

PROGRAM ELEMENTS

It is well established that experiential and active-learning educational programs lead to positive youth development and improved learning. Furthermore, studies show participation in outdoor education programs leads to less aggression, better emotional regulation, higher cognitive function, more adept social skills, involved environmental stewardship, health benefits, improved classroom engagement, increased academic achievement and motivation, and a broadening of career interests. (Outdoor School For All, 2015)

However, there is a significant socio-economic and racial inequality of access to education programs and workforce development opportunities. This inequality results from many factors, including disparities in geographic program availability, per-student spending, parent funding, and teacher quality and retention between school districts and communities. (LA Times: Educational Disparity: How Teachers Can Rescue the System, 2018)

LAMI is committed to balancing this disparity by providing its proven positive-development programs to 10-18-year-old youth from Title 1 schools, service organizations for at-risk and foster youth, and underserved and underrepresented communities of Los Angeles County. LAMI believes the opportunity to experience the positive transformation from a voyage on a tall ship or the hands-on kinetic learning through at-sea activities should not be available only to those who can afford it, live nearby, have similar opportunities through well supported educational institutions, or whose parents or community are familiar with these opportunities.

At LAMI, we see positive results and program successes every time a young participant decides to brave climbing aloft, steps in to show a peer how to belay a line correctly, successfully plots the ship's course, or shows emotions over the plastic in a bird's gut. LAMI's longstanding partnerships with schools, educators, and youth groups also attest to our programs' impact. Many breakthroughs in youth development are observed by the crew every day. The positive impact is often longitudinal, with many alumni students pursuing paths in the maritime industry, environmental, or science-related fields.

Over its many years, LAMI has expanded to providing program elements that enhance and go beyond positive youth development and academic learning into the areas of career training, workforce development and to those that support the family, parents, educators, and communities as a whole. Below is a summary of the variety of Program Elements offered by LAMI.

Family Engagement (FE)

Family members have the most significant impact and influence on a young person's development and education. Therefore, LAMI provides opportunities for parents, children, and families that encourage this influence to be supportive and positive. With this goal in mind, programs have elements to address relational, cultural, psychological, financial, or educational barriers that exist for family members and impede a young person's ability, attitude, or awareness to participate in positive growth opportunities. For instance, specific methods and activities are

utilized to alleviate a parent's fear of the ocean so that they might be more apt to support their child's competency in the water. In addition, these programs typically have a bi-lingual component and activities that encourage group participation, education, and opportunities to witness youth developmental progress.

Holistic Development (HD)

LAMI's mission is to "empower youth to discover their greater potential," so it is no surprise that supporting positive growth and development is infused in all of LAMI's programs. Every young person's potential already exists within them. LAMI programs encourage, facilitate, and support the growth toward and the awareness of their potential. Furthermore, growth in social and emotional maturity, character development, and mental and physical health awareness are inextricably linked and often indiscernible. Program elements may try to target one of these attributes, but LAMI recognizes any activity or method typically activates growth in all of them. The kinetic-learning activities developed and implemented in LAMI's programs are thoughtfully designed to produce holistic growth and development outcomes. Actively sailing a tall ship inherently requires the activation and exercising of character skills and investigative learning. Participation on a sailing tall ship requires critical thinking, problem-solving, self-confidence, humility, communication, empathy, leadership, teamwork, and attunement, appreciation, and sensitivity to others and the natural environment. As our Captain Michael Kellick likes to say, "Sail training does not build character; it reveals it." Students participate in many other activities during sails that, while not formally named, are just as intentional and important to positive youth development. Topical discussions, games, water play, storytelling, and cleaning up after meals- it is in these activities that social-emotional growth is most apparent, and economic, cultural, and social barriers between students dissolve. Providing young people with the opportunity and freedom to experience something together that is new, challenging, adventurous, and fun while keeping them safe goes the farthest in meeting LAMI's holistic development objective. The education and mentorship tone and philosophy of the crew are critical and emphasized. The most valuable tools to create a safe space and encourage self-discovery are through the crew's mirroring for the students their joy, curiosity, 'can do' confidence, relatedness, patience, humor, humility, playfulness, and care each other, the ship, and the ocean.

STEM academic enrichment (STEM)

While the learning of Science, Technology, Engineering, and Mathematics principles is impossible to avoid on a sailing ship, LAMI has designed program elements that more intentionally focus on enriching the learning of these subjects, well beyond what can be possible in traditional classrooms. The practical need for STEM concepts and the applied "doing" that takes place onboard creates an emotional connection to learning these subjects improves comprehension and retention. Students lead discoveries in such STEM subjects as Navigation, Mechanical Advantage, Oceanography, Water Chemistry, Watershed Ecology, Physics of Sailing, Marine Mammals, and Maritime History with a methodology that emphasizes interpersonal skills, curiosity, creativity, and self-discovery. We have a 29-year history as experiential education leaders supporting the Next Generation Science Standards (NGSS) and Ocean Literacy and providing a highly interactive experience for young participants.

Professional Development (PD)

Second only to family members, our children's teachers and community educators profoundly impact the growth and development of our young people. The relationship with and care for our children these heroes have is unique. Sometimes it is more effective and efficient to educate the educators on methods and activities to inspire growth and learning. To this end, LAMI provides program elements that aim to support educator professional development to take back their new skills and knowledge to the youth group or class and have an even more significant positive impact. These elements can be as straightforward as the sharing of resources or as immersive as a training workshop.

College and Career Readiness (CCR)

LAMI offers program elements that aim to strengthen the skills that ready a young person for the maturity milestone of entering the workforce and college. Arguably, the holistic development objective of most of LAMI's program elements supports this step. Still, LAMI's programs in this category are for older students and intentionally focus on independent research and projects, self-motivation, organization, collaboration, mock interviews, and public speaking. Typically, these are peer clubs facilitated by LAMI on subjects relevant to environmental science or maritime topics. Participants are also exposed to Maritime and Marine Science-related degree and certificate programs at leading colleges and universities.

Exhibit B

PRICE SCHEDULE

LAMI Program Name	Program Type	Unit	Unit Cost
TopSail Youth: Tall Ship Half Day Sail	Half-Day Program	3 hours sailing	2,700.00
TopSail STEM: Tall Ship Half Day Sail	Half-Day Program	3 hours sailing	2,700.00
TopSail Youth: Tall Ship Full Day Sail	Full-Day Program	5 hours sailing	4,500.00
TopSail STEM: Tall Ship Full Day Sail	Full-Day Program	5 hours sailing	4,500.00
TopSail Youth: Tall Ship Overnight Program for Language Arts, History, or STEM	Overnight Dockside Program	24 hr. program	6,000.00
TopSail Youth: Tall Ship Overnight Sail to Catalina	Overnight Program	28 hr. program	7,000.00
TopSail Youth: Tall Ship 4-Day Voyage	3 Nights, 4 Day Program	72 hr. program	18,000.00
TopSail Youth: Tall Ship 5-Day Voyage	4 Nights, 5 Day Program	96 hr. program	24,000.00
TopSail Youth: Tall Ship 2 Week Voyage	13 Nights, 14 Day Program	2 weeks, per student	1,500.00
Maritime Youth Leadership Ambassadors (MYLA) Program	4 Day Sails, plus 4 night 5 Day Voyage	108 hr. program	42,000.00
Introduction to Boatbuilding: includes supplies for 4 teams to build 4 boats	8 Weeks	32 hours, 4 teams build 4 boats	16,000.00
Advanced Boatbuilding	4 weeks or 2-weekend intensives	32 hours, per student	3,200.00
AmbassadorSHIP Project Based Learning	Semester-long Program	9-14 wks., per week	500.00
Summer Day Camp	5 days or individual days	8 hr. day, per camper	67.00
Summer Camp Voyage	4 Nights, 5 Day Program	96 hrs., per camper	750.00
Summer Camp Two week Voyage	13 Nights, 14 Day Program	2 weeks, per camper	1,500.00
Maritime Skills Training: Class time and internships	Semester-long Program	9-14 weeks, per week	500.00
Tall Ship Maritime STEAM Fair	6 hours held either on school campus or at LAMI's location at the Port of Los Angeles	6 hours/single day	5,000.00
Power of Wind, work-based learning for understanding wind energy and job training and opportunities	Semester long with project-based learning activities	9-14 weeks, per week	800.00
BlueTech Basics, work-based learning regarding ocean technology jobs and careers	Semester long with project-based learning activities	9-14 weeks, per week	800.00
Marine Ecology: ocean zones, invertebrates and vertebrates, animal adaptations, water quality	4th-8th, Hybrid class: virtual and in-person	3 week science class module, 2 lessons per week	3,000.00

LAMI Program Name	Program Type	Unit	Unit Cost
Physics of Sailing	5th-8th, Hybrid class: virtual and in-person	3 week science class module, 2 lessons per week	3,000.00
Modern Marine Conservation	3rd-8th, Hybrid class: virtual and in-person	9-14 weeks, per week	500.00
Navigation: Classic and Modern, from ancient techniques to modern electronics	5th-8th, Hybrid: Virtual, In-class, and on ship	8 one hour lessons, per lesson	800.00
Shipboard Navigation: Terrestrial, Celestial, Electronic	5th-12th, Hands-on, aboard ship	8 lessons, per lesson	800.00
Applied Mathematics for Navigation: speed, time & distance, dead reckoning, great circle vs thumb line	5th-12th, Hands-on, aboard ship	3 hour sail	2,700.00
Marine Geology and Coastal Formation: Southern California Coastal Views and Catalina Island exploration	4th-12th, Hybrid: Virtual, In-class and aboard ship	4 one hour lessons, 1 day sail, and 1 Catalina overnight	11,700.00
Our Coastal World: Social Studies Geography, History, Culture	4th-12th, Hybrid: Virtual, In-class and aboard ship	4 one hour lessons and 1 dockside overnight	8,000.00
Our Coastal World: Native Plants and Animals	4th-12th, Hybrid: Virtual, In-class and aboard ship	4 one hour lessons, 1 day sail, and 1 Catalina overnight	11,700.00
All About Weather for Mariners	6th-12th, Hybrid: Virtual, In-class and aboard ship	2 one hour classes, 1 day sail	3,700.00
Protecting Maritime Jobs: Meaning and Importance of the Jones Act	9th-12th, Adult learners	High school or Family workshop	1,000.00
Introduction to Maritime Jobs and Careers: Union jobs, jobs on tugboats, supply vessels, launches, ferries, port pilots, ship agents, port police, port admin, trade and logistics, customs, fish and wildlife inspectors, NOAA, AQMD, Marine Oil terminals, naval architects, ship surveyors, ship repair and maintenance, restoration	6th-12th, Hybrid: virtual and in-person	9-14 weeks, per week	500.00

LAMI Program Name	Program Type	Unit	Unit Cost
So You Think You Want to Go to Sea: Understanding jobs between union and non-union, deck, engine, and steward department, licensed vs unlicensed positions. Types of working ships: merchant marine including cruise industry, navy, coast guard, tall ships, research vessels, support and ancillary vessels	6th-12th, Hybrid: virtual and in-person	9-14 weeks, per week	500.00
Marine Environmental Overview and Issues: Local state federal MARPOL (The International Convention for the Prevention of Pollution from Ships) regulations	6th-12th, Hybrid: virtual and in-person	4 Hour Workshop	1,000.00
Name that Ship and Know Your Port: how to recognize ships, which ships are coming and going from the port, which terminals support which types of ships	K-5th, Hybrid: Virtual or in-class	2 One-hour in-class sessions	500.00
Adopt-a-Ship Program: LAMI Port sail to see the different types of ships, class then adopts a ship and communicates with the ship captain and crew over the semester	K-12, Hybrid: Virtual, in-class and aboard LAMI ship	9-14 weeks, per week plus 1 day sail at \$2700	3,200.00
Marlinspike Seamanship: learn all about knot-tying both practical and decorative. Project-based learning, grade appropriate.	3-5, 6-8, Hybrid: Virtual, in-class	3 week module, 1 hour week	750.00
Fun with Nautical Flags and Communicating on the Water: Learn signal flags, Morse Code, and VHF Radio procedures. Serves as an introductory course to getting an FCC License for Radiotelephony as required for operating VHF radios.	3-5, 6-8, Hybrid: Virtual, in-class	3 week module, 1 hour week	750.00
Environmental Education	In Class & After School Club	4-1 hour in-class, after school slots	500.00
Outdoor Education	In Class & After School Club	4-1 hour in-class, after school slots	500.00
Bi-Lingual Eco-Education Sails for Community Environmental Engagement	Ages 10 and up, Weekend on-board (bilingual)	4 hour family on-board activities	3,600.00
Teacher Support in Class	Virtual labs. Zoom. Teacher support	6-1 hour in-class, after school slots	250.00
Student Academic Support	After School Science Tutoring	6-1 and 2 hour after-school academics	250.00