



Louisiana School Redesign Request for Information

(1a) Zearn Inc

(1b) Zearn Math is a dynamic curriculum designed to meet the needs of each student, every day to ensure all students learn and love math. Zearn Math is rated a Tier 1 Math curriculum in Louisiana, is based on Eureka Math / EngageNY, and was recently recognized by the Gates Foundation as the only digital standards-aligned curriculum available. With 100-140 lessons per grade, Zearn has four times the content of other digital math programs. Zearn digital lessons and small group materials are designed to teach math concepts as connected ideas, building deep understanding.

Zearn Math personalizes daily math teaching and learning through a combination of independent digital lessons and targeted small group instruction.

Independent Digital Lessons: Each digital Zearn lesson includes fluency, concept development, and practice. Students independently learn new concepts with supportive feedback and rich remediation.

Small Group Instruction: While students learn in self-paced stations, teachers can shift to targeted small group instruction, spending more time with concrete materials and more time in deep problem solving with students. Our small group materials include fluency resources, word problems, and recommendations on lessons that are best suited for live instruction.

The motivation behind Zearn Math is that today’s K-8 math education doesn’t serve the needs of all students, particularly students in low income areas. Teachers and students often don’t have the tools they need to personalize teaching and learning. Our society has also come to believe the myth that only a small percentage of us are “math people” and the rest of us are doomed to be anxious about math. Some lucky students will receive the a top quality math education so these barriers won’t apply to them. However, we believe limiting access to an excellent education to a lucky few is not equitable, fair, or good for our society. At Zearn, every decision we make supports equity. Zearn is a nonprofit with a model that ensures Zearn Math is accessible to all. From an instructional standpoint, Zearn Math creates a personalized learning experience that meets each student where they are and takes them where they need to go. From a technology standpoint, Zearn Math is web-based and available to anyone with an internet connection. Zearn Math for Schools costs significantly less per student than both traditional curriculums and digital programs.

(2a) Zearn Math tracks student outcomes using two quantifiable metrics (as well as many qualitative metrics such as teacher and administrator feedback) - students’ academic growth and students’ self-perception of their math enjoyment / abilities. Here are two examples of recent studies:

Academic growth

Context: In 2015-2016, Milwaukee College Prep (MCP) committed to using Zearn Math as their core curriculum. Teachers shifted from teaching the entire lesson to the entire class every day to teaching in smaller groups with targeted content. Of MCP’s 2,000 students, 83% qualify for free-or-reduced lunch and 98% are African American.

Over the course of their first year on Zearn, teachers in the twenty-four classrooms across four MCP schools implemented Zearn Math’s two part rotational model and gradually moved from teaching the same lesson to both smaller groups to targeting lessons based on the specific content students needed most. Through a concerted school-wide effort to celebrate and motivate students to meet their weekly lesson completion goals, students averaged 3.6 independent digital lessons per week and 120 digital minutes per week on Zearn. Additionally, while half the class worked on digital lessons, the teacher taught a tighter, more personalized lesson in small groups to the other half of the class. They taught in small groups like this daily. This type and level of usage was a critical factor in MCP’s success with Zearn.

Figure 1: MCP: Average percent of math growth on NWEA MAP, Spring 2016

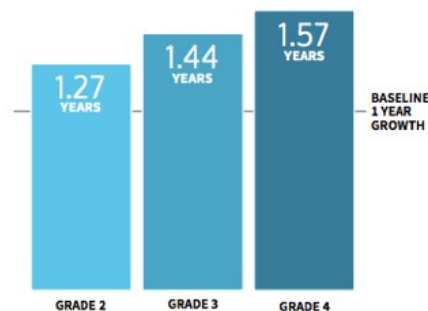
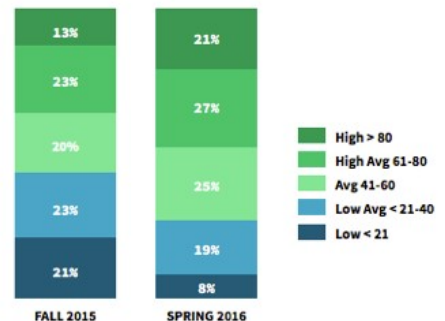


Figure 2: MCP: Average percentage of MCP students using Zearn by quintile on NWEA Map, Spring 2016



Results: In one year of using Zearn Math, students across all grade levels experienced growth. On the NWEA MAP assessment, students learning with Zearn Math experienced 1.27 to 1.57 years of academic growth (Figure 1). The increase was seen across all student populations (Figure 2).

Data from Wisconsin’s 2015-2016 Forward Exam also confirms Zearn had a material impact on student achievement within each of MCP’s four campuses (Figure 3). In the 2015-2016 school year, MCP administered the Forward Exam to 3rd-8th grade classrooms in its 4 campuses. Students in 3rd and 4th grade had learned with Zearn Math all year, while students in 5th grade did not (as Zearn Math introduced 5th grade curriculum in Summer 2016).

All schools teaching with Zearn Math in 3rd grade outperformed state averages; two of the four schools teaching with Zearn Math in 4th grade outperformed state averages; none of the schools in 5th grade outperformed state averages. This data showed notable performance differences within a school - and that the difference was Zearn Math. The Chief Academic Officer noted, “Our 3rd and 4th grade Forward Exam scores are evidence of the impact Zearn is having.”

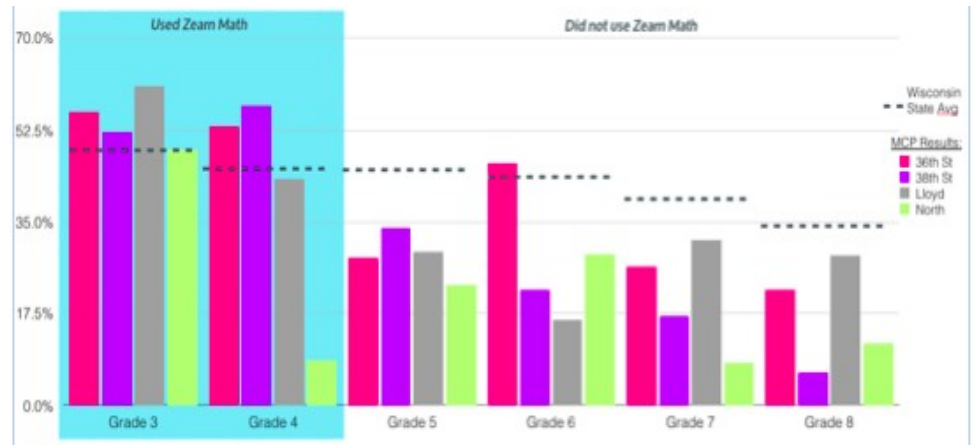


Figure 3: MCP: Percent of students proficient on WI Forward Exam by grade, Spring 2016

Student self-perception

Zearn Math conducts an annual survey among its student users to assess students’ math enjoyment (“How often do you like math?”) and math self-confidence (“How often do you feel that you do a good job on your math classwork?”). Encouragingly, despite grade-level trends suggesting older students are less satisfied and confident in math, students who spent more time on Zearn expressed greater enjoyment of math (Figure 4) and higher math self-confidence (Figure 5.)

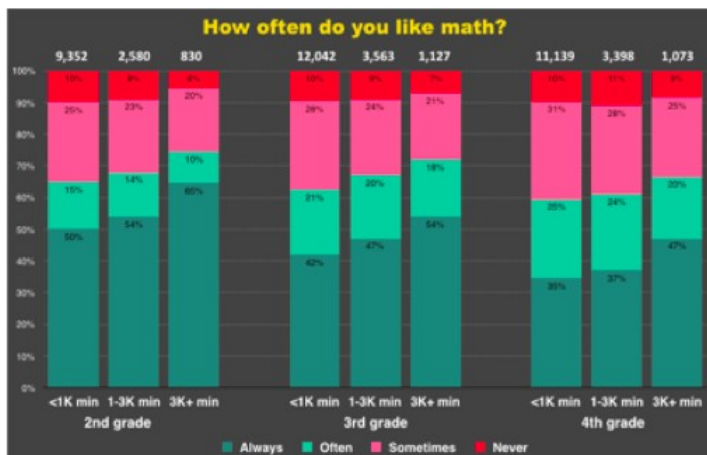


Figure 4: Spring 2016 student survey response to “How often do you like math?” by grade-level and time on Zearn.

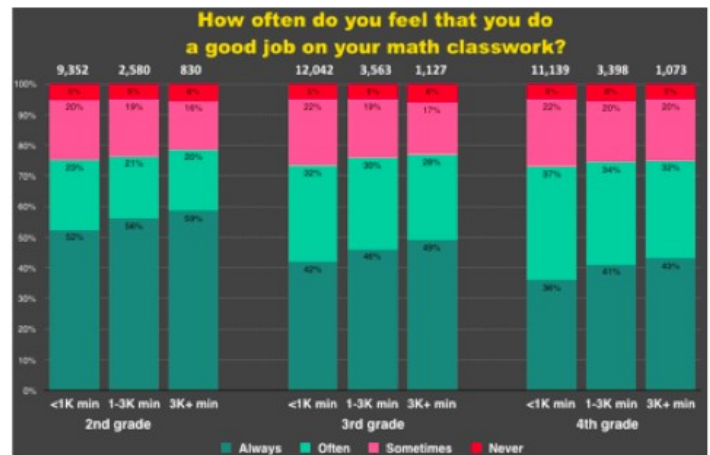


Figure 5: Student survey response to “How often do you feel that you do a good job on your math classwork?” by grade-level and time on Zearn, Spring 2016.



(3a) Zearn Math currently works with 75+ Louisiana districts including over 99,000 students and almost 10,000 staff. Zearn Math has also participated in Louisiana's Teacher Leader Summit for the past 2 years. In addition, Zearn Math is rated as a Tier 1 curriculum by Louisiana.

To meet the unique needs of Louisiana schools and districts, we would provide a number of services to support administrators, teachers, and students in using Zearn to drive academic results for students. This includes:

(1) School Accounts which provide administrators with advanced reporting capabilities including summarized progress and pace insights by school and grade, class and student level data, and downloadable data to support schools' custom analysis.

(2) In-person Professional Development - A 2-hour interactive session at each school where teachers dive deeply into how to use Zearn Math in the classroom, including practicing using Zearn's insights and materials to plan small group instruction and developing tactical strategies for teachers to use in the first few weeks of Zearn.

(3) Dedicated Support - A dedicated Zearn representative who will partner with each school to provide tailored deployment and implementation support including sharing best practices, working together to solve unique challenges each school faces, and answering questions in a timely manner.

(4) Student Workbooks and Teacher Answer Keys which offer all critical daily paper materials in an easy-to-use spiral bound book. These books support classrooms usage of Zearn's paper materials which impact academic achievement and transfer so students can be successful in other settings.

(3b) Ideal attributes for schools and districts include:

- (1) 1-to-2 device to student ratio that students have consistent access to during their math block
- (2) Desire to shift away from whole group instruction to targeted small group instruction
- (3) Access to Zearn Math's daily paper resources via Zearn Student Workbooks
- (4) Strong administrator support and involvement to drive daily usage
- (5) Sufficient internet bandwidth (150 kbps per student)

(3c) Zearn currently works with a number of third party vendors to provide a seamless Zearn Math experience to schools and districts around the country. As an example, we are currently in the process of integrating with Clever, a third party roster management provider. By developing a productive relationship and partnering closely with Clever to identify and build the necessary roster management solutions, we will provide seamless roster support to Zearn classrooms.

(3d) The best support from state, district, and school partners in order to enhance success would be:

- (1) Administrator buy-in and involvement from key stakeholders (particularly principal, math coaches, and district administrators) focused on setting clear expectations and guidelines at the school level and engaging with teachers regularly regarding Zearn Math usage.
- (2) Providing consistent access to functional devices and internet (150 kbps of internet bandwidth per student).
- (3) Investing in Zearn for School options including School Account, Professional Development, Student Workbooks, and Teacher Answer Keys.
- (4) Scheduling school / district's professional development calendar to ensure all teachers can participate in a Zearn Math Professional Development session.
- (5) Organizing visits to high performing Zearn schools in the Louisiana area who are effectively using the 50/50 rotational model.