

# NewBoCo Proposal

Exhibit 1: Transmittal Letter



The New Bohemian Innovation Collaborative  
415 12<sup>th</sup> Ave SE, Cedar Rapids, IA 52401  
[www.newbo.co](http://www.newbo.co)

Aaron Horn  
Executive Director, The New Bohemian Innovation Collaborative  
415 12th Avenue SE  
Cedar Rapids, IA 52401  
319-382-5128  
833-979-3612

March 2, 2021

Kelli Sizenbach  
Iowa Department of Administrative Services

Dear Kelli,

On behalf of the New Bohemian Innovation Collaborative (NewBoCo), I am enclosing our proposal for the State of Iowa's RFP1421282045 to provide the high-quality Computer Science Discoveries curriculum and aligned professional development for the 2021-2022 school year.

If you have any questions about this proposal, I can be reached at 319-382-5128 or at [aaron@newbo.co](mailto:aaron@newbo.co).

Thank you for considering our proposal. I look forward to hearing from you.

Sincerely,

A handwritten signature in black ink, appearing to read "Aaron Horn".

Aaron Horn  
Executive Director

Enclosure: Computer Science Discoveries Technical Proposal



## Exhibit 2: Executive Summary

The New Bohemian Innovation Collaborative (NewBoCo) is a 501(c)(3) organization located in the New Bohemia neighborhood of Cedar Rapids, Iowa. NewBoCo's programming supports entrepreneurship, innovation, and tech education to help Iowans become more resilient and thrive in a changing economy. Since 2017, NewBoCo has been the Code.org Regional Partner for the State of Iowa. As the Regional Partner, we offer professional development for K-12 educators to enable them to add free Code.org Computer Science curricula to their schools. Since our partnership began, we have trained over 800 Iowa educators who have taught more than 35,000 Iowa students a Computer Science class.

In response to the State of Iowa's RFP1421282045, we are submitting this proposal to provide the related training and curriculum for Code.org's Computer Science Discoveries, an introductory Computer Science course for students in 6th-10th grades. Related training will take place in the summer of 2021, and educators will be prepared to add this curriculum to their classrooms as soon as the start of the 2021-2022 school year.

## Exhibit 3: Firm Proposal Terms

NewBoCo guarantees that the goods and/or services offered in this Proposal are currently available and that all Proposal terms, including price, will remain firm for the number days indicated on the RFP cover sheet following the deadline for submitting Proposals.

## Exhibit 4 - Respondent Background Information

Does your state have a preference for instate Contractors? **Yes** or No. If yes, please include the details of the preference.

- **YES**, we contract Iowa educators to facilitate. That being said, we only bring in facilitators from out of state if we have more demand than facilitators or if a participant can't join any of our scheduled dates, they have the opportunity to join another region's workshop to still be supported.

Name, address, telephone number, fax number and e-mail address of the Respondent including all d/b/a's or assumed names or other operating names of the Respondent and any local addresses and phone numbers.

- NewBoCo  
Attn: Samantha Dahlby, Director of K12 STEM Education  
415 12th Avenue SE,  
Cedar Rapids, Iowa 52401  
319-382-5128  
[samantha@newbo.co](mailto:samantha@newbo.co)

Form of business entity, e.g., corporation, partnership, proprietorship, or LLC.

- NewBoCo is a 501(c)3 nonprofit
- Copy of W-9. (**attached**)
- State of incorporation, state of formation, or state of organization.  
- **Iowa**

The location(s) including address and telephone numbers of the offices and other facilities that relate to the Respondent's performance under the terms of this RFP.

- NewBoCo  
415 12th Avenue SE, Cedar Rapids Iowa, 52401  
319-382-5128

Number of employees.

- NewBoCo has 22 employees

Type of business.

- NewBoCo is a 501(c)3 nonprofit

Name, address and telephone number of the Respondent's representative to contact regarding all contractual and technical matters concerning the Proposal.

- Kaitlin Byers, [kaitlin@newbo.co](mailto:kaitlin@newbo.co), 319-929-1040  
Molly Monk, [molly@newbo.co](mailto:molly@newbo.co), 507-250-2677

Name, contact information and qualifications of any subcontractors who will be involved with this project the Respondent proposes to use and the nature of the goods and/or services the

# Request for Taxpayer Identification Number and Certification

**Give Form to the  
 requester. Do not  
 send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	<p><b>1</b> Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  <b>The New Bohemian Innovation Collaborative, Inc.</b></p> <p><b>2</b> Business name/disregarded entity name, if different from above  <b>f/k/a Iowa Startup Accelerator</b></p> <p><b>3</b> Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.</p> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC</p> <p><input checked="" type="checkbox"/> C Corporation</p> <p><input type="checkbox"/> S Corporation</p> <p><input type="checkbox"/> Partnership</p> <p><input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____</p> <p><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see Instructions) ▶ _____</p>	<p><b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p>
	<p><b>5</b> Address (number, street, and apt. or suite no.) See instructions.  <b>415 12th Ave SE</b></p> <p><b>6</b> City, state, and ZIP code  <b>Cedar Rapids, IA 52401</b></p>	<p><b>7</b> List account number(s) here (optional)</p>
	<p>Requester's name and address (optional)</p>	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
or									
<b>Employer identification number</b>									
4	6	-	4	3	8	7	8	6	0

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶ 6-26-19
------------------	----------------------------	----------------

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

subcontractors would perform.

- NONE

Respondent's accounting firm:

- Quick Action Accounting

## Exhibit 5 - Experience

The Respondent must provide the following information regarding its experience: • A list of all goods and/or services similar to those sought by this RFP that the Respondent has provided to other businesses or governmental entities.

NewBoCo has been in operation for over seven years and has been providing Computer Science professional development to Iowa educators as the Code.org Regional partner for Iowa for the last four years. NewBoCo's K-12 Education team is highly experienced in this work, having provided training to more than 800 Iowa educators in the last four years alone.

NewBoCo has provided Computer Science professional development to educators as a STEM Scale-Up provider through 2018-2020 for several Code.org curricula, specifically Computer Science Discoveries, Computer Science Fundamentals, and Computer Science Principles.

NewBoCo has also developed its own Pre-K-2nd grade introductory Computer Science curriculum called Tiny Techies, and through a partnership with the Cedar Valley Montessori School has begun providing professional development to enable teachers to add this curriculum to their classrooms.

# Osage Community School District

*The Mission of the Osage Community Schools is to sustain and enhance a caring community to produce enthusiasm for lifelong learning.*

February 2021

To whom it may concern,

The Osage School District has immensely benefited from NewBoCo's work as the Code.org Regional Partner for Iowa. With their support and the free Code.org curricula, we have been able to expand Computer Science instruction in our schools to having full implementation across our district in just a few years. NewBoCo has helped train all district teachers! I am happy to submit a letter of recommendation for their proposal to offer this training to more school districts throughout our state. It is a game changer and I wish every teacher in Iowa could get this outstanding opportunity!

Computer Science is a fundamental part of any student's education in our 21st century world. With support from NewBoCo, Computer Science is now accessible to all of our students, and our teachers are integrating key Computer Science principles into other subjects like English, Math, and Art. Our efforts have been so successful that we've won statewide and national recognition, including being highlighted by Governor Kim Reynolds as "a model for our state and the nation" in her 2020 Condition of the State address.

We urge you to consider NewBoCo's proposal. They are making a difference in the professional learning for teachers and in turn changing students' lives for the better!

Sincerely,



**Barb Schwamman**

**Superintendent Osage Community Schools**

Barb Schwamman  
**Superintendent**  
820 Sawyer Drive  
Osage, IA 50461  
641.732.5381  
Fax: 641.732.5381

Timothy D. Hejhal  
**High School Principal**  
820 Sawyer Drive  
Osage, IA 50461  
641.732.3102  
Fax: 641.732.3456

Jay D. Marley  
**Middle School Principal**  
820 Sawyer Drive  
Osage, IA 50461  
641.732.3127  
Fax: 641.732.5450

Greg A. Adams  
**Lincoln Elementary Principal**  
515 Chase Street  
Osage, IA 50461  
641.732.5856  
Fax: 641.732.5857





# FORT MADISON COMMUNITY SCHOOL DISTRICT

1930 AVE M, FORT MADISON, IOWA 52627 | 319.372.7252  
DIRECTOR OF CURRICULUM & STUDENT SERVICES, KIM HARMON

March 2, 2021

To whom it may concern,

I am writing this letter to offer my support for NewBoCo's proposal to the State of Iowa's RFP seeking Computer Science Curricula and related professional training. NewBoCo has provided high-quality Computer Science professional development for educators in my district, and our students have greatly benefited from their services.

After attending NewBoCo's workshops, our teachers were able to effectively implement several of the Code.org curricula to offer Computer Science instruction in their classrooms. Even if a teacher had no prior experience with Computer Science, they felt confident offering the course the following school year. As we work toward meeting our state's new Computer Science instruction requirements, we know that NewBoCo will be able to help us meet our implementation goals.

Sincerely,

*Kim Harmon*



To whom it may concern,

It is always an exciting time to offer a letter of recommendation for a program that has made such a difference in not only the Cedar Rapids Community School District but also in districts across Iowa. It is with great pride I submit a letter of recommendation for NewBoCo's proposal to offer Code.org curricula and related professional development to Iowa educators. NewBoCo has been instrumental in transforming our student's educational experience, and any support they receive will be greatly appreciated by our district.

The Cedar Rapids Community School District's vision is "Every Learner: Future Ready". We are committed to offering innovative educational experiences that foster creativity, promote personalized learning, and connect students' passions to their future world. The NewBoCo team has been a crucial part of making our vision come to life. With her help, have added computer science courses to our middle schools and are committed to increasing these course offerings throughout the district. They have also provided support as two of our schools, McKinley Middle School and Roosevelt Middle School, became magnet schools.

The student's experience is often dependent on the teacher's expertise, comfort level, and enthusiasm with their material. NewBoCo supported our efforts to move Computer Science from a typing and word processing course to an engaging program building to our high school offerings. Our teachers were not exactly receptive when I first mentioned our shift but after NewBoCo's professional development and ongoing support in helping teachers become experts, our programs have made dramatic growth in providing innovative experiences.

NewBoCo is an important partner for the Cedar Rapids Community School District. We appreciate your consideration in selecting their proposal as it will greatly benefit our students.

If additional information is needed or a phone conversation, please connect with me via email [tstroester@crschools.us](mailto:tstroester@crschools.us) or 319-310-6577.

Sincerely,

  
Tara Troester

---

**Office of Learning and Leadership**

Educational Leadership and Support Center ♦ 2500 Edgewood Rd NW ♦ Cedar Rapids, Iowa 52405

PHONE (319) 558-2414 ♦ FAX (319) 558-4483

## Exhibit 6 - Termination, Litigation, and Debarment

Has the Respondent had a contract for goods and/or services terminated for any reason? If so, provide full details regarding the termination.

- No, while we have ended iterative contracts with clients after a mutual agreement, we have had no contracts terminated by our clients due to cause or performance issues.

Describe any damages or penalties assessed against or dispute resolution settlements entered into by Respondent under any existing or past contracts for goods and/or services. Provide full details regarding the circumstances, including dollar amount of damages, penalties and settlement payments.

- Not applicable

Describe any order, judgment or decree of any Federal or State authority barring, suspending or otherwise limiting the right of the Respondent to engage in any business, practice or activity.

- Not applicable

A list and summary of all litigation or threatened litigation, administrative or regulatory proceedings, or similar matters to which the Respondent or its officers have been a party.

- Not applicable

Any irregularities discovered in any of the accounts maintained by the Respondent on behalf of others. Describe the circumstances and disposition of the irregularities. Failure to disclose these matters may result in rejection of the Proposal or termination of any subsequent Contract. The above disclosures are a continuing requirement of the Respondent. Respondent shall provide written notification to the Agency of any such matter commencing or occurring after submission of a Proposal, and with respect to the successful Respondent, following execution of the Contract.

- Not applicable

## Exhibit 7 - Criminal History and Background Investigation

NewBoCo hereby explicitly authorizes the Agency to conduct criminal history and/or other background investigation(s) of the Respondent, its officers, directors, shareholders, partners and managerial and supervisory personnel who will be involved in the performance of the Contract.

## Exhibit 8 - Acceptance of Terms and Conditions

For Section 1.1 on Page 1 of the General Terms and Conditions for Service Contracts/Solicitations, we propose adding the following:

“- “Intellectual property” means all inventions, discoveries, artworks, designs, software, hardware, photographs, video tapes, films, slides, tape recordings, mechanicals, writings of any kind, audio/visual projects, printed or graphic matters, patents, trademarks, copyrights, design patents, business method patents, ideas, trade secrets, know how, confidential information, including all preparatory materials such as sketches, drafts, outlines and drawings and electronic media in which any of the above are fixed or recorded, or anything else, including all preparatory materials, which are or may be subject to protection under the law as, for example, trade secrets, confidential information, know how, patents, copyrights and trademarks”.

And further,

“\_\_\_. Intellectual Property

(a) Knowledge. During the course of performing its obligations under this Agreement, NewBoCo may learn of Client’s Intellectual Property, or create and develop Client Intellectual Property in providing the Services.

(b) Ownership; Assignment.

(i) Client shall own all right, title and interest in and to any and all Intellectual Property developed by either party specifically for Client in connection with this Agreement, including without limitation any and all Deliverables and other works and materials created by NewBoCo under this Agreement or any Exhibit or Schedule hereto (collectively, including all Deliverables, the “Work Product”). NewBoCo further acknowledges that all such Work Product shall be deemed to be created for Client as a “work made for hire”, as defined in Section 101 of the United States Copyright Act of 1976 (the “Copyright Act”), and Client shall be deemed the sole author of such Work Product for all purposes under the Copyright Act. To the extent the Work Product is not deemed a “work made for hire,” and its rights, including but not limited to copyright, are thereby in doubt, NewBoCo hereby, and without further consideration, irrevocably assigns to Client all right, title and interest in and to the Work Product, including without limitation all rights relating to the worldwide, perpetual copyright, patent, and trade secret, whether protectable or not. NewBoCo hereby waives and agrees never to assert any “moral rights” that NewBoCo may have in any of the Work Product.

(ii) If in the course of performing the services hereunder, NewBoCo incorporates any other Intellectual Property, work of authorship, invention, improvement or proprietary information or other materials owned by NewBoCo or in which NewBoCo has an interest, and which were created or arose prior to the effective date of this Agreement or outside the scope of Services where are contracted for hereunder (the “NewBoCo Pre-Existing Works”), NewBoCo will grant and hereby grants to Client a nonexclusive, royalty free, perpetual, irrevocable, sublicenseable and assignable, worldwide right and license to copy, reproduce, manufacture, modify, create derivative works of, distribute, use, import and otherwise exploit the NewBoCo Pre-Existing

Works as part of any product or service provided by Client or its affiliates, licensees, assigns, or transferees, or in connection with the Services. Except to the extent expressly agreed otherwise in writing, NewBoCo shall provide Client with a complete copy of the source code to any NewBoCo Pre-Existing Works included in any Work Product.

(iii) NewBoCo will assist Client and its designees in every proper way to secure Client's rights in the Services and related Intellectual Property rights (including without limitation the Work Product) in all countries. NewBoCo will disclose to Client all pertinent information and data with respect to the Services and related intellectual property rights. At Client's cost and expense, NewBoCo will execute all applications, specifications, oaths, assignments and other instruments that Client deems necessary in order to apply for and obtain these rights and in order to assign and convey to Client, its successors, assigns and nominees the sole and exclusive right, title and interest in and to the Services and any related intellectual property rights. NewBoCo's obligation to provide assistance will continue after the termination or expiration of this Agreement.

(c) Ownership. Subject to the licenses granted by each party to the other pursuant to the terms of this Agreement and subject to the terms of Section \_\_ (b) above, each party retains all of its right, title, and interest in and to any and all of its Intellectual Property that may be shared, known or used in the course of providing the Services hereunder.

(d) License. Client hereby grants to NewBoCo a fully-paid, non-exclusive, non-transferrable, limited license, without the right to sublicense, to Client's Intellectual Property for the Term of this Agreement for the purposes of developing the Services and NewBoCo's performance of its obligations hereunder. Nothing in the Agreement provides a license, exclusive or otherwise, for any of Client's Intellectual Property not related to developing the Services."

Exhibit 9 - Certification Letter

**Attachment #1  
Certification Letter**

(Date) 3/2/2021

Kelli Sizenbach, Issuing Officer  
Iowa Department of Administrative Services  
Hoover State Office Building, Level 3  
1305 East Walnut Street  
Des Moines, IA 50319-0105

Re: RFP1421282045- PROPOSAL CERTIFICATIONS

Dear Kelli Sizenbach:

I certify that the contents of the Proposal submitted on behalf of **(Name of Respondent)** in response to **Iowa Department of Administrative Services** for RFP1421282045 for a Computer Science Curriculum are true and accurate. I also certify that Respondent has not knowingly made any false statements in its Proposal.

**Certification of Independence**

I certify that I am a representative of Respondent expressly authorized to make the following certifications on behalf of Respondent. By submitting a Proposal in response to the RFP, I certify on behalf of the Respondent the following:

1. The Proposal has been developed independently, without consultation, communication or agreement with any employee or consultant to the Agency or with any person serving as a member of the evaluation committee.
2. The Proposal has been developed independently, without consultation, communication or agreement with any other Respondent or parties for the purpose of restricting competition.
3. Unless otherwise required by law, the information found in the Proposal has not been and will not be knowingly disclosed, directly or indirectly prior to Agency's issuance of the Notice of Intent to Award the contract.
4. No attempt has been made or will be made by Respondent to induce any other Respondent to submit or not to submit a Proposal for the purpose of restricting competition.
5. No relationship exists or will exist during the contract period between Respondent and the Agency or any other State agency that interferes with fair competition or constitutes a conflict of interest.

**Certification Regarding Debarment**

I certify that, to the best of my knowledge, neither Respondent nor any of its principals: (a) are presently or have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by a Federal Agency or State Agency; (b) have within a five year period preceding this Proposal been convicted of, or had a civil judgment rendered against them for commission of fraud, a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of antitrust statutes; commission of embezzlement, theft, forgery, falsification or destruction of records, making false statements, or receiving stolen property; (c) are presently indicted for or criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in (b) of this certification; and (d) have not within a three year period preceding this Proposal had one or more public transactions (federal, state, or local) terminated for cause.



This certification is a material representation of fact upon which the Agency has relied upon when this transaction was entered into. If it is later determined that Respondent knowingly rendered an erroneous certification, in addition to other remedies available, the Agency may pursue available remedies including suspension, debarment, or termination of the contract.

**Certification Regarding Registration, Collection, and Remission of Sales and Use Tax**

Pursuant to *Iowa Code sections 423.2(10) and 423.5(8) (2016)* a retailer in Iowa or a retailer maintaining a business in Iowa that enters into a contract with a state agency must register, collect, and remit Iowa sales tax and Iowa use tax levied under *Iowa Code chapter 423* on all sales of tangible personal property and enumerated services. The Act also requires Respondents to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.

By submitting a Proposal in response to the (RFP), the Respondent certifies the following: (check the applicable box)

- Respondent is registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by *Iowa Code chapter 423*; or
- Respondent is not a “retailer” or a “retailer maintaining a place of business in this state” as those terms are defined in *Iowa Code subsections 423.1(47) and (48)(2016)*.

Respondent also acknowledges that the Agency may declare the Respondent’s Proposal or resulting contract void if the above certification is false. The Respondent also understands that fraudulent certification may result in the Agency or its representative filing for damages for breach of contract in addition to other remedies available to Agency.

Sincerely,



\_\_\_\_\_  
**Signature**

Aaron Horn  
**Name and Title of Authorized Representative**

3/2/2021  
**Date**

# Exhibit 10 - Authorization to Release Information

Attachment #2  
Authorization to Release Information Letter

(Date) 3/2/2021

Kelli Sizenbach,  
Issuing Officer Iowa Department of Administrative Services  
Hoover State Office Building,  
Level 3 1305 East Walnut Street  
Des Moines, IA 50319-0105

Re: RFP1421282045 - AUTHORIZATION TO RELEASE INFORMATION

Dear Kelli:

NewBoCo hereby authorizes the Iowa Department of Administrative Services("Agency") or a member of the Evaluation Committee to obtain information regarding its performance on other contracts, agreements or other business arrangements, its business reputation, and any other matter pertinent to evaluation and the selection of a successful Respondent in response to RFP1421282045. The Respondent acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The Respondent acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the State or may otherwise hurt its reputation or operations. The Respondent is willing to take that risk. The Respondent hereby releases, acquits and forever discharges the State of Iowa, the Agency, their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the undersigned that it may have or ever claim to have relating to information, data, opinions, and references obtained by the Agency or the Evaluation Committee in the evaluation and selection of a successful Respondent in response to the RFP. The Respondent authorizes representatives of the Agency or the Evaluation Committee to contact any and all of the persons, entities, and references which are, directly or indirectly, listed, submitted, or referenced in the Respondent's Proposal submitted in response to RFP. The Respondent further authorizes any and all persons, and entities to provide information, data, and opinions with regard to its performance under any contract, agreement, or other business arrangement, its ability to perform, business reputation, and any other matter pertinent to the evaluation of the Respondent's Proposal. The Respondent hereby releases, acquits and forever discharges any such person or entity and their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the Respondent that it may have or ever claim to have relating to information, data, opinions, and references supplied to the Agency or the Evaluation Committee in the evaluation and selection of a successful Respondent in response to RFP. A photocopy or facsimile of this signed Authorization is as valid as an original.

Sincerely,



\_\_\_\_\_  
Signature

Aaron Horn, Executive Director

Name and Title of Authorized Representative

3/2/2021

Date

# Exhibit 11 – Mandatory Specifications

The Respondent shall answer whether or not it will comply with each specification in Section 4 of the RFP. Where the context requires more than a yes or no answer or the specific specifications so indicates, Respondent shall explain how it will comply with the specification. Merely repeating the Section 4 specifications may be considered non-responsive and result in the rejection of the Proposal. Proposals must identify any deviations from the specifications of the RFP or specifications the Respondent cannot satisfy. If the Respondent deviates from or cannot satisfy the specification(s) of this section, the Agency may reject the Proposal.

The successful Respondent shall provide the goods and/or services to the State in accordance with the specifications and technical specifications as provided in this Section. The Respondent shall address each specification in this Section and indicate whether or not it will comply with the specification. If the context requires more than a yes or no answer or the section specifically indicates, Respondent shall explain how it will comply with the specification. Proposals must address each specification. Merely repeating the specifications may be considered non-responsive and may disqualify the Respondent. Proposals must identify any deviations from the specifications of this RFP or specifications the Respondent cannot satisfy. If the Respondent deviates from or cannot satisfy the specification (s) of this section, the Agency may reject the Proposal. All items listed in this section are Mandatory Specifications. Respondents must indicate either “yes” or “no” to each specification in their Proposals and provide an explanation as to how the specification is met. By indicating “yes” a Respondent agrees that it shall comply with that specification throughout the full term of the Contract, if the Respondent is successful. In addition, if specified by the specifications or if the context otherwise requires, the Respondents shall provide references and/or supportive materials to verify the Respondent’s compliance with the specification. The Agency shall have the right to determine whether the supportive information and materials submitted by the Respondent demonstrate that the Respondent will be able to comply with the Mandatory Specifications. If the Agency determines the responses and supportive materials do not demonstrate the Supplier will be able to comply with the Mandatory Specifications, the Agency may reject the Proposal.

4.1 Mandatory Requirements - Curriculum 4.1.1 Curricula must be aligned to the Iowa/CSTA Standards.

- **Yes**, Computer Science Discoveries is aligned to CSTA Standards. The full mapping of this alignment can be found at <https://curriculum.code.org/csd/standards/>.

4.1.2 Must prepare teachers to teach the provided computer science curriculum by the start of the 2021-22 school year.

- **Yes**, NewBoCo will hold the initial professional development during the summer of 2021, and teachers who attend will be prepared to teach Computer Science Discoveries at the start of the 2021-2022 school year.

4.1.3 Curriculum grade level(s) must be identified.

- **Yes**, Computer Science Discoveries is for students in 6th-10th grades.

4.1.4 Length of curriculum (unit, semester, full year) and model of delivery (traditional classroom, virtual, or blended) must be provided. After school curriculums are not considered in this round.

- **Yes**, CS Discoveries is designed to be flexibly taught throughout 6th-10th grades for all students. The course can be implemented as a single quarter, semester, over multiple years, or as a full-year course. Although it is designed to primarily teach computer science, several units can be integrated within mathematics or other content areas. CS Discoveries was developed to provide the supports and resources for all students to participate. There are no prerequisites to participate in the course. CS Discoveries can be taught in a traditional classroom, virtual, or blended environment.

4.1.5 Curriculum must be designed to be offered by classroom teacher.

- **Yes**, CS Discoveries is designed to be offered by a classroom teacher.

4.2 Mandatory Requirements – Professional Development

4.2.1 Must include professional development that is delivered by the Respondent around implementation of the curriculum.

- **Yes**, NewBoCo offers a professional development workshop designed to help teachers implement CS Discoveries.

4.2.2 Professional development must be available before the beginning of the 2021-22 school year.

- **Yes**, the professional development will be available before the 2021-2022 school year.

4.2.3 Information about whether aligned professional development is required in order to use the provided curriculum.

- Yes the professional development is required.

4.3 Implementation Upon award of a Contract for services the Agency shall negotiate an implementation schedule with the successful Respondent.

- **Yes**, NewBoCo will negotiate an implementation schedule with the Agency.

# Exhibit 12 - Program Overview

## **Curriculum Overview**

Code.org is a nonprofit organization that began its movement six years ago to expand computer science (CS) in schools and increase participation of women and underrepresented youth. Their vision is that every student, in every school, has the opportunity to learn computer science. The movement sparked global interest and the need to teach computer science. Code.org's curriculum is implemented worldwide at an accelerating pace and has become the most broadly-used curriculum for teaching CS in schools.

During this time, 50 countries and all 50 states have set policies or announced efforts to expand equitable access to computer science as part of the K-12 education. Over 106,000 U.S. teachers attended Code.org workshops; 1.3 million teachers have used Code.org to teach computer science to over 46 million students; and diversity in computer science has improved for all six years.

NewBoCo joined Code.org's effort in 2017 as a Regional Partner to help support teachers in Iowa. NewBoCo's goal is to ensure that every school in the state offers computer science. In partnership with the Iowa Department of Education, Iowa Governor's STEM Advisory Council and Iowa business sponsorships, NewBoCo has provided over 800 K-12 teachers professional learning as a Scale-Up provider, business partnerships, and through district support.

CS Discoveries brings introductory Computer Science to middle and early high school students. There is a huge gap in the middle school space for quality CS coursework. The curriculum was designed to fill that void - it is a rigorous, engaging, and approachable course that explores many of the foundational ideas of computing so that all students understand how these concepts transform the world we live in. The course is aligned to CSTA standards and covers a wide range of topics including problem solving, programming, physical computing, user centered design, and data. Students are engaged by building their own animations, apps, websites, games, and physical computing systems.

CS Discoveries is designed to be flexibly taught throughout 6th-10th grades. It's flexibility allows it to be taught in a single quarter, semester, over multiple years, or as a full-year course. The Code.org curriculum is intended for use in a classroom setting.

## **Professional Learning Program**

The Code.org Professional Learning Program (PLP) offered through NewBoCo provides training and support for educators throughout the first year of implementation. This takes place through direct relationships with our trained facilitators and teachers that have previously participated in the program in addition to online forums. Educators within the state of Iowa will meet 5-9 times throughout the year, depending on their Academic Year Workshop format preference. The first time is a 5-day summer workshop to prepare them for the start of the school year. In addition to content and curriculum specific experience, the workshop offers tools for creating an equitable classroom environment and connecting with the community. Four, 1-day, or eight partial day, academic workshops take place throughout the school year to provide content specific to units the teachers will teach in the near future. There is also time for group discussion and sharing of

best practices in order to build a community of support. Participants of the program are invited to future, ongoing professional development opportunities to continue supporting them and offering ways to engage with other participants in the growing community. The curriculum is free for anyone and is easily accessible to all teachers, whether they've taught computer science or not.

The PLP is run by NewBoCo, an Iowa nonprofit, and our facilitators are Iowa educators with experience teaching the CS Discoveries curriculum. The program brings that experience to new CS Discoveries teachers and helps them prepare how they will teach for their specific students. The strong support of the program along with the flexibility of implementation allows schools from across the state (both rural and urban, high-performing and high-needs) to be successful in providing a high-quality computer science course during their year of participation and beyond. The first Iowa cohort launched in 2017-2018 and trained 32 teachers. Since then, we have worked with over 250 middle and high school teachers across the state. These teachers have taught over 13,000 students, and we've seen great results, especially in rural school districts which made up over 70% of our cohort and in high-needs schools which make up 17% of our cohort.

HF 2629 requires all schools to implement a computer science plan by July 1, 2022, that includes the CSTA standards. Middle schools must also incorporate the computer science standards in at least one grade in grades 7–8 by the school year starting July 1, 2023. CS Discoveries is aligned to the CSTA standards and fulfills this goal to provide CS learning for students in these grades. Additionally, the PLP provides the pedagogy and support for teachers to confidently implement the curriculum.

### **Engaging Diverse Learners**

NewBoCo's PLP provides guidance, best practices, and support to help teachers reach ALL students. Video resources throughout the curriculum show students a wide variety of people using computer science in a vast range of applications. Students will see people that look like them and people very different from them. 70% of the middle and high school teachers we've trained in Iowa work in rural school districts, and 17.5% of the schools we've reached are high needs. In these classes, 44.5% of students are female and 22% are students from marginalized racial and ethnic groups underrepresented in computer science.

Audio tools to read instructions are available in each lesson for students who may understand English better by hearing. Pair programming is encouraged, which helps students in comprehension and perspective. The curriculum is also translated into numerous languages to meet the needs of school districts.

The curriculum is geared toward the wide range of prior experiences that students have prior to taking these courses. Lessons like Unit 3: Lesson 1 have been developed to engage all students and create an equitable entry point. Students with no prior computer science experience won't see students with experience speeding through activities and be discouraged. All lessons in Unit 1 are designed to develop problem solving skills that help everyone to be successful in all areas of life, and teach students that computer science is using computers to solve problems. These skills are repeated in every unit.

Significant time is spent working with teachers on how to reach the many different students that they will be teaching. The cohort tackles these issues head on through exercises, and each workshop allocates time for teachers to share their challenges and best practices in educating students from all backgrounds.

### **Connection to World of Work**

NewBoCo's Code.org Professional Learning Program specifically and directly addresses the technical workforce shortages prevalent in Iowa today. Future Ready Iowa characterizes the situation as "a workforce crisis" due to the inability to find and retain the skilled workforce we need. On average, Iowa has 3,000-4,000 open computing jobs each month, but last year our universities only graduated approximately 670 CS majors. Half of all computing job openings are in industries outside of technology: finance, manufacturing, and healthcare. Those three industries combined make up almost half of Iowa's GDP. And Iowa's other key industries, such as agriculture, are becoming more and more technology-oriented, and numerous careers on Iowa's high-growth and high-demand career list require a background in CS. Technology skills are critical to Iowa's future.

NewBoCo's Code.org Professional Learning Program teaches the core skills every business needs. Computer Science, by its nature, develops complex problem solving skills, perseverance, attention to detail, logical deduction, and interpreting and analyzing data. These skills are called up in every industry and virtually every knowledge-oriented career. Further, every activity and learning goal is deliberately connected to real-world work scenarios.

As examples, CSD Unit 5: Lesson 10 includes three real world data sets that call upon students' problem solving and analytical skills: how to collect TV/movie data to make recommendations (ala Netflix), how to route traffic given raw traffic data (ala Waze) and how to make ads relevant to drive sales (ala Amazon). Unit 5: Lesson 12 asks students to draw conclusions from data collected using three scenarios. Another example is found throughout Unit 4. Students explore User Centered Design and how to build prototypes based on real world data from customers and users. The project requires students to gather feedback and data connected to their product and make necessary changes.



# Exhibit 13 - Curriculum

## **Curriculum Overview**

CS Discoveries brings introductory Computer Science to middle and early high school students (6th-10th grade). There is a huge gap in the middle school space for quality CS coursework. The curriculum was designed to fill that void - it is a rigorous, engaging, and approachable course that explores many of the foundational ideas of computing so that all students understand how these concepts transform the world we live in.

CS Discoveries is designed to be flexibly taught throughout 6th-10th grades for all students. The course can be implemented as a single quarter, semester, over multiple years, or as a full-year course. Although it is designed to primarily teach computer science, several units can be integrated within mathematics or other content areas. CS Discoveries was developed to provide the supports and resources for all students to participate. There are no prerequisites to participate in the course.

CS Discoveries includes an extensive amount of teacher resources to help support new and veteran computer science teachers. The [CS Discoveries curriculum page](#) provides easy access for teachers to access curriculum resources. Resources include:

- Curriculum Guide - Provides detailed daily lessons and assessments for teachers to implement
- Assessment Guide - Explains learning objectives and provides suggestions for formative and summative assessments
- Curriculum Supports - Variety of resources to support teachers include Getting Started Guide, Differentiation Guide, Debugging Guide, and more.
- The Teacher Dashboard is an embedded resource for teachers to create and manage their classrooms sections. Within the dashboard, teachers can monitor student progress, provide feedback, and administer assessments.

The Code.org Computer Science Discoveries (CSD) curriculum is aligned with the Computer Science Teachers Association (CSTA) standards. Iowa adopted the CSTA standards in 2018. The full mapping of this alignment can be found at <https://curriculum.code.org/csd/standards/>.

HF 2629 requires all schools to implement a computer science plan by July 1, 2022 which includes the CSTA standards. Middle schools must also incorporate the computer science standards in at least one grade in grades 7–8 by the school year starting July 1, 2023. CS Discoveries supports educators and fulfills this goal to provide CS learning for students in these grades.

## **Engaging Diverse Learners**

Code.org's mission is to address diversity and equity issues. The goal is woven into all parts of the program including the curriculum, professional learning, advocacy, and marketing. The focus includes addressing gender and socioeconomic gaps, and increasing participation among students from underrepresented racial and ethnic groups: Black, Hispanic/Latinx, Native American, and Pacific Islander.

CS Discoveries is designed to enable every student to participate, regardless of background knowledge and technology experience. Reaching students of all backgrounds, at their skill level, and offering a curriculum that is interesting and engaging, allows for an immediate impact on diversity. The materials

within the curriculum were created to engage and recruit, women and students from underrepresented racial and ethnic groups. These include video resources throughout the curriculum that show students a wide variety of people using computer science in a vast range of applications. Students will see people that look like them and people very different from them.

Significant time is spent working with teachers on how to reach the many different students that they will be teaching. NewBoCo's PLP cohorts tackle these issues head on through exercises, and each workshop allocates time for teachers to share their challenges and best practices in educating students from all backgrounds.

### **Sample Artifacts from the Curriculum**

- [Curriculum Overview](#)
- [Sample Lesson Plan](#)
- [Sample Marked Rubric for Student Project](#)
- [Sample Formative Assessment](#)
- [Exemplar Student Project](#)

# Exhibit 14 – Professional Development

The Code.org Professional Learning Program (PLP) offered through NewBoCo provides training and support for educators throughout the first year of implementation. This takes place through direct relationships with our trained facilitators and teachers that have previously participated in the program in addition to online forums. Educators within the state of Iowa will meet 5-9 times throughout the year, depending on their Academic Year Workshop format preference. The first time is a 5-day summer workshop to prepare them for the start of the school year. In addition to content and curriculum specific experience, the workshop offers tools for creating an equitable classroom environment and connecting with the community. Four, 1-day, or eight partial day, academic workshops take place throughout the school year to provide content specific to units the teachers will teach in the near future. There will also be time for group discussion and sharing of best practices in order to build a community of support. Participants of the program are invited to future, ongoing professional development opportunities to continue supporting them and offering ways to engage with other participants in the growing community. The curriculum is free for anyone and is easily accessible to all teachers, whether they've taught computer science or not.

The strong support of the program along with the flexibility of implementation allows schools from across the state (both rural and urban, high-performing and high-needs) to be successful in providing a high-quality computer science course during their year of participation and beyond. The first Iowa cohort launched in 2017-2018 and trained 32 teachers. Since then, we have worked with over 250 middle and high school teachers across the state. These teachers have taught over 13,000 students, and we've seen great results, especially in rural school districts which made up over 70% of our cohort and in high-needs schools which make up 17% of our cohort.

The PLP is run by NewBoCo, an Iowa nonprofit, and our facilitators are Iowa educators with experience teaching the CS Discoveries curriculum. The program brings that experience to new CS Discoveries teachers and helps them prepare how they will teach for their specific students.

## Sample of Professional Learning Artifacts

1. [Curriculum Investigation Activity Guides](#)
2. [Wednesday of Virtual Summer Workshop](#)
3. [Sample Academic Year Workshop Agenda](#)

## Exhibit 15 – Standards

The Code.org Computer Science Discoveries (CSD) curriculum is aligned with the Computer Science Teachers Association (CSTA) standards. Iowa adopted the CSTA standards in 2018. The full mapping of this alignment can be found at <https://curriculum.code.org/csd/standards/>.

Twenty First Century Skills are woven throughout the CSD curriculum, relating to the employability and technology categories. Computer science, although broader than programming and computers, by nature utilizes technology to practice and implement the skills necessary for the field as a whole. Units 1-6 all involve creating projects individually and in groups. Students practice collaboration as they partner or work in groups. It is also common for students to follow the process of “think, pair, share” where they think individually, partner with a peer to discuss, and then share with the group. An example of this format can be seen in Unit 2: Lesson 6 where students learn how to create ordered and unordered lists in HTML. First, students learn about lists and discuss when they would need to be ordered or unordered. Students then pair up to program a list on their on-going HTML project, followed by sharing highlights from this discussion with the larger class. Key mappings to 21st Century Skills can be found at <http://bit.ly/IowaCSD21stSkills>.

Computer science relates to all areas of education, and that can be seen in how CSD engages students through creativity and innovation, comprehension and application, and exposure to other perspectives. Students are challenged to apply what they have learned through artifacts created individually and in groups. They must also evaluate problems, consider different perspectives within their group and also potential users of their artifacts, and evaluate their end products. Key mappings to cross-curricular skills can be found at <http://bit.ly/IowaCSDstandards>.

## Exhibit 16 – Evidence of Effectiveness

Code.org evaluates the programs internally, through teacher and student surveys as well as through pre and post evaluation of the student work, and externally with Outlier, a 3rd party evaluator, to understand the course and professional learning program's strengths and weaknesses. Over the years, they have made updates due to Outlier's recommendations and feedback from teachers in the program.

Over 100,000 teachers have participated in Code.org's Professional Learning Program, and the majority of educators rank it as the best professional development they've received. Over 90% of attendees would recommend the program to another program or teacher.

Additional educator benefits include access to curriculum and learning tools, classroom management and teaching strategies, and building a community of teachers across the state. Each workshop is customized for the participating teachers to deepen their understanding of the curriculum. All teachers have access to an online professional learning community for responsive, continuous support.

Studies from Code.org have found that students participating in Computer Science are able to perform better in other subjects and excel at problem-solving. Additionally, 17% are more likely to attend college.

NewBoCo has access to evaluations completed before and after each workshop to understand how participants feel before a workshop and how their confidence, understanding, and community engagement changed during the workshop. Within a cohort's year, we see responses to questions around participants' attitudes move from a wide spread of responses to Agreement or Strong Agreement to questions such as,

- I feel more prepared to teach CSD than I did at the beginning of the day.
- I feel comfortable collaborating with teachers in my cohort and asking for support.
- I feel like I am connected to a community of teachers in my CSD workshop.

We also see free response answers around what supported their learning during the day including comments about group work and structure, experiencing the lessons as both learners and teachers, and discussions about how to use these teaching strategies in other content areas.

Pre-workshop surveys gather information used by facilitators to create customized workshop experiences for participants. One example of feedback informing a change was based on some teachers wanting more time to work through lessons that they would be teaching in a unit that they would be using in a truncated implementation, while others wanted to cover the Circuit Playground content originally planned. The teachers not using the Circuit Playground unit that year were able to work with one of the facilitators to support a better understanding of another unit's content, while teachers that would be using the Circuit Playgrounds, or felt comfortable with the content so far, were able to work with the second facilitator.

All workshop surveys during the year are a part of the Code.org workshop dashboard that both NewBoCo staff and facilitators can access. Facilitators can monitor their teachers' progress to address questions or misconceptions connected to the curriculum.

# Exhibit 17 – Optional Features

Not applicable

## Exhibit 18 - Addendums



## Exhibit 19 - Request for Confidentiality

February 15, 2021

To: All Potential Respondents  
From: Kelli Sizenbach, Purchasing Agent  
Subject: RFP1421282045

### **Addendum One**

**Please amend the subject RFP to include answers to the following timely received questions:**

- Q1. Will there be a need to crosswalk ISTE or other subject area standards to the Iowa CSTA standards?
- A1. No. This is not required.**
- Q2. Are there metadata requirements for the curriculum and professional learning materials?
- A2. No. There is no requirement.**
- Q3. Do you anticipate extending the bid due date?
- A3. No.**
- Q4. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
- A4. All information will be provided via the RFP document or an amendment.**
- Q5. Are Iowa school districts required to use certain LMSs, or do they choose their own? If there are preferred LMSs, could you provide a list?
- A5. The decision about whether to use an LMS, and which LMS if any, is a local decision.**
- Q6. Section 1.12 of the "General Terms and Conditions for Service Contracts/Solicitations" specifies that all deliverables become the intellectual property of the State and Agency. Our company intends to offer a turn-key computer science curriculum solution that aligns precisely to Iowa standards, but we need to retain rights to our existing IP. Can you offer clarification about what type of deliverable the State would expect rights to?
- A6. If you have proposed changes to the terms and conditions, please provide those as part of your response.**

- Q7. Are you looking for standalone programs that teach the Iowa/CSTA standards for each grade band? Meaning, curricula that can be used to teach "specials/exploratory" classes?
- A7. We will consider both stand-alone curriculum and integrated curriculum.
- Q8. If we have nothing available for the K-5 and 6-8 bands, but have items for the 9-12/AP band, are we allowed to submit them?
- A8. Yes. Please note, separate proposals are required for each grade band.
- Q9. Do programs need to be platform specific? PC/Apple?
- A9. No.
- Q10. Should we include samples. If so, who/where should we send it to?
- A10. You are encouraged to provide sample artifacts from the curriculum and professional development. Samples should be included with your submission.
- Q11. Will the State provide an invoice when districts choose our product?
- A11. No. Individual districts will work directly with their selected vendor.

**Please acknowledge receipt of this addendum by signing in the space provided below, and return this letter with your offer (do not send back separately).**

I hereby acknowledge receipt of this addendum.



\_\_\_\_\_  
Signature

Aaron Horn  
\_\_\_\_\_  
Typed or Printed Name

03 / 02 / 2021

\_\_\_\_\_  
Date



February 23, 2021

To: All Potential Respondents  
From: Kelli Sizenbach, Purchasing Agent  
Subject: RFP1421282045

### Addendum Two

**Please amend the subject RFP to include answers to the following timely received questions:**

- Q1. I see that in Exhibit 5 of this RFP, Letters of Reference are requested. Is the department looking specifically for letters that are written by our references, or only contact information? If actual letters are required, is there any kind of prompt that the references can follow? Would our references then send those directly to us to include in the RFP?
- A1. **Please provide letters of reference. There is not a specific template for these letters.**
- Q2. Would the resources on this list be the ONLY resources that districts could use the Computer Science Professional Development Incentive Funds on, or would the list be a starting point to help districts who don't know what their options are?
- A2. **The Computer Science Professional Development Incentive Fund cannot be used for curriculum. Recipients of Computer Science Professional Development Incentive fund grants choose their professional development approach. A different source of funding is available for districts and accredited nonpublic schools who are interested in the resources on our list.**

**Please acknowledge receipt of this addendum by signing in the space provided below, and return this letter with your offer (do not send back separately).**

I hereby acknowledge receipt of this addendum.

Signature

Aaron Horn

Typed or Printed Name

03 / 02 / 2021

Date