

Winter 2007

MIND Institute INSIGHTS



Paul Folino, Bill Habermehl, Henry Samuelli with Ted Smith

Chairman's Message

Ted Smith, Chairman, MIND Institute

The Tipping Point

The MIND Institute is beginning to make a substantial impact, in California and nationally, on the face of education. We increased the number of students in our program from 20,000 to 36,000 in 2006, creating a strong foundation for further growth and visibility.

In 2006, sales, with strong district-level purchases, exceeded our Business Plan. Funders also showed confidence with renewed and increased generosity—again, exceeding our plan. National level educators continue to take notice of our spatial-temporal approach to learning, evidenced by our presentation to the National Mathematics Advisory Panel.

Matthew Peterson and his engineering team are making great strides in the development of an 8th grade curriculum called *Algebra Readiness*. They are also improving the scalability of our software system—activities generously funded by Cisco Systems Foundation. Our School Support Team is utilizing new and more effective tools to help teachers maximize our powerful curriculum.

This year could be the “tipping point” in expansion. We are encouraged by district-level selection of our program at the Cypress-Fairbanks District in Texas, and Long Beach and Montebello Districts in California. At the end of 2006, 200 schools had contracted to use ST Math—double the number in 2005. More importantly, outstanding student results from our new schools, such as Huff Elementary, near Chicago, and St. Martin Hall in San Antonio, Texas, provide the inspiration to push further so that math success will be a reality for many more students.

Many of you continue to help us reach our goals. Our 2006 Awards Dinner was our highest grossing yet, and I thank all of the sponsors, hard-working committee members and community leaders who contributed to its success.

We look forward to working with you and educators to bring math literacy to young students throughout California and across the country.

Visualizing Math Success Nationwide

MIND Institute success stories are already happening in our newest schools outside of California. Two great examples, for which we are exceptionally proud, are Huff Elementary in District U-46, Elgin, Illinois and St. Martin Hall in San Antonio, Texas.

THE HUFF ELEMENTARY STORY: FROM STATE SANCTIONS TO ACADEMIC SUCCESS

In 2002, fewer than half of Huff students performed at grade level on the annual battery of state tests. By the start of the 2004–2005 school year, Huff had failed to meet state standards for five consecutive years and faced severe state and federal sanctions. One more year of failure to meet federal Adequate Yearly Progress goals would have put the school on a path to closure.

In 2004, the challenge was increased by the district's redrawing of attendance boundaries, increasing underachieving minority and low-income student populations to more than 90 percent.

Believing all students can learn—but knowing that curriculum and instruction changes must be made to meet the needs of a diverse and under-performing population, Principal Shawn Smith and his dedicated staff implemented the ST Math™ program to help close the achievement gaps.

In just one year, Huff:

- Raised the percent of all students proficient in math from 51 percent to 80 percent — a 29 percent gain
- Raised the percent of English Language Learners proficient in math from 42 percent to 75 percent — a 33 percent gain
- Achieved 89 percent proficiency at grade 4



“ST Math+Music was vital in our efforts to reduce the wide achievement gap between native English speakers and students with limited English skills,” according Dr. Shawn Smith, Principal of Huff Elementary. “I hope Huff can serve as an example that all kids can achieve, regardless of ethnicity or economic status. I’m unwavering in the belief that demographics can provide challenges but should not be a hindrance to learning.”

THE ST. MARTIN HALL SUCCESS STORY: PROVIDING EQUAL OPPORTUNITY TO LEARN FOR ALL STUDENTS

In 2005, frustrated by persistently low math test scores and the failure of other programs to raise them, Linda Lang, Principal of St. Martin Hall, and her staff decided to implement the MIND Institute's research-based program at grade 2.

After just one year of using ST Math+Music, the percent of students in the grade 2 cohort scoring above the 50th percentile on the 2006 Stanford Achievement Test (SAT 10) rose to 94 percent — an increase of 44 points from their 2005 50 percent baseline.

Every participating student also significantly increased scores on each of the two SAT 10 subtests — with average gains of 63.7 and 70.7 points respectively in Mathematics Procedures and Problem Solving. Among the highest gains were those of St. Martin's learning disabled students.

“Our learning disabled students have done so well that they are not requiring the assistance of a special education teacher. This really helps with inclusion of these students in regular classes,” says Linda Lang.

Based on this 2006 success, ST Math+Music is now an integral part of St. Martin Hall's math curriculum in grades K-5.





Yamaha / MIND Partnership

Schools looking to participate in Yamaha's Music in Education program, which consists of networked piano keyboards for the classroom, will now also hear about MIND's ST Math software to maximize the benefits to math success. Through coordinated outreach efforts, such as appearances at trade shows and co-hosting events, this partnership raises the visibility of ST Math and expands MIND's audience.



Dr. Matthew Peterson

MIND Institute Presents to National Math Panel

The MIND Institute was one of only three education technology companies, along with the prestigious trade organization the Software and Information Industry (SIIA) Association, invited to the U.S. Department of Education's National Math Panel hearing last November. Dr. Matthew Peterson delivered testimony to the panel, comprised of the nation's leading math influencers, at Stanford University.

Dr. Peterson supported SIIA's testimony that technology is critical in helping students improve their mathematical understanding and achievement. He shared his research on how MIND's language-independent teaching method, using technology, dramatically improves students' mathematics test scores and overall achievement. The research is fully documented in his research paper, "Non-Language Based Instruction in Mathematics."

"Presenting MIND's research to the U.S. Dept. of Education's National Math Panel was an amazing opportunity to raise national awareness of our visually based method for teaching mathematics," says Dr. Peterson. "With recognition at the national level, MIND could play a vital role in the future of mathematics education."

For more information on the Panel, visit www.ed.gov/about/bdscomm/list/mathpanel.



Andrew with Simon the African Penguin at the National Aviary in Pittsburgh.

5 + 5 = Paradigm Shift

by Andrew Coulson, President, Education Division

Five years ago, the MIND Institute launched the Education Division. Since that time, our talented team has expanded the original program from one grade to seven and grown the number of students served ten-fold.

It might seem that the ultimate goal is to improve math scores. And, indeed, students and schools have seen dramatic improvements. However, as our co-founder **Dr. Gordon Shaw once said, "Just passing a standardized math exam without actually mastering the math is not sufficient for opening the door to the high-tech world."** Getting 75 percent right on a multiple choice exam is not sufficient for a global competitor.

But a student who can draw an accurate picture of a concept and see how problems are solved over multiple steps has an advantage. This also gives teachers an excellent opportunity to reinforce student understanding. For example, students write journals about how they help JiJi win math games. "It was challenging," students say, and "it was fun." Their success breeds confidence in problem-solving – another huge advantage.

My friend and long time MIND Institute board member Mike Lefkowitz gives some added context to our focus on mathematics at MIND. He researched origins of the word "Mathematics" in three ancient languages. In Greek, mathematics translates to "learning" (Webster's). In Pharsi, the word for math translates to "reasoning." And in Hebrew, it derives from the same root as "thinking." What, then, is the ultimate goal for our students? To **learn how to think and reason** – these are the skills that will truly open doors in the 21st century world. As Alvin Toffler, the famous futurist, said – "the illiterate of the 21st century will not be those who cannot read and write...but those who cannot learn, unlearn and relearn."

People overestimate how much can be accomplished in one year, but underestimate what can be achieved in ten. The MIND Institute's revolutionary technology has produced dramatic results for students from every background. I predict that five years from now, the impact of our work – supported and communicated by everyone who is reading this – will be to spearhead a profound change in how our children learn. **This is what Paul Folino, Executive Chairman of Emulex and a major supporter of the MIND Institute, refers to as the "paradigm shift in education."**



Hands Down Our Largest Order Ever

Cypress-Fairbanks Independent School District (CFISD), which serves the greater Houston area in Texas, recently purchased the MIND program for second graders in 13 elementary schools. The Cypress-Fairbanks purchase is the single largest order in MIND Institute history. MIND, having first introduced the ST Math+Music program to schools in Texas in 2005, is now serving 19 schools in this district and more than 40 schools throughout the state.

Located in Harris County, CFISD is the third largest district in the state and one of the fastest growing districts in the nation. The district covers a small portion of Houston, the city of Jersey Village, and other unincorporated areas in Harris County. The National Center for Education Statistics reports more than 86,000 elementary students in the district; 33 percent are considered to be low income; 14 percent are English Language Learners. At 15 schools in the district, third grade students are testing at more than 30 percent below the top schools in math; an additional 25 CFISD elementary schools need special attention.

Melanie Del Grosso, 21st Century Coordinator for Bane Elementary School states "ST Math motivates students by providing standards-based lessons disguised as challenging, technology-based games."

ST MATH PERFECTLY MOTIVATES STUDENTS BY PROVIDING STANDARDS-BASED LESSONS DISGUISED AS CHALLENGING, TECHNOLOGY-BASED GAMES.

Melanie Del Grosso, 21st Century Coordinator for Bane Elementary School

Mrs. Del Grosso also expressed "ST Math is perfect for our school, where many students are still in the process of learning English. The program celebrates their ability to use the universal language of mathematics while gradually introducing them to vocabulary. The ST Math teacher console allows teachers to quickly and accurately check student progress and evaluate which students need more individualized attention. Reports are quick to access and easy to read."



Awards Dinner 2006

The third annual MIND fundraiser, held on November 10, 2006, was a huge success with 500 guests in attendance. Thanks to remarkable sponsorship – in particular from Platinum sponsors Microsemi Corporation, Jim and Sheila Peterson, the Samueli Foundation and Tim and Jean Weiss – the event raised a record-breaking \$470,000 to help bring the program to more students in the upcoming year.

Three principals – Pat Miller of Butterfield Ranch, Doris Robinson of Bryant Elementary and Dr. Elaine Keeley of Perry Elementary – and two teachers – Gayle Nadler of the Multicultural Learning Center and Nelda Alvarez of Eader Elementary – were recognized for outstanding implementation of the MIND ST Math+Music program in their schools, their commitment to education and students, and for remarkable improvements in math scores. Two students – Susana Herrera of Lugo Elementary in Lynwood and David Lee of Fern Drive Elementary in Fullerton – were also honored for their academic achievements and exemplary leadership among their peers. Paul Folino, Executive Chairman of Emulex Corporation, received *The Gordon L. Shaw Lifetime Achievement Award* for his stellar contributions to education and the community.



Many thanks to this year's honorees, sponsors and volunteers.



Paul and Daranne Folino



Maureen and Emil Brolick



Susana Herrera and David Lee



Sheila and Jim Peterson



Bill and Pat Podlich



Ellie and Mike Gordon



David Horowitz and Michelle Mun



Patricia Beckman, Kris Elftmann and Victoria Collins

New MIND Donors in 2006*

The William C. Bannerman Foundation
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*\$1,000 and above

The MIND Institute thanks these donors, and all renewing donors, for their support of our educational programs and research.



Dr. John Sawyer with MIND Board Member Roberta Jenkins

MIND Reaches the Midwest

With the success at Huff Elementary in Elgin, Illinois and a new school in the Chicago Public Schools District (Kohn Elementary), MIND has recruited Dr. John Sawyer as Senior Account Executive for the Midwest Region. Dr. Sawyer has volumes of educational experience and was recently the Superintendent of Schools for the North Chicago Community Unit School District 187. He also has many years of experience selling educational software in the K-12 market. With a Doctorate of Education from Texas Southern University, MA from University of Chicago, and BA from Chicago Teachers College, John is no stranger to the classroom. Welcome, John, and Go Cubs!

Please save October 26, 2007 for the 2007 Awards Dinner!



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MIND[®] Institute

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- According to the 2005-2006 Teacher and Principal Survey:
- 96 percent say ST Math has increased the interest or enthusiasm of students for mathematics
 - 83 percent say ST Math has improved students' performance on math tests
 - 58 percent say ST Math+Music allows them to cover textbook concepts and lessons more quickly in the classroom
 - 96 percent rate the level of overall support, which MIND provides teachers and their school, "Good to Excellent"

The MIND Institute is experiencing a phenomenal 90 percent renewal rate, thanks to MIND's outstanding customer service and support. This dedicated support team is headed by Director **Tina Earl**, who has been with MIND since its inception. Other members of the team include: **Wendy Fan, Laura Hanson, Cliff Ingram, Victor Limon, Eric Sbar, Andrew Sutton and Cynthia Watson**. To reach a member of the Staff Development and Support Team, please call 888.751.5443, ext. 238 or email us at support@mindinstitute.net.

MIND Loves Teachers and Teachers Love MIND



"It's great to see students excited about going to the computer lab and working with Jiri. Jiri is a big incentive for the students and they seem to feel the need to do well with this program."
"My rep has been very helpful. She is always there when I need her, and she knows MIND inside out. She is an excellent support person."
"It's a superb program, and you take input from teachers for improvement."
"One of the best in my 30+ years in education!"

Cisco Systems Foundation Awards Large Gift to Mind

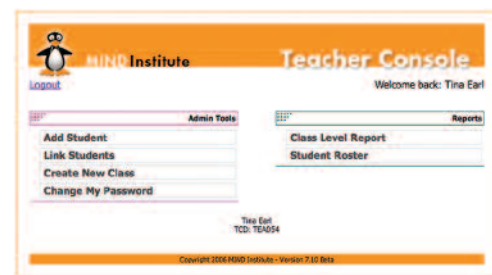


If anyone recognizes the need for creative problem solvers and innovative thinkers in today's workforce, it is a world leader in networking technologies. That is why Cisco Systems Foundation, funded by the San Jose-based Cisco Systems, Inc., recently awarded \$376,000 to the MIND Institute to further enrich the nonprofit's award-winning software, ST Math™.

The Cisco Systems Foundation grant, which represents a strategic investment in MIND's math education technology, will help enhance the standards-aligned ST Math program and develop additional tools and resources for teachers. The ultimate goal is to better position MIND to effectively and efficiently help hundreds of thousands more young students boost their math proficiency in preparation for 21st century careers.

"The Cisco Systems Foundation is proud to assist in expanding a program that has demonstrated its effectiveness in raising math test scores and has the potential to scale nationally," comments Mike Yutzenka, Executive Director, Cisco Systems Foundation. "We want to ensure that youth in this country have access to education that allows them to become proficient in math and problem-solving. The MIND Institute's program produces young people capable of innovative thinking who are needed to help fuel the global, high-tech economy."

Established in 1997, Cisco Systems Foundation is dedicated to investing in organizations that provide long-lasting impact on a local or global scale. In addition to its most recent donation, the foundation contributed to MIND's growth over the last two years. An initial \$50,000 grant in 2004 enabled MIND to provide its program free-of-charge to Reach Academy in Oakland and Diamond Elementary School in Santa Ana. Cisco also donated \$89,000 in equipment to MIND, enabling expansion by vastly increasing the number of students that the MIND Institute's online system could support.



Screenshot of the new "teacher console," one of the enhancements made possible by the Cisco Systems Foundation.

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Mike Yutzenka, Executive Director,
Cisco Systems Foundation

"Cisco's support of the MIND Institute has been invaluable," says Ted Smith, MIND Institute Chairman. "This latest and largest investment from Cisco will enable us to continue to increase the number of students that master math and enjoy the sense of accomplishment and self-esteem that this success brings. With Cisco's investment and expertise, MIND can take the next step to truly maximize the potential of our program and address the challenges many educators face in math education today."

"With Cisco's support, we can introduce even more tools to make teaching easier and allow educators to focus on students who need help," says Dr. Matthew Peterson, MIND Institute Co-founder and Chief Technical Officer.