Americans All Pilot Program Highlights

Who we are: We are a 36-year-old nonprofit membership organization managed by a for-profit benefit corporation. We are pre-revenue.

Program status: Our virtual program is ready to start a pilot project for one year in Howard County, MD and later, in either Montgomery County, MD or the District of Columbia.

Issues we address: The current political environment in our increasingly diverse society is highly polarized and socially segregated, the economic forecast is uncertain, and consumer confidence is low.

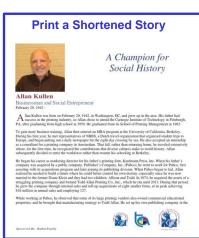
- Community members, including high school students, want to find discounts when they shop.
- Businesses and professional service providers need to expand traffic and look for affordable and effective ways to do this.
- Schools need an unrestricted stream of annual revenue that requires minimal staff to administer.
- Schools need more noncurricular resources to help produce a well-rounded education for their students.
- Fewer than half of high school students nationwide believe they are adequately prepared for college and careers.
- Mental health professionals say many students need help to develop a positive sense of self.

Our solution: Americans All is a community outreach and empowerment program. Our multipurpose storytelling tool helps leaders, at all levels, improve the mental, social and economic health of their constituents. Schools and nonprofits receive a free lifetime membership.

Students receive a free subscription to our Social Legacy Network until their class graduates. Community members get a free subscription for three-months. After their free trials expire, individuals can continue to receive discounts on goods and services from our business partners via a subscription fee of \$4 per month; 87 percent of the subscription fee goes to a school of their choice. All funds are unrestricted. If a school is not registered for Americans All, the funds are donated to the school's district.

Extensive research confirms that life stories are central to people's sense of self and the social world they inhabit. It also asserts that intergenerational knowledge of one's family history is associated with positive mental health, wholeness, well-being and a sense of belonging. When people belong, they feel emotionally connected and welcomed.







For students, creating and publishing a story helps them develop skills in researching, critical thinking and, especially, writing—skills needed to help them better understand our democracy. It also helps ensure their success in postsecondary institutions and/or the workforce in our increasingly global economy. Moreover, students can use their story to create virtual yearbooks for the landing pages of all the clubs and teams in which they participate.

Businesses and professional service providers pay a membership fee of \$49 every six months to create a marketing-based landing page, and 77 percent of the membership fee goes to a school of their choice. These landing pages can also host the stories of their employees, clients or customers to give these stories greater exposure and to create or expand an affinity group. In addition, local businesses can create and publish stories about themselves on our Heritage Honor Roll to help them better connect with their communities.

Moreover, businesses benefit because stories directly impact emotions, and emotions rather than data change behavior and frequently determine decisions to buy. Good storytelling builds trust and connections. It influences people to believe in the products upon which they depend every day and encourages them to become customers and clients.

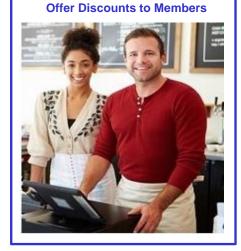
Our storytelling tool: Members can create two stories in English and as many as they desire in multiple languages. If students have already created a story, they can repurpose it by adding enhancements and translations. Stories can be autobiographical or written about individuals, groups, or issues/topics, contain up to 2,000 words of text (1,000 can be password protected), augmented with images, logos, hyperlinks, photographs and audio-video media. A shorter version can also be created and printed in an 8½" x 11" format.. Schools and nonprofits can also create stories. Moreover, We do not share or sell any contact information, do not accept advertising and do not use pop-ups or any form of AI.

Program History. Americans All ran nine pilot projects across the country and sold its supplemental social studies materials to more than 2,000 schools and libraries nationwide.

Allan Kullen, President
People of America Foundation / Americans All
7723 Groton Road ■ Bethesda, MD 20817 ■ 301-520-8242
akullen@americansall.org ■ www.americansall.org CONTAIN







Overview of Americans All

Americans All (AA) is a community outreach and empowerment program. Our multipurpose storytelling tool helps leaders, at all levels, improve the mental, social and economic health of their constituents. The socially conscious membership organization operates a program by the same name and uses its Social Legacy Network (SLN), Heritage Honor Roll (HHR) and Business Legacy Partner (BLP) landing pages to support and connect students, community members, nonprofits, schools and local businesses. AA is owned by a 36-year-old

nonprofit foundation, the People of America Foundation, and is managed by the for-profit Americans All Benefit Corporation. The program is nonpartisan and risk-free for all participants.

Research confirms that life stories are central to people's sense of self and the social world they inhabit. Life stories also are associated with positive mental health and a sense of wholeness, well-being and belonging. In today's polarized, socially segregated and increasingly diverse America, investments in belonging are more urgent than ever. When people belong, they feel emotionally connected and welcomed.

How Americans All Works

Students and community members can create and publish stories on our HHR and on landing pages that accept stories. Stories can be biographical or created to honor a family member or an individual or a group important to them. The story could also be used to honor their family pet and explain how owning it has contributed to their growth. Stories can include up to 2,000 words of text; 1,000 words can be password protected. They can be augmented with images, logos, hyperlinks, photographs and audio-video media and published in multiple languages. A shorter version can also be created and printed in an $8\frac{1}{2}$ " x 11" format. Schools and nonprofits can also create stories.

Members can create two stories in English and as many as they desire in multiple languages. If students have already created a story, they can repurpose it by adding enhancements.

Student groups can also create landing pages (i.e., virtual yearbooks) for all their noncurricular clubs and teams. This will help them better connect with others who share the same interests. For additional exposure, students can post their stories on the landing pages of Nonprofit Legacy Partners or Business Legacy Partners that accept stories. Creating stories will help them showcase their research and writing skills when they apply to postsecondary schools or enter the highly competitive job market.





Upon registering for AA, students receive a free subscription to our SLN until their class graduates; community members get a free subscription for three months. This enables them to get discounts on goods and services from our program's business partners. After their trial period ends, students and community members can extend their subscription for \$4 per month, cancellable at any time, to continue receiving the discounts; 77 percent of their subscription fee is donated, as unrestricted funds, to a school of their choice or to its district if the school is not registered for AA. Students and community members will likely continue to subscribe because they should gain more in discounts than the cost of their subscription. If a member does not subscribe to the Social Legacy Network, their lifetime membership in Americans All is unaffected. They can continue to create and publish stories and take advantage of existing and future program benefits.

Nonprofit Legacy Partners (NLPs) join AA for free and can host stories created by their members or associates on their landing pages. In addition, they can create stories about themselves—in multiple languages—on our Heritage Honor Roll to help them share more information on their entity and/or its founders. These NLPs can be

organized as a corporation, an association or an LLC, or they can be a group of individuals who share a common identity, purpose or mission.

Schools and other education organizations are a special category of NLPs. Their membership gives them a turnkey fundraising tool, and they or their agent can receive 77 percent of the revenue generated from Business Legacy Partner members as unrestricted funds. When they register for AA, schools must indicate whether they will allow stories to be published on their landing page(s). Schools can create and publish stories about themselves—in multiple languages—on our HHR to help them connect better with their diverse communities. Schools also should encourage as many students as possible to register for AA, thus creating a membership base for our business partners. We do not share or sell member information, nor do we provide curriculum resources or teacher training. However, our storytelling tool can be used to enhance students' research, writing and communication skills.

BLPs pay an annual membership fee of \$98, of which 77 percent is donated to a local school or its district as unrestricted funds. They create landing pages—in multiple languages, if desired—to offer SLN subscribers discounts on their goods and services. These landing pages can also host the stories of their employees, clients or customers to give these stories greater exposure and to create or expand an affinity group. In addition, local businesses can create and publish stories about themselves on our HHR—in multiple languages—to help them better connect with their communities.

Businesses can benefit because stories directly impact emotions, and emotions rather than data change behavior and frequently determine decisions to buy. Good storytelling builds trust and connections. It influences people to believe in the products upon which they depend every day and encourages them to become customers and clients. Most businesses spend about 5 percent of their sales on marketing programs, and our program offers them a way to get a higher return on investment on part of that expenditure.

For example, a restaurant could offer a member a beverage or an appetizer for free or at a reduced price, such as it does during a happy hour. This would save SLN subscribers more than their monthly subscription fee, and it would be an inexpensive marketing strategy tool for the restaurant—a true win-win.

In addition, the new generation of entrepreneurs is more likely to create a side business. In fact, Millennials and Gen Zers are 188 percent more likely to do this than Baby Boomers or traditionalists (SalesForce, 2019). Social media is a preferred favorite for small business owners. In fact, 64 percent of surveyed small businesses use social media in their marketing (The Manifest, 2019). The same study showed that nearly all small businesses advertise, and they rely on digital as an advertising medium because they can target their customers in a more effective manner. Our program reinforces this approach.







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Benefits of Americans All for High School Students

High school students are one of the main beneficiaries of Americans All, a nonprofit community outreach and empowerment program. Although not designed to supplemental curriculum, its storytelling tool enables students to enhance their research, writing and communication skills. This feature makes our program extremely valuable for non-curricular programs and extra credit projects, which can help students gain a more well-rounded education. Research has shown that fewer than half of high school students believe they are adequately prepared for college and careers.

Students will need to register for a free lifetime membership in Americans All. We only collect their names (or initials) for use on their membership card. We also collect their email address, which they need to log in to the program's website and which the program uses to identify members. Finally, we collect their Zip Code, which enables our business partners to know how many anonymous members we have in each geographic area. Moreover, We do not share or sell any contact information, do not accept advertising and do not use pop-ups or any form of Al.

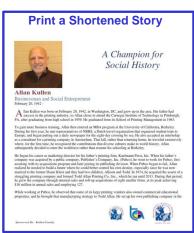
This registration enables members, at their convenience, to create and publish a story, in multiple languages if desired, on our Heritage Roll. The 2,000-word story can be augmented with photographs, images and hyperlinks to audio and visual media; part of the story can be password protected. A 500-word story can also be created and printed in an 8½" x 11" format.

Because students may be below age 18, they should gain parental or guardian permission to create and publish a story; this will help ensure they do not unintentionally post information that should not be shared. Stories can be autobiographical or created to honor a family member or an individual or a group important to them. The story could also be used to honor a family pet and explain how owning the pet has contributed to the student's growth.

Students' membership also includes a free subscription to our Social Legacy Network (SNL), which enables them to access discounts on goods and services from our business and professional service provider members. The trial subscription ends when their class graduates. Students can continue receiving discounts for a subscription fee of \$4 per month; 87 percent of that subscription fee is donated to a school of their choice. Even if students opt not to join the SLN, they still maintain their lifetime membership in Americans All, which enables them to create stories for our Heritage Honor Roll.

Businesses pay a membership fee of \$49 each for 6 months; 77 percent of this membership fee goes to a school of their choice. We anticipate that the discounts our Social Legacy Network subscribers receive will far exceed their monthly subscription fee.







In addition to being published on our Heritage Honor Roll, stories can be posted on the landing pages of our businesses and nonprofit Legacy Partners. As nonprofits, student teams and clubs can produce their own landing pages, thus creating virtual yearbooks. Landing pages are electronic, so they are easy to access and update. This will help keep members of each team or club current on the activities of their classmates.

Stories can also help students remain connected and increase their sense of community. Helping others create and publish a story also demonstrates to prospective employers and postsecondary institutions a student's character and appreciation for the value of volunteerism.

Storytelling can also be a wonderful bonding experience that builds empathy, compassion and understanding. By helping others less skilled in the art of writing and the use of technology to incorporate images and recordings into their legacy stories, a student can earn student service learning credits.

Moreover, by working with their parents/guardians, students can gain intergenerational knowledge of their family's history. This knowledge is associated with positive mental health and a sense of wholeness, well-being and belonging. In today's socially segregated and increasingly diverse America, investments in belonging are more urgent than ever. When one belongs, they feel emotionally connected, welcomed, included and satisfied in their relationships.

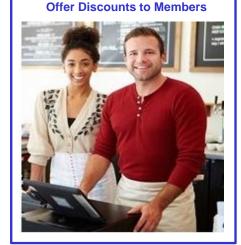
Finally, by sharing stories, we can all recognize the contributions of every individual, reinforce the values of diversity and respect, and promote tolerance, acceptance, empathy and understanding. This can help our increasingly polarized communities and nation focus on their commonalities rather than their differences.



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Contact with the Howard County Procurement Office



Office of Purchasing 10910 Clarksville Pike Ellicott City, Maryland 21042-6198 (410) 313-6644, fax (410) 313-6789

May 31, 2023

People of America Foundation Attn: Allan Kullen 7723 Groton Road Bethesda, MD 20817

Re: Fundraising Application

Dear Vendor:

Thank you for your interest in providing your fundraising services to our schools. I am happy to inform you that your company has been approved to participate in fundraising activities with Howard County Public School System as specified in the Fund-Raising Policy 4020 effective July 1, 2020. A copy of Policy 4020 is attached for your review.

To arrange for fundraising events in the schools, you must contact the school directly. A list of approved fundraiser vendors is accessible by the schools via our website. Your company's name has been added to the approved list of vendors.

Please note that this approval is valid until 6/30/2026 and will need to be renewed at that time.

Sincerely,

Robert Bruce

Robert Bruce
Director of Procurement and Materials Management

Attachment: Policy 4020

cc: File

Contact with the Howard County HCEDA

Hi Allan,

Thanks for sending over this information and for thinking of us to participate in the Americans All program. It certainly looks like an incredible opportunity for the county.

Can you share with us what level of involvement you envision from HCEDA regarding a potential partnership? I'm cc'ing my colleagues, Chuck Bubeck (Exec Director of Maryland Innovation Center, our startup incubator as part of HCEDA) and Doug Holly (Entrepreneur in Residence for the MIC). I believe we are the best contacts for this but will be happy to connect you with others on our team as we determine more details around the potential partnership with HCEDA.

I'm also wondering if this partnership should take place between AA and Howard County Public Schools (HCPSS). Have you been in touch with anyone there? Happy to connect you.

Thanks,

Aphaia Harper
Strategic Engagement Manager
Howard County Economic Development Authority
aharper@hceda.org, 410-313-0573

Re: Update on Americans All

Harper, Aphaia to me. Chuck

Fri, Jul 21, 2023 at 12:26 PM

Hi Allan,

I understand you've been reaching out via phone this week and have spoken with my colleague Jillian Joseph.

I wanted to reach out to touch base and reiterate our warm congratulations on the progress you have made in the last year for Americans All. We are not looking to set up a profile on the site, but will continue to support informally.

Thank you and take care,

Aphaia

APHAIA HARPER

Associate Director, Maryland Innovation Center Howard County Economic Development Authority 410-313-0573(Office) 6751 Columbia Gateway Drive, Suite 300 Columbia, MD 21046

www.hceda.org

aharper@hceda.org,

Contact with the Howard County Partnership Office

Hi Allan,

I heard back from our Curriculum Office and learned that they are not interested in partnering because we already have a program in place that meets similar objectives. The existing program is called Story Strong. When we find that a potential opportunity is not possible, we try to offer other ideas that may be helpful, which is why I listed some plan B thoughts.

PTAs - If you are looking for contact information for high school PTAs, please see this link for the listing of all high school websites - <u>Schools – HCPSS</u>. Once you click on a school's website, scroll down to the bottom of the homepage to see a link to PTA information. For PTAs, they are separate organizations that have their own procedures. They do not typically need to contact our office; however, if they mention the need to reach out to us, you can refer them to me.

Clubs - Certain school clubs may be interested in your program. To get information about the various clubs at each high school, please see this link for the listing of all high school websites (this is the same link as the one listed above) – Schools – HCPSS. Once you click on a school's website, look under Student Life, Activities & Clubs for the listing of clubs. Each club should have a point of contact listed on the school websites. They are typically teachers who are serving as advisors. Those are the contacts you should be reaching out to.

If you find a potential match with a particular extracurricular club or PTA, please reach out to the point of contact directly.

Community News & Programs Page - Nonprofit organizations can distribute information through the school system by requesting that it be posted on the HCPSS Community News & Programs page. If you would like to share information about your programs with the public, please submit a post by clicking on the *Add your Program* link at the top of the page. For questions about this page, please contact publicinfo@hcpss.org.

HC Historical Society - I encourage you to continue working with the Howard County Historical Society.

HoCoPoLitSo - You may want to look into <u>HoCoPoLitSo</u> to see if they would be interested in a partnership.

Priscilla Reaver
HCPSS Partnerships Office
Priscilla Reaver@hcpss.org, 410-313-6865

https://community-programs.hcpss.org/2023-08/americans-all



Home Add your program

Americans All

Organization

americansall.org

Ages

High school, Adult

Americans All provides a multipurpose storytelling tool that helps leaders improve the mental, social, and economic health of their students. It can support and connect students, community members, nonprofits, schools, and local businesses. The program is nonpartisan and risk-free for all participants.

Students receive a free subscription to our Social Legacy Network until their class graduates, and can get discounts on goods and services from our program's business partners. Schools receive a turnkey fundraising tool, and receive 77% of the revenue generated from our Business Legacy Partner members as unrestricted funds. Schools can publish stories in multiple languages, on themselves, to better connect with their diverse communities.

Location

7723 Groton Road, Bethesda, MD 20817, United States

Cost (if applicable)

The program is free for all high school students until their class graduates and is also free for all schools. It is also free for all community members for one year.

Categories

Afterschool and Camps, Culture/Diversity, Other

Contact Information

Name: Allan Kullen

Email: allantapco02@gmail.com

Phone: (301) 520-8242

More Information

https://www.americansall.org

Howard County Public School System 10910 Clarksville Pike Ellicott City, MD 21042 Main Phone: (410) 313-6600 Staff Directory | Inclusivity & Accessibility











Contact with the Howard County Historical Society



HCHS Director director@hchsmd.org

Fri, Jul 7, 2023 at 2:56 PM

To: Allan Kullen <allantapco02@gmail.com>

Hi Allan,

Thank you for updating me on your progress with Americans All. As I mentioned in our call, I believe this is an ideal program for the entire county to implement. Our Historical Society provides access to materials that aid in historical exploration, research and discovery for all ages and cultural groups. Continuing to add stories about those who have been instrumental in our county's growth is clearly part of our goal and this initiative would give us another vehicle to engage with students to do so.

I am pleased that your foundation recognizes that life stories are central to one's sense of self, of the social world they inhabit, and that knowledge of one's family history is associated with positive mental health, wholeness, well-being and a sense of belonging. As educators, we all share in that mission, especially in these times where our nation has become divided in so many ways. That environment can be especially troubling to our youth as they recover from the disruption and isolation created by Covid-19. Participating in activities that involve storytelling can help them feel more emotionally connected end welcomed.

By offering another way for our businesses to connect with our schools adds another dimension to the value that Americans All brings to our county. Our schools need access to unrestricted funds and this provides an ongoing way to achieve that goal.

Designing a program that will be owned by the county is a great concept. Let's plan on sitting down soon to discuss the specifics on how we can maximize its value to Howard County and the Howard County Historical Society.

Best wishes and let's talk soon, Mark



Mark J. Stout, Ph.D. Executive Director, Howard County Historical Society

Phone: 410-480-3250 https://hchsmd.org

https://www.facebook.com/GoHoCoHS

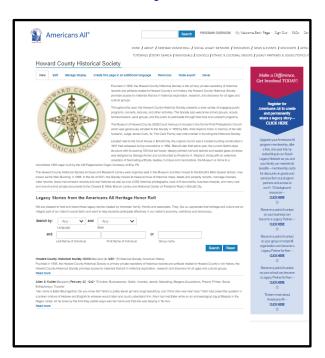
To view the pages on our website created by the Historical Society, see below:

Heritage Honor Roll <u>americansall.org/node/564992</u> Legacy Partner page <u>americansall.org/node/566566</u>

Howard County Historical Society



To view this page, visit americansall.org /node/564992



To view this page, visit americansall.org /node/566566

Howard County Community Service Partnership (CSP) Program

Allan, October 2, 2023

It was wonderful to meet you today and hear about the work that Americans All is launching in the community. <u>@Eisenreich, Kimberly A.</u> (Local Children's Board) and <u>@brooke.mccauley</u> (Howard County Library System), thank you for joining us for this conversation.

I am excited to hear how the pilot rolls out. Thank you for the work you are doing and for engaging us.

Best, *Megan*

Megan Godfrey Jackson, CSP Manager (*she/her*) Community Service Partnership (CSP) Program Office of Community Partnerships 9830 Patuxent Woods Drive, Columbia, MD 21046 410-313-5996

The Department of Community Resources and Services provides vital human services through its offices of ADA Coordination, Aging and Independence, Children and Families, Community Partnerships, Consumer Protection, Disability Services, Human Trafficking Prevention, the Local Children's Board, and Veterans and Military Families

Community Service Partnership Program Webpage

The information contained in this email is intended only for individuals or entities to which it is addressed and may contain confidential and/or privileged material. Any review, retransmission or other use by persons or entities other than the intended recipient is expressly prohibited.

Contact with the Montgomery County Volunteer Center



VOLUNTEER RESPONSE TO COVID-19

https://montgomerycountymd.galaxydigital.com/agency/detail/?agency_id=77983

> Organizations > People of America Foundation

People of America Foundation

BECOME A FAN

Who We Are

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Beginning in 1989, Americans All (AA) was one of the nation's first education nonprofits to provide K-12 schools with multiple-perspective, diversity-based, supplemental social studies <u>classroom resources</u> as well as activities for English Language Arts programs. After <u>nine pilot</u> programs, our resources were distributed nationwide to more than 2,000 schools and libraries. However, as our nation became more politically polarized, we needed to offer a program that would be accepted by as many schools and students as possible.

Although many of our resources are still useful in academic areas, especially our <u>Ellis Island Simulation</u>
<u>Workshop</u> and our <u>Photograph Collection</u>, we repurposed two of the major components of Americans All—our

Heritage Honor Roll and Legacy Partner landing pages and used our storytelling tool to create a unique.

community Hi Allan. 10-25-23

activities, at Thank you so much for taking the time to update your greater and

organization page on the Volunteer Center website!
Your organization is all set in terms of its MCPS SSL status.
Please remember to follow our MCPS SSL guidelines for inperson service.

(https://www.montgomeryschoolsmd.org/departments/ssl/pages/nonprofit.aspx)

Thank you so much again for providing our students with valuable opportunities

to engage in service learning, and have a wonderful rest of your week!

Donna Kleffman, Coordinator

and gain future program benefits by subscribing to the optional SLN for only \$4 per month. Members will not be automatically billed and can cancel their subscription at any time and no credit card is required to be put on file for the free trial.

What Volunteers Do

To accomplish this, we are in the pilot phase of implementing the AA program in three Maryland counties and in DC. (We will add PTSAs shortly.) Students participating in non-academic school activities can demonstrate their appreciation for the value of community service, create virtual yearbooks for their clubs and teams, and publish well-written and documented research. They are connected to local businesses through our unique storytelling tool which also produces a turnkey, revenue-generator for their schools and communities. Using lessons learned, we will expand the program to other Maryland counties and then to the nation. We provide students with an opportunity and a vehicle to use storytelling to:

- Learn how to use concise language and enhancing stories with photographs and other media. Students can record important
 events and memories as well as share their pride in their ethnic and cultural identity.
- Publish a legacy story on our Web-based <u>Heritage Honor Roll</u> to ensure the significance of a lifetime will not be forgotten and enables students to have a permanent and an accessible social media presence that truly describes who they are.
- Utilize storytelling as a wonderful intergenerational bonding experience that builds empathy, compassion and understanding.
 Help others less skilled in the art of writing and the use of technology to incorporate images and recordings into their legacy.
- stories, a student can earn <u>service-learning</u> credits.

 Helping others create and enhance a story also demonstrates to prospective employers and postsecondary institutions a
- Helping others create and enhance a story also demonstrates to prospective employers and postsecondary institutions a student's character and appreciation for how volunteerism benefits a community.

Click here for tips on "How to create a legacy story."



Causes



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Contact

- 7 1-301-982-5622 ext. none
- 1-301-365-4069
- akullen@americansall.org
- Allan Kullen

Location

- 7723 Groton Road Bethesda, MD 20817
- None



Links

Initial Contacts with the District of Columbia Partnership Office

Beginning in 1989, Americans All was one of the nation's first education nonprofits to provide K-12 schools with diversity-based, supplemental social studies <u>classroom</u> <u>resources</u> as well as activities for English Language Arts programs. The DCPS was one of the major pilot sites for the program and we conducted many presentations and intensive teacher training workshops there until 1994. To learn more about that initiative, click here or go to <u>americansall.org/page/dcps</u>.

DCPS, OTL (DCPS)
To me, DCPS

Thursday, October 13, 2022 11:31 a.m.

Hello Allan,

After reaching out to several Central Office teams, I am told that we do not have a large-scale plan for something like this as of yet and they would recommend that you handle this individually. These relationships will have to be established and funded by each school you intend to have to participate. Please contact each Principal directly. I hope this helps.

Kachinah Boffett, 202-442-4469)

DCPS.Partnerships@k12.dc.gov; DCPS, OTL (DCPS) otl.dcps@k12.dc.gov

DCPS, OTL (DCPS)
To OTL, me

Thursday, October 13, 2022 11:54 a.m.

Hi Kachinah,

Thank you very much for following up on my request. The input from your Central Office is consistent with that of other jurisdictions and the recommendation that I contact each principal directly is very helpful. Naturally, I will keep you in the loop as we move forward in the school system.

Best regards and stay safe,

Allan