the process of launching their small businesses, and provides various opportunities to market and sell their products to actual customers.

Annual Price: \$10,000

Teacher Professional Development Training:

In 2020, BUILD was asked to facilitate professional development for 180 LAUSD Career and Technical Teachers. Based on this experience, BUILD is offering a 2 hour virtual professional development training made by teachers for teachers. This highly interactive session will focus on Human-Centered Design, growth mindset and project based experiential learning. We are offering to train a group of 10 teachers at your school. Additional teachers \$150 per.

One-time price: \$1,500