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HOUSE DEMOCRATIC POLICY COMMITTEE

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House of Representatives
COMMONWEALTH OF PENNSYLVANIA
HARRISBURG

HOUSE DEMOCRATIC POLICY COMMITTEE ROUNDTABLE

Topic: Blended Learning

Lancaster-Lebanon Intermediate Unit 13 – Lancaster, PA

January 31, 2017

AGENDA

2:00 p.m. Welcome and Opening Remarks

2:10 p.m. Discussion with:

- Collette Cairns
Education Innovation Specialist
Lancaster-Lebanon Intermediate Unit 13
- Ken Zimmerman
Instructional Media Technology
Lancaster-Lebanon Intermediate Unit 13
- Larry Mays
Director of Cyber School
School District of Lancaster
- Liz Lubeskie
Coordinator of Online Learning
Manheim Central School District

3:30 p.m. Closing Remarks

Public Roundtable Blended Learning Options

January 31st, 2017
2-3:30 PM



*“If we teach today as we
taught yesterday, we rob
our children of tomorrow.”*
~John Dewey

Growth in Online Learning

With online learning, students:

Personalize learning

Work at own pace

Earn college credits

Take classes not offered at campus-based schools

Manage a busy schedule

Online Learning Terms and Options

Cyber charter schools

Online academies run by districts or intermediate units

Blended learning - combines online and face-to-face instruction

Hybrid learning- an instructional strategy

Challenges of Cyber Charters

Limited overall academic success

SPPs (2016)- range from 37.7 - 62.1*

High cost to local schools

Loss of local control

Online Learning in PA & IU13

Options now available to many students

District-run online options

Consortiums by intermediate units

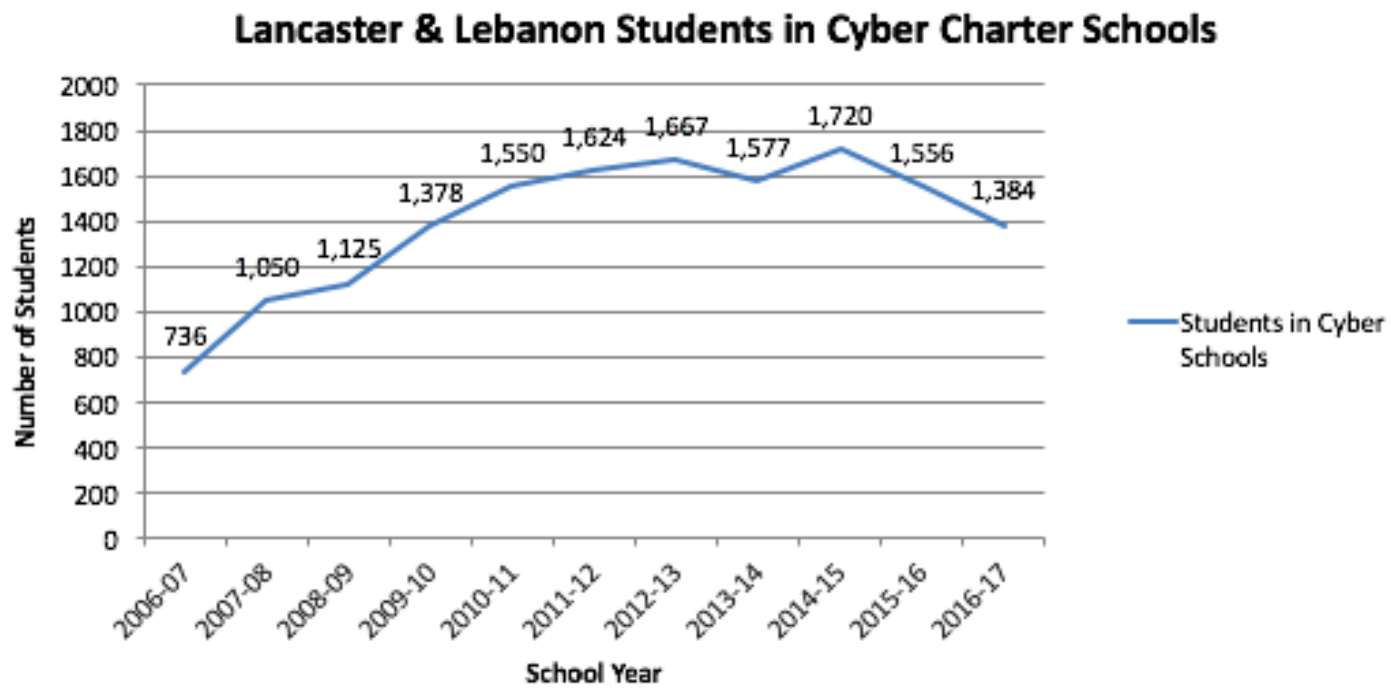
These options offer

Flexibility & choice

Increased breadth of class options

Reduced costs to districts

Online Trends



* As of October 1, 2016



*Our vision is to provide
learning options that will
engage and encourage
success and positive
achievement for all students.*

IU13 Lancaster-Lebanon Virtual Solutions

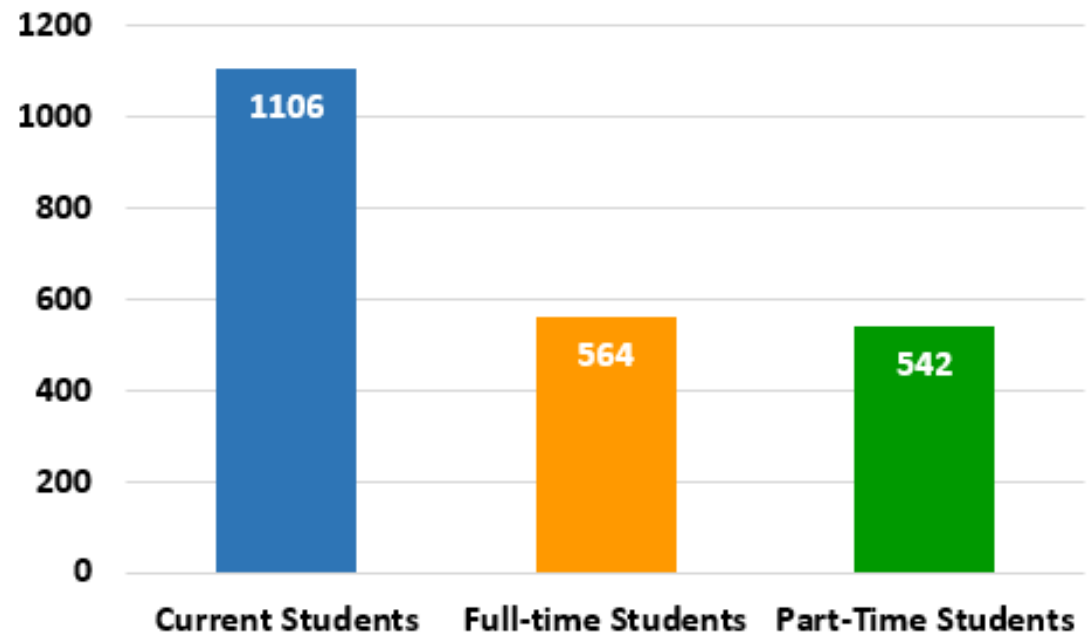
Alternative to cyber charter/brick and mortar

Full-time/part-time options

Credit recovery

Summer school

Advanced placement



Benefits

School diploma

Extracurricular activities

Participation in graduation ceremony

Accessibility to Career and Technology Centers

Access to guidance counselor services

Flexibility to the standard school day

Course Information

Content providers

Aligned to PA Standards

PA certified teachers

NCAA approved

District teachers

Blended options

IEP students

Honors offerings

Tutoring hours

Course customization

IU13 Roles and Responsibilities

Systems training

Facilitate network meetings

Course and systems support

Consortium pricing

Laptop support

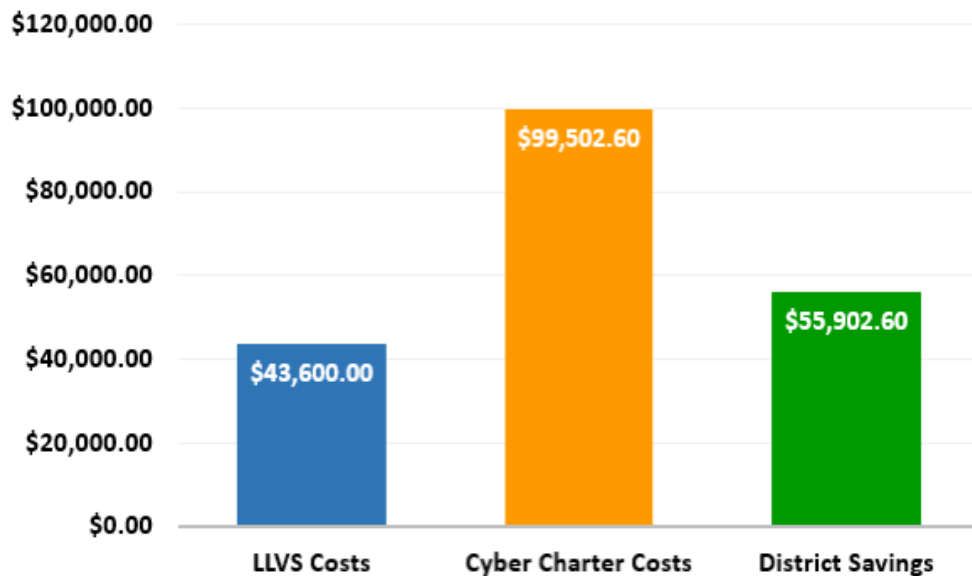
Creation of marketing
materials

Equipment management

Liaison between districts
and course provider

Research new providers

Cost Comparison Example--Regular Education



Sample Costs and Savings for 2015-2016

District A—10 full-time cyber students

Average LLVS total course costs for 10 students—**\$33,600**

Total Tech Fee for 10 students—**\$10,000**

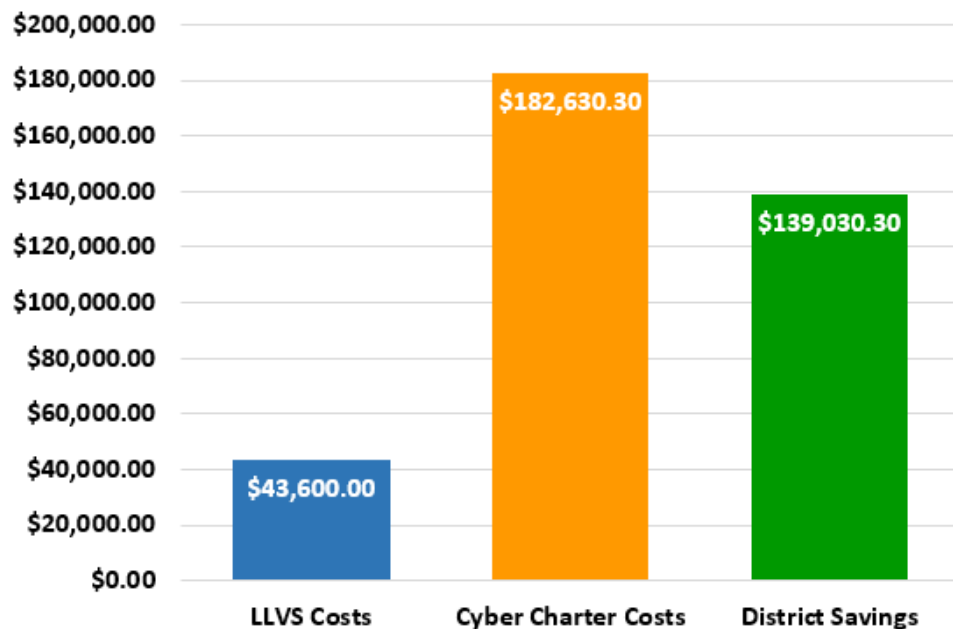
Total cost to district for 10 LLVS students—\$43,600

Non-special education expenditures per student to send to a cyber charter—**\$9,950.26**

Total savings for 10 students pulled back from or prevented going to cyber charter school—\$99,502.60

Total district savings for 10 students—\$55,902.60

Cost Comparison Example--Special Education



Sample Costs and Savings for 2015-2016

District A—10 full-time cyber students

Average LLVS total course costs for 10 students—**\$33,600**

Total Tech Fee for 10 students—**\$10,000**

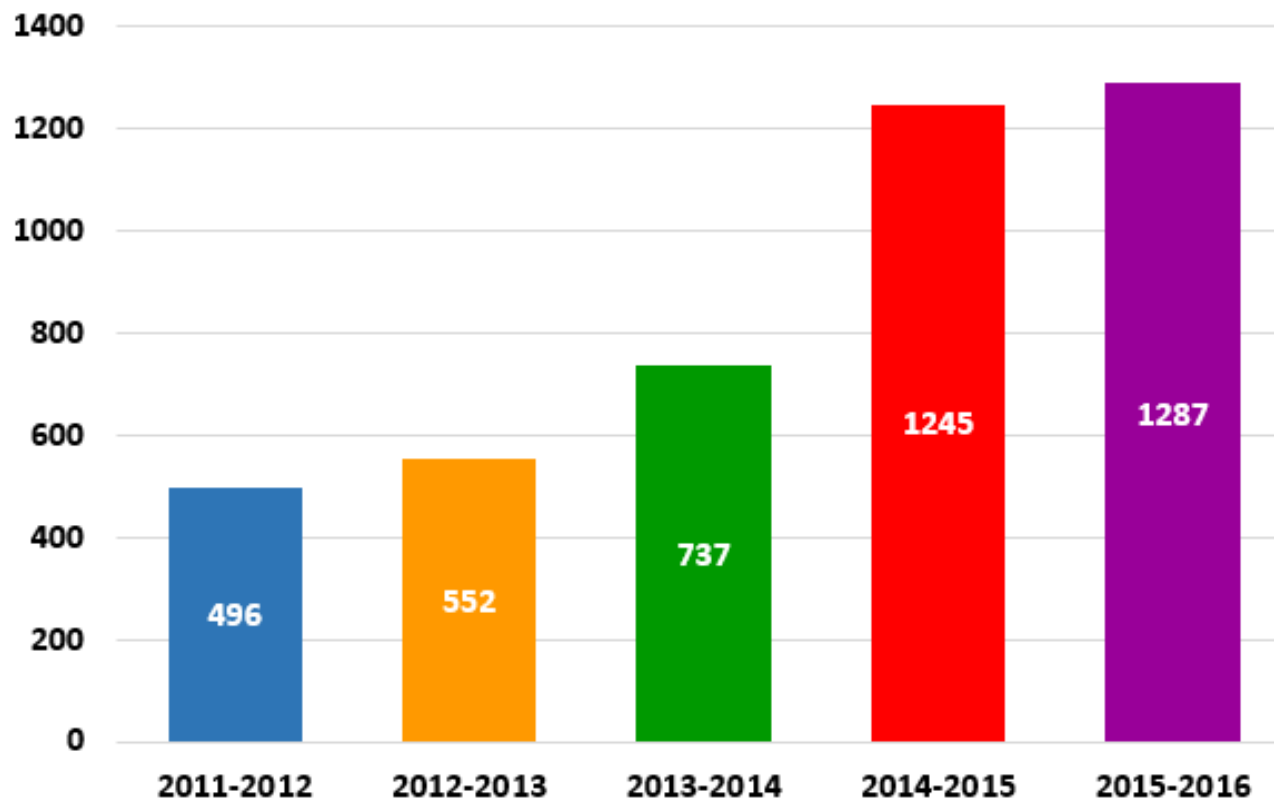
Total cost to district for 10 LLVS students—\$43,600

Special education expenditures per student to send to a cyber charter—**\$18,263.03**

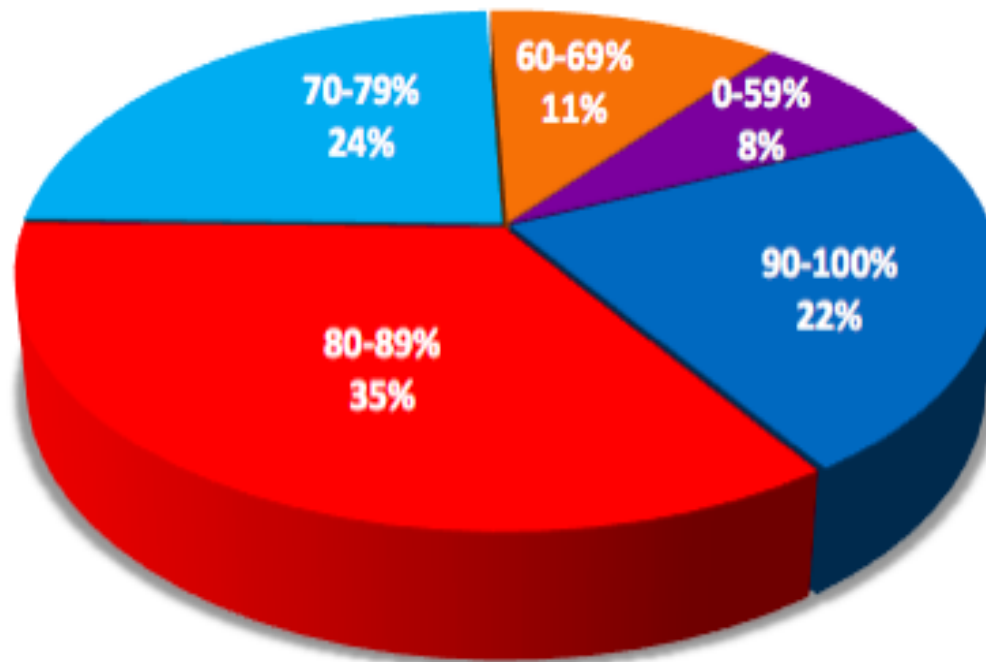
Total savings for 10 students pulled back from or prevented going to cyber charter school—\$182,630.30

Total district savings for 10 students—\$139,030.30

Number of Students Enrolled In At Least One Course



LLVS Grade Breakdown

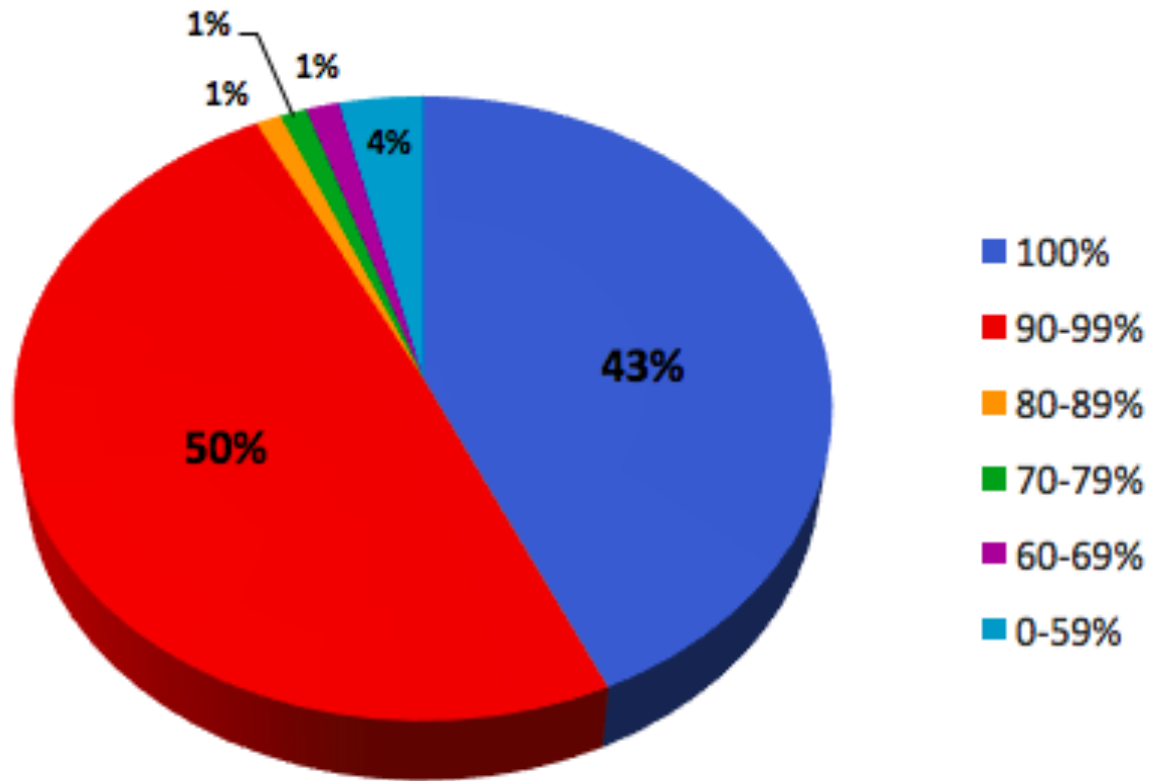


■ 90-100% ■ 80-89% ■ 70-79% ■ 60-69% ■ 0-59%

57% of students received a grade of 80% or better

81% of students received a grade of 70% or better

LLVS Course Completion



93% of students completed **90%** or more of their coursework



School District of Lancaster

Together We Can!

CYBER PROGRAM



SUPERINTENDENT

DR. DAMARIS RAU
717-299-2700
251 S. Prince Street
Lancaster, PA 17603



BOARD MEMBERS

PRESIDENT:
Harvey Miller

Randolph Carney
Fanny Castellanos

Radames Melendez
Linda Owens
Candace Roper

VICE PRESIDENT:
Adam Schott

Dr. Edith Gallagher
Dr. Cheryl Desmond

LANCASTER CITY/TOWNSHIP COMMUNITY



DISTRICT AREA: 13.5 sq. miles

POPULATION: 73,266

MILLAGE RATE: 27.7572

DIVERSITY/STATISTICS

ENGLISH LEARNERS: 1,872

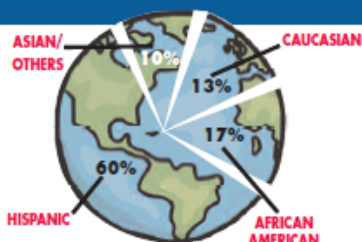
LANGUAGES SPOKEN: 38
(with a variety of dialects)

REFUGEE STUDENTS: 517

GRADUATION RATE: 86.5%

**INTERNATIONAL BACCALAUREATE/
ADVANCED PLACEMENT COURSES:** 30

SCHOLARSHIPS, TUITION & AWARDS: \$196,000



SCHOOLS/STUDENT POPULATION



DISTRICT TOTAL (AVG.): 11,300

HIGH SCHOOLS 9-12: (2)

McCaskey Campus: 2,648

MIDDLE SCHOOLS 6-8: (4)

Hand: 530

Lincoln: 527

Reynolds: 477

Wheatland: 558

PHOENIX ACADEMY 7-12: 333

**CAMELOT OF BUEHRLE ACADEMY
6-12:** 71

MARTIN K-8: 649

ELEMENTARY SCHOOLS K-5: (12)

Buchanan: 392

Burrowes: 384

Carter & MacRae: 455

Fulton: 420

Hamilton: 460

King: 523

Lafayette: 532

Price: 495

Ross: 362

Washington: 576

Wharton: 367

Wickersham: 433



Photo credit: Nathan Cox Photography

EDUCATORS



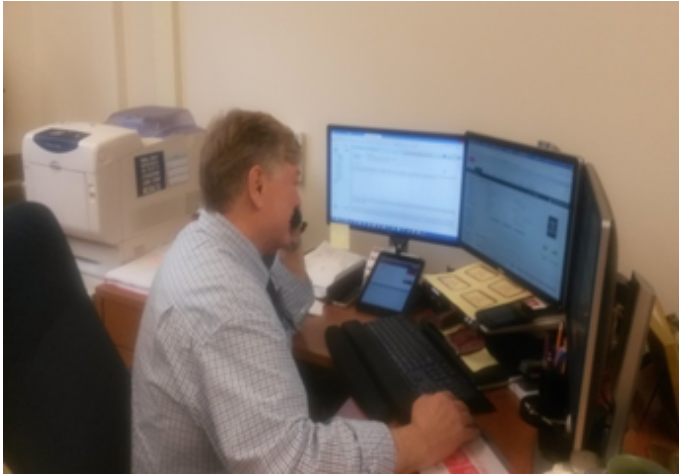
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TEACHERS: 913 **SUPPORT STAFF:** 451

FINANCES

BUDGET\$196,476,303

PER PUPIL EXPENDITURE\$17,387



Larry Mays: Principal

Sabrina Parraga: School Counselor/HS
Cyber Advisor

Beth Krebs: Special Education/MS Cyber
Advisor

Phil Hostetter: Cyber Credit Recovery
Campus

Ada Rodriguez-Lopez: ESL support part-
time

Maria Basantes: Secretaries



Cyber students stay connected to their home schools in the SDoL

- After school tutoring
- Clubs, Sports, Theatre, Assemblies
- Field Trips
- College Visits
- Sporting Events
- Homecoming/Prom
- CTC (Career and Technical Center)
- LPP (Lancaster Partnership Program)
- GEAR UP (Gaining Early Awareness and Readiness for Undergraduate Programs)
- F&M Summit
- Graduation Ceremony
- Speakers for Honors banquets
- Arch Assemblies, Student Recognition
- Dual Enrollment in College
- IB support



But as they stay connected, how do they benefit from our cyber program?

Our Program Works As A School Within A School

Providing **HOPE**:

- Building relationships – direct personal

 - Contacts—home visits, classrooms, offices

- Changing mindset and locus of control

- Cyber motto

- Empowerment

- Mental health support

Our Program Works As A School Within A School

Providing **OPPORTUNITY**:

Personalized learning Monday, Wednesday and Friday in addition to daily online tutoring

Personalized pacing

Acceleration for regular and gifted students

Flexibility of time, path, pace and place of learning

Our Program Works As A School Within A School

Providing ***CHOICE and ALTERNATIVE OPTIONS FOR SUCCESS:***

Credit Recovery

Medical or Emotional issues

Teen parents

Transgender students

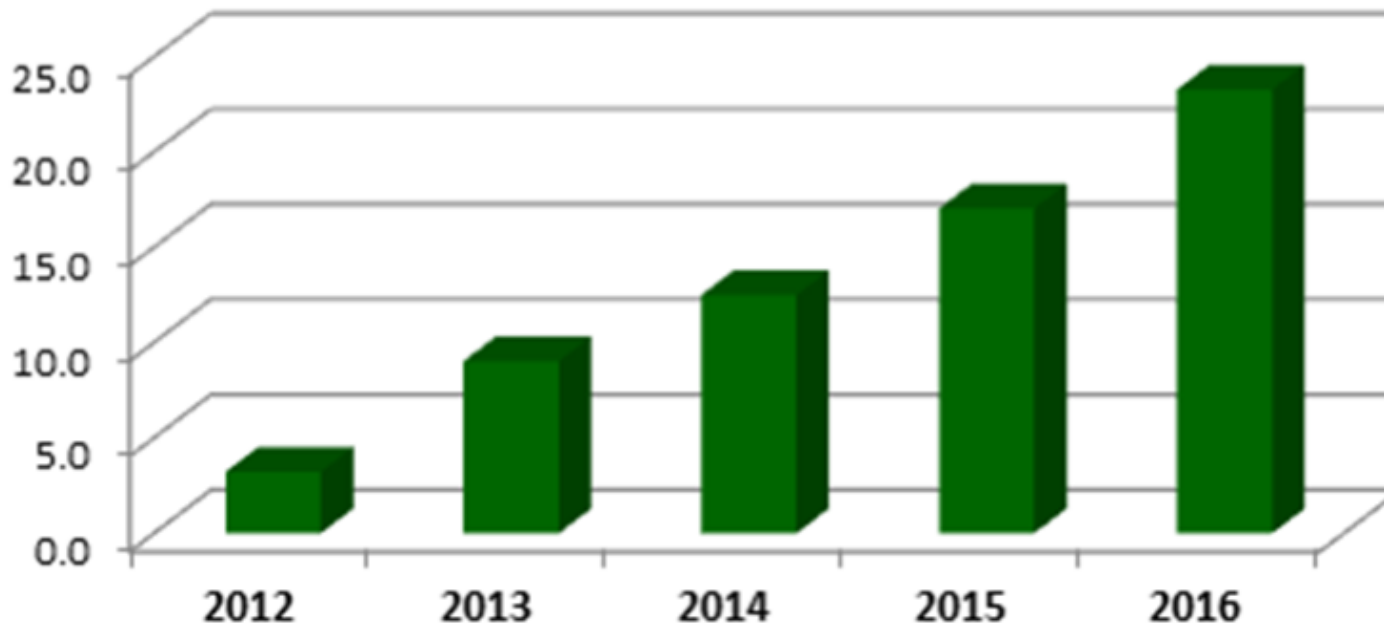
Homeless students

Special needs of families

Dance, Art, Music, Equestrian

Increasing Graduation Rates

**Percentage of Graduating Classes
Taking Cyber Courses**



Class	Percent
2012	3.2
2013	9.0
2014	12.5
2015	17.0
2016	23.3

COST SAVINGS

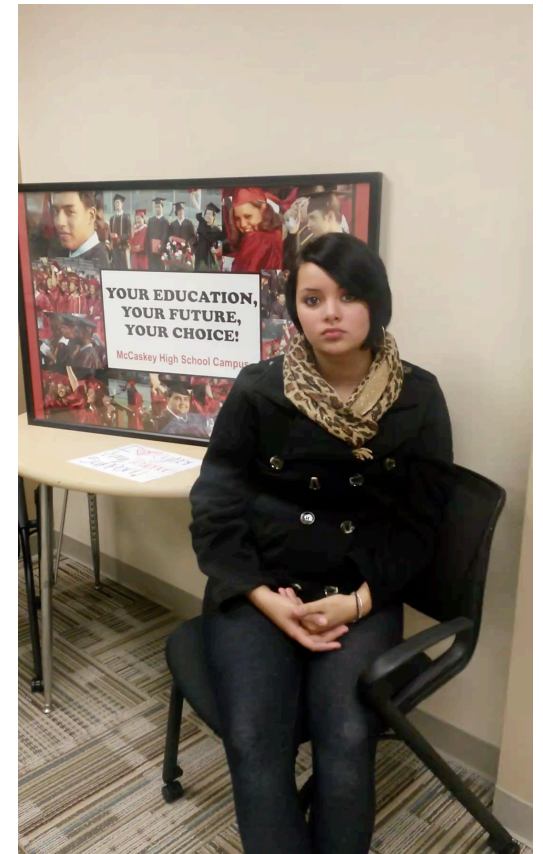
Based on the cost model developed by our Chief Financial Officer the annualized savings range conservatively from

\$445,000 to \$650,000

**THE MOST IMPORTANT ASPECT OF OUR PROGRAM IS
WHAT IT DOES FOR OUR STUDENTS.**

We change lives.

Here is an example!



Manheim Central School District

Revolutionizing the concept of school

Fully online courses

Blended courses

Hybrid classrooms

What does that look like for our learners?



"The principal goal of education is to create men and woman who are capable of doing new things, not simply repeating what other generations have done."

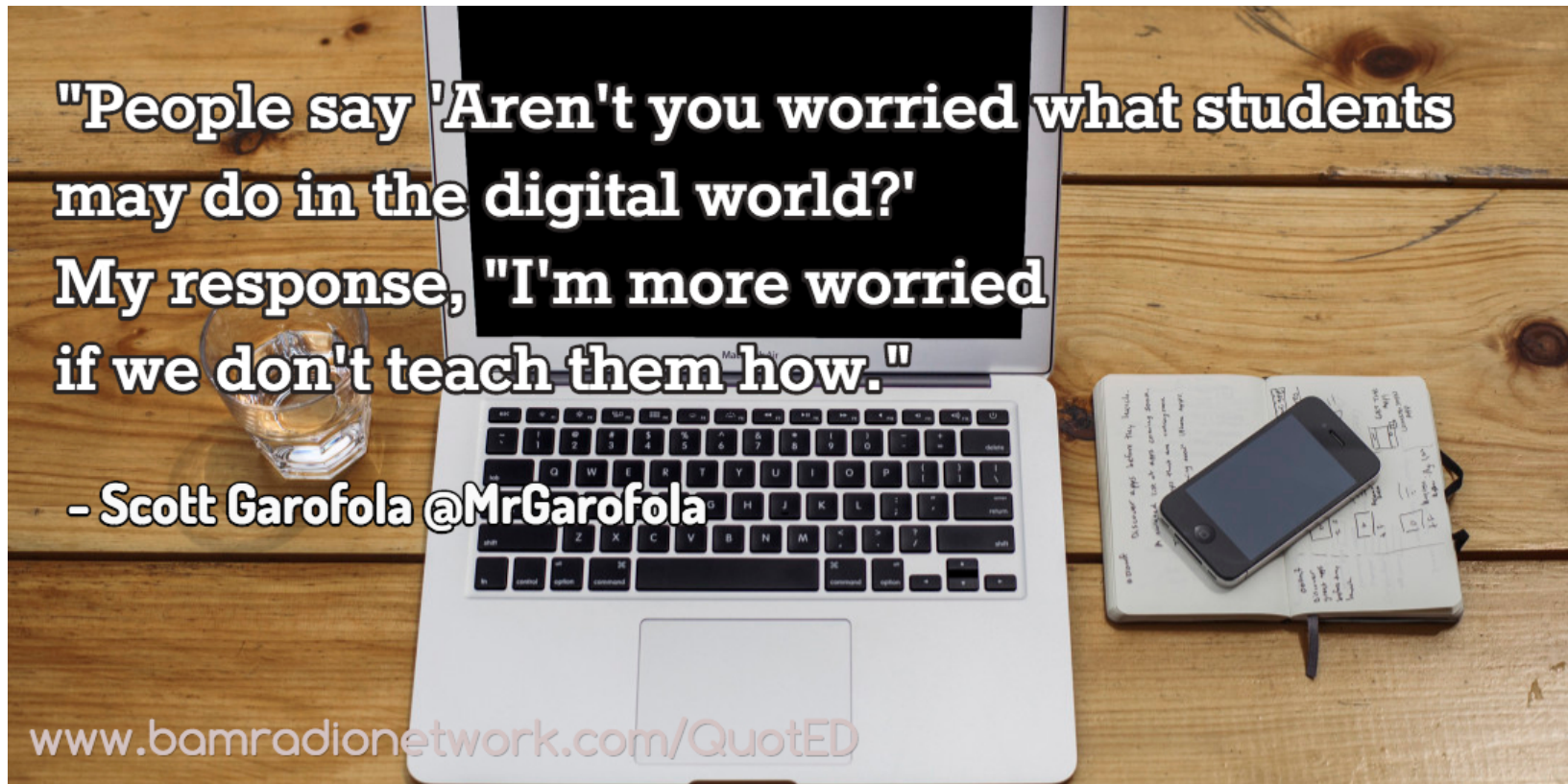
Jean Piaget



**"People say 'Aren't you worried what students may do in the digital world?'
My response, 'I'm more worried if we don't teach them how.'"**

- Scott Garofola @MrGarofola

www.bamradionetwork.com/QuotED



21st Century Practitioners

“Providing every student with a path to academic success requires a revolution in what we do.”

Jeffrey Benson, ASCD

What does this REVOLUTION IN EDUCATION mean for teachers?



Next Focus - The Blended Learning Journey Begins

How do we:

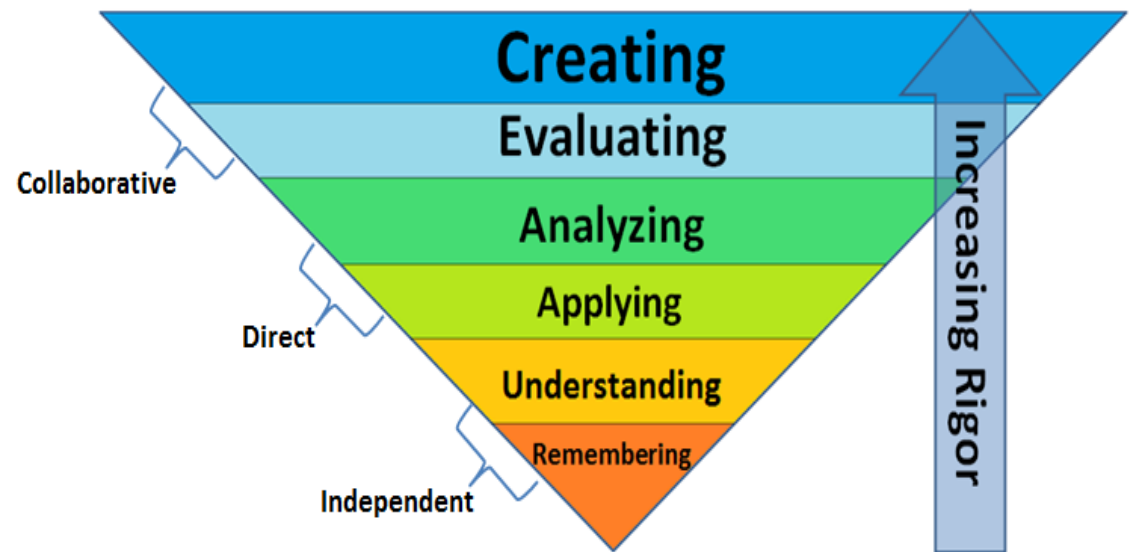
Continue to keep students in school

Stop the “bleeding” to cyber/charter schools

Create flexible learning environments (LLVS)

Create blended learning environments (hybrid learning classroom rotations)

BLOOM'S TAXONOMY

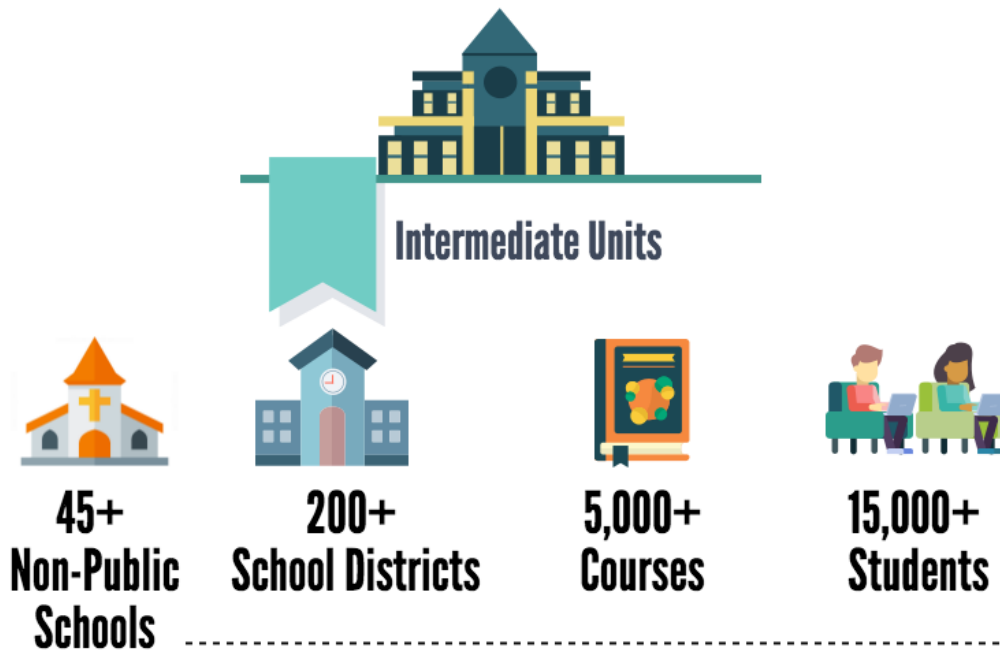




Education Solutions for
Students, Schools and Communities:
**Intermediate Unit
Online Learning Programs**



Education Solutions for Students, Schools And Communities: Intermediate Unit Online Learning Programs



Intermediate Units provide high-quality, cost-effective online learning solutions

A quality 21st century education includes virtual learning, and Pennsylvania's Intermediate Units (IUs) are leading the way by assisting their local school districts in meeting that need. IUs have responded by establishing a network of affordable, high-quality online learning options throughout the commonwealth that meet the needs of all learners.

Each year, more than 15,000 students statewide select from over 5,000 online courses provided by intermediate units. Intermediate units collaborate with 245 public and non-public schools to ensure that all online learning students' needs are met, while also ensuring that students have all of the benefits of remaining a part of their local school district or non-public/private school of choice. As a result, students have the benefit of meeting with guidance counselors and school support personnel in person, taking all their courses online or accessing face-to-face instruction as desired.

For local taxpayers, their dollars stay in their district of residence, thus enabling school districts to expand their educational options and services for all students while controlling costs and ensuring fiscal responsibility.

Intermediate units provide online learning options and solutions to students, schools and communities across Pennsylvania by providing engaging, high quality curriculum.

Education Solutions for Students, Schools And Communities: Intermediate Unit Online Learning Programs

Portrait of a Successful Online Student: Madalyn Equi

Madalyn E. is a full-time online student in the Chester County Intermediate Unit 24 Brandywine Virtual Academy (BVA). Madalyn enrolled in BVA at the beginning of the 2013-14 school year as an 8th grader, along with her brother, Matthew, who was then a 7th grader. Madalyn chose an online school so she could be *“closer to my family and have a more flexible schedule.”*

What surprised Madalyn most about BVA was that she could still *“interact with my teacher and classmates even though we’re not in the same building. You may even be miles away but you can still go to the live lectures and be right there in the virtual classroom with them,”* she said.

What makes Madalyn a successful online student is the consistency with which she does her coursework, reaching out for help when she needs it, having strong parental support and guidance, and having a dedicated team of IU educational professionals working to ensure her success.



Why Online Learning?

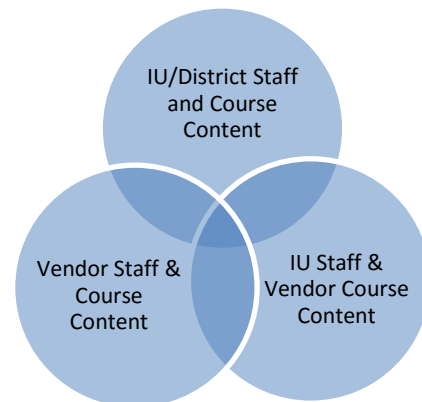
Students choose online learning for a variety of reasons, such as their preferred learning styles, extended medical absence or scheduling conflicts. IUs responded by partnering with school districts to meet the individualized needs of students, including:

1. Providing part-time online learning in addition to the traditional classroom;
2. Creating specialized instruction for students in need of remediation and/or with behavioral challenges;
3. Delivering courses that districts might not be able to afford to offer due to their specialized nature or low student enrollment; and,
4. Offering temporary online learning due to students’ personal and/or family circumstances.

School Districts and IUs: A Partnership

Online learning solutions delivered by intermediate units cater to each districts’ needs, but generally follows one of three models:

1. The district and the IU work together to create online course content and use school district and/or IU faculty to teach;
2. The IU uses its purchasing power to leverage discounted pricing for online course content and instruction from third-party online learning companies; and,
3. A program that combines elements of the two models.



Education Solutions for Students, Schools And Communities: Intermediate Unit Online Learning Programs



Pathway to Success

Colin was a struggling learner in traditional school. He experienced little success in the regular educational environment. He lacked confidence and social skills to advocate for himself. His family decided to try online schooling and he has excelled ever since. He has been in the program since his sophomore year. He secured employment his junior year. As a result, he was able to participate in the Co-Op program and gain valuable work related skills while meeting his graduation requirements for high school.

What sets online learning through Intermediate Units apart?

Students Continue to Be a Part of Their School Communities

Because students remain enrolled in their school districts, they have the option to participate in extracurricular and co-curricular activities. They have access to school guidance counselors and other school services, and they receive their diplomas from their home district.

Maximum Flexibility for Students and Schools

With IU online learning programs, students have the flexibility to take one or all of their courses online. Students seeking academic remediation or enrichment, or students that have special personal circumstances can take advantage of the opportunity to do coursework online while remaining with their districts.

Affordable Solutions for School Districts

IU online learning programs offer an affordable solution for school districts eager to provide an online learning option for students and their families. Due to the participation of multiple districts, IUs can negotiate preferred pricing from online providers of course content, and computer and software companies.

By being in partnership with the districts they serve, IU online learning programs keep tuition rates affordable for districts and taxpayers. The range of average tuition rates offered by IUs is far lower than the range of average rates offered by traditional cyber charter schools. In fact, the most expensive IU program is still 37% less expensive than the cheapest Pennsylvania cyber charter school tuition.

Leveraging Existing Resources

IU online learning programs utilize existing IU **AND** district resources to provide an online learning experience for students that is affordable to the districts, and truly supportive of students. Working together with districts, IU online learning programs:

- ✓ Combine human resources, technology and business services to operate its programs;
- ✓ Utilize existing IU special education and curriculum staff; and
- ✓ Regularly convene IU administrators, school superintendents, curriculum directors, business managers, HR directors, and special education supervisors in order to stay abreast of the districts' and students' needs, concerns and challenges.

Education Solutions for Students, Schools And Communities: Intermediate Unit Online Learning Programs



IU Online Programs: Meeting Students Where They Are

Sarah Fry is in her second year in an online program. She switched to the Waterfront Learning, an online program operated by Allegheny Intermediate Unit 3, at the beginning of her junior year due to medical issues.

"As an honors student, I found that the classes were challenging and enjoyable for me; and, I enjoyed being able to work ahead," said Sara. "I found the cyber program was a better fit for me so I chose to stick with it for my senior year. The teachers are fantastic, willing to answer any questions, and are incredibly knowledgeable about the classes they teach."

Waterfront Learning offers a wide variety of classes in every subject so that students can explore a variety of options and take more classes in the subject that interests them most.

Highest Quality Education

Intermediate unit online learning solutions provide:

- Pennsylvania certified and highly-qualified teachers
- Course content aligned to Pennsylvania State academic standards
- Assessment of student progress by a wide variety of measures, including attendance, grades, PSSA and Keystone exam results, and time on-task
- Remediation courses
- Summer school options
- NCAA approved coursework
- Credit recovery options

IUs provide direct instruction to more than 250,000 preschool, school-age and adult learners throughout the state. IUs are the Pennsylvania Department of Education's partner in delivering resources and supports to schools and implementing priority initiatives.

Education Solutions for Students, Schools And Communities: Intermediate Unit Online Learning Programs

What an IU Online Learning Program Costs:

Costs to districts for students that enroll in IU online learning programs differ across IU programs based on program design. Here is one example.

Scenario: John Doe is a ninth grade, regular education student, who is enrolling in the district's virtual program operated by its local intermediate unit.

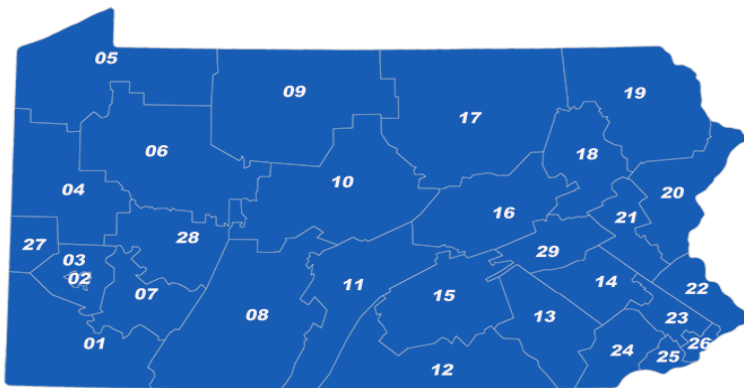
Service	IU Cost Per Unit	#Units	IU Total Charge
Online Course	\$695 per credit	6	\$4170
Laptop Rental	\$573 per student	1	\$665
Internet Reimbursement	\$563 per year/household	1	\$573
Total Cost to District			\$5,408

About Intermediate Units in Pennsylvania

Every year, more than 175,000 students and 75,000 educators and adults receive services from one of Pennsylvania's 29 intermediate units. As public, regional educational service agencies, intermediate units provide educational, administrative and technology services to the Commonwealth's 500 school districts, 120 charter schools and 2,400 non-public schools.

Created in 1971 by the Pennsylvania General Assembly, IUs were designed to serve as a liaison between local schools and the Pennsylvania Department of Education. Over the past four decades, these regional educational service agencies have adapted to server a broader array of needs focusing on the unique characteristics of their communities.

In doing so, IUs have demonstrated an incredibly entrepreneurial, highly-skilled, and technology-rich approach to educating Pennsylvania's students.



Pennsylvania's 29 intermediate units are strategically positioned across the commonwealth; thereby allowing IUs to provide a seamless network of educational services throughout the state while at the same time responding to local need and demand.

To learn more about online education solutions offered by Pennsylvania's intermediate units, contact the Pennsylvania Association of Intermediate Units or visit www.paiu.org.

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Mr. Tom Gluck, Executive Director
PA Association of Intermediate Units
717-732-8464 | tgluck@paiu.org
55 Miller Street, Enola PA 17025



LLVS Membership Benefits:

Equipment

- Provide equipment to full-time students
- Laptop, laptop sleeve, router, printer, headsets, mouse
- Maintain equipment
 - Image machines with software
 - Internet filtering provided
 - Software updates
- Technical support for students, parents, advisors
 - Students, parents, and mentors
 - Network support—connecting to the internet
 - Software updates-Adobe Flash, Firefox, etc.
 - Course troubleshooting
 - Printer setup
 - Tutoring help
 - Parental access/help assistance
 - Remote updates to software
 - Remote step-by-step instructions when necessary

Internet reimbursement

- Provide up to **\$40 per family** a month in **internet reimbursements** to full-time students

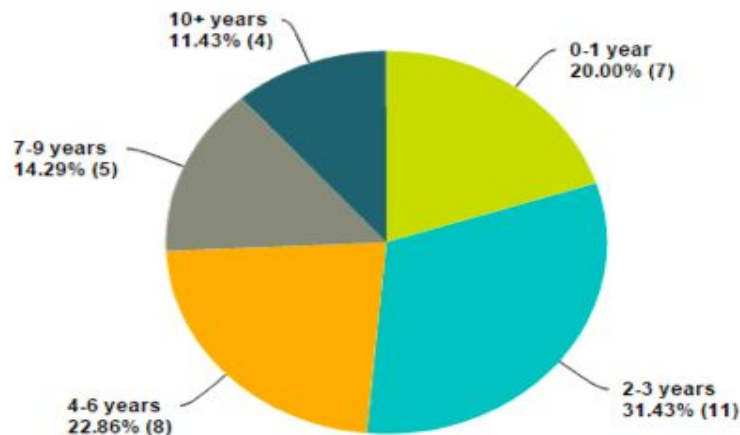
Courseware

- **Edison** (main content provider)
 - NCAA approved courses
 - Districts can use their own teachers to teach Edison courses
 - Requires ½ day training to facilitate classes
 - Student tutoring available 8 a.m.-8 p.m. Monday-Thursday, and Friday 8 a.m.-5 p.m.
 - Extensive customer support to students and parents
 - Courses are moving to HTML5 (piloting some courses next semester). Students will be able to access courses on all devices.

- Instruction provided by PA certified teachers
- Teachers located in Edison's **Pittsburgh office**
- Evaluated by Danielson Framework as per state requirements
 - Teachers receive 2 formal and 2 informal evaluations
- Many hold a master's degree and multiple certifications
- Teachers' level of experience:

How many years of teaching experience do you have?

Answered: 35 Skipped: 0



Answer Choices	Responses	
0-1 year	20.00%	7
2-3 years	31.43%	11
4-6 years	22.86%	8
7-9 years	14.29%	5
10+ years	11.43%	4
Total		35

Apex (AP courses)

- Apex teachers are located across the country.
- PA certified teachers

Accelerate (K-12 content provider)

- PA certified teachers
- Accelerate teachers are located across the country
- Districts can use their own teachers
 - Requires ½ day webinar training to facilitate classes
- Course enhancements based on needs of members

Cyber and Internet Safety Essentials Course—No additional course cost to district--
\$140 savings per student

Internet Safety Course (provide own teacher)—No additional course cost to district--
\$70 savings per student

IU13 provides the following supporting documents:

- Handbooks
- Handouts for students, parents, advisors
- Student tutorials
- Parent tutorials (Course tutorials)
- Advisor tutorials

Genius:

- **Single sign-on platform** provided at no cost to district (Average cost: \$6 per student based on size of district)
- Students can access all courses from one page
- Includes messaging system—parents, students, teacher can email within system
- Customized reports—attendance, course minutes, grades, etc. (We have continued to build this system to meet needs of advisors)

SmarterMeasure

- No cost for district (bulk pricing around \$15- \$18 per student—depending on size of district)
- Indicates the degree to which an individual student possesses the attributes, skills and knowledge that contribute to success including the following non-cognitive factors:
 - Self-motivation
 - Time management skills
 - Self-discipline
 - On-screen Reading Rate and Recall
 - Persistence
 - Availability of time
 - Ability to use a laptop, printer, software, and the Internet
 - Typing speed and accuracy

Networking LLVS Meetings at IU13 (Monthly)

- Open Forum - districts share policies, questions, etc.
- Software updates
- Support/demo of new features

- Edison, Accelerate, Genius, Apex attend meetings periodically to listen to requests and questions
- The vendors have made drastic changes over the last five years based on our requests.

PAEEF (Pennsylvania Excellence in E-Learning Forum):

- March 15-17, Sands, Bethlehem, PA
- Free for LLVS members (Can bring team of 4-5 people)
- Participants:
 - Discuss tools and practices that promote successful online programs
 - Share strategies that lead to student achievement
 - Engage, participate in problem solving and focused discussion around online and digital learning

Marketing Support

- Provide customized brochures
- Advertising (If requested)

Participating Districts

- Annville-Cleona School District
- Columbia Borough School District
- Cornwall-Lebanon School District
- Donegal School District
- Elizabethtown Area School District
- Hempfield School District
- Lampeter-Strasburg School District
- Lancaster Mennonite School
- Lebanon School District
- Manheim Central School District
- Manheim Township School District
- Penn Manor School District
- Pequea Valley School District
- School District of Lancaster
- School District of the City of York
- Solanco School District

Course Enrollment Data

- **2015-2016** Total Course Enrollments: **10,357**
- **79%** of students earned an average of **70% or better**



Contact Information:

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Lancaster-Lebanon
Virtual Solutions

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Lancaster-Lebanon Virtual Solutions (LLVS)



Engage, Achieve, Succeed Options for Every Learner

Providing schools the opportunity
to offer courses through a
state-of-the-art online program

LLVS | **iu13**
Lancaster-Lebanon
Virtual Solutions

Lancaster-Lebanon Virtual Solutions

Lancaster-Lebanon Virtual Solutions (LLVS) evolved from an analysis of online learning needs which identified the substantial and rapidly increasing demand for student instruction that incorporates technology using online courses. As a result, school districts in Lancaster and Lebanon counties came together to access, develop, and administer a viable, cost-effective, and high-quality online learning solution for students -- LLVS.

Our vision: To provide learning options that will engage and encourage success and positive achievement for every student.

Options for Every Learner

- Full-time cyber school and single course options
- On-site or remote classes
- Unique STEM and foreign language courses
- Credit recovery, summer school, and Advanced Placement courses
- Option for half-day vocational or technical school students
- Choice for students with disabilities that can be served in an online environment
- Flexible schedules for students with jobs, family obligations, or children
- Instruction for students with health issues, etc., that mean missing significant class time



Benefits of LLVS

Stay enrolled in your local school district

This allows students to earn a diploma from their local high school and to participate in the school's extracurricular activities.

Flexible learning options

The learning program and curriculum are adapted to fit student needs.

Highly engaging curriculum

The online curriculum is state of the art and designed to be engaging and fun, targeting multiple learning styles.

Pursue your interests

Students choose a wide variety of courses and electives designed to allow them to pursue their academic interests.

Proven methods with innovative techniques

LLVS is backed by EdisonLearning, one of the most experienced teams in online learning, with over 17 years of proven results and leading innovation in education.

Academic excellence

A rigorous, well-rounded curriculum with a strong base in Math, Science and Technology is the key to success in the 21st century global economy. Students can select from a broad range of courses not always offered in other schools.

Materials provided to full-time LLVS students

All full-time virtual students will be loaned a computer with all needed software and a printer. LLVS reimburses families for Internet services according to our Internet policies.

Custom-created high school courses

School districts have the opportunity to create their own custom courses in EdisonLearning and provide their own teachers.

Additional Membership Benefits Include:

Genius

Single-sign on platform. Snapshot and detailed views of student data.

SmarterMeasure

Software to assess student online readiness.

Internet Safety

Provides student with essential information and vital resources to learn how to be safe users of the Internet. Through the course, students will develop and expand their levels of knowledge, understanding and skills to maintain safe and ethical online social and academic behaviors.

Presenter contacts:

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