



FOUNDED: 2014
CURRENT ORGANIZATION BUDGET: \$143,650
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Investment Opportunity

In July 2018, 1647 pivoted to new program and financial models, relying entirely on earned revenue for that prototype. 1647 now receives philanthropic support for operations such as business development, while all programming is delivered on a fee-for-service basis. 1647 now seeks to establish a sustainable and balanced revenue model by combining philanthropic operating support with program fees that are accessible to a wide range of clients. Due to the COVID-19 crisis, 1647 established a “Family Engagement Fund” of \$200,000 over two years to provide programs on a sliding scale through 2022.

For children to succeed, families and educators need to work closely together, but our systems don't provide a roadmap for these partnerships to thrive. Educators and families want to collaborate, but are hindered by challenges, including systemic racism and bias, “remote learning,” competing priorities for educators’ time, and lack of effective training for educators on how to build successful home-school partnerships.

A national study by Learning Heroes in 2018 outlined the challenges facing educators. "Nine in 10 teachers report that it’s important for them to make sure parents have a clear picture of how their child is achieving academically. But...nearly one in four say 'teachers are not given the proper support from school administrators to relay this type of information.'"

1647 prepares educators to build authentic partnerships with families that are essential to student success. Families are the experts on their children, and 1647 helps educators leverage that expertise to ensure that every student succeeds.

Two-Year Goals

2020-21 School Year

Prototype new “Partnership Pathways” model via:

- Two educator prep programs
- 12 workshops and coaching for K-12 and out of school time (OST) educators

2021-22 School Year

Expand “Partnership Pathways” to include:

- Three educator prep programs
- 12 workshops and coaching for K-12 and OST educators
- One school district in a three-year engagement

Ways to Invest

FINANCIAL:

- General operating gifts totaling \$75,000/year allow 1647 to keep program fees low and accessible to schools and non-profit organizations
- Contributions to the new \$200,000/2 years “Family Engagement Fund” support a sliding scale in response to the COVID-19 pandemic and the resulting economic fallout

IN-KIND

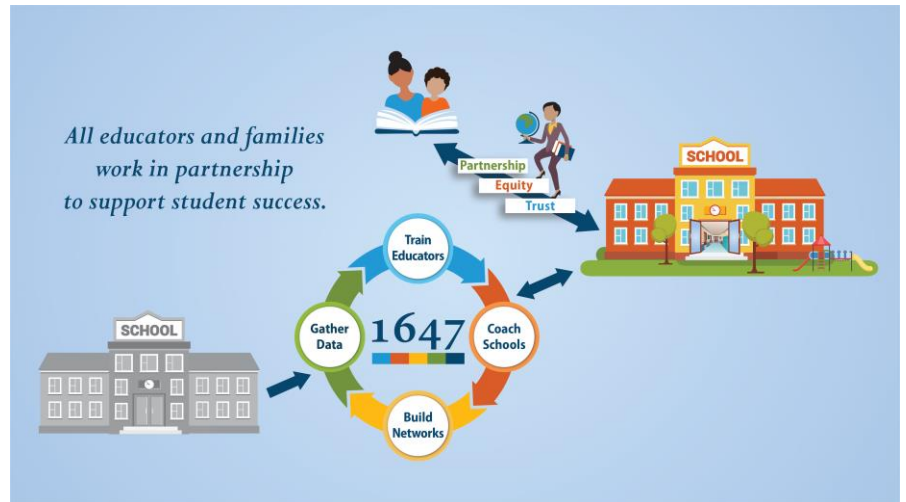
- Introductions to potential partners, especially those in higher education and alternative certification programs for teachers and school leaders
- Social media and website design
- Creation of client database and communication systems to build a Community of Practice

Leadership & Governance

Founding Director Ann Walsh, Director of Coaching Christine Vulopas, Director of Operations Jennifer Larson, and Lead Family Facilitator Beliza Veras-Moriarty develop and deliver trainings and provide ongoing coaching to educators as they build authentic partnerships with families.

Co-Founder John Connolly serves as Chair of the five-person Board of Directors, which is supported by a robust eight-member advisory board representing diverse perspectives in the education sector and including many parents of school-aged children.

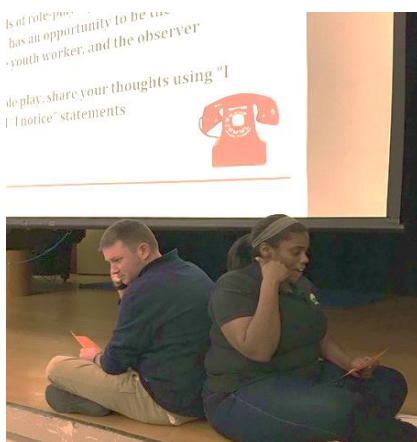
1647'S MODEL



“

I really enjoyed diving into this topic as it's something that we haven't talked about in any other professional development, but is such relevant and complex work.

Administrator, K-8 School ”



1647's model aligns with the Dual Capacity-Building Framework created by Dr. Karen Mapp, which demonstrates that families and educators have not had the opportunity to develop their capacity to engage in effective partnerships and provides a roadmap to a new paradigm.

All of 1647's Family Facilitators have children and bring this expertise to workshops and coaching sessions. These experts provide educators the opportunity to hone their skills, learn from their mistakes with real families, and to receive honest feedback before connecting with their own students' families.

In 2020-21, 1647 will pilot three redesigned **Partnership Pathways** to meet educators where they are and build their family engagement capacity over time.

The **Preparing to Partner** pathway provides a three-part series of workshops for teachers-in-training and school leader candidates, interspersed with scheduled time with a 1647 coach.

The **Learn As You Go** pathway provides a menu of workshops to expand a school or organization's family engagement toolkit and includes follow-up coaching on implementation. All partners begin with a "Foundations of Family Engagement" session and then move on at their own pace.

In the **Reimagining Family Engagement** three-year pathway, 1647 uses Design Thinking to create a shared understanding of each school's or organization's family engagement realities. Working with a site-based team, 1647 conducts interviews, focus groups, and surveys to identify strengths and challenges. With this data, the team develops a plan to embed new practices over the remaining two years of the coaching engagement.

1647 hosts **Community of Practice** sessions for partners to share their expertise with each other. Additionally, 1647 offers a **Summer Institute** at Simmons University for school-based teams to jump-start or re-invigorate their family engagement plans for the upcoming year.



The best aspect of today's course was thinking about the way that my school authentically engages our families in student learning in a way that is comfortable for them and how I can support my teachers in building their capacity to engage more families of color.



School Leadership Program Fellow

1647'S APPROACH

1647 helps educators reach out and connect with families to build the partnerships that are essential for student success. The COVID-19 global pandemic has amplified 1647's mission by putting families at the center of their children's learning. It's clear that educators and families want to work together, but if they haven't seen it done well, they don't know how. 1647 partners with teacher and leader preparation programs, K-12 schools and districts, and out-of-school time (OST) providers to fill that gap.

The Partnership Pathways follow a three-step progression:

Mindset: Before introducing new practices, 1647 first helps educators to understand their existing biases, identify what they bring into their relationships with families, and acknowledge how their actions impact equity in their schools.

Operations: Family Facilitators lead workshops that include role plays to build skills such as calling a student's home, writing clear and helpful texts, and holding effective family-teacher conferences.

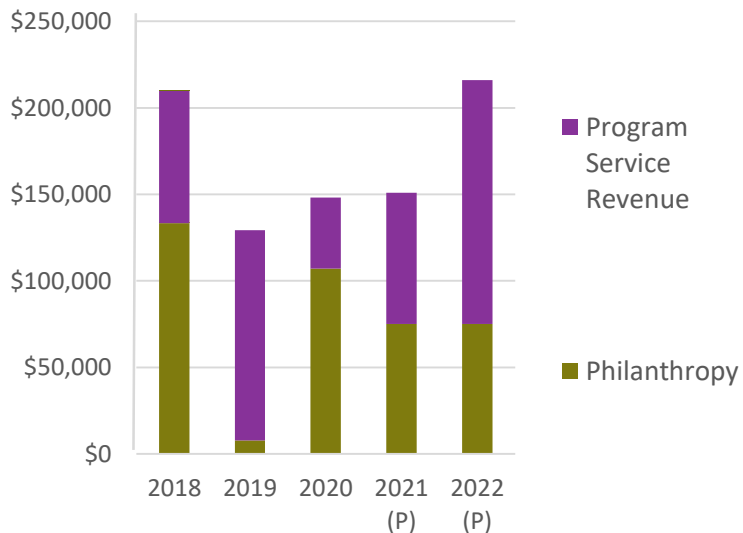
Coaching: 1647 continues supporting partners as they go about changing the way they connect with families.

1647 doesn't use one-size-fits-all solutions, but works with partners to create data-driven strategies responsive to each context and encourages site-based teams to continue learning and improving together.

FINANCIAL SUSTAINABILITY

Business development is 1647's priority for 2020; grants from the Barr and Wellington Management Foundations are supporting this work. The aim is to build capacity to identify potential clients, conduct outreach in order to scale programming with demand, and achieve a sustainable balance between philanthropic and earned revenue. In light of the COVID-19 pandemic, Wellington Management Foundation has provided \$25,000 in seed funding to jumpstart the Family Engagement Fund for FY 2021.

Revenue by Source



Key Investors

- BARR FOUNDATION
- WELLINGTON MANAGEMENT FOUNDATION

Partners

- BOSTON ADULT TECHNICAL ACADEMY
- BOSTON AFTER SCHOOL & BEYOND
- BOSTON TEACHER RESIDENCY
- HAVERHILL PUBLIC SCHOOLS
- LAWRENCE PUBLIC SCHOOLS
- MILTON PUBLIC SCHOOLS
- SALEM PUBLIC SCHOOLS
- SQUASHBUSTERS
- VASSAL LANE UPPER SCHOOL, CAMBRIDGE

Success Story:

Grace Evans, Boston Plan for Excellence Teacher Leadership Fellow

“Family communication is often intimidating for young teachers. We know it's important, but we aren't sure how to best connect with our students' families, especially if we've never met face-to-face. We're plagued by worries:

‘What if my voice sounds too young over the phone and they think I'm not qualified to be their kid's teacher? How do I tell them their kid is failing, even though he comes to school every day and works really hard, because he's missing skills from prior years and doesn't understand the content? This student's behavior challenges seem really complex, how do I involve the parent without overcomplicating the situation?’

1647 coaches give teachers reliable, effective strategies for navigating this challenging and incredibly important part of the job, helping teachers and families become actual partners in students' education.”



PROGRAM PERFORMANCE AND ORGANIZATIONAL HEALTH

1647 believes that the unit of change for family engagement is the leader of a school or organization. When leaders decide to prioritize family engagement, they contact 1647. Family Facilitators provide workshops to shift mindsets and build skills, gather data from stakeholders, and help the team redesign their operations through coaching. Events such as the Summer Institute allow teams from different schools to meet each other in order to build a Community of Practice across the sector. Through engagements spanning seven school districts in Eastern Massachusetts, ranging from single-day workshops to three-year partnerships, 1647 has proven it can adapt to the needs of schools and communities. Moving forward, the Partnerships Pathways will streamline program delivery in order to bring it to scale.

| | FY 2020 | FY 2021(P) | FY 2022(P) |
|--|-------------------------------|-------------------------------|-----------------------------|
| PROGRAM PERFORMANCE | | | |
| Educator prep programs | 1 | 2 | 3 |
| Workshops and coaching for school/OST partners | 11 | 12 | 12 |
| School district in a three-year agreement | 0 | 0 | 1 |
| ORGANIZATIONAL HEALTH/CAPACITY-BUILDING | | | |
| Number of staff | 4 (equivalent to 1.5 FTEs) | 4 (equivalent to 1.5 FTEs) | 4 (equivalent to 2 FTEs) |
| New advisory board members | 2 | 2 | 2 |
| Client referrals from advisory board | 6 | 6 | 6 |
| Total Revenue | \$148,111 | \$151,000 | \$216,000 |

SOCIAL IMPACT

When a school team is all in for this model, it's transformative. A 1647 partnership “opens up” a school as educators reach out to families to build partnerships that are based on trust and respect, culturally responsive, and focused on learning. Through this process, families' involvement with learning at home deepens. Together, staff and families establish a positive climate that leads to 1647's vision becoming a reality.

Below is the summary of the social impact that 1647 aspires to have in the next year.

| INDICATOR | FY 2021 |
|---|----------|
| Comparative rating of workshop quality on educator exit surveys | >4.0/5.0 |
| Clients' year-to-year rate of return | 60% |
| Annual increase on family survey metrics of feeling welcome | >5% |
| Annual increase on staff survey metrics of belief in families' capacity to support student learning | >5% |