

Exhibit A

PROFESSIONAL SERVICES SCOPE OF WORK

OVERVIEW

A collaboration between the University of Florida and the Valley of the Sun United Way creates an unprecedented opportunity to intensely improve the quality of early learning programs serving high need children and families in Arizona. Understanding the importance of research-based coaching, collaboration, reflective practice, and authentic engagement in aligning services to help early learning programs in AZ will provide continued quality improvement for Arizona's child care providers and children. Based on years of experience based on research-based practices, and certifying over 300 early childhood coaches and 400 community of practice facilitators, this rigorous process methodically builds the capacity of quality improvement coaches, family service workers and other early learning and community leaders to work effectively with teachers, directors, families and community stakeholders; methodically builds the coaching and reflective supervision skills of coaches and family service workers; and deepens their work as a community of practice in three ways:

1. Ongoing assessment of practices and implementation strategies,
2. Supporting and learning from one another using a facilitative leadership stance, and
3. Authentically working with practitioners, families, and community stakeholders to significantly improve and sustain family engagement and child outcomes for infants and toddlers.

GOALS

Participants will:

- Develop an understanding of collaborative coaching tools and strategies used to support adult learning.
- Employ collaborative methods and tools to engage in regular, reflective dialogue and ongoing professional learning to increase leadership efficacy.
- Integrate culturally responsive coaching strategies and collaborative methods and tools to improve teacher/director job performance, family engagement, and program outcomes.
- Apply peer coaching knowledge and skills to support diverse families in their role.
- Synthesize understanding of these coaching and facilitation structures into personal and community contexts through best practices and reflective inquiry.
- Document and assess their practice by assembling a portfolio that documents their growth as Facilitative Leaders and Coaches through the course of the program.

1: ORIENTATION

During the initial discovery phase of implementation, the Lastinger Coordinator will provide a scaffolded overview of the Lastinger Early Learning Instructional Framework, including adult learning theories, research-based findings to support a collaborative professional atmosphere, and specific program elements that connect with current quality improvement and coaching practices in Arizona. Participants will have the ability to understand the Lastinger coaching structure, deliberate and discuss benefits and challenges with this model, and contribute to the design of the AZ early learning coaching model, as we begin to form the foundations of our coaching community of practice for implementation of this work.

The Particulars	Dates	The Cost
✓ Half-Day Orientation – One per coaching agency (4 total): Introduce the fall PD, the CoP structure, create buy in, and get coach feedback on possible model ideas	April or May 2017	\$10,500 for four Orientations