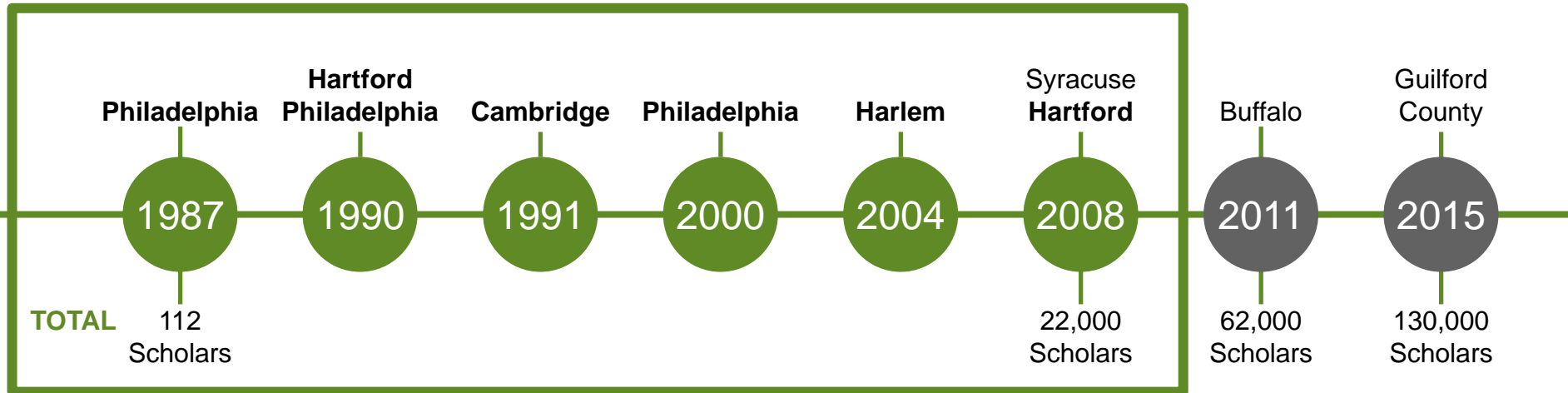SAYYES
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Say Yes to Education:
Driving Outcomes Through Shared
Commitment to Student Success

George's Commitment

28 Years of Experience and Learning

	Philadelphia	Hartford Philadelphia	Cambridge	Philadelphia	Harlem	Syracuse Hartford	Buffalo	Guilford County
	1987	**1990**	**1991**	**2000**	**2004**	**2008**	**2011**	**2015**
TOTAL	112 Scholars					22,000 Scholars	62,000 Scholars	130,000 Scholars

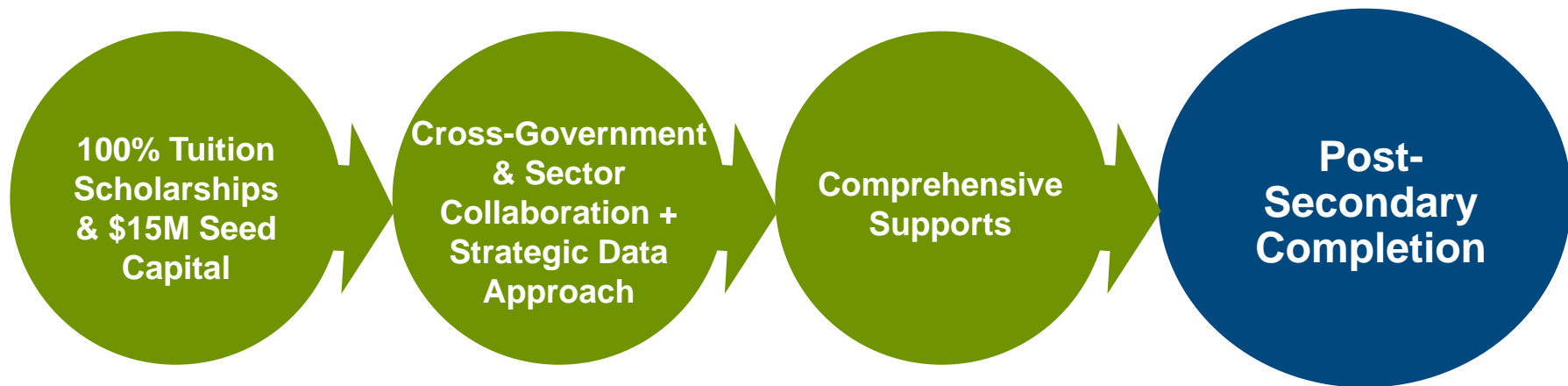- **Cohort Strategy:**
  Philadelphia, Hartford, Cambridge, and Harlem

- **Community-wide Turnaround Strategy:**
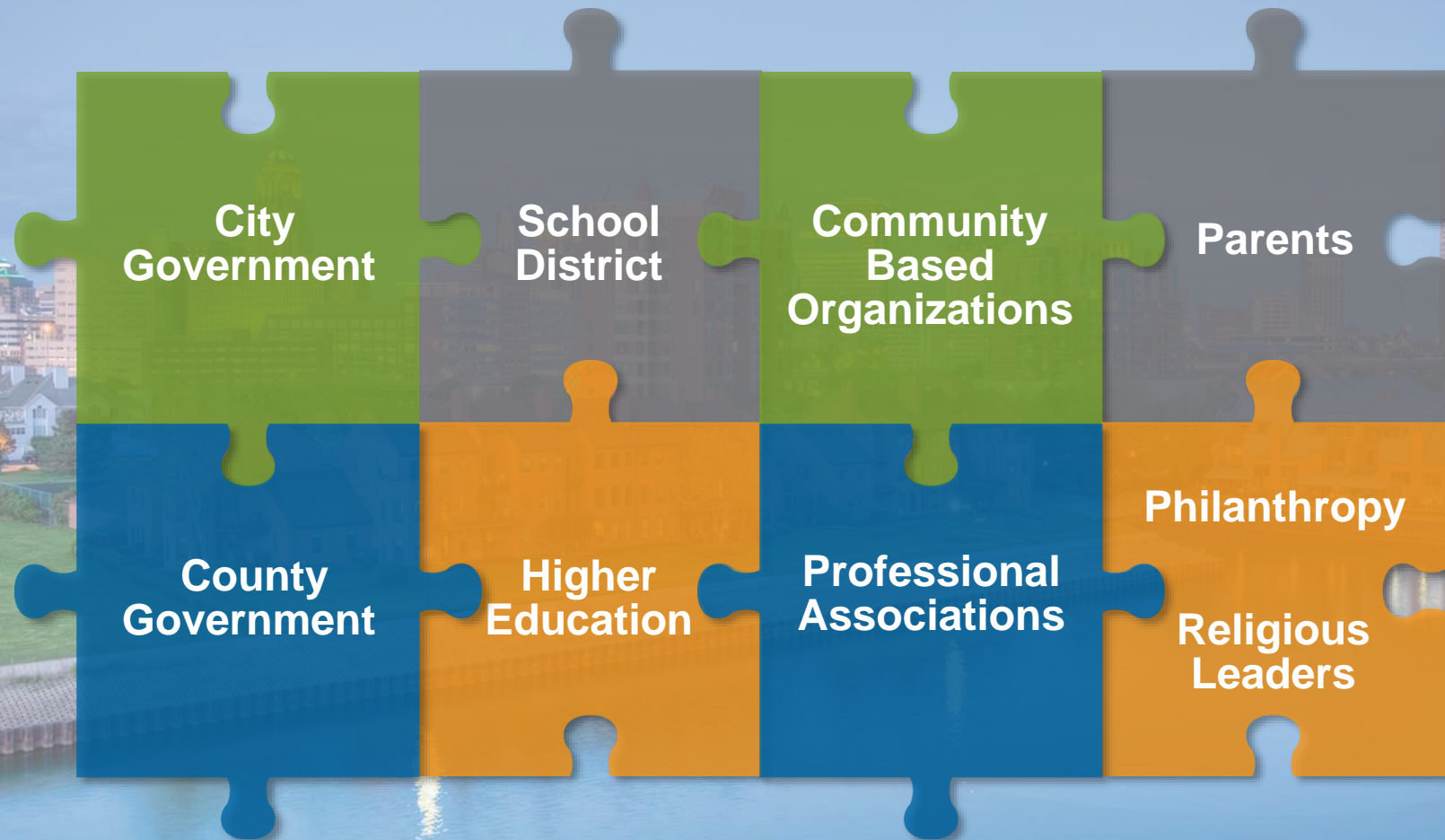 Syracuse, Buffalo and Guilford County

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The 5 Citywide Core Principles

1 **Postsecondary Access and Success for All**

2 **Transparent, Data Driven Accountability**

3 **Transparent Fiscal Management**

4 **Cross-Sector and Cross-Government Collaboration**

5 **Sustainable, Collaborative Fiscal Plan**

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The Say Yes Theory of Action

100% Tuition Scholarships & $15M Seed Capital → **Cross-Government & Sector Collaboration + Strategic Data Approach** → **Comprehensive Supports** → **Post-Secondary Completion**

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City or County as the Unit of Change

City Government

School District

Community Based Organizations

Parents

County Government

Higher Education

Professional Associations

Philanthropy

Religious Leaders

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Wraparound Supports

Say Yes College Scholarships/Grants

College Coaching

Postsecondary Planning System

Free Legal Services

Extended Day/Year Program

No Cost/ Low Cost Health Care

Tutoring Services

Family Support Services

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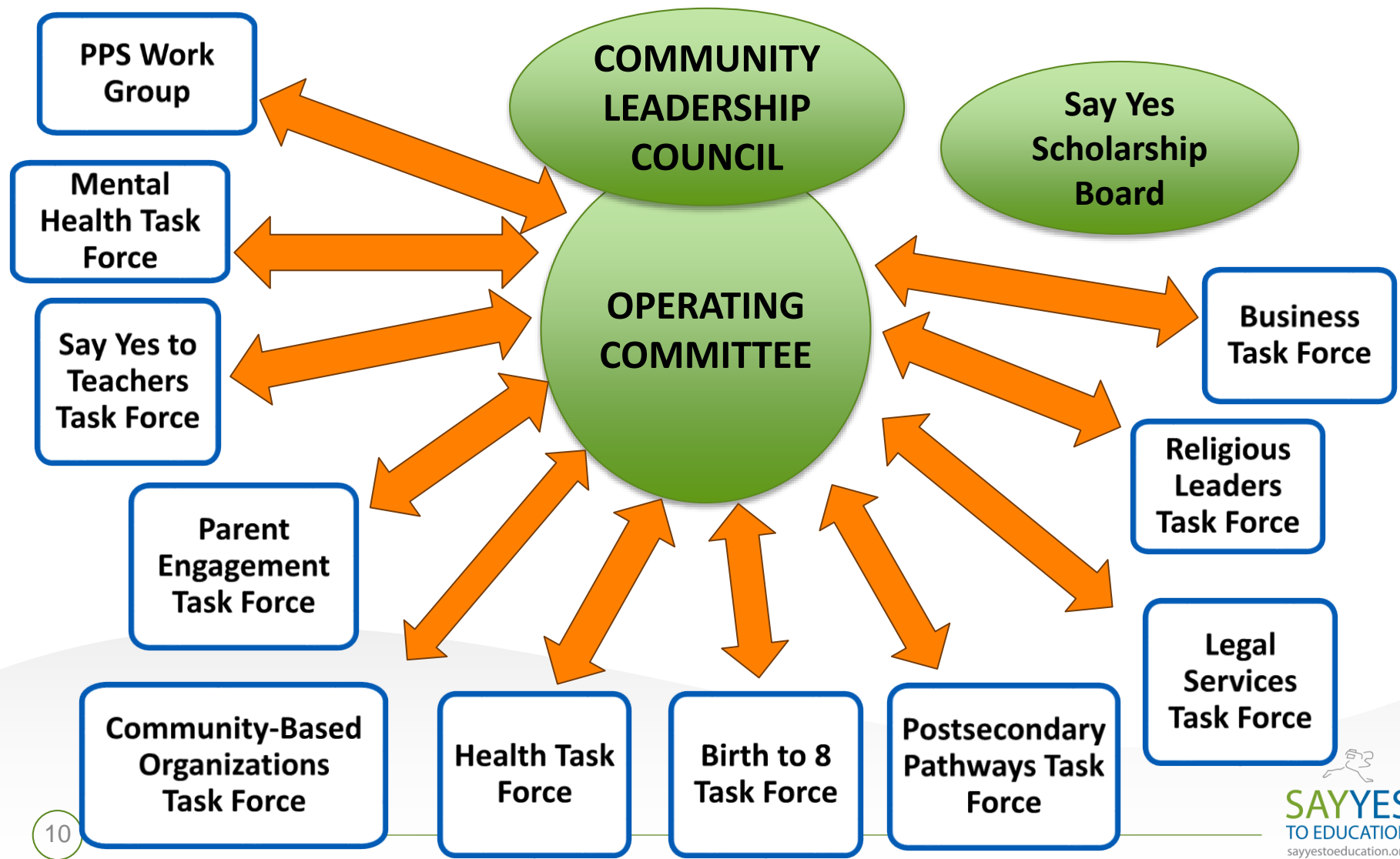
Growing the Say Yes Higher Education Compact
—in 21 states and Washington DC

1. Bates College
2. Bennett College
3. Boston University
4. Bowdoin College
5. Brown University
6. Bryant & Stratton College
7. Bucknell University
8. California Institute of Technology
9. Canisius College
10. Carleton College
11. Claremont McKenna College
12. Clarkson University
13. Colby College
14. Colgate University
15. Colorado College
16. Columbia University
17. Cooper Union
18. Cornell University
19. Crouse Hospital College of Nursing
20. Daemen College
21. Dartmouth College
22. Davidson College
23. Denison University
24. Drew University
25. Drexel University
26. Duke University
27. D'Youville College
28. Franklin & Marshall College
29. George Washington University
30. Georgetown University
31. Goodwin College
32. Greensboro College
33. Guilford College
34. Hamilton College
35. Harvard University
36. Harvey Mudd College
37. High Point University
38. Hilbert College
39. Hobart and William Smith Colleges
40. Houghton College
41. Ithaca College
42. Johns Hopkins University
43. Kenyon College
44. Laurel University
45. Le Moyne College
46. Lehigh University
47. Lesley University
48. Lycoming College
49. Marist College
50. Massachusetts Institute of Technology
51. Medaille College
52. Molloy College
53. Monroe College
54. Muhlenberg College
55. New York Institute of Technology
56. Niagara University
57. Northeastern University
58. Northwestern University
59. University of Notre Dame
60. Oberlin College
61. Occidental College
62. Paul Smith's College
63. Pitzer College
64. Pomona College
65. Princeton University
66. Providence College
67. Reed College
68. Rensselaer Polytechnic Institute
69. Rhodes College
70. Rice University
71. Rochester Institute of Technology
72. Salem College
73. Sarah Lawrence College
74. Scripps College
75. Sewanee: University of the South
76. Smith College
77. Springfield College
78. St. Bonaventure University
79. St. Joseph's College of Nursing
80. Stanford University
81. Swarthmore College
82. Syracuse University
83. Texas Christian University
84. The New School (Parsons School of Design, Eugene Lang College, College of Performing Arts)
85. Trinity College
86. Trocaire College
87. Tufts University
88. Tulane University
89. Union College
90. University of Chicago
91. University of Pennsylvania
92. University of Rochester
93. University of San Diego
94. University of Southern California
95. Vanderbilt University
96. Vassar College
97. Villa Maria College
98. Wake Forest University
99. Washington University in St. Louis
100. Wellesley College
101. Wesleyan University
102. Williams College
103. Yale University

Raising a Local Scholarship

- Say Yes partners with whole cities and counties that are committed to **raising a scholarship** to support all students in reaching the goal of postsecondary completion

- Say Yes provides the **incentive** for the community to organize, **expert consulting support** for determining the fundraising goals, and long-term **administration of the scholarship**

- This scholarship enables communities to **support all graduates of the public school district with a last dollar tuition scholarship** to any public college or university and community colleges

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Community Data Dashboard:
Informing Ongoing Collaborative Structures & Processes

Local Say Yes Cross-Sector Facilitation Team

- Facilitation and coordination of **Cross-Sector Collaborative** (including Community Leadership Council, Operating Committee, Task Forces, and Scholarship Board)

  – Coordination of **communication**
    - Regarding outcomes, family access for programs and services, donor relations, family access and donor events, and media

  – Coordination of **local scholarship activities**
    - Including student access, gathering data, college/career planning, and communication with parents/students (customer service)

  – Coordination of **local data functions**
    - Including gathering of data, maintaining and updating the student data platform for postsecondary success, and supporting implementation

  – Coordination of **cross-sector program delivery**
    - Including after school programs, summer programs, legal clinics, mental health services, physical health services, Internships, externships

- **Office of local operation** houses leadership staff, and meeting space
  - Including **hospitality and support** for donor relations/events to raise endowment and meeting support for cross-sector partners

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Supports in the Syracuse School District: Before & After Say Yes to Education

BEFORE

- 0 legal clinics
- Only offered remedial summer programs, served 1200 students
- Afterschool programing only at 21st century sites at 7 schools
- 0 Family Support Specialists
- 20% of students not in a healthcare program

AFTER

- 6 legal clinics
- Summer and After-school programs are available to all elementary school students
- Family Support Specialists in all 33 school buildings
- Only 5% of students not enrolled in a healthcare program
- Mental health clinics at every elementary school

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Syracuse: Early Wins

- 43% reduction in foster care placements

- District enrollment increased by 1,200 students in the first year of Say Yes after 10 years of steadily declining enrollment prior

- 3,002 students have enrolled in a postsecondary program with Say Yes supports

Buffalo: A Fuller Implementation

Buffalo: Early Wins—Infrastructure

- $25 million raised toward scholarships

- Full governance model is launched with eight task forces launched and three in the pipeline

- The quarterly CLC meeting attract an average of 200 individuals

- 55 school-based mental health clinics launched (55 total buildings)

- 5 operational legal clinics

- Mobile health clinics being launched

- All 33,000 students are enrolled in the Postsecondary Planning System

- 100% of schools are staffed with Family Support Specialists

- Working with the school district to bring the afterschool programming framework to scale

- Summer Camp offered at 35 sites, delivered by 33 community based service providers

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Buffalo: Early Wins—Outcomes

- Enrollment increases in BPS in first two years of Say Yes
  - Reversed long-standing decline
  - Enrollment of white students increased for first time in over a decade

- Some significant increases in elementary school test scores

- 13 percentage point increase in graduation rate

- Nine percentage point increase in college matriculation

- 2000+ class of 2013 and 2014 students started college with help from Say Yes

(from report by Bifulco and Rubenstein at The Maxwell School at Syracuse University, 2014 Buffalo Outcome Evaluation)

Differentiating the Say Yes Strategic Data Approach

- The Say Yes Strategy recognizes that community transformation is a marathon, not a sprint

- Data is an integral part of the comprehensive, sustainable Say Yes Strategy at scale

- Student, school, and district level data is collected at each step along "the Pathway to Postsecondary Success"

- Data informs the work of school, district, city, and county leaders, and the collaborative governing bodies who are empowered to take responsibility for the outcome goals along the "Pathway"

- Data is utilized on an ongoing basis to ensure that service systems are in place and aligned to meet the needs of students and families

- Say Yes structures and processes build and support a culture that embraces the use of data, and data drives the capacity for continuous improvement through shared responsibility, not finger-pointing

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Differentiating Say Yes

- Say Yes uses a **scholarship incentive**, upfront **investment**, and **facilitation capacity** to get whole communities to commit to doing business in a fundamentally different way in the **long term.**

- Say Yes pays attention to the **conditions** necessary for **successful implementation**, and cultivates the **trust** and **local ownership** necessary to **sustain the work.**

- Say Yes ensures **transparent accountability** for outcomes and **transparent fiscal management,** and provides capacity for fiscal and programmatic analytics**.**

- Say Yes leads with **postsecondary completion goals and a process** for reaching them, not with compliance-based programs.

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