

**USA VALUES, LLC**  
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To the Executive Director of Minority Groups and School District Leadership:

In this proposal for the function of **First Things First Community Engagement & Communications** you will need to find a person who believes in first things first solutions to the education gaps being trumpeted in the public schools. That person should be well suited to assist your culture / community as it works first things first to eliminate the education gap in the short term and then the poverty gap. As it relates to corporation and business engagement you will be interested in the refinement of the pay for results and venture collateral model to move the spending on at risk children and mothers to earlier and redefine it as first things first for a huge return.

Who besides you can vision the planting everywhere of Early Reading Skills Delivery-carried as first things first where 100% of the children are delivered ready? Every expectation for the K-12 system changes; every culture / community issue changes; positive expectations far exceed the negative; and, attention and activity to this first things first delivery point is the **SPOT** that can be funded with money already in the system. **Do you want to be the middle calling the ends to spend on this first spot focus?**

We are almost certain the following refinement linking to your culture / community issues has potential to become a part of your plans for the future. Your issues with the gap are complex yet straight forward in the sense of what must be done first things first. We need to talk about how to get started. It is now time to functionally intrude on the governments, schools, moms, children and businesses so that your culture / community unit becomes **100% certain** the children are ready to read, count and understand positive expectations when they start kindergarten. Your design, not ours, will catch you up to the real high quality requirement and belief that your families, children and mentors have no choice but to be really ready to read. This injection of reform does not need "superman" at the first spot.

Nothing will reach 100% of the at risk children with ready to read skills if Culture / Community and Districts do not work together with first things first earlier deliveries. This is asking everyday citizens to vest in reasonable wired outcomes, reach deep if necessary, be creative, and set up outcomes to be defined by what our children will accomplish. Speak the truth – Preschools, child care, Head Start and mentoring often work on but do not always deliver high quality early reading skills. The concept of first things first constraint removal as an education issue of the whole 100%, to also benefit

the whole system is missing, is simple, and is important but not popular. This is a costly miss by our public, education, leaders, experts, reporters and commentators. Help is needed to say first things first in an acceptable voice to the community, education sector and it's vendors. Follow the money to see that the issues of common core standards, choice, testing, teachers, QRIS, top down reforms and other issues are presently first things first.

Wish with me that the 100% delivery of the most at risk to kindergarten ready had the first things first attention. **We are asking you for mutual conversations.** After all, proficiency of the most at risk and the teachers have almost universal local appeal in the day to day grassroots systems where high quality early reading skills are being funded, or not, without requirement and accountability to the money already in the budget.

First things first thinking could be used in decision making -- just simply get the bottom half of the bottom half at risk children, defined by mom who knows best, ready to read for the local kindergarten. Stress and scramble the grassroots on this spot. Early start what is most important from high quality Montessori and others. The love of the children should dictate the action. Call me for the link. Do the most important, and the rest of the issues will look different after 100% early reading completion for the district. The money to do this is plentiful for the cultures / communities. The cultures are vested in the state law to reach and use the money to join what is still the middle class.

- Search the education laws already on the books to find the money provided to the culture.
- Cause the use of Title I funds on the age 0-6 children (earlier).
- Cause the use of Special Education funds to earlier.
- Cause the use of community funds to earlier
- Cause district bridge loans collateralized by the likes of the "Fortune 1000", if needed.
- Cause Societal Equity Spending all the way to the use of state owned banks, if required.
- Create Early Reading Skills Delivered for a Ringing Advantage (ERSD-RA). Right now (as we speak) this is being defined as high quality for the money.
- Create the increased individual present value of positive expectations from pre-k (PVofPE-Prek) and leverage change from district -first things first right the first time- innovation and savings.
- Know there are hundreds of products and manufacturing businesses that could support the local culture / community age 0 to 6 when the solid customer base is projected.

The concept of respect for intrusion actually flows from the concept of responsibility for literacy is first things first freedom and democracy (an ownership attitude is an equity attitude).

- When first thing first is identified properly it will generate a true ROI for those vested in local effort.
- The ROI projected as a positive expectation on the district, mother and child will monetize the effort.
- First things first right the first time simply **defines the undisputed-** 1) what to change, 2) what to change to, and 3) how to cause the change within the vested interests.
- Reformers should not be able to propose something that is disputed (not first things first). So don't let them!

The concept that pre-k spending might not be rewarding is totally debunked with a real completion focus on 100% of the local at risk population of mothers, age 0-6 children, community leaders and school district change is aligned into the K-12 system.

Best regards,

***Early Reading Skills Delivered - Ringing Advantages***

Thomas Wolfgram President- USA VALUES, LLC