



NEW HAVEN PUBLIC SCHOOLS

## AGREEMENT COVER SHEET

Cover Sheet is an Internal Document for Business Office Use

### Please Type

Contractor full name: *District Arts and Education*

Doing Business As, if applicable: *District Arts and Education*

Business Address: *470 James St. New Haven CT 06519*

Business Phone: *203-401-8768*

Business email: *patrick@transformnhv.org*

SS# OR Tax ID #: *82-3618329*

Funding Source & Acct # including location code: *ARP ESSER III Carry-over 2553-900-6399-56694-0410*

Principal or Supervisor: *Keisha Hannans- Assistant Superintendent/Rosalyn Diaz-ML Supervisor, Dina Natalino-Supervisor of College & Career Pathways*

Agreement Effective Dates: *September 12, 2023 – June 30, 2024*

Hourly rate or per session rate or per day rate: *\$22.44/per student/hour  
10 students attending (39 weeks at 9 hours/week) – DAE will accept an additional 15 students through their own grant funding for a total of 25 students attending this year*

Total amount: *\$78,750.00*

Description of Service: *DAE designs and delivers educational after school programs and cultural experiences that serve as a catalyst for transformation in the lives of individuals and communities that have been historically and systemically under-resourced. Their high school programs are designed for 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup> graders to learn about web design, coding, and digital tools required to succeed in higher education or advanced technical vocational programs – or to enter the workforce in entry-level tech jobs, internships, or apprenticeships. Through their learn-by-doing model students develop a portfolio of projects that serve as evidence of their ability to apply skills, and their interests and commitments, as a future professional. DAE currently offers programs in Web Development in New Haven. Website: <https://www.transformnhv.org/>*

Submitted by: Keisha Hannans

Phone: 475-220-1017



NEW HAVEN PUBLIC SCHOOLS

## Memorandum

**To:** New Haven Board of Education Finance and Operations Committee  
**From:** Keisha Hannans  
**Date:** August 17, 2023  
**Re:** District Arts and Education Agreement

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Please ***answer all questions and attach any required documentation as indicated below***. Please have someone **ready to discuss** the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education.

**1. Contractor Name:** *District Arts and Education*

**Description of Service:** *DAE designs and delivers after school educational programs and cultural experiences that serve as a catalyst for transformation in the lives of individuals and communities that have been historically and systemically under-resourced. Their high school programs are designed for 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup> graders to teach web design, coding and digital tools required to succeed in higher education or advanced technical vocational programs – or to enter the workforce in entry-level tech jobs, internships, or apprenticeships. Through their learn-by-doing model students develop a portfolio of projects that serve as evidence of their ability to apply skills, and their interests and commitments, as a future professional. DAE currently offers programs in Web Development in New Haven. Contractor's Website: <https://www.transformnhv.org/>*

**2. Amount of Agreement and hourly or session cost:** *\$78,750.00 (\$22.44/per student/hour: 10 students attending for 39 weeks at 9 hours/week)– DAE will accept an additional 15 students through their own grant funding for a total of 25 students attending this year)*

**3. Funding Source and account number:** *ARP ESSER III Carryover 2553-900-6399-56694-0410*

**4. Continuation/renewal or new Agreement?**

**Answer all questions:**

- a. If continuation/renewal, has the cost increased? If yes, by how much? *Renewal - No*
- b. What would an alternative contractor cost: *N/A*
- c. If this is a continuation, when was the last time alternative quotes were requested?  
*Renewal*
- d. For new or continuation: is this a service existing staff could provide. If no, why not?  
*It cannot be provided from any staff because of the unique skills it offers about web design, coding and software engineering after school.*

5. **Type of Service:**

**Answer all questions:**

- a. Professional Development? *N/A*
  - i. If this is a professional development program, can the service be provided by existing staff? If no, why not? *N/A*
- b. After School or Extended Hours Program? *Yes, this is a local afterschool program for high school students*
- c. School Readiness or Head Start Programs? *N/A*
- d. Other: (Please describe). *Computer Science Program focusing on web development, coding, and software.*

6. **Contractor Classification:**

**Answer all questions:**

- a. Is the Contractor a Minority or Women Owned Business? *Yes*
- b. Is the Contractor Local? *Yes*
- c. Is the Contractor a Not-for-Profit Organization? If yes, is it local or national? *Yes, it is local*
- d. Is the Contractor a public corporation? *No*
- e. Is this a renewal/continuation Agreement or a new service? *Renewal*
- f. If it is a renewal/continuation has cost increased? If yes, by how much? *No*
- g. Will the output of this Agreement contribute to building internal capabilities? If yes, please explain: *N/A*

7. **Contractor Selection:**

**Answer all questions**

- a. What specific skill set does this contractor bring to the project? If a new contractor, please attach a copy of the contractor's resume. *This nonprofit organization teaches high school students digital and computer science skills, specifically in website design, coding and software. Also, DAE offers this program after school and high school students attend to learn about this digital tools. In addition, DAE also has experience working with high school students from the New Haven Public Schools.*
- b. How was the Contractor selected? Quotes, RFP/RFQ, Sealed Bid or Sole Source? *Sole Source*
- c. Please describe the selection process including other sources considered and the rationale for selecting this Contractor: *N/A*

8. **Evidence of Effectiveness & Evaluation**

**Answer all questions**

- a. What specific need will this contractor address and how will the contractor's performance be measured and monitored to ensure that the need is met? *Provide instruction and different workshops in the different areas of digital foundations and computer science including software engineering. Attendance, students' presentations, and completion rate of students' work will be used as evaluation criteria.*
- b. If this is a renewal/continuation service attach a copy of the evaluation or archival data that demonstrates effectiveness. **(See attached)**
- c. How is this service aligned to the District Continuous Improvement Plan? *Academic learning goal 1.4 College and Career Readiness: ...Increase student enrollment and*

*success in college if they decide to go into this area. In addition, prepare them into Career readiness. See data attached.*

9. *Why do you believe this Agreement is fiscally sound? This agreement provides a pathway for our high school students in our district who would like to have a certification or gain knowledge in the area of computer science. This is the most cost-effective pathway so that students can become certified in this area while remaining local.*
10. *What are the implications of not approving this Agreement? If this agreement is not approved, high school students will not have any access locally to this computer science program specifically in web design because none of our high schools are offering any of these certifications at this time.*



NEW HAVEN PUBLIC SCHOOLS

## AGREEMENT

**By And Between  
The New Haven Board of Education  
AND**

**(District Arts Education)**

FOR DEPARTMENT/PROGRAM:

**New Haven Public Schools**

This Agreement entered into on the 11th day of September, 2023, effective (*no sooner than the day after Board of Education Approval*), the 12<sup>th</sup> day of September, 2023, by and between the New Haven Board of Education (herein referred to as the “Board” and, District Arts Education located at, 470 James St. New Haven CT 06519(herein referred to as the “Contractor”).

**Compensation:** The Board shall pay the contractor for satisfactory performance of services required the amount \$78,750.00: \$22.44 per student/hour for a total of 10 students attending for 39 weeks at 9 hours per week.

***DAE will accept an additional 15 students through their own grant funding for a total of 25 students attending this year.***

The maximum amount the contractor shall be paid under this agreement: (\$78,750.00). Compensation will be made upon submission of an itemized invoice which includes a detailed description of work performed and date of service. of the New Haven Board of Education, ARP ESSER III Carryover , **Account Number:** ARP ESSER III Carry-over 2553-900-6399-56694 **Location Code:** 0410

This agreement shall remain in effect from 9/12/23 to 06/30/24.

**SCOPE OF SERVICE:** *Please provide brief summary of service to be provided. This program is designed to teach 25 students from different NHPS high schools computer science skills, and tools required to succeed in higher education or advanced technical vocational programs - or to enter the workforce in entry-level tech jobs, internships, or apprenticeships in this area. It will focus on software engineering skills specifically in Web design and coding.*

**Exhibit A: Scope of Service:** Please attach contractor's detailed Scope of Service on contractor letterhead with all costs for services including travel and supplies, if applicable.  
**Please see attached Price Quote for Services**

**Exhibit B: Student Data and Privacy Agreement: Attached**

**APPROVAL:** This Agreement must be approved by the New Haven Board of Education *prior to service start date*. Contactors may begin service no sooner than the day after Board of Education approval.

**HOLD HARMLESS:** The Contractor shall insure and/or indemnify the Board and its members, employees and agents against all claims, suits, and expenses, including reasonable attorney's fees, in connection with loss of life, bodily injury or property damage arising from any neglect act or omission of the Contractor or its employees or agents. Further, the Contractor covenants and agrees that it shall hold the Board and its members, employees and agents harmless against any and all claims, suits judgments of any description whatsoever caused by the Contractor's breach of this agreement or based upon the conduct of the Contractor, or its agents or its employees or arising out of in connection with their activities under this agreement.

**TERMINATION:** The Board may cancel this agreement for any reason upon thirty (30) days' written notice sent to the Contractor by certified U.S. mail, return receipt requested; provided however, that the Board shall be responsible to the Contractor for all services rendered by the Contractor through the last day of thirty (30) day notice period, as long as the Agreement was approved by the Board prior to the start date of service.



\_\_\_\_\_  
Contractor Signature

\_\_\_\_\_  
President  
New Haven Board of Education

8/23/23

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

A.M. Bhatt, Founder & CEO

\_\_\_\_\_  
Contractor Printed Name & Title



NEW HAVEN PUBLIC SCHOOLS

## EXHIBIT B

### STUDENT DATA PRIVACY AGREEMENT SPECIAL TERMS AND CONDITIONS

For the purposes of this Exhibit B "directory information," "de-identified student information," "school purposes," "student information," "student records," "student-generated content," and "targeted advertising" shall be as defined by Conn. Gen. Stat. §10-234aa.

1. All student records, student information, and student-generated content (collectively, "student data") provided or accessed pursuant this Agreement or any other services agreement between the Parties are not the property of, or under the control of, the Contractor.
2. The Board shall have access to and the ability to delete student data in the possession of the Contractor except in instances where such data is (A) otherwise prohibited from deletion or required to be retained under state or federal law, or (B) stored as a copy as part of a disaster recovery storage system and that is (i) inaccessible to the public, and (ii) unable to be used in the normal course of business by the Contractor. The Board may request the deletion of any such student information, student records or student-generated content if such copy has been used by the operator to repopulate accessible data following a disaster recovery. The Board may request the deletion of student data by the contractor within two (2) business days of receiving such a request and provide to the Board confirmation via electronic mail that the student data has been deleted in accordance with the request, the date of its deletion, and the manner in which it has been deleted. The confirmation shall contain a written assurance from the Contractor that proper disposal of the data has occurred in order to prevent the unauthorized access or use of student data and that deletion has occurred in accordance with industry standards/practices/protocols.
3. The Contractor shall not use student data for any purposes other than those authorized pursuant to this Agreement.
4. A student, parent or legal guardian of a student may review personally identifiable information contained in student data and correct any erroneous information, if any, in such student data. If the Contractor receives a request to review student data in the Contractor's possession directly from a student, parent, or guardian, the Contractor agrees to refer that individual to the Board and to notify the Board within two (2) business days of receiving such a request. The Contractor agrees to work cooperatively with the Board to permit a student, parent, or guardian to review personally identifiable information in student data that has been shared with the Contractor, and correct any erroneous information therein.

5. The Contractor shall take actions designed to ensure the security and confidentiality of student data.
6. The Contractor will notify the Board, in accordance with Conn. Gen. Stat. § 10-234dd, when there has been an unauthorized release, disclosure or acquisition of student data. Such notification will include the following steps:

Upon discovery by the Contractor of a breach of student data, the Contractor shall conduct an investigation and restore the integrity of its data systems and, without unreasonable delay, but not more than thirty (30) days after such discovery, shall provide the Board with a more detailed notice of the breach, including but not limited to the date and time of the breach; name(s) of the student(s) whose student data was released, disclosed or acquired; nature of and extent of the breach; and measures taken to ensure that such a breach does not occur in the future.

7. Student data shall not be retained or available to the Contractor upon expiration of the contract between the Contractor and Board, except a student, parent or legal guardian of a student may choose independently to establish or maintain an electronic account with the Contractor after the expiration of such contract for the purpose of storing student-generated content.
8. The Contractor and Board shall each ensure their own compliance with the Family Educational Rights and Privacy Act of 1974, 20 U.S.C. § 1232g, as amended from time to time.
9. The Contractor acknowledges and agrees to comply with the above and all other applicable aspects of Connecticut's Student Data Privacy law according to Connecticut General Statutes §§ 10-234aa through 10-234dd.
10. The Parties agree that this Agreement controls over any inconsistent terms or conditions contained within any other agreement entered into by the Parties concerning student data.



 770 Chapel Street  
New Haven, CT 06510  
 203-401-8768  
 mydae.org

### Scope of Services

#### **DAE 10-Month High School Program: September 19, 2023 – June 30, 2024**

This scope of services has been prepared for the New Haven Board of Education (BOE) by District Arts and Education (DAE) for the participation of New Haven Public Schools (NHPS) students in the DAE Software Engineering Generalist program from January 2023 through June 2023.

The **DAE 10-Month High School Program** is designed for 9<sup>th</sup>, 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup> graders to develop the mindsets, skills, and tools required to succeed in higher education or advanced technical vocational programs – or to enter the workforce in entry-level tech jobs, internships, or apprenticeships. Through our learn-by-doing model students develop a portfolio of projects that serve as evidence of their ability to apply skills, and their interests and commitments, as a future professional. Students will have the option of choosing to specialize in either Web Development, Video Game Design, or Internet-of-Things devices. Students will earn computer science micro-credentials that are industry relevant and meet employer demand and a DAE certificate of completion.

#### TERMS:

BOE will pay total tuition for 10 NHPS students enrolled in the 2023 - 2024 DAE 10-Month High School Program.

#### COST AND PAYMENT SCHEDULE:

- a. DAE 10-Month High School Program tuition for 2023 is \$7,875.00 per participant (note that this is a 25% discount provided to NHPS from the standard tuition of \$10,500.00 per student).
- b. BOE agrees to pay \$78,750 (\$7,875.00 per participant) for up to 10 NHPS participants.
- c. DAE will invoice \$78,750.00 to BOE on the following schedule
  - a. Ten monthly payments of \$7,875.00 for period of January – June 2023
- d. Additional participants may be added at the cost of \$7,875.00.

#### REFUNDS AND REPLACEMENTS:

- a. There will be no refund of costs paid for cohort participants who leave the program for any reason prior to completion.
- b. Cohort slots must be filled by the third scheduled week of programming. After that time, no replacements or additions will be allowed. Refunds will not be given for unused slots.
- c. District participants who leave the program due to extenuating circumstances may be given the opportunity to defer participation pending approval by DAE. Terms of the deferral will be based on completion of program requirements on date of exit, as well as future cohort availability, and may not exceed one program year.



770 Chapel Street  
New Haven, CT 06510

203-401-8768

mydae.org

## DAE Computer Science Program Update (as of August 18, 2023)

### Overview

- There are 31 total NHPS students participating in the program
- 21 in our Generalist program
- 10 in the more advanced Specialist Program.
- **All 10 of our graduating seniors have committed to going to college and 8 of 10 are planning to major in Computer Science – only 1 of those 8 had ever coded prior to DAE.**

Generalist Credentials	Students
Figma 1	21
HTML 1	21
CSS 1	21
Jquery 1	21
Bootstrap 1	21
React 1	17
Firebase 1	17
<b>Total</b>	<b>139</b>

*Please note that not all students began the program with enough time to complete all modules.*

Specialist Credentials	Students
Unix I	10
Version Control	10
Javascript	10
FE: HTML 2	3
FE: CSS 2	3
FE: Javascript 2	3
BE: PHP 1	7
BE: SQL 1	7
BE: PHP 2	7
BE: SQL 2	7
Python	10
<b>Total</b>	<b>87</b>

*Note Specialist students choose between a Front-End (FE) or Back-End (BE) track and therefore will not receive every credential.*

"I'm majoring in Computer Science in college and DAE has really helped me prepare. I didn't know anything before I started, it helped give me an inside look on computer science and inspired me to do a lot more designing and figuring out what I was capable of."

– **Johanna, senior at Wilbur Cross**

"DAE got me interested in Computer Science, I want to be a Software Engineer when I graduate from college."

– **Allison, senior at HSC**

"DAE is the major reason I'm majoring in Computer Science at UNH, this program really helped me get the skills I need."

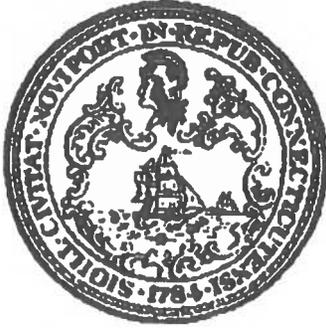
– **Krish, senior at Wilbur Cross**

"DAE helped me figure out that I liked Computer Science and now I'm going to major in it in college. Everyone's been super supportive and it's a great environment—it's my safe spot."

– **Yanit, senior at Wilbur Cross**

"I love coding because it gives you a chance to learn new ways to solve tough problems. DAE helped me figure out that I'm going to major in Computer Science when I get to college."

– **Maranyely, senior at Career**



# MEMORANDUM

## BUREAU OF PURCHASES

### CITY OF NEW HAVEN

Shawn J. Garris, Acting Purchasing Agent  
200 Orange Street, New Haven,  
Connecticut 06510  
Telephone (203) 946-8201  
Facsimile (203) 946-8206  
Email: sgarris@newhavencct.gov

DATE: May 1, 2023  
TO: Rosalyn Diaz-Ortiz  
Multilingual Learner Program, Supervisor

SLSRC  
#05012023NHPS

FROM: Shawn J Garris,  
Acting Purchasing Agent

RE: Sole Source –District Arts Education

I have received your sole source request for the above referenced vendor and purpose. This is a proprietary product, produce and distributed by District Arts Education, of New Haven, CT. The product teaches students digital skills through different modules. This curriculum provides students project-based learning around computer science. Prior to this request this product has been used by New Haven Public School System.

Therefore, pursuant to Section 74(d)(i) of the City Charter, I hereby designate the above referenced vendor as the "Sole Source" vendor for the above referenced purpose. This Sole Source letter shall be reference for all future transaction associated with this vendor.

**While all else remains the same, this sole source expires five years from the date of this letter.**

Please note any non-competitively bid contract which is \$100,000.00 or greater may require Board of Alderman approval.

Any questions, please feel free to contact me @ x8202.

cc: Arami Martinez, Accounts Payable  
Carl Carangelo, Chief Accountant NHPS  
File

# a.m.bhatt

## I believe...

that deep expertise / authority, rigorous methodology and crystal clear problem-solving are not only insufficient to address the challenges of the 21st century, they are – solely because of our overreliance on them – an active barrier to necessary change.

## I value...

the inherent spontaneity, vitality and creativity that is available to all human beings and is the ever-emerging edge of their inter- and intra personal development.

## I am committed to...

provocation, insight, and community – to the providing of frameworks and distinctions that will transform habitual ‘problems’ into invitations for growth, creativity and innovation, and to the stewarding of communities in which this work can occur.

470 James St.  
New Haven, CT 06511

203.895.4779

al@albhatt.com

<https://bit.ly/346xz97> (UNH)

[www.learn.edu/ol](http://www.learn.edu/ol) (TGI)

[www.transformNHV.org](http://www.transformNHV.org) (DAE)

[www.bhattstudios.com](http://www.bhattstudios.com) (private practice)

## TEACHING EXPERIENCE

January 2002 - Present

**Practitioner-in-Residence, University of New Haven, Department of Graduate Psychology**

- › Motivation & Morale (2003-2004)
- › Organization Development (2002-Present)
- › Psychology of Opinion Change (2004-Present)
- › I/O Seminar: Leading & Managing as a New Practitioner (2005-Present)
- › Training & Development (2016-Present)
- › Special Topics: Organization Development for Uncertainty & Innovation (2016-Present)

September 2005 - Present

**Academic Director, The Graduate Institute, M.A. in Organizational Leadership Program**

- › Accountable for design & on-going modification of overall curriculum for the program, management of all faculty (including interviewing & hiring), and overall quality of the program and effectiveness in meeting degree objectives
- › Courses taught: Organization as Transcendence & Transformation, The Art of Speculation and its Role in Innovation & Breakthrough, Development as an Organizational Expression of Efficacy, Leading as an Engagement with Possibility, Leadership as an Organizational Expression of Possibility, Organizational States of Being

September 2013 - 2017

**Adjunct Professor, Chicago Theological Seminary**

- › Leadership for Transformation, 2 semester course
- › Personal, Interpersonal, & Social Development: An Interreligious Inquiry (2016-Present)

## PROFESSIONAL EXPERIENCE

January 2020 - Present

**Co-Founder & CEO, District Arts & Education (DAE)**

DAE is a non-profit committed to being a key contributor to the transformation of New Haven through Art and Educational programs that develop human and digital literacy and mastery.

January 2011 - Present

**Founder & Managing Director, U of Next**

- › U of Next was founded to establish the practice of Developing human beings as an *art form*, a process of unique individual expression - and develop practitioners and educators in this approach.

January 2005 - 2018

**Co-Founder & Managing Director, The Center for Leadership Studies**

- › CLS was founded to establish Leadership as a profession and a legitimate, independent field of academic study. The Center runs a fully accredited MA program in Organizational Leadership and offers senior executive level Advisory Services to organizations taking on large-scale breakthroughs in their business or industry.

March 2003 - December, 2010

**Founder and Managing Partner, Koanetic Consulting International (KCI)**

- › ko-an (kō'ān'): a question aimed at moving learners from rational, linear thought to deeper levels of awareness.
- › KCI was founded as a vehicle to pursue the exploration of Organizational Practice as Context, Conversation and Commitment versus traditional approaches that emphasize Content, Expertise and Methodology.

January 1996 - December 2002

**Senior Vice President & Practice Leader, Stromberg Consulting**

- › OD consulting firm based in Manhattan with clients in N. America and Europe.

October 1993 - December, 1994

**Director, Y&R**

- › Director of Telemedia Strategy & Services for WCJ

December 1988 - October, 1993

**Director, Grolier, Inc.**

- › Roles in Brand Management, Marketing Management and Marketing Operations Management. (Note that the Director role was the final role I held at Grolier)

#### CONSULTING CLIENTS

Facebook	HAI Group	Novartis
Compete, Inc.	Siemens	United Rentals
MetLife	American Express	GE Capital
Bank One	Deutsche Bank	State Farm
Eastern Bank	USPS	UNH
AT&T	Boeing	FedEx
MTV	Ketchum Worldwide	Time/Life
ESPN	Camp, Dresser & McKee	Pfizer
Roche Diagnostics	GlaxoSmithKline	Gilead Sciences
Corbett Healthcare	St. Mary's Hospital	Yahoo!
Danbury Health	YPO	Merck
Energizer	Wildlife Conservation Society	
Phillips Consumer	State Street Global Advisors	

#### PUBLIC SPEAKING & WORKSHOPS

Advanced Learning Institute (National)  
Association of Governmental Risk Pools (National conference)  
Conference Board (National and Regional conferences)  
Connecticut Business & Industry Association  
Connecticut Hospital Association  
Global Institute for Leadership Development (National)  
Human Resource Leadership Forum (Regional)  
Human Resource Planning Society (National)  
International Association of Business Communicators (Regional)  
Linkage Diversity Conference (National)  
Linkage Women's Leadership Summit (National)  
Longwood Graduate Symposium (National)  
Massachusetts Organizational Development Network  
Metro Hartford Alliance  
National Speaker's Association (National)  
SHRM (CT, NE Regional, National)  
TEDx Churchill  
Tyson Center for Faith & Spirituality in the Workplace at The University of Arkansas  
Vistage International (Regional)  
World Future Society (National and International)  
YPO (Regional)

#### WRITING

- > **The Triple-Soy Decaf-Latte Era**, Published in 2011
- > **The Art of Human Development: A Practitioner's Handbook** will be published in 2022
- > Blog & Videos at [www.albhatt.com](http://www.albhatt.com) & [www.UofNext.com](http://www.UofNext.com)



# DIGITAL SKILLS

## *to Solve Tomorrow's Problems*

### THE URGENT NEED

It's a brand-new world, are you ready for it? To succeed in college or a career, digital skills aren't just something nice to have, they're a requirement. Unfortunately, all too many young people don't have access to the tech training they need to compete. Understanding how to navigate and use tech isn't just a pathway to in-demand jobs and a brighter economic future, but a way to help shape the world to be more equitable, inclusive, and responsive to our needs and the needs of our communities.

### FOUNDATIONAL DIGITAL SKILLS IN AS LITTLE AS 2 WEEKS



DAE's Digital Skill programs are our designed to help students explore and master the tools and mindsets needed to succeed in the digital world.

By the end of these programs, students will have clarity about how they can participate in the new digital economy, as well as the skills needed to succeed whether they want to build the next great video game, app, or engineering project that might change the world.

### DAE'S DIGITAL SKILLS PROGRAMS ARE IDEAL FOR:

**DIEGO \ 8<sup>TH</sup> GRADER**



Spends his free time playing Minecraft and Fortnite. He has a lot of ideas for making a video game but has no idea where to start.

**ASHLEY \ HIGH SCHOOL FRESHMAN**



An artist who dreams of taking her designs from the page to the real world. She's heard of 3D printing but doesn't have the skills she needs to take the next step.

**KAY \ HIGH SCHOOL JUNIOR**



Kay plays two sports has an idea for an app help them train. They want to do DAE's year program but can't give up their other commitments.

The DAE Digital Skill Immersion programs require NO previous familiarity with coding, robotics, tech, or advanced mathematics.

### WHAT IT'S LIKE AT DAE

This isn't your typical classroom experience: you'll learn by doing rather than just sitting in a chair and listening someone talk. In fact, we don't even have regular classrooms. You'll spend your time working on real projects on state-of-the-art equipment in a highly collaborative and creative environment.



# *The DAE Learning Funnel*

*Digital career development programs that meet students where they are.*

*Digitally-focused | Humanity-centric*

The core purpose of DAE's partnership with NHPS was to expose New Haven High School students to computer science and technology as meaningful and attainable career options – and to accelerate both their passion and their skillset in software engineering.

# Which students do we target?

~~the smartest~~  
~~the best public speakers~~  
~~the most social~~  
~~the best students~~

**the most committed to using technology  
to have a positive impact in the world**

# 2023 Results...

*There are **10** graduating seniors in our current NHV cohort.*

***All 10** have committed to going to college.*

***8 of 10** are planning to major in Computer Science.*

***7 of those 8** previously had not been exposed to / weren't engaged with CS as a career option.*

# 2023 Results...

“I’m majoring in Computer Science in college and DAE has really helped me prepare. I didn’t know anything before I started, it helped give me an inside look on computer science and inspired me to do a lot more designing and figuring out what I was capable of.”

– *Johanna, senior at Wilbur Cross*

“DAE got me interested in Computer Science, I want to be a Software Engineer when I graduate from college.”

– *Allison, senior at HSC*

“DAE is the major reason I’m majoring in Computer Science at UNH, this program really helped me get the skills I need.”

– *Krish, senior at Wilbur Cross*

“DAE helped me figure out that I liked Computer Science and now I’m going to major in it in college. Everyone’s been super supportive and it’s a great environment—it’s my safe spot.”

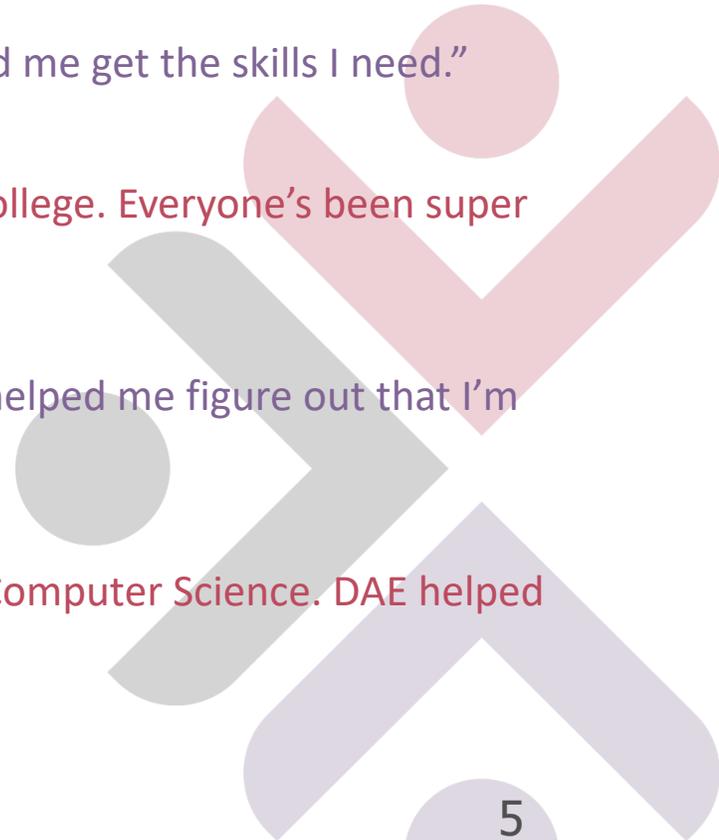
– *Yanit, senior at Wilbur Cross*

“I love coding because it gives you a chance to learn new ways to solve tough problems. DAE helped me figure out that I’m going to major in Computer Science when I get to college.”

– *Maranyely, senior at Career*

“I always wanted to get into engineering, but DAE helped me decide that I wanted to go into Computer Science. DAE helped me realize that Computer Science was something I could succeed in.”

– *Diego, Junior at Wilbur Cross*



# 2023 Results (credentials granted)

Generalist Credentials	Students
Figma 1	21
HTML 1	21
CSS 1	21
Jquery 1	21
Bootstrap 1	21
React 1	17
Firebase 1	17
<b>Total</b>	<b>139</b>

*Please note that not all students began the program with enough time to complete all modules.*

Specialist Credentials	Students
Unix I	10
Version Control	10
Javascript	10
FE: HTML 2	3
FE: CSS 2	3
FE: Javascript 2	3
BE: PHP 1	7
BE: SQL 1	7
BE: PHP 2	7
BE: SQL 2	7
Python	10
<b>Total</b>	<b>87</b>

*Please note that Specialist students choose between a Front-End (FE) or Back-End (BE) track and therefore will not receive every credential.*

There are 31 total NHPS students participating in the program, 21 in our Generalist program and 10 in the more advanced Specialist Program.

226 total micro-credentials awarded  
Average of ~7 credentials per student

# The partnership is a success but...

- From our conversations with students and teachers it's clear that students and families either don't know about DAE or haven't yet been exposed to computer science in a way that has it seem like a viable and engaging pursuit.
- But when students do learn about and experience computer science –and the DAE culture - they're hooked!



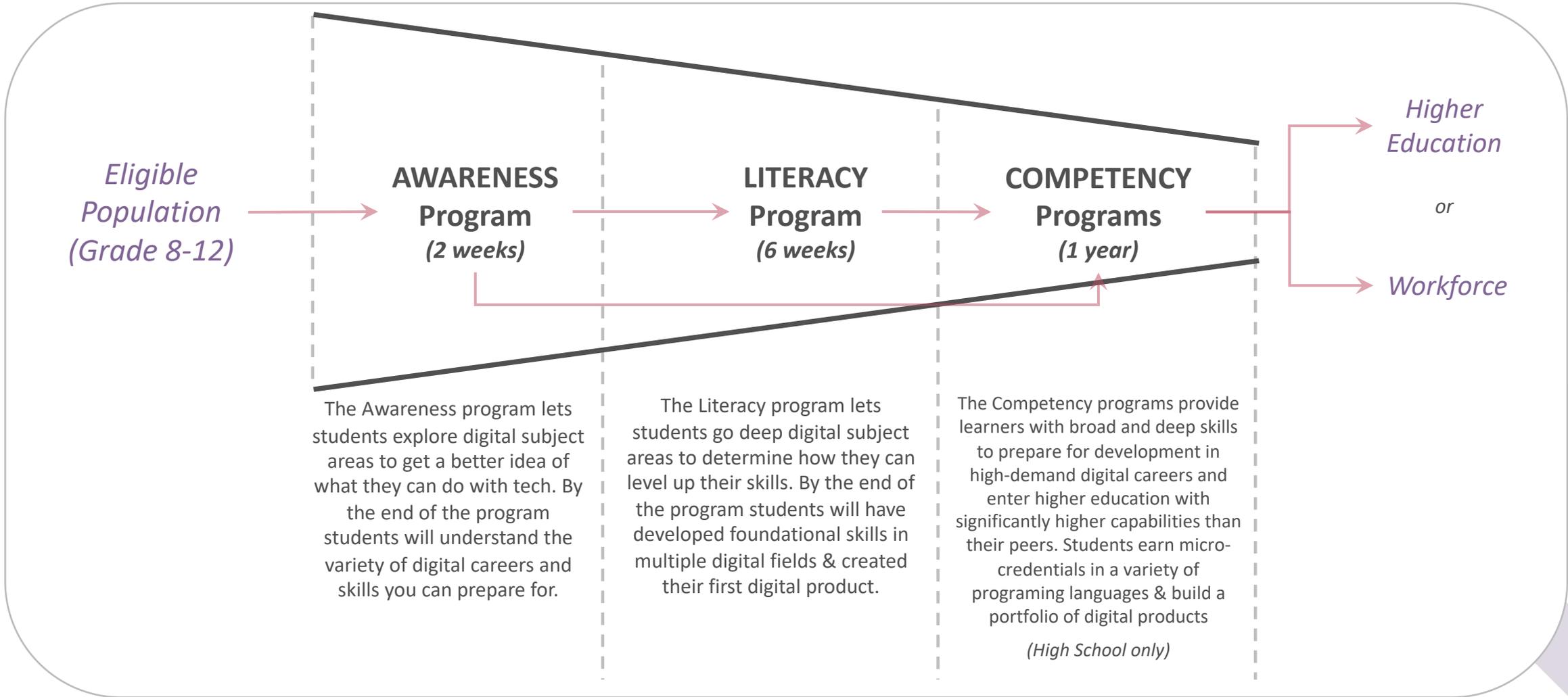
# 8th Grade Field Trips



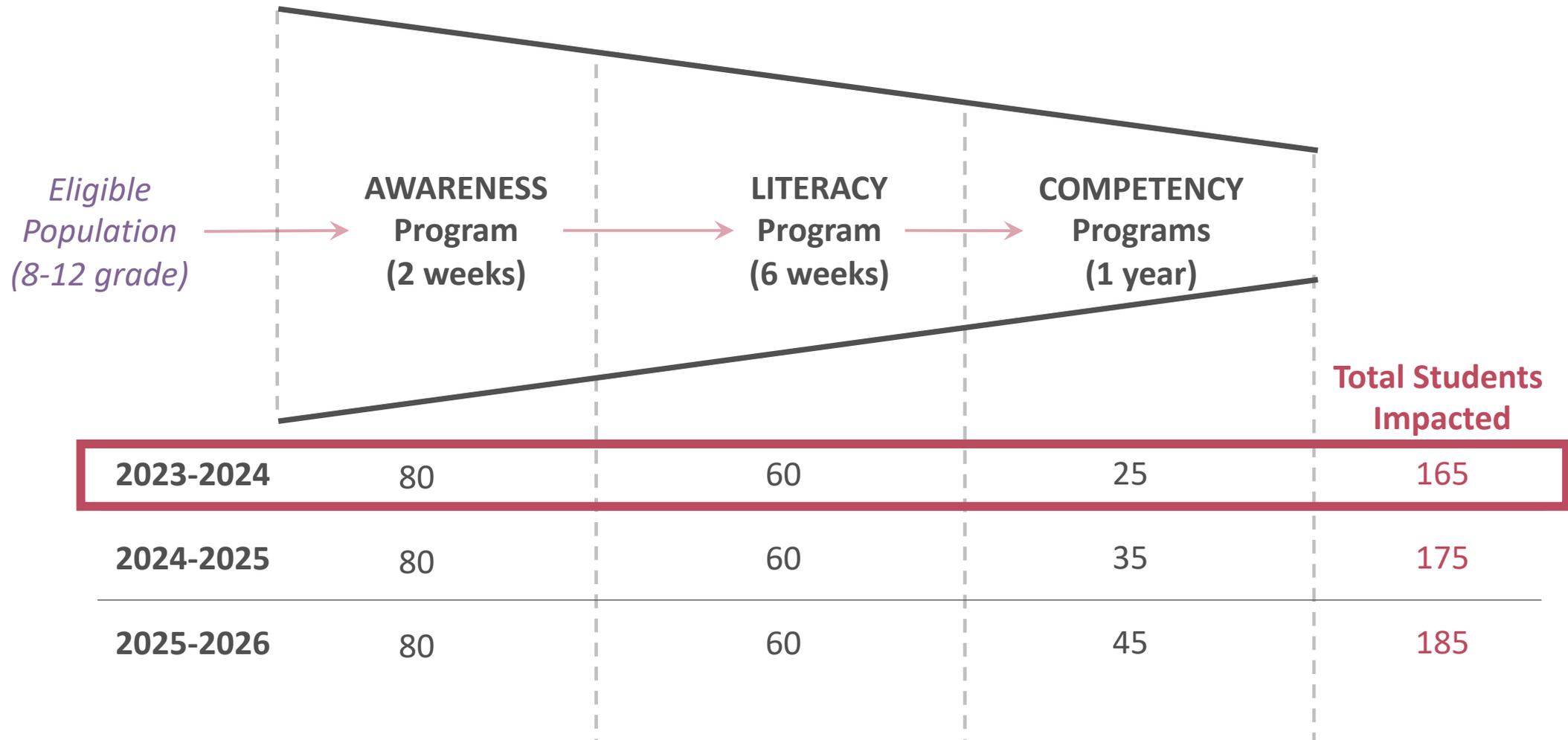
- We hosted about 100 students from Hill Central, Truman School, and Conte West Hills in April and May.
- After just two hours at DAE, students were energized, excited and eager to learn about how they can join the program once they get to high school.
- Teachers and guidance counselors who attended, including Kelly Casey from Truman School and Amy Giddings from Hill Central were also eager to share more about DAE with their students.

For 2023-2024 we need to focus on broadening and deepening awareness, not (solely) through “marketing”, but through **micro-experiences**

DAE provides programs for learners at all stage of readiness. Our learning funnel approach will allow individuals to enter development for digital careers in a way that maximizes the likelihood of their success.



Proposal for Academic Years 2023-2026 (all years are Sept – June)



1. Matching funding from NHPS for 2023-2024 & 2024-2025
  - **2023-2024:** \$637,500 total cost; NHPS investment of **\$360,000** (remainder of costs covered through other grants and discounts that dae has already secured).  
This will cover *all* costs for *all* programs detailed in the previous slide (165 total students ranging from 8<sup>th</sup> through 12 grade across the three programs)  
*Detailed breakdown of costs available on request.*
2. Formal partnership from NHPS to secure Foundation and Federal grants to fund 2025-2026 and beyond

