



Washington State
Office of Superintendent of Public Instruction
Scope of Work for EANS Direct Service Areas
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Introduction to FACTS Education Solutions

FACTS Education Solutions, LLC, (FACTS Ed) is a premier provider of customized educational services that comply with ESSA and EANS funded services delivered to public and private school students and educators in the United States. With the desire to change the trajectory of children's lives through education, FACTS Ed is driven to enhance the quality of teaching and leadership practices and supporting educators in elevating the learning experience for children in small and large school districts. FACTS Ed serves eligible Title I students and other targeted student populations ranging in size from a few to over 5,000, with the capacity to serve districts with larger enrollments.

FACTS Ed is primarily located in Lincoln, Nebraska, and recently acquired HigherSchool Publishing Company based in New York City, increasing our combined experience and ability to serve additional student and educator populations. As part of the Nelnet (NYSE: "NNI") family of companies, FACTS Ed has access to significant financial resources and professional expertise to support the continued services and expansion of professional development services, research and partnerships to meet the needs of today's schools. As of December 31, 2019, Nelnet's total market value was \$2.387 billion with \$134 million in cash and cash equivalents. Nelnet has been a public company since 2003. FACTS Ed, and its parent company Nelnet, have adequate financial support, assets and corporate organization and structure to provide the products and services required of districts and schools.

Following is FACTS Ed's response to the OSPI request for EANS Funds Scope of Work.

Training and professional development on sanitization, use of PPE, and minimizing the spread of disease.

FACTS Ed is knowledgeable in the measures required for protecting students, staff and faculty in schools from exposure during COVID-19 and can provide training and professional development for staff, teachers, and administration through Washington State's EANS funding. Training will include topics such as CDC regulations, exposure risk, infection prevention and control strategies, workplace hazard assessment, safe work practices, and use of personal protective equipment (PPE) to prevent exposure.

FACTS Ed offers the following services:

Custodial supplies and services, including:

- Supplies to sanitize, disinfect, and clean school facilities (See D-3)
- Personal protective equipment (PPE)

- Training and professional development for staff on sanitization, the use of PPE, and minimizing the spread of infectious diseases
- Other materials, supplies, personnel, or equipment recommended by the CDC for reopening and operation of school facilities to effectively maintain health and safety

Nurse and healthcare supplies and services, including:

- Materials, supplies, personnel, or equipment recommended by the CDC for reopening and operation of school facilities to effectively maintain health and safety
- Expanded capacity to administer coronavirus testing to effectively monitor and suppress the virus.

Redeveloping instructional plans, including curriculum development, for remote or hybrid learning, or to address learning loss.

FACTS Ed understands that Washington State’s aim is to redevelop instructional plans, including curriculum development, for remote learning, hybrid learning, or to address learning loss.

FACTS Ed is well qualified to provide these services and meet requirements for EANS funding to Washington State schools.

FACTS Ed knows the challenge of addressing the educational needs of students in non-public schools as well as the importance of understanding the social-emotional needs of students on a personal level, with the goal of helping each child increase academic performance and open his or her world to new opportunities for lifelong success. In efforts to help redevelop instructional plans—including curriculum development—professional development training will be designed to meet the identified needs of Washington’s non-public schools as well as the unique needs of the targeted population of students who are experiencing academic challenges or have been identified as at-risk learners.

FACTS Ed’s commitment to excellence and success is paramount in ensuring that the programs it develops for Washington non-public schools will make a positive difference in student achievement and will have a measurable impact in changing the trajectory of the lives of students served. FACTS Ed ensures compliance with all federal, state and local regulations and alignment with Washington State education standards. Following are descriptions of programs and services FACTS Ed is ready to deliver.

Professional Development and Coaching

FACTS Ed offers customized professional development and coaching services that positively impact the effectiveness of the teachers and school leaders with the students and communities they serve.

FACTS Ed partners with nationally recognized educational specialists, researchers, authors, and accredited universities to provide evidence-based professional development and quality resources that support the goal of educational excellence and improved academic performance of all learners. A variety of delivery methods are offered to ensure participation of teachers at a time convenient for professional growth, including face-to-face events, webinars, and customized coaching and mentoring. Each professional learning event includes an evaluation of services delivered. Services include a method for monitoring implementation and evaluating the impact of professional learning on teacher practice and student achievement. FACTS Ed also uses student academic data in the evaluation of program effectiveness.

FACTS Ed's coaching program is built on research-based best practices, and the FACTS Ed coaches will recommend the most effective ways to implement these practices in the classroom. Specific to each theme, teachers will be provided with strategies and tools, reflection questions, videos, and other resources. FACTS Ed offers coaching services that are driven by research and best practices, by relationships and outcomes, by success, constructive feedback, commitment to excellence and cost-effectiveness. With the added value of Vosaic, a video-based tool, FACTS Ed amplifies professional development with supplemental coaching. The FACTS Ed coaching team acknowledges and honors the many talents and strengths that teachers already possess, partnering with teachers to support skill development in the following key areas:

- Planning for Teaching & Learning
- Instructional Strategies
- Formative Assessment Strategies
- Classroom Community Building & Engagement Strategies

Instructional Coaching: FACTS Ed's Instructional Coaching Program is designed to empower and support individual or small groups of teachers in order to positively affect student achievement. FACTS Ed will consult with principals from the district or school to develop a customized instructional coaching experience. A trained coach with significant experience in subject matter, teaching and learning will be provided to meet the identified coaching needs. The coach will share a custom toolkit that includes look-fors (observable teaching and learning behaviors), reflection questions (for coaching conversations), strategies and video exemplars of strategies.

FACTS Ed's Instructional Coaching Manager will collaborate with the principal and teachers to ensure that the coaching sessions align with state and local standards and instructional strategies to support teaching and learning.

Instructional Leadership Coaching: FACTS Ed's intentionally designed Coach-Leader interactions are opportunities for teaching and learning objectives to be defined, appropriately

managed, and met. We begin the coaching process by learning from the leadership the perceived and data-informed strengths, challenges, and opportunities for the school or system. We recognize and build upon these strengths, consider solutions to resolve challenges, and explore opportunities for growth and improvement using a combination of the Appreciative Inquiry process and PDSA (Plan, Do, Study, Act) model. As a result, our Coach-Leader partnership develops competence, confidence, and self-efficacy in leaders.

Recognizing that no two leaders are alike, FACTS Ed instructional leadership coaching is designed to meet leaders where they and their school are at and support the leader and leadership team to make progress. While the coach works directly with the leader and leadership team, most activities that the coach facilitates can be used by the leader and leadership team with their teachers.

Initiating and maintaining education and support services or assistance for remote learning, hybrid learning, or to address learning loss.

With seven years' experience providing in-person, virtual and hybrid services directly to students, FACTS Ed is able to effectively and specifically address students' academic learning loss. Through the disrupted 2020-2021 school year, FACTS Ed pivoted student and teacher learning programs and activities to virtual platforms, ensuring that district, school and student needs were met and sustained. FACTS Ed worked around the clock to maintain connection with all of its educational partners, striving to provide extra support where needed. FACTS Ed staff and teachers are ready and eager to help the Washington State OSPI address learning loss due to the COVID-19 impacts on students and educators, design curriculum, provide instruction, and support the implementation of evidence-based interventions.

FACTS Ed will initiate and maintain education and support services and assistance for remote and hybrid learning, and to address learning loss, with the goal of meeting students' learning needs for improved academic achievement. FACTS Ed will provide the following instructional and support services to schools in Washington State:

Summer learning, summer enrichment, or extended school year programs

The Summer School program consists of instructional support and academic enrichment. **Summer School** helps to ensure that students continue with the instructional intervention and academic enrichment support to maintain the academic gains they experienced during the school year. Some students need an added boost to assist in filling in their academic gaps, while some need an intense focus on instruction in identified skills that they have missed. FACTS Ed provides either or both as a Summer School option. Along with enforcement of core academic standards, summer school provides an opportunity for intense focus in a subject area, such as

ELA, math, reading and writing. The goal is that students have a newfound sense of confidence when they return to school in the fall.

Extended day programming or comprehensive after-school programs

The after-school instruction method allows for supplemental instruction to occur before the school day, following the school day or on Saturdays. Identified students are provided instruction individually or in small groups based on the literacy and math ability levels to work within the blended learning program.

Instructional Services: Interventionist/Teacher/Tutor

FACTS Ed provides instructional services to students in grades K–12, designed to supplement classroom instruction through guided support of homework assignments and lesson reinforcement. Instructional services are offered one on one or in small groups of students working on similar assignments, before or after school or during instructional break time, and as part of an extended-year program. FACTS Ed aligns instructional services with ESSA and EANS guidance, offering instruction to support a wide variety of academic subject areas. Instructional services are designed to support and not replace or interfere with direct classroom instruction. The specific model and number of instructional sessions will be determined during consultation with the school officials and OSPI.

In-Person Instruction: Instructional services may take place during the school day as a pull-out program, before or after school, and summer school. In-personal instructional sessions will be scheduled on dates and times to be determined by the school to ensure targeted students are not pulled out during essential instruction in the core academic areas and other key subjects and activities. Instructional services will remain supplemental and will not replace classroom instruction. The number of instructional days and times will be based upon the number of eligible students, grade level, and extent of instruction needed in each subject. The specific model and number of instructional sessions will be determined during consultation.

Virtual Instruction: Recent experience during the challenging time of COVID-19 school closures has enhanced FACTS Ed’s ability to pivot and provide online instruction and tutoring for many students while providing continuity of service for schools and districts. Virtual instruction follows the same guidelines and protocols as in-person instructional services as described above and may be delivered individually or in small groups.

Instructional Assistant/Classroom Aide

FACTS Ed will provide an instructional assistant or aide to assist classroom teachers in all facets of daily classroom management. Specific duties will be determined by the principal or other school officials and can include working with students, providing behavioral support and completing administrative tasks assigned by the teacher. In these ways, the FACTS Ed

instructional assistant will help the teacher or teachers maximize instructional time and provide social distancing so they may focus on student learning and progress.

Counselor

FACTS Ed supports ESSA guidance that acknowledges the direct link between a student's behavior and the student's academic success. Counseling and guidance services are available to the non-public schools at the approval of the state and upon the results of state consultation. FACTS Ed firmly believes in and subscribes to the model of providing school-based counseling for qualifying students. Academic counseling and mentoring programs are a source of significant and positive influence with teaching and learning.

Counseling services explore issues such as peer relationships, goals-setting and academic awareness. Counselors may also provide guidance to students in matters regarding culmination and/or graduation and academic requirements. Studies of school-based counseling programs show positive correlation between counseling and student's academic performance. Students who participate in counseling programs show increased attendance in school, improved classroom behavior and increased self-esteem. FACTS Ed monitors evidence-based, data-driven methodologies to provide structure to counseling programs implemented.

Intervention/Acceleration Instruction Programs

As FACTS Ed implements instructional intervention programs, the goal to assist K-12 students in acquiring knowledge and providing a well-rounded education is combined with creative and differentiated learning experiences. Both instructional strategies and assessments are differentiated; students can demonstrate the degree to which they are progressing toward mastery. FACTS Ed focuses on understanding the learning needs of each student and designs and uses a individualized and small group blended learning approach to meet the needs of each student including MathShelf to support PK-K students with numeracy, Lalilo to support K-2 students in phonics, word recognition, and comprehension, and Edmentum's Exact Path to K-12 students in reading, ELA, and mathematics. FACTS Ed teachers use blended learning augmented by differentiated learning experiences, such as hands-on activities, audio and visual techniques, and individualized attention to addressing learning difficulties with a variety of tools and strategies.

Program Design: FACTS Ed provides a menu of configuration options to determine the best instructional model and effective instructional strategies based upon student needs for improved academic performance. These options include **Supplemental Instruction**, designed to meet the needs of qualifying students as well the school's culture and schedule, and **Blended Learning**, which provides a powerful framework for Response to Intervention (RTI) programs and the Multi-Tier System of Support (MTSS).

Assessments

FACTS Ed uses high-quality assessments and is familiar with most assessment tools, including NWEA's MAP Growth and MAP Skills, Renaissance STAR, Smarter Balanced and PARCC, SAT-10, DIBELS, easyCBM Reading, easyCBM Math, Lexile Reading Framework, FAST, and also skills assessments in Edmentum's Exact Path blended learning program.

Summary

FACTS Ed is ready to provide the direct services requested by non-public schools and approved for EANS funds by OSPI. FACTS Ed is experienced in providing training and supplies for maintaining healthy, sanitary and safely distanced conditions for students, staff and educators. As a premier provider of instructional and professional development services, FACTS Ed is highly skilled in identifying and responding to learning gaps resulting from COVID-19 restrictions, shut-downs, and changes in learning structure and environments. FACTS Ed's team of professionals is ready to work with OSPI and Washington's schools to redevelop instructional plans, provide education and support services for remote learning and hybrid learning, and further our mission to change the trajectory of children's lives through education.

Contact:

Jackie Degel

Regional Vice President, West

jdegel@factsmgt.com

Phone: 206-755-3395