AIM HIGH SUMMER PROGRAM

Request for Proposal – New Summer Site Launch 2018
The Opportunity, Partnership Criteria, andTiming

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THE OPPORTUNITY

As part of our strategic plan, Vision 2020, Aim High will launch new summer program sites in 2018 and 2019. We seek motivated school district and/or school partners that are committed to closing the opportunity and achievement gaps for middle school students from low-income communities in the greater Bay Area. School district and school partners work in collaboration with Aim High to deliver a free, multi-year summer learning program focused on providing academic support and enrichment opportunities to middle school students in high-need communities. Summer is a key time for students’ academic and social development. Youth from low-income households have limited access to enriching and engaging summer opportunities. These students are at risk for ‘summer slide’ – one of the biggest contributors to the widening achievement gap between children living in poverty and their wealthier peers.

Together, Aim High, partner school districts, and schools can counter summer learning loss and provide important opportunities for middle school students.

**Partner district and school provides:**
- School site for 6 weeks in the summer
- Access to student data
- Financial and/or in-kind resources

**Partner district or school is responsible for:**
- Identifying a district or school liaison to manage the partnership with Aim High
- Supporting Aim High in recruitment of students and teachers
- Sharing information about Aim High program on district or school’s website and in other communications with families
- Troubleshooting any site operations issues as they arise
- All other district/school communications

**Aim High provides:**
- Comprehensive, award-winning 5-week academic and enrichment summer program for middle school students
- Recruitment and enrollment of students (priorities determined together with district and/or host school)
- Recruitment and hiring of site directors, teachers and interns for the summer program
- Professional development, coaching, curriculum and resources for summer faculty and staff

**Aim High is responsible for:**
- Overseeing all aspects of the summer program and site operations
- Leading fundraising efforts
- Evaluating program’s effectiveness and sharing results with district and school partners

_Aim High will consider applications from across the greater Bay Area, but will prioritize schools and districts in the East Bay, Peninsula, and South Bay, where Aim High already has a presence._
AIM HIGH OVERVIEW AND IMPACT

Aim High is Northern California’s largest and most successful summer learning and enrichment program. Our evidence-based summertime intervention helps public schools and districts increase high school and college readiness rates for its low-income students of color.

Aim High is a free five-week summer program for middle school students entering sixth, seventh, eighth, and ninth grades. Once accepted into the program, students are guaranteed admission throughout middle school for up to four consecutive summers. This multi-year commitment reinforces their academic gains, deepens their connection to peers and positive role models, and helps ensure they will be ready to transition to and succeed in high school, and beyond. Learn more about our innovative and impactful model here.

Founded in 1986 in San Francisco, Aim High has grown to serve 2,200 students annually at 17 locations across the greater Bay Area. In the last three decades, 10,000 middle school students and 2,000 teachers have participated in our program. Aim High has been recognized by the White House, Stanford University, and Johns Hopkins University as one of the nation’s top summer learning programs.

Aim High has a lasting impact on its students:

- 88% of students said they have a more positive attitude about learning because of Aim High
- 86% of students showed improvement in their reading, writing, and science skills
- 92% of parents feel their child is better prepared for school in the fall

Schools and districts that partner with Aim High also see their teachers benefit:

- Our educators receive significant training, coaching and professional development, and 75% say they return to academic year classrooms as stronger and more effective teachers.
- Our educators team-teach with high school and college students who serve as their teaching assistants, many of whom are Aim High graduates. Of them, 85% say they want to pursue a career in education after working at Aim High.

By partnering with Aim High, schools and districts also have access to a diverse and talented network of current and future teachers and school leaders
WHAT TO EXPECT AS A PARTNER DISTRICT OR SCHOOL

Support for Students

• **Summertime Support:** Aim High makes a minimum three-year commitment to students and will not launch a new site unless we are confident that we can sustain it financially and programmatically for multiple years. A launching site will aim to serve 70 students (rising sixth and seventh graders) in year one, growing each year until reaching capacity at 130-140 students. Once admitted, students participate in the program for the next three summers until they enter ninth grade. With an average retention rate of 75%, students are excited to return to Aim High each summer. In larger school districts, there is the potential to expand across multiple locations to meet the needs of the community.

• **Academic Preparation and School Year Readiness:** Students demonstrate measureable academic gains in math, literacy, and science, as well as college and career awareness, and social emotional skills. Students report high levels of engagement in class, learn and retain important academic and study skills, and deepen connections with peers and teachers. In effect, they return to school in the fall confident and prepared for the school year.

• **Long-term Commitment to Students and Partnerships:** Aim High’s goal is to form lasting relationships with students, become deeply embedded in the communities, and build long-term partnerships with districts and schools. While many programs come and go, Aim High has been focused on summer learning for middle school students for the last 30 years.
WHAT TO EXPECT AS A PARTNER DISTRICT OR SCHOOL (cont.)

Support for Teachers

- **Innovative Teaching and Expanded Opportunities:** Teachers at Aim High lead project-based learning in their core classes as well as a wide range of enriching activities. Aim High provides professional development for teachers through workshops that take place in the weeks before the start of the program in addition to coaching, collaboration with team teachers, and continuous feedback once the program starts.

- **Summer Jobs for Teachers and Teacher Pipeline:** Teachers in partner schools and districts are encouraged to teach or assume leadership roles at Aim High during the summer. Professional teachers have the opportunity to hone their craft and innovate at Aim High because of our small classrooms and project-based curriculum. Partner schools and districts also have access to a highly innovative and diverse pipeline of young and aspiring educators; over 600 veteran and aspiring/emerging teachers are part of the Aim High network.

- **Leadership Opportunities:** Teachers gain interest and experience in administrative leadership roles. At our summer program, many teachers step into leadership roles and receive valuable administrative experience.

Benefits for Districts and Schools

- **Fundraising:** While partnering schools and districts contribute financial and in-kind support for the partnership, Aim High takes the lead in identifying funding opportunities from foundations, corporations, and individuals in order to support the partnership. Aim High solicits feedback and input from school district and school partners to secure funding for the program. Aim High hosts multiple site visits for funders and partners throughout the summer program, showcasing both Aim High and partner school and districts.

- **Visibility:** When you join Aim High as a partner, you become a part of our growing network of schools and districts committed to reducing summer learning loss. We are a leader in the field and draw support from a wide network of foundations, corporations, and individuals throughout the region and across the country.

- **Supporting Local Neighborhoods and Communities:** Aim High serves students from low-income communities. We work with school districts and schools to target students who will benefit the most from our program. For independent schools, a partnership with Aim High fulfills the school’s public purpose in serving students from surrounding schools and can support admissions outreach efforts.
CRITERIA FOR SCHOOLS AND DISTRICT PARTNERS

We prioritize schools and districts that can provide a high level of investment and support for the partnership. We also look for districts and schools that can articulate how Aim High fits into their overall strategic goals and plans, specifically in regards to equity, student achievement, college readiness, and social and emotional learning. Once we have established that our program is closely aligned with the goals and priorities of the prospective district or school partner, we look for a commitment of facilities, student data, open communication and leadership from the district. When evaluating potential partnerships Aim High takes into consideration if schools and districts can support and or provide the following:

- **Student recruitment**: Partner districts or schools work together with Aim High to ensure that the right students are targeted for the program and to develop a comprehensive recruitment plan that reaches families and students within the surrounding community.

- **Data sharing**: Access to district student data is critical to Aim High’s long- and short-term evaluation efforts. Access to academic-year data on students who participate in Aim High helps us monitor students’ progress over time and to make changes and adjustments to our program in order to meet the needs of students. Aim High also assesses student progress and student and parent satisfaction each summer, and participates in third-party evaluations to ensure our program achieves its intended outcomes.

- **Facilities and Related Staff Support**: Aim High seeks districts and schools who can commit to a multi-year partnership, which includes access to a school site each summer (six weeks total in June and July). We prioritize sites with limited summer construction and concurrent on-site summer programming as well as those that can offer wide access to classrooms, on-site technology, space for large groups, and recreational areas as well as those that are willing to provide in-kind staff for custodial and IT support and security services if needed.

- **Funding**: Aim High’s summer learning program requires a significant long-term investment. The program costs an estimated $150,000 - $200,000 per site annually. We ask that partners contribute at least 25% of the annual budget (or $40,000 per year) in some combination of financial support (grant and/or district funding, other) and in-kind support (facilities, staff, transportation, technology, etc).

- **Leadership and communication**: Strong relationships and communication are essential for the partnership. The host school or district will designate a liaison who will work with Aim High to coordinate all of the above plus other issues as needed. Aim High’s summer learning programs strongly benefit from the knowledge and expertise of teachers and leaders who work in partner districts and schools. The district or school will help identify and refer teachers and other school leaders who may be interested in a summer position with Aim High.
# AIM HIGH PARTNERSHIP AND NEW SITE LAUNCH TIMELINE

## EXPLORATION AND DISCOVERY PHASE

| JUNE – JULY 2017 | School districts and schools that are interested in partnering with Aim High visit Aim High’s summer learning program at one or our 17 sites in the summer of 2017. This visit will provide first-hand experience of the program and is an opportunity to observe classes and speak with students, teachers and Aim High leaders about the program. Conduct other phone calls and meetings as needed. |
| AUG – SEPT 2017 | School districts and schools contact Aim High with any questions about the application, clarify expectations, etc. |

## APPLICATION, FINALIST SELECTION, AND FUNDRAISING PHASE

| OCT 20, 2017 | APPLICATION DUE (Apply [here](#)) |
| OCT - NOV, 2017 | Aim High identifies 2-3 finalists and conducts site visits to school districts to meet with leadership, and to potential host school sites to tour the facilities and meet with on-site staff. Aim High and potential partners identify existing and potential sources funding for the partnership (public and private sources of funding, etc). |
| DEC 2017 | Finalists provide additional information and clarify any questions about the partnership. Aim High researches and assesses fundraising opportunities to support new sites. |
| FEB 2018 | New site(s) selected. Aim High Board of Trustees vote on new partnership(s) and plan for launch of new sites in summer 2018 or 2019. |

## IMPLEMENTATION PHASE

| FEB – APRIL, 2018 | Aim High works with the district or school’s on-site liaison to begin planning for site launch in June 2018. |
| MARCH – APRIL | Aim High collaborates with district/school to target and recruit students. Aim High recruits and hires summer faculty. |
| EARLY/MID-JUNE | Aim High faculty training: week 1 / Preview Week, week 2 / Site-Based training & planning |
| JUNE (last week) - JULY | Launch New Site and implement Aim High summer learning program! |