

From: Kinis, Aristia
Sent: Wednesday, November 19, 2014 5:14 PM EST
To: Hannum, Mark [REDACTED]
CC: Courtney, Samantha [REDACTED]
Subject: TJPF oportunities: Overview of February + Summer Options

Mark,

Following up on our discussion from earlier today, here is what I know, what I guess, and what I think (some educated combination of all three) regarding Tsinghua's February visit to TJ and the scope of summer opportunities that the PF would like to fund and/or collaborate .

February Visit

- **Background:** TJPF signed an agreement with Tsinghua University and Tsinghua University High School last June that outlined a \$1.2 MM donation by Tsinghua to the TJPF over four years. The first installment (\$300K) was paid last June, making them the largest campaign donor to date. The agreement made clear (with much input from lawyers) that the TJPF cannot legally contract on behalf of TJ or FCPS or FCPS staff. The agreement did not promise or guarantee anything (with much input from lawyers) but instead indicated that TJPF would try, to the best of its abilities to facilitate a cooperative relationship between Tsinghua and TJ that would be mutually beneficial to both groups, including "making best efforts to arrange visits (both to our campus and to theirs) and to facilitate sharing TJ practices and experience and philosophy. They want to establish and grow a long term relationship with TJ and ultimately, as their students advance, they hope that our students and their might learn from one another. In the meantime, they'd like to learn, if possible, from our faculty, educators and administrators.
- **Logistics:** It's not definitive, but Tsinghua is targeted a 10-day trip in early February. Roughly Feb 2- 10. They are likely to be a group of 6. I have made it clear that we (ie the PF and the TJ school staff) are not hosting in homes or not responsible for logistical things like transportation. At one point that was raised in an LD meeting, so I want to reiterate that's not the nature of the visit. They will likely be a group of 6 altogether.
- **Purpose:**
 - Visit (tour) labs, observe the work, and interact with LDs to learn and establish initial relationships that could eventually be continued via Skype, etc. They are most interested in the following areas: Astronomy & Astrophysics, Automation & Robotics, Computer Systems, Mobile & Web Application Development and Prototyping & Engineering Materials but they are 100% open to our recommendations, availability, bandwidth, and interest.
 - Learn about our research "program"how are students conducting research, how do we facilitate and encourage inquiry, experimentation, etc.
 - Learn about what makes for a good physical lab...lab design and equipment considerations
- **LD role and opportunity:** The PF would like to create paid opportunities during non-contract time (1-2 hours after school at school (or nearby) in a conference room, some (2-3) mid/upscale "dinners" that are both social and content driven, and then over the weekend) for LDs (and perhaps other select staff) to prepare brief "presentations" (or free associate in front of a white board) about TJ's model, their lab, or how they guide good student research, as well Q&A sessions. That said, to be clear, there will be some visiting and observation that occurs during the school day (similar to how we accommodate other groups) but we will limit disruption on teaching/learning and try our best to accommodate opt-out and any concerns over inconvenience, etc.

Summer Opportunities

1. **Student Research Institute** (HS level not MSTI). Paid opportunity for LDs. Roughly 4 weeks in July for students (TJers, FCPS and other regional county students, and some select international students) to conduct research under the supervision and guidance and teachings of our educators, in the new lab facilities.
2. **One- Two week trip International Trip** (China or potentially another region, depending how things shake out with UAE, India, etc). Paid opportunity for LDs and some select other staff. Paid salary and travel expenses. Visit Tsinghua (or other PF donor/ partner) observe, answer questions, some presentations (I'll do my best to limit that). I envision this timing wise to be directly at the end of our academic calendar, before July 4.
3. **Remote "consulting" to provide professional training and be helpful to outside educators**. Paid opportunities for LDs.
 - a. Run min-workshops (one -two hour sessions, maybe a handful over a few days, or scattered over a few weeks) either on our campus or via telepresence (from one's couch or vacation local) on a variety of topics related to TJ's model, the labs, student research. The target audience would be other educators who want to learn more about our model (some would be Chinese /International partners, but some may be US based entities—I've heard interest expressed from groups in California, Texas, etc)
 - b. Create some thought pieces or deliverables. I need to do more legal due diligence on this one in particular, but some "materials" that provide recommendations and advice on a variety of topics that I've mentioned throughout this email.
 - c. (Related to this #3 overall, I could potentially see some opportunities between February and the summer, if people are interested in some "consulting" gigs over the weekends or at night. IE- if someone makes a good connection with one of the Tsinghua visitors and wants to do a few Skype conversations, the PF would pay them to develop and grow the relationship).

If you have any questions shoot me an email or call my cell [REDACTED]. If you want to call me real time during

the meeting tomorrow, I'd be happy to weigh in on anything you and Tinell want to punt to me. (Also before is fine too, whenever you need something, don't hesitate).

If you or anyone else has any issues or concerns with any of this, I am happy to discuss and change things up. I haven't had the benefit of many conversations with Evan, Tinell, Lee Ann, or you to see if any of this is outrageous. To be clear, the PF is not trying to disrupt the school or inconvenience LDs, we're just trying our best to maximize revenue for the school based on our campaign needs and current group of interested donors and parties. I did my best to structure the most beneficial deal that was feasible, given the interest in the "marketplace" and the situation with FCPS. FCPS has been briefed, and Mark Skolnik and I have had multiple meetings with school board members and county reps (Chair Karen Bulova) to keep everybody in the loop and to ensure there is widespread awareness and support.

Best,
Tia

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