

BROKEN ARROW PUBLIC SCHOOLS  
Educating Today Loading Tomorrow

Contract Committee Review Request  
MUST BE COMPLETED IN FULL

Date: 4/19/22

Contract/Agreement Vendor: Catapult Learning

Name of Vendor & Contact Person

ann.milton@catapultlearning.com

Vendor Email Address

Describe Contract (Technology, program, consultant-prof Development, etc.)

Please use Summary below to fully explain the contract purchase, any titles, and details for the Board of Education to review.

Summer School Students

Reason/Audience to benefit

5/9/22

BOE Date

\$70,792.00

Amount of agreement

\$70,792.00

Person Submitting Contract/Agreement for Review: Jennifer Peteron

PLEASE SEND THROUGH APPROPRIATE APPROVAL ROUTING BEFORE SENDING TO BOARD CLERK

Principal &/or Director or Administrator: [Signature]

Does this Contract/Agreement utilize technology? YES/NO  
If yes, Technology Admin: [Signature]

Leadership Team Member: Karla Dyer

Funding Source: 11 - 795  
Fund/Project

11-795-1000-619-441-1050-000-School Site  
OCAS Coding

Accept and approve the attached contract for summer school curriculum for up to 200 students for 4 weeks.

Consent

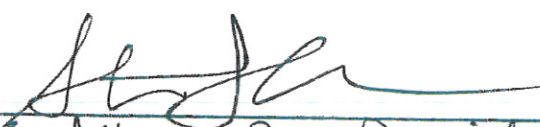
\* The quote in the amount of \$70,792.00 was approved by the BOE on March 7th. Catapult Learning sent a contract on 4/13/2022. We are sending the contract to the BOE for approval and signature.

Action

Summary This area must be complete with full explanation of contract

The Contract/Agreement should be received at least 2 weeks prior to a Board Meeting to ensure placement on the Agenda. The Contract Committee meets most Tuesdays at 8:00a.m. All Contracts/Agreements, regardless the amount, must be first approved by the Contract Committee and then presented to the Board of Education for approval and signature. The Item will be placed on Electronic School Board for the board agenda by Janet Brown. By following this process, the liability of entering into an agreement is placed with the district rather than an individual.

200 Student Program Pricing	
<b>Program Length:</b>	Up to 4 weeks
<b>Hours Per Week Per Group:</b>	Up to 12 hours per week per group
<b>Curriculum:</b>	<i>AchieveLiteracy, AchieveMath, and STEM</i>
<b>Number of Students:</b>	Up to 200 students
<b>Number of Groups:</b>	Up to 20 groups
<b>Student-to-Teacher Ratio:</b>	Average 10:1 (one teacher working with groups of approximately 10 students)*
<b>Management:</b>	Includes program setup, program management, quality controls, and progress reporting
<b>Training:</b>	Catapult Learning will train our teachers in how to implement our curriculum and program
<b>Total Price:</b>	<b>\$70,792.00*</b>
<p><i>*Catapult Learning realizes that some schools may desire smaller group size or more individualized services for students. This can be accomplished within the structure of the program we have proposed, if it is with the understanding that fewer students will be served for the same dollar amount.</i></p> <p><i>**Catapult Learning's program fees include program set-up, student instruction, program management, program evaluation, quality controls, and progress reporting. Catapult Learning will also provide use of curriculum materials (texts, consumable materials, and manipulatives as appropriate), equipment, data systems, and general supplies.</i></p> <p><i>The quoted prices will be honored for 90 days from the date of this proposal. All pricing is dependent upon the specific parameters outlined in this proposal. Any changes made to the program parameters could result in a change in price.</i></p>	

  
Steve Allen BPE President

3-7-2022



## EDUCATIONAL SERVICES AGREEMENT

This educational services agreement is effective as of February 22, 2022 by and between Broken Arrow Public Schools (the “Customer”) and Catapult Learning, LLC (“Provider”) (the “Agreement”).

The parties agree as follows:

1. **Term.** This agreement will commence on the date listed above and terminate on June 30th, 2022 (the “Term”).
2. **Scope of Services.** Provider will provide as the services as described in Exhibit A (the “Services”) for the 21-22 RSY School Year(s).
3. **Provider Responsibilities.**
  - (a) **Services.** Provider will deliver Services in a professional manner in accordance with recognized industry standards for similar services and qualified personnel will be assigned for that purpose. In providing the Services, Provider and its personnel shall exercise reasonable care. Provider cannot guarantee or assure the achievement of any performance objective, nor can Provider guarantee or assure any particular outcome for Customer, Non-Public School, student or any other person as a result of this Agreement or the performance of the Services. Delivery of the Services will include use of certain proprietary programs, systems, teaching techniques, diagnostic tests, diagnostic and academic courses and materials of Provider.
  - (b) **Distance Learning Delivery Permitted.** Provider may deliver any portion of the Program when necessary, via distance learning to the extent practicable at the same rates set forth in this agreement. Delivery of the Program via distance learning does not require consent from the Customer.
  - (c) **Control of Program Staff.** Staff who provide the Services are Provider employees or independent contractors (“Provider Personnel”).
  - (d) **Change in Circumstances.** Provider will inform the Customer if it learns of any change in circumstances at a non-public school receiving the Services that may affect delivery, including changes to administrative personnel, at the non-public school where the Services are delivered or if the non-public school’s funding allocation has been expended.
4. **Customer Responsibilities.**
  - (a) **Student Placement.** The Customer will consult with Provider regarding the placement of students for participation in a program to receive Services.
  - (b) **Non-Solicitation.** During the Term of this agreement and for a period of twelve (12) months thereafter (the “Non-Solicitation Period”), the Customer shall not, either directly, indirectly through a third party, hire, or hire for the benefit for a third-party, nor solicit for employment any Provider employee or independent contractor. The Provider may waive the Customer’s requirement not to solicit the Provider employee or independent contractor upon request and is effective only if in writing. If the Customer hires any Provider employee or independent contractor during the Non-Solicitation Period then the Customer will pay either: (a) thirty percent (30%) of the employee’s annual compensation paid by the Provider if the hired person was a Catapult employee, or (b) a fee of Ten Thousand and 00/100 (\$10,000.00) dollars if the hired person was an independent contractor (the “Commission”). The

Commission is payable within thirty (30) days of the time the Provider employee or independent contractor accepts employment with the Customer. The Commission is non-refundable.

- (c) Change in Circumstances. Customer will inform the Provider if it learns of any change in circumstances that may affect the delivery of the Services, which includes any change in administrative personnel, either at the Customer or the non-public school recipient of Services, or any change in funding for the Services.
- (d) Change in Administrative Personnel. In the event there is a change in Customer personnel assigned to oversee or manage this Agreement, the Customer will schedule a meeting between Provider and newly hired or appointed Customer personnel as soon practicable but no later than sixty (60) days from their start date.

5. **Fees and Payment**

- (a) Fees. The Customer shall pay Provider a fee of \$70,792.00 (the "Fee") for the delivery of the Services.
- (b) Invoicing and Payment. Provider will invoice the Customer monthly as services are rendered, unless otherwise agreed to by the parties. Payments for the Services are due within thirty (30) days of the invoice date and are nonrefundable unless otherwise agreed in writing. The Customer is responsible for all applicable sales, use or other taxes or duties, however designated, which are imposed on any Services provided pursuant to the Agreement. If the Customer claims tax-exempt status, the Customer will present evidence of such tax exemption upon request of Provider.

6. **Intellectual Property**

All rights, title and interest in any information and items, including training, curricula, educational content thereof developed by Provider that is used in the provision of Services is the sole and exclusive property of Provider and it shall retain sole and exclusive ownership of all rights, title and interest in its proprietary information, processes, methodologies, know-how and software, including such information as existed prior to the delivery of the Services and, to the extent such information is of general application, anything that it may discover, create or develop during provision of the Services (the "Provider Materials").

7. **Confidential Information**

- (a) "Confidential Information" means the confidential information to be disclosed under this Agreement including certain proprietary information, which may include but is not limited to, strategic planning, financial data, training content, presentations, trade secrets, trademarks, technical data, benchmarking, know-how, methodologies, discoveries, ideas, concepts, techniques, designs, specifications, and other business information not generally known in the marketplace, and Personally Identifiable Information as defined below.
- (b) "Personally Identifiable Information" means all information that can be used to identify an individual, as may be defined in applicable information security and privacy laws, and includes "Nonpublic Personal Information" ("NPI"), as defined under the Gramm-Leach-Bliley Act (15 U.S.C. §6801 et seq.); "Personally Identifiable Information" ("PII") derived from Educational Records (defined in 34 CFR § 99.2 ) as described under the Family Educational Rights and Privacy Act ("FERPA") (20 U.S.C. 1232g, et seq.) and "Protected Health Information" ("PHI"),



as defined under the Health and Insurance Portability and Accountability Act of 1996 (42 U.S.C. §1320d) (“HIPAA.”)

- (c) The party disclosing the Confidential Information will be referred to as the “Disclosing Party” and the party receiving the Confidential Information will be referred as the “Recipient.” It is understood that one party can, at certain times, be a “Recipient” and at other times a “Disclosing Party.”
- (d) Recipient agrees that neither it, nor any of its employees, officers, directors, agents, and representatives who need to know such information (collectively, its “Representatives”) will: (i) in any fashion or for any purpose use the Confidential Information except for the purpose set forth in the Agreement; or (ii) disclose, divulge, publish or disseminate the Confidential Information except as expressly authorized by Disclosing Party or this Agreement. Recipient further agrees that it and its Representatives will: (y) take all reasonable measures to protect the confidentiality of, and avoid disclosure or use of, the Confidential Information so as to prevent it from entering the public domain or falling into the possession of persons other than those authorized by this Agreement to have access to it; and (z) only permit those Representatives of Recipient who are authorized to participate, directly or indirectly, to have access to Confidential Information.
- (e) Confidential Information shall not include any information (a) previously known by Recipient, (b) independently developed by Recipient, without use of any Confidential Information, (c) acquired by Recipient from a third party that is not, to Recipient’s knowledge after due inquiry, under any legal obligation not to disclose such information or (d) that is, or becomes, public through no breach by Recipient of this Agreement.
- (f) Accordingly, Recipient agrees, subject to applicable law or court order, not to disclose any of its communications, or any of the information it receives and develops in the course of the Services, to any person or entity apart from Customer and such other persons or entities as permitted by law or as Customer may designate.
- (g) Return of Confidential and Proprietary Information. Upon request of the Disclosing Party, the Customer shall return, and cause any non-public school in possession of, all Confidential Information in its possession, custody or control to the Disclosing Party.

## **8. Students and Records and Privacy**

- (a) With respect to Education Records (defined above) that Provider may create, receive or maintain on behalf of the Customer or NPS, Provider is designated as a School Official with a legitimate educational interest in and with respect to such Education Records, only to the extent to which Provider is required to create, receive or maintain Education Records to carry out the Services.
- (b) FERPA. To the extent Services provided hereunder pertain to the access to student information, Provider will comply with 20 U.S.C. §1232g - the Family Educational Rights and Privacy Act (FERPA), the federal regulations issued pursuant thereto (34 CFR Part 99).
- (c) HIPAA, CIPA, and GLBA. Further and to the extent applicable, Provider will comply with federal laws and regulations relating to student privacy including Privacy Rights of Students, Computer Users' Responsibilities, Security of Computing Resources, Security of Data, Privacy of Computing Resources, Health Information Privacy and Accountability Act (HIPAA), Children Internet Protection Act (CIPA), and the Gramm-Leach Bliley Act (GLBA).

## **9. Breach and Termination**

- (a) Termination for Cause. Either party may terminate this Agreement for cause if the other party is in material breach. The notice of default must provide the breaching party a detailed description of the alleged breach and an opportunity to cure of at least thirty (30) days in the case of a non-monetary default and at least ten (10) days in the case of a monetary default (“Cure Period”). If the breach is not cured within the Cure Period, the non-breaching party may terminate this Agreement by providing a written notice stating the date of termination.
- (b) Equitable Adjustment. Upon early termination of the Agreement, Customer will pay Provider for Services delivered up to and including the date of termination.

**10. Indemnification and Limitation of Liability.**

- (a) Provider Indemnification. To the extent permitted by law, Provider agrees to indemnify the Customer and its employees, officers, and directors from liabilities, demands, judgments, assessments, damages, fines, penalties, losses, or expenses, including reasonable attorneys’ fees (collectively “Losses”), incurred by reason of a third party claim caused by the Provider’s negligence or willful misconduct in its performance of this Agreement, except to the extent that such Losses are solely caused by negligence or willful misconduct of Customer.
- (b) Customer Indemnification. To the extent permitted by law, the Customer agrees to indemnify Provider and its employees, officers, and directors from Losses incurred by reason of a third party claim caused by the Customer’s negligence or willful misconduct in its performance of this Agreement, except to the extent that such Losses are solely caused by negligence or willful misconduct of Provider.
- (c) Indemnification Process. A party to this Agreement claiming a right of indemnification shall be referred to herein as the “Indemnified Party” and the party against whom the claim for indemnity is being made shall be referred to herein as the “Indemnifying Party.” In the case of a claim asserted by a third party which claim is subject to indemnification, (a “Third-Party Claim”), the Indemnified Party will (i) give the Indemnifying Party prompt written notice of such Third-Party Claim. The Indemnifying Party is liable for its proportionate share of the Losses for such claim based on degree of fault as finally determined by a court or arbiter of competent jurisdiction. The Indemnifying Party shall not enter into any stipulated judgment or settlement that purports to bind the Indemnified Party without the Indemnified Party’s express written authorization, which shall not be unreasonably withheld or delayed. In all instances, indemnification obligations stated in this section are several and not joint.
- (d) Limitation of Liability. Notwithstanding the terms of any other provision and to the extent permitted by state law, the total liability of Provider and its affiliates, directors, officers, employees and contractors for all claims of any kind arising out of this Agreement, whether in contract, tort or otherwise, shall be limited to the lesser of the total fees paid to Provider in the preceding 12 months or \$500,000. Provided however, the foregoing limitation will not apply to claims of personal injury, damage to personal property, and infringement of intellectual property. Neither Provider nor Customer shall in any event be liable for any indirect, consequential, loss of profits or revenue, enhanced damages or punitive damages, even if Provider or Customer have been advised of the possibility of such damages. The waiver of consequential damages and the limitation of liability set forth herein are fundamental elements of the basis of this Agreement between Provider and the



Customer. Provider would not be able to provide the Services on an economic basis, and would not have entered into this Agreement, without such waiver and limitation. It is expressly understood and agreed that the foregoing provisions of this Section survive any expiration or termination of this Agreement to the extent the circumstances creating a liability covered hereby arose prior to such expiration.

**11. INSURANCE**

- (a) Insurance Coverage. The parties are insured with coverage for commercial general liability, property damage, and worker’s compensation.
- (b) Provider Insurance Limits. For the term of the Agreement, Provider will maintain liability insurance of the types and limits set forth below:
  - i. Commercial General Liability: \$1,000,000 per occurrence and \$3,000,000 annual aggregate.
  - ii. Auto Liability: \$1,000,000 annual aggregate
  - iii. Workers Compensation: At the limit required by state law
  - iv. Employer Liability: \$1,000,000 annual aggregate
- (c) Proof of Insurance. Upon request, a party will produce a certificate of insurance evidencing the limits set forth above.

**12. NOTICES**

- (a) Methods of Delivery. All notices under this agreement may be delivered only by: (i) hand delivered by nationally recognized overnight delivery service (e.g., Fed-Ex or UPS or USPS Priority Overnight) messenger or courier service, (ii) pre-paid first-class certified mail, return receipt requested, or (iii) e-mail with read receipt requested, addressed to the respective party as noted below or to such other addresses as any party may designate by notice complying with the terms of this Section.
- (b) Date of Delivery. Each such notice is deemed delivered on either, (i) the date delivered by personal service, (ii) the date on the pre-paid first-class certified mail return receipt, or (iii) the date of the “delivered receipt” e-mail or tracking information from nationally recognized overnight delivery service.
- (c) Notice Addresses. The addresses of the parties for notice are:  
Broken Arrow Public Schools  
701 S. Main Street  
Broken Arrow, OK 74012

Provider  
Catapult Learning, LLC  
PO Box 444  
Elmsford NY 10523

With a copy to the Office of the General Counsel at the same address.

**13. MISCELLANEOUS**

- (a) Force Majeure. Neither party will be liable for non-performance or in default to the other party for failures of performance resulting from events beyond the reasonable control of such party, including, by way of example and not limitation, acts of God,

disease outbreak or widespread illness, computer virus attack or infiltration, civil disturbances, war and strikes.

- (b) No Agency. The parties do not intend for this agreement to create a partnership or joint venture between the parties. Neither party may commit the other party for any purpose except as expressly provided herein.
- (c) Assignment. Neither party may assign or transfer any interest arising in or from this Agreement without the prior written consent of the other party. Provided however, the foregoing consent is not required from Customer when Provider assigns or transfers this Agreement or any interest herein to a subsidiary, parent company, or a corporate affiliate of the Provider or in connection with the sale of all, or substantially all the outstanding assets or transfer of a majority interest in ownership or equity of Provider.
- (d) Applicable Law. Provider will comply with the federal and state laws applicable to the provision of the Services.
- (e) Governing Law. The parties intend New Jersey law to govern this agreement.
- (f) Non-discrimination. Provider is an equal opportunity employer and conducts all business activities, including hiring, without regard to age, race, color, sex, disability, marital status, national origin, citizenship status, pregnancy, sexual orientation, gender identity, military service or other legally protected category.
- (g) No Waiver. Failure of either party to exercise, or delay in exercising any right under this agreement shall operate as a waiver. Exercising any right does not preclude the party from exercising any other right.
- (h) Entire Agreement. This agreement constitutes the entire agreement between the parties and all previous agreements or discussions are hereby superseded by this agreement.
- (i) Severability. If any provision of this agreement is held invalid, the validity of the remainder of this agreement shall not be affected.
- (j) Amendment of Agreement. This agreement may be amended only by a written agreement signed by both parties.
- (k) Counterparts. This agreement may be executed simultaneously in two or more counterparts, each of which is an original, but all of which together constitutes one complete document.
- (l) Publicity. Each party may disclose the existence, subject matter, size, and/or value of this agreement in press releases and public announcements and in such connection may refer by name to the other party only after obtaining the other party's consent which consent may not be unreasonably withheld.
- (m) No Third-Party Beneficiaries. The parties intend that nothing in this Agreement grants any rights or benefits to anyone other than the parties. The parties further intend this Agreement does not allow any claim or right of action to anyone other than the parties.

**[THE SPACE BELOW IS INTENTIONALLY LEFT BLANK]**



This Agreement is executed as of the date stated in the introductory clause, regardless of any dates inserted below:

**Broken Arrow Public Schools**

**Catapult Learning, LLC**

**By:**

**By:**

DocuSigned by:

*Steve Quattrociocchi*

**Name:**

**Name:**

3514C9C4A57E43A...

Steve Quattrociocchi

**Title:**

**Title:**

President

**Date:**

**Date:**

4/13/2022

**EXHIBIT A  
Description of Services**

<b>200 Student Program Pricing</b>	
<b>Program Length:</b>	Up to 4 weeks
<b>Hours Per Week Per Group:</b>	Up to 12 hours per week per group
<b>Curriculum:</b>	<i>AchieveLiteracy, AchieveMath, SEL &amp; STEAM</i>
<b>Minimum Number of Students:</b>	Up to 200 students
<b>Number of Groups:</b>	Up to 20 groups
<b>Student-to-Teacher Ratio:</b>	Average 10:1 (one teacher working with groups of approximately 10 students)
<b>Management:</b>	Includes program setup, program management, quality controls and progress reporting
<b>Training:</b>	Catapult Learning will train our teachers in how to implement our curriculum and program
<b>Total Price:</b>	<b>\$70,792.00</b>
<p><i>*Catapult Learning realizes that some schools may desire smaller group size or more individualized services for students. This can be accomplished within the structure of the program we have proposed, if it is with the understanding that fewer students will be served for the same dollar amount.</i></p> <p><i>**Catapult Learning's program fees include program set-up, student instruction, program management, program evaluation, quality controls, and progress reporting. Catapult Learning will also provide use of curriculum materials (texts, consumable materials, and manipulatives as appropriate), equipment, data systems, and general supplies.</i></p>	

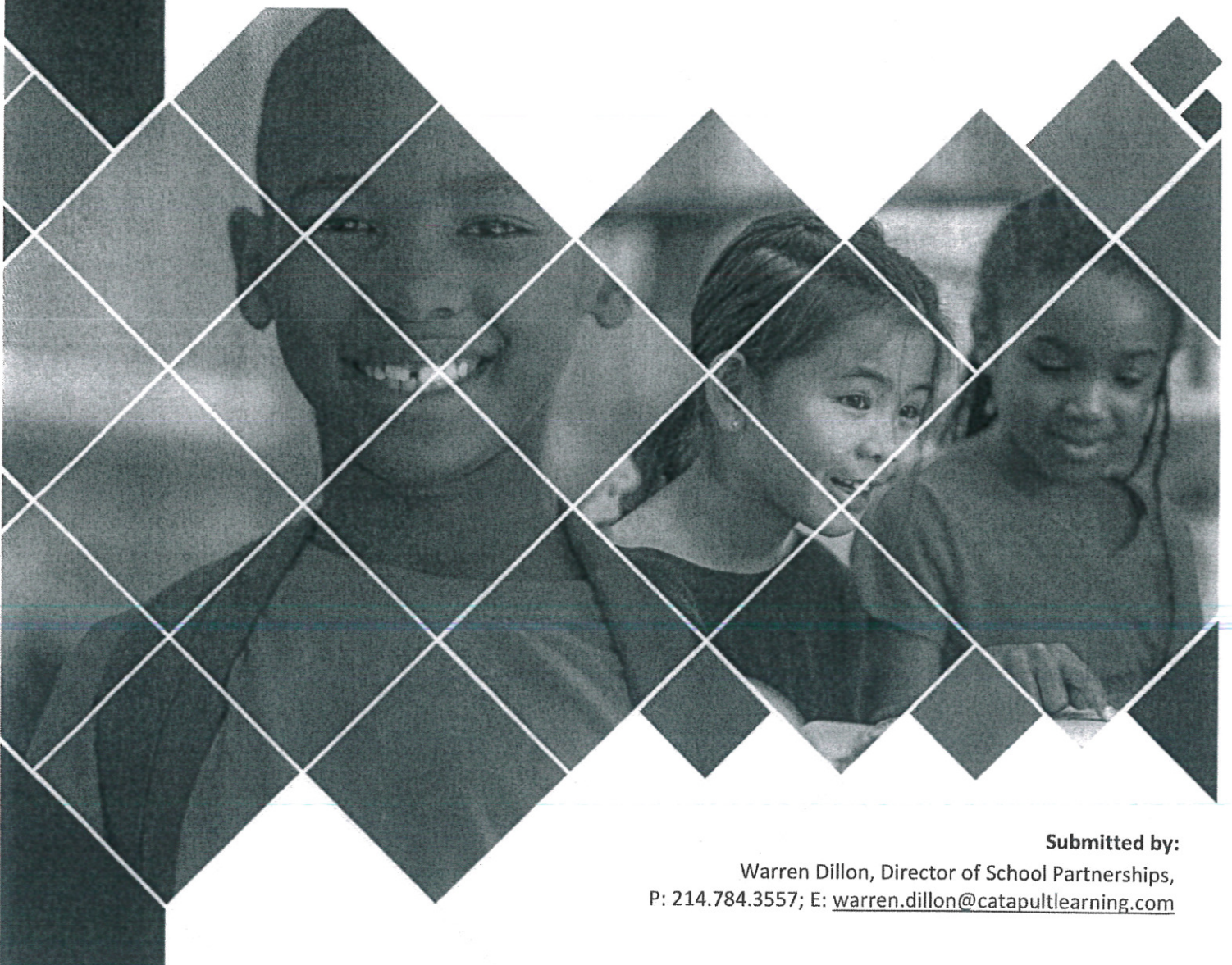


DocuSign Envelope ID: D94E01C6-2C1D-4447-9DF2-CD57DEB587A1



**Summer Instructional Services for  
Broken Arrow Public School**

February 11, 2022



**Submitted by:**

Warren Dillon, Director of School Partnerships,  
P: 214.784.3557; E: [warren.dillon@catapultlearning.com](mailto:warren.dillon@catapultlearning.com)

## Table of Contents

<b>Instructional Services .....</b>	<b>2</b>
Overview of Services.....	2
Small Group Instructional Model.....	2
<i>AchieveLiteracy 3-5</i> .....	4
<i>AchieveMath K-8</i> .....	4
<i>STEM Programs</i> .....	5
<b>Program Pricing.....</b>	<b>6</b>



## Instructional Services

### Overview of Services

---

Catapult Learning will develop a customized summer program to meet the specific needs of Broken Arrow Public Schools for the summer following the 2021-2022 school year. Services will be provided for eligible students in grades 4-5 in reading and math. We propose materials, teacher training and management for a customized group instructional program. Our approach will achieve maximum academic results for eligible students.

Our objectives are to reduce summer learning loss, to improve students' reading and math skills, and to increase motivation and confidence. To reach these goals, our program will focus on:

- Encouraging metacognition so that students become more confident, independent, and successful learners
- Enabling students to perform tasks related to content reading, writing, and speaking within grade level and school expectations
- Providing students with the skills and strategies to help them be more confident and successful learners

We will work closely with school administrators to ensure that we create a program that meets its needs both in size and quality. Our goal is to help make a positive change in the lives of students.

### Small Group Instructional Model

---

In Catapult Learning's instructional programs, a structured small-group environment allows our teachers to use activities that align to instructional objectives and lend themselves to differentiation to meet the needs of individual students. Instruction includes explicit modeling, guided peer opportunities, and teacher interactive techniques designed to enhance student interest and attitudes toward learning and to promote the active engagement of the learner.

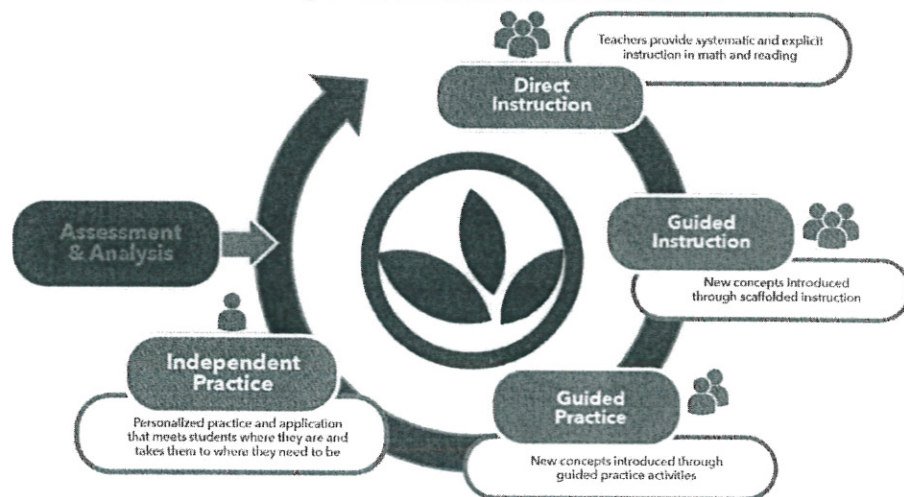
Our overarching instructional model combines a diagnostic and prescriptive approach with a coherent set of research-based pedagogical practices. Students start with an assessment to help identify skill gaps and areas of greatest need. Lessons are designed and delivered in a gradual release of responsibility model to ensure that students spend significant instructional time in what researchers refer to as Academic Learning Time (Fisher & Berliner, 1985).

Academic Learning Time (ALT) requires that students understand the learning objective, spend time actively manipulating the academic content of the lesson, and engage in work that leads to high rates of independent student success.

Each lesson is designed to create ALT for every student. The three indicators of ALT are:

- Student knows and understands the lesson objective.
- Student actively manipulates content in relation to the lesson objective.
- During this active manipulation, student experiences 75–95% success rate.

The instructional model emphasizes teacher “think aloud” in every lesson to make the skill and thought process visible. Teachers deliver systematic, explicit instruction with scaffolding to ensure that all students succeed.



Our instructional model provides several advantages, including:

- Current, research-based strategies
- Highly structured lessons that build and reinforce essential skills through scaffolded instructional support and modeling
- Differentiated instruction based on individual student needs
- Built-in formative assessments that identify challenge areas in order to adjust instruction, as needed
- Individualized supports for at-risk and low-performing students so that they may master grade-level content
- Close communication between Catapult Learning staff and school staff to ensure student mastery of classroom objectives
- Heightened student confidence, motivation to learn, and level of academic engagement
- Flexible scheduling before, during, or after school and through summer to meet schools’ intervention needs

Catapult Learning’s signature instructional programs provide a balance of systematic, explicit instruction of key skills and a flexible, and a small-group environment that allows teachers to differentiate instruction to meet the needs of all students. Teachers receive intensive training on research-validated



instructional strategies in reading and math and are provided with a wealth of instructional support materials to help them assess, motivate, and teach their students. Overall best practices—such as assisting students in connecting and integrating new learning to existing knowledge, helping students expand their backgrounds of knowledge, establishing an environment that is conducive to learning by providing student-centered instruction, providing immediate and appropriate feedback to the learner, incorporating ample guided practice, and helping students articulate their thinking—are all key features of Catapult Learning’s instructional programs.

## **Summer Journey**

### ***AchieveLiteracy 3-5***

Catapult Learning’s new AchieveLiteracy program for K-5 students is aligned to local, state, and national standards, and uses the most up-to-date research and our scientifically based instructional model to introduce new readers to concepts of print; strengthen emergent readers’ essential reading, writing, speaking, and listening skills; and teach strategies to aid students as they transition from learning to read to reading to learn. As students become more confident and their reading skills improve, the teacher can choose from a library of engaging, age-appropriate texts to meet the needs of their students. AchieveLiteracy K-5 lessons are delivered in a small-group setting and have been developed to meet the diverse needs of learners.

Key features of Catapult Learning’s *AchieveLiteracy* K-5 program:

- Diagnostic and prescriptive approach based on assessment results that creates a personalized learning plan to guide instruction and differentiation
- Explicit instruction in phonemic awareness, phonics, reading fluency, vocabulary development, and reading comprehension
- Explicit instruction in concepts of print and oral language skills
- Shared reading, guided reading, and text analysis as well as a focus on strategic reading and writing
- Literacy-focused instruction in reading, writing, speaking, and listening
- Formative assessment and ongoing growth monitoring

### ***AchieveMath K-8***

Catapult Learning’s AchieveMath program uses a scientifically based group instructional approach to strengthen the mathematics skills of students. Group activities and explorations supported by concrete and real-life experiences, basic skills instruction, and reinforcement are at the core of all Catapult Learning small-group mathematics lessons, which we designed to meet the diverse needs of learners. Some of the key updates to AchieveMath are:

- Diagnostic/prescriptive process that sets instructional objectives aligned to state standards based on individual student skill levels and needs
- Explicit skills instruction provided in small groups



- Explicit focus on the major clusters and required fluencies identified by state standards
- Frequent modeling and demonstration of the habits of mind embodied in the Standards for Mathematical Practice

### *STEM Programs*

Catapult Learning's new STEM program for students is aligned to local, state, and national standards, including the Next Generation Science Standards (NGSS). This program is designed around the central tenets that instruction should be an engaging and academic-rich experience that provides hands-on opportunities for application and synthesis of skills. Our STEM program uses the most up-to-date research and our scientifically based instructional approach to provide students with an integrated curriculum in science, technology, engineering, arts, and mathematics that also appropriately integrates instruction in literacy, writing, and speaking skills.

### *Learn by Doing*

With interactive, project-based lessons, Catapult Learning's STEM program emphasizes "learning by doing." Each program is organized into thematic units that are anchored to a grade-appropriate fiction or informational text. After reading the text, students work collaboratively to identify and articulate the problem then proceed through a series of inquiry-based lessons to hypothesize, build, test, and redesign as needed until they have found a solution. Once the team has solved the problem, they work together to defend their solution in writing and through speaking. This model encourages students to take risks, make mistakes and learn from them, and develop critical-thinking skills and self-confidence. Students are always engaged, constantly thinking, solving complex problems — and having fun!

Key components of Catapult Learning's STEM instruction program include:

- Units that are informed by a fiction or informational text related to the topic, to hook students into the lesson, to connect lessons to a real-world experience, and to engage students in problem solving
- Inquiry-based units that are broken down into daily lessons that encourage critical-thinking and problem solving with a focus on building literacy, speaking, and listening skills
- A project-based curriculum in which students use the Engineering Design Process to define, research, hypothesize, build, test, redesign, and defend their ideas and prototypes
- Units that integrate tactile instructional materials to provide students with multiple opportunities to demonstrate, rather than tell, what they understand
- Engaging units that promote teamwork and build resilience

## Program Pricing

100 Student Program Pricing	
<b>Program Length:</b>	Up to 4 weeks
<b>Hours Per Week Per Group:</b>	Up to 12 hours per week per group
<b>Curriculum:</b>	<i>AchieveLiteracy, AchieveMath, and STEM</i>
<b>Number of Students:</b>	Up to 100 students
<b>Number of Groups:</b>	Up to 10 groups
<b>Student-to-Teacher Ratio:</b>	Average 10:1 (one teacher working with groups of approximately 10 students)*
<b>Management:</b>	Includes program setup, program management, quality controls, and progress reporting
<b>Training:</b>	Catapult Learning will train our teachers in how to implement our curriculum and program
<b>Total Price:</b>	<b>\$35,396.00*</b>
<p><i>*Catapult Learning realizes that some schools may desire smaller group size or more individualized services for students. This can be accomplished within the structure of the program we have proposed, if it is with the understanding that fewer students will be served for the same dollar amount.</i></p> <p><i>**Catapult Learning's program fees include program set-up, student instruction, program management, program evaluation, quality controls, and progress reporting. Catapult Learning will also provide use of curriculum materials (texts, consumable materials, and manipulatives as appropriate), equipment, data systems, and general supplies.</i></p> <p><i>The quoted prices will be honored for 90 days from the date of this proposal. All pricing is dependent upon the specific parameters outlined in this proposal. Any changes made to the program parameters could result in a change in price.</i></p>	

200 Student Program Pricing	
<b>Program Length:</b>	Up to 4 weeks
<b>Hours Per Week Per Group:</b>	Up to 12 hours per week per group
<b>Curriculum:</b>	<i>AchieveLiteracy, AchieveMath, and STEM</i>
<b>Number of Students:</b>	Up to 200 students
<b>Number of Groups:</b>	Up to 20 groups
<b>Student-to-Teacher Ratio:</b>	Average 10:1 (one teacher working with groups of approximately 10 students)*
<b>Management:</b>	Includes program setup, program management, quality controls, and progress reporting
<b>Training:</b>	Catapult Learning will train our teachers in how to implement our curriculum and program
<b>Total Price:</b>	<b>\$70,792.00*</b>
<p><i>*Catapult Learning realizes that some schools may desire smaller group size or more individualized services for students. This can be accomplished within the structure of the program we have proposed, if it is with the understanding that fewer students will be served for the same dollar amount.</i></p> <p><i>**Catapult Learning's program fees include program set-up, student instruction, program management, program evaluation, quality controls, and progress reporting. Catapult Learning will also provide use of curriculum materials (texts, consumable materials, and manipulatives as appropriate), equipment, data systems, and general supplies.</i></p> <p><i>The quoted prices will be honored for 90 days from the date of this proposal. All pricing is dependent upon the specific parameters outlined in this proposal. Any changes made to the program parameters could result in a change in price.</i></p>	