

## Socorro ISD New Elementary Academies Paso del Norte Fine Arts Academy and Escontrias STEAM Academy

#### 2023 NSPRA National School Communication Award Gold Medallion Entry

Marketing Communication Campaign

#### **Socorro Independent School District**

K-12 Public school district with 48,000+ students SISD Public Relations Department 12 public relations staff members

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## Synopsis

In April 2022, the Socorro Independent School District introduced plans to launch two new elementary academies in the district. The firstof-their-kind academies in the region would give elementary students across El Paso the opportunity to receive specialized instruction in science and the fine arts along with traditional core instruction. Two existing SISD schools were going to be transformed into the Escontrias STEAM Academy and the Paso Del Norte Fine Arts Academy. The SISD PR team created a comprehensive marketing campaign to introduce and promote the new academies in the Socorro and greater community.

The district has continued to combat expanding charter schools and neighboring school districts that compete for our students. It was critical to deliver a widespread message about the innovative opportunities for elementary students in SISD. Our goals were to promote the academies as exclusive, new opportunities for students across the district and El Paso region and to entice students from within and outside of the district to enroll in the schools.

The overall theme of the marketing campaign was that the academies were first-of-their-kind programs to give elementary students another choice in education to capture their interests and harness their talents. The messaging was crafted to describe the unique, innovative experiences the students would be receiving at the fine arts and STEAM academies with hands-on, enriching learning, along with the traditional elementary school experience. We also worked to clearly communicate that the new opportunities would be open to all elementary students in the region.

The SISD marketing efforts proved to be highly effective resulting in increased enrollment in the two schools with 90 out-of-district transfers and 74 in-district transfers combined for the start of the 2022-2023 school year. The campaign garnered widespread awareness in the SISD/greater community generated thousands of reaches/impressions on social media and in-depth news reports that reached thousands of viewers/readers. We received positive anecdotal feedback from parents whose children were excited about the academies. In addition, the enthusiasm about the academies has paved the way for SISD to begin planning for four more elementary academies to open for the 2023-2024 school year.

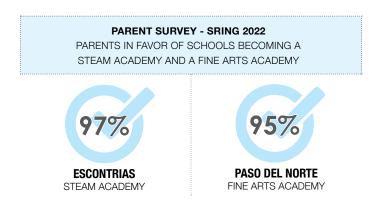
#### Research

When Nate Carman, Ed.D., was hired as the new superintendent of the Socorro Independent School District in March 2022, he came into the district ready to listen to stakeholders, review district operations, and work collaboratively with board trustees, employees, and community members to continue the academic and overall success of the district.

Conversations with district stakeholders, reviewing district and state data, and touring the El Paso and Socorro ISD community showed Dr. Carman a challenge that the district had been facing with the expansion of charter schools in the area and the open enrollment policies of neighboring school districts. While Socorro ISD had continued to experience abundant growth within its boundaries and increasing enrollment, the reality was that charter schools and other school districts were still luring SISD students away. State data showed that SISD had experienced 8,073 transfers out of the district and 1,314 transfers into the district for the 2021-2022 school year. Other charter school expansion data also showed that for 2021-2022 enrollment at charter schools within Socorro ISD boundaries increased to 3,605 students.

As a longtime educational leader, Dr. Carman recognized that Socorro ISD was poised to continue its tradition of academic excellence and should be proactive in expanding its endless opportunities for students to be prepared for college and careers and entice students to stay or join our district. To gain insight and research on how to launch successful new academies, the district leadership, fine arts and science teams visited a few elementary academies in other school districts in Texas. They took note of the best practices in implementing the new programs for preparation of our own launch. Upon return, SISD elementary principals were surveyed to find out what disciplines might be offered and what resources and facilities support would be feasible in existing campuses.

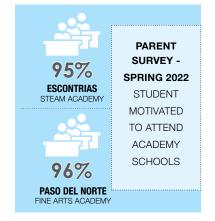
Parents at each school also were surveyed to get their input on the transformation to the new academies. Ninety-seven percent of parents surveyed at Escontrias Elementary and 95 percent of parents surveyed at Paso Del Norte said they would favor the schools becoming a STEAM academy and a fine arts academy, respectively. In addition, 95 percent of parents surveyed at Escontrias and 96 percent of parents surveyed at Paso Del Norte said the academy school models would motivate their children to attend school. The data and the facilities assessments supported the plans to convert Escontrias Elementary into the Escontrias STEAM Academy and Paso Del Norte Elementary to the Paso Del Norte Fine Arts Academy.



#### Planning/Implementation

Our goals were to promote the academies as exclusive, new opportunities for students across the district and El Paso region and to entice students from within and outside of the district to enroll in the schools. The overall theme of the marketing campaign was that the academies were first-of-their-kind programs to give elementary students another choice in education to capture their interests and harness their talents. The messaging was crafted to describe the unique, innovative experiences the students would be receiving at the fine arts and STEAM academies with hands-on, enriching learning, along with the traditional elementary school experience.

We set to work to reach audiences via all our district communication channels quickly and frequently to reach as many students and families as possible. The initiation of the new academies was in the mist of the spring enrollment season, so time was of the essence to get the word out to families in the region. Key dates of the campaign included the announcement of the elementary academies at



a special board meeting and at Dr. Carman's first two districtwide community meetings (April 2022), the formal press release to inform the public about the new opportunities, mailout flyer to target families in and out of district, web page development for more information and link to application (May 2022), development of the new district logos and launch of print/digital billboard, radio, and social media advertising (June 2022).

With our usual district communication methods, we worked to give frequent notices and reminders about the opportunity to learn more and apply for the academies. We delivered the news of the academies via phone, text, email messages, website, employee/community

e-newsletters and pitches to the media. We also produced a new elementary academy commercial featuring Dr. Carman that was aired on local TV stations and shared on our social media and district website. It garnered the attention of numerous SISD stakeholders and El Paso residents.

## Evaluation

The efforts to promote the new elementary academies were successful in garnering widespread awareness from parents in and out of the district, the media and business and community partners. Our marketing and promotions enabled us to meet our goal of branding the new academies as exclusive new school choice opportunities. We attracted plenty of attention from the community and media and drew numerous new families to the district.

Our elementary academies social media posts garnered 84,883 reaches/impressions, 599 likes combined and 202 retweets on Twitter. The press releases and media pitches resulted in several in-depth reports in newspapers and TV stations that had a publicity value and audience reach in the thousands. The commercial that we produced received more than 8,500 views on social media, thousands of views on local TV and positive feedback from many stakeholders who told our superintendent they had seen him on TV. The ads were monumental in contributing to awareness, interest, and applicants to the academies.

With the rapid timeline in the spring and the consistent promotion during that busy enrollment season, we successfully gained notable attention and dozens of applicants from inside and outside of the school district. The new academies launched in the 2022-2023 school year with remarkable success. Escontrias STEAM Academy had 57 out-of-district transfers and 16 in-district transfers for a total enrollment of 794, up some 50 students from the year before. Paso Del Norte Fine Arts Academy had 34 out-of-district transfers and 58 in-district transfers for a total enrollment of 952, up 176 students from year before.

We also received inspiring positive anecdotal feedback from several parents whose children were excited about the new opportunities. One parent who had her children in a widely known charter school transferred them to the Paso Del Norte Fine Arts Academy saying her children were extremely happy about being able to participate in art and music classes and she was thrilled about the innovative program that captured her children's interests. We've heard from several other parents who have indicated that the academies were great ideas that have inspired their children to learn. A few parents who live on the other side of town about 30 miles away make the drive so their children can attend our fine arts academy.

Considering our quick turnaround to develop and launch, we saw a great start to the Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy indicating parents and students embraced the new innovative opportunities in Socorro ISD. We will continue to promote the academies and inform district and community parents and students about the meaningful, enriching experiences they can receive in the new programs. The Paso Del Norte academy drew students to capacity at the start of the year and there is still room to grow at the Escontrias academy. We continue to frequently market our new academies to capture more students' interest so that they want to apply to the academies, look forward to their instruction and they are more engaged in school resulting in increased student success.

### Next Steps

We learned that families are eager and excited about new school choices within our true public school districts. We continued our marketing and advertising efforts throughout the summer and into the new school year to maintain awareness and excitement for the academies. We have been welcoming new students to the academies to present day. The enthusiasm, interest, and enrollment spikes that the Paso Del Norte Fine Arts Academy and Escontrias STEAM Academy generated has provided a great path for the Socorro ISD's plans to expand with more specialized elementary academies for the 2023-2024 school year.

Work has begun to open four more academies next year in Socorro ISD – the Ernesto Serna Fine Arts Academy, Sierra Vista STEAM Academy, Vista Del Sol Environmental Academy, and the O'Shea Keleher Childhood Health Academy. Strategies for a marketing/ advertising plan are in the works, as well, to promote the new academies to the greater El Paso community via billboards, radio and television commercials, social media ads, and internally in our district newsletters, website, phone calls, emails and texts. With spring open enrollment around the corner, we aim to reach parents across the region to inform them about these exciting new school choices in Socorro ISD.

#### Research/Data



For	2021/22, charter enro	liment in El P	aso County	totals 11,168	
stu	dents or 7.0% of all stude	ints attending pu	blic schools.		
	El Paso County School	Districts: Charte	r Enroliment -	2021/22	
		Charter Enrollment:	District Enrolment	Percentage: Charter	
	School District El Peso ISD	2021/22	2020/21 50,540	Enrollment 6.7%	
	Socorro ISD	3,605	46,932	7.1%	
3	Yaleta ISD	2,098	38.354	5.2%	
4	Clint ISD	1,150	10,625	9.8%	
5	Canutillo ISD	477	6,023	7.3%	
6	San Elizario ISD		3,189	3.3%	
7	Tornillo ISD	45	913	4.7%	
8	Fabens ISD	31	2,045	1.5%	
9	Anthony ISD	27	786	3.3%	
	Total - El Paso County	11,168	159,407	7.0%	

5-Year Chart	er Enrollmen	it Change –	By ESC Reg	gion
Over the last five years, F 20,953 additional students increase with 20,184 additional Region 19 ESC experiences	attending charters onal students attending	. Region 20 ES ng charters.	C experienced th	e second largest
ESC Region	Charter Enrollment: 2021/22	Charter Enrollment: 2016/17	Enroliment Change: Last 5 Years	Percentage Change: Last 5 Years
1- Edinburg	46,103	31,859	14,244	44.7%
4 - Houston	85,536	64,573	20,963	32.5%
10 - Dallas	71,371	63,500	7,871	12.4%
11 - Fort Worth	41,143	28,124	13,019	46.3%
13 - Austin	36,447	25,745	10,702	41.6%
19 – El Paso	11,444	5,275	6,169	116.9%
20 – San Antonio	46,841	26,657	20,184	75.7%
Other 13 ESC Regions	30,965	23,628	7,337	31.1%
Total - All ESC Regions	369,850	269.361	100,489	37.3%

#### **Charter Expansion**

#### Refocusing

- Expansion of choice programming Dual language
- Elementary academies Reinstate and expand community education/outreach
- Seize Your Opportunity Walk
- Advertising
- District newspaper
- Establish ISD marketing alliance

#TeamSISD SEIZE VILLE





#### Research/Data

#### Paso Del Norte Fine Arts Academy Feedback



Would you be in favor of Paso Del Norte becoming a Fine Arts Academy?

ANSWER CHOICES	<b>RESPONSE PERCENT</b>
Yes	94.67%
No	5.33%



Would the academy school model motivate your child(ren) to attend school?

ANSWER CHOICES	RESPONSE PERCENT
Yes	95.86%
No	4.14%



Would you enroll your child(ren) at the Paso Del Norte Fine Arts Academy?

ANSWER CHOICES	<b>RESPONSE PERCENT</b>
Yes	91.72%
No	8.28%

### 6

Which class would your child be most interested in participating?

ANSWER CHOICES	RESPONSE PERCENT
Dance	53.25%
Music	56.80%
Digital Art	39.64%
Art	59.17%
Theater	25.44%
None of the above	1.78%



Q8. How many children do you have at Paso Del Norte?

ANSWER CHOICES	RESPONSE PERCENT
1	69.23%
2	23.67%
3	4.73%
4	0.59%
5+	1.78%





Would you be in favor of Escontrias becoming a STEAM Academy?

ANSWER CHOICES	RESPONSE PERCENT
Yes	97.25%
No	2.75%



Would the academy school model motivate your child(ren) to attend school?

ANSWER CHOICES	RESPONSE PERCENT
Yes	95.41%
No	4.59%



Would you enroll your child(ren) at the Escontrias STEAM Academy?

ANSWER CHOICES	RESPONSE PERCENT
Yes	97.25%
No	2.75%



Which class would your child be most interested in participating?

ANSWER CHOICES	<b>RESPONSE PERCENT</b>
Math/Science	72.48%
Artchitecture	44.04%
Engineering	51.38%
Robotics	66.97%
Computer Programming	53.67%
None of the above	2.29%



How many children do you have at Escontrias?

ANSWER CHOICES	<b>RESPONSE PERCENT</b>
1	60.93%
2	29.3%
3	7.44%
4	1.4%
5+	0.93%

### Visits to Specialized Elementary Academies in Texas















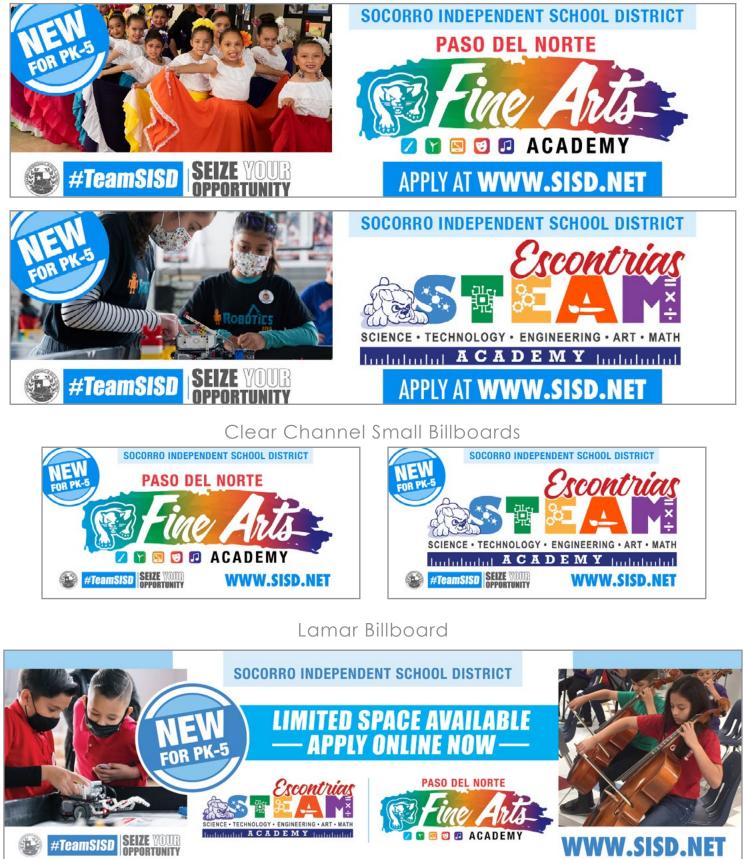


### New Elementary Academies Advertising Timeline and Budget May-August 2022

Vendor	Campaign	Flight dates	Total cost
Clear Channel Outdoor	Digital Billboards - PreK, Seize Your Opportunity, and Academies	May 2, 2022 – June 30, 2022	\$33,903.57
Clear Channel Outdoor (Airport)	"Digital Ads – PreK, Seize Your Opportunity, and Academies"	May 2, 2022 – June 30, 2022	\$11,052.80
Clear Channel Outdoor	Digital Billboards – New academies	June 20, 2022 – August 2022	\$1,451.86
Townsquare Media	Radio advertising / New academies	June 6, 2022 – June 30, 2022	\$7,204.00
I heart Media – Radio	Radio advertising / New academies	June 13 – June 30, 2022	\$9,312.00
Lamar Advertising	Bulletin Advertising – New academies	June 20, 2022 – July 1, 2022	\$2,496.08
Twitter	New academies	June 2022	\$500.00
Facebook	New Academies	June 2022	\$500.00
Airport Printing	New Academies Postcard	May 26, 2022	\$14,499.00
I heart Media	Commercials - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 31, 2022	\$24,774.00
Clear Channel	Junior Posters - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts	July 1, 2022-August 31, 2022	\$4,007.16
Clear Channel	Digital Billboards - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 31, 2022	\$21,611.86
National Cinemedia	Lobby / Movie Theater 30 second commercials	July 1, 2022 - August 31, 2022	\$27,726.25
Clear Channel (Airport)	Airport Advertising/10 second ads at the concourse a and b / baggage claim area - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 31, 2022 - August 28, 2022	\$7,427.20
Nextstar Media / KTSM	30 Second Commercials - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 31, 2022	\$10,000.00
Lamar Advertising	Bulletin Board - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 25, 2022	\$7,500.00
Townsquare Media	Streaming/Radio Commercials - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 31, 2022	\$7,204.00
Sinclair Television/KFOX	30 Second Commercials - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 4, 2022 - August 22, 2022	\$15,630.00
NPG of Texas/KVIA	30 Second Commercials - Promote Escontrias STEAM Academy and Paso Del Norte Fine Arts Academy	July 1, 2022 - August 31, 2022	\$14,500.00
		TOTAL	\$221,299.78

## Billboard Advertising

#### Clear Channel Large Billboards



Airport Advertising

#### Video Wall Display





#### LCD Screen Display



### Street Sign Advertising







#### New Elementary Academies Logos





### Escontrias STEAM Academy Signage







### Escontrias STEAM Academy Apparel









### Paso Del Norte Fine Arts Academy Signage









### Paso Del Norte Fine Arts Academy Apparel



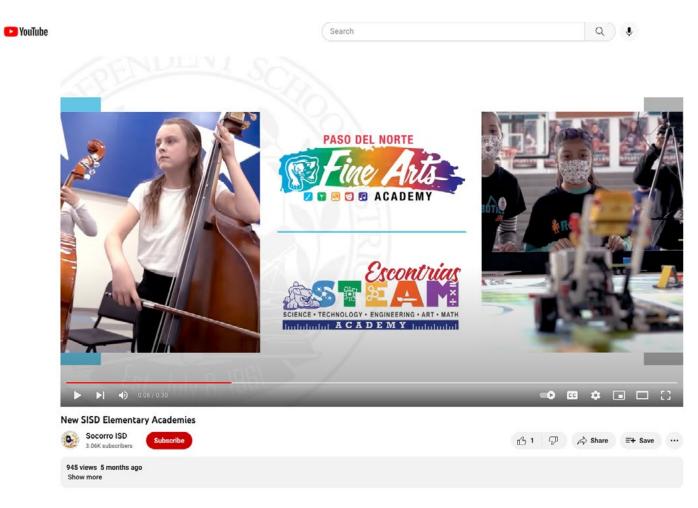






#### New SISD Elementary Academies Commercial

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https://www.youtube.com/watch?v=6O4kXyOxsIM

### Social Media

NEW ELEMENTARY ACADEMIES - APRIL TO JUNE 2022				
Platform	<b>Reach/Impressions</b>	Retweets	Likes	
Twitter	70,217	202	315	
Facebook	6,826		117	
Instagram	7,840		167	



#### Socorro Independent School District Published by Daniel Escobar [2] \* Favorites - May 13 - 🚱

#TeamSISD is launching two first-of-their-kind open enrollment elementary schools of choice. The Paso Del Norte Fine Arts & Escontrias STEAM academies will open for the 2022-23 school year. Limited space is available. Learn more and apply at https://bit.ly/3wjnnd6.



#TeamSISD is launching two first-of-their-kind open

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enrollment elementary schools of choice. The Paso Del



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Socorro ISD 😋 @SocorroISD - Jun 7 HeamSISD is launching two first-of-their-kind open enrollment element schools of choice. The Paso Del Norte Fine Arts & Escontrias STEAM academies will open for the 2022-23 school year. Limited space is mentary available. Learn more and apply at bit.ly/3w



10:44 AM · May 13, 2022 · Twitter for iPhone

Ild View Tweet analytics

67 Retweets 1 Quote Tweet 118 Likes



**View insights** 

#### QQA 1,638 views · Liked by christyfloresjones

socorroisd #TeamSISD is launching two first-of-their-kind open enrollment elementary schools of choice. The Paso Del Norte Fine Arts & Escontrias STEAM academies will open for the 2022-23 school year. Limited space is available. Learn more and apply at bit.ly/3wjnnd6.





Boost post

14 Shares



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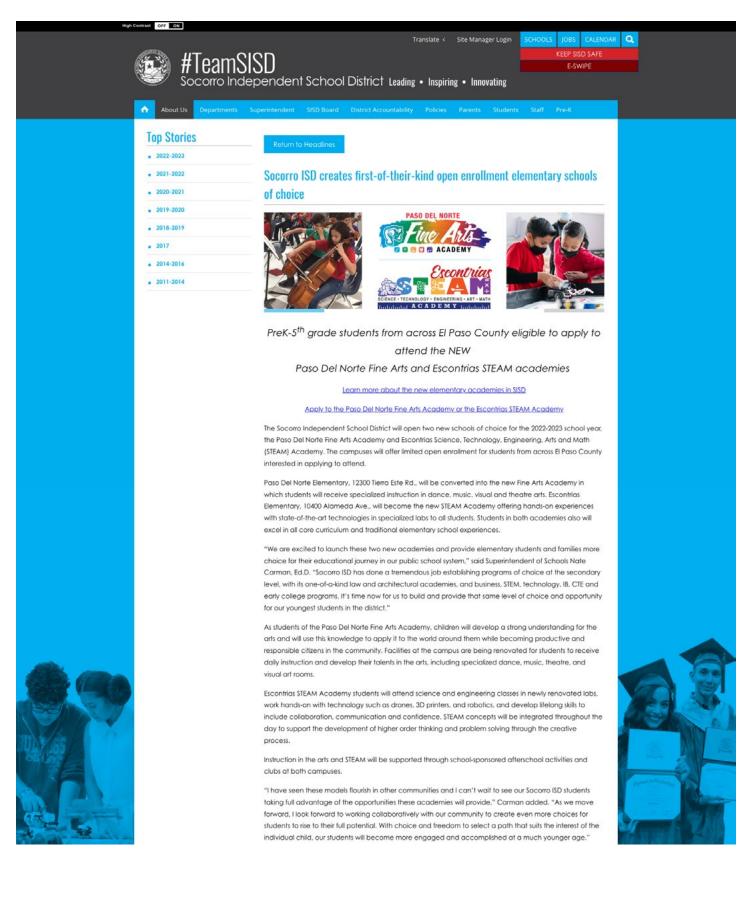
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O Q V B Liked by ahs artclub, and 130 others 

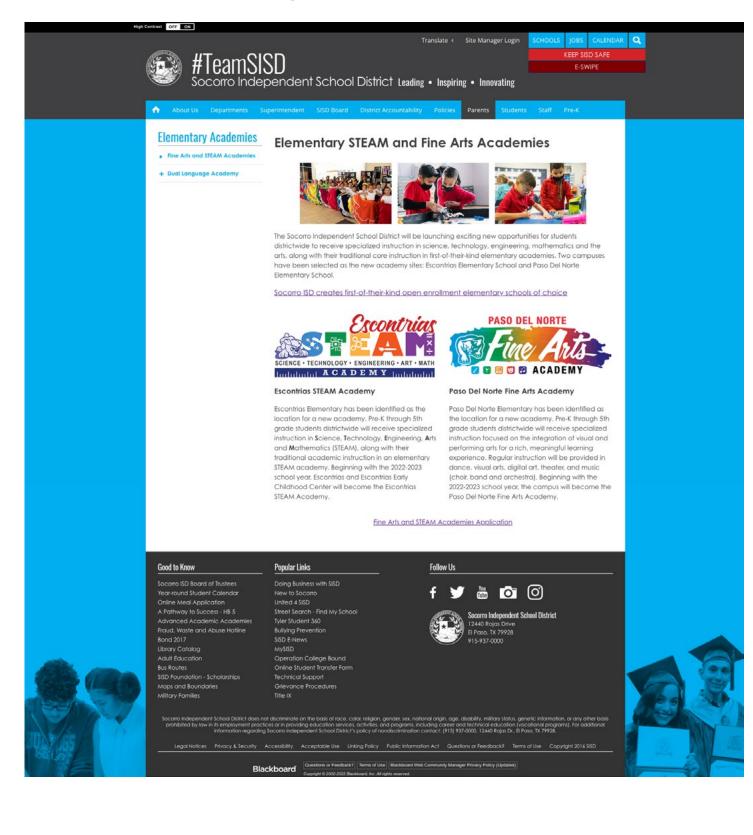
#### New Academies Mailer



#### New Academies Web Story



#### New Academies Web Page



## New Academies Online Application



For information call: Daniel Escobar at 937-0282 or 309-0053

May 11, 2022

#### For Immediate Release

#### Socorro ISD creates first-of-their-kind open enrollment elementary schools of choice

PreK-5<sup>th</sup> grade students from across El Paso County eligible to apply to attend the NEW Paso Del Norte Fine Arts and Escontrias STEAM academies

The Socorro Independent School District will open two new schools of choice for the 2022-2023 school year, the Paso Del Norte Fine Arts Academy and Escontrias Science, Technology, Engineering, Arts and Math (STEAM) Academy. The campuses will offer limited open enrollment for students from across El Paso County interested in applying to attend.

Paso Del Norte Elementary, 12300 Tierra Este Rd., will be converted into the new Fine Arts Academy in which students will receive specialized instruction in dance, music, visual and theatre arts. Escontrias Elementary, 10400 Alameda Ave, will become the new STEAM Academy offering hands-on experiences with state-of-theart technologies in specialized labs to all students. Students in both academies also will excel in all core curriculum and traditional elementary school experiences.

"We are excited to launch these two new academics and provide elementary students and families more choice for their educational journey in our public school system," said Superintendent of Schools Nate Carman, Ed.D. "Socorro ISD has done a tremendous job establishing programs of choice at the secondary level, with its one-ofa-kind law and architectural academics, and business, STEM, technology, IB, CTE and early college programs. If's time now for us to build and provide that same level of choice and opportunity for our youngest students in the district."

As students of the Paso Dcl Norte Fine Arts Academy, children will develop a strong understanding for the arts and will use this knowledge to apply it to the world around them while becoming productive and responsible citizens in the community. Facilities at the campus are being renovated for students to receive daily instruction and develop their talents in the arts, including specialized dance, music, theatre, and visual art rooms.

Escontrias STEAM Academy students will attend science and engineering classes in newly renovated labs, work hands-on with technology such as drones, 3D printers, and robotics, and develop lifelong skills to include

--more--

collaboration, communication, and confidence. STEAM concepts will be integrated throughout the day to support the development of higher order thinking and problem solving through the creative process.

Instruction in the arts and STEAM will be supported through school-sponsored afterschool activities and clubs at both campuses.

"I have seen these models flourish in other communities and I can't wait to see our Socorro ISD students taking full advantage of the opportunities these academics will provide," Carman added. "As we move forward, I look forward to working collaboratively with our community to create even more choices for students to rise to their full potential. With choice and freedom to select a path that suites the interest of the individual child, our students will become more engaged and accomplished at a much younger age."

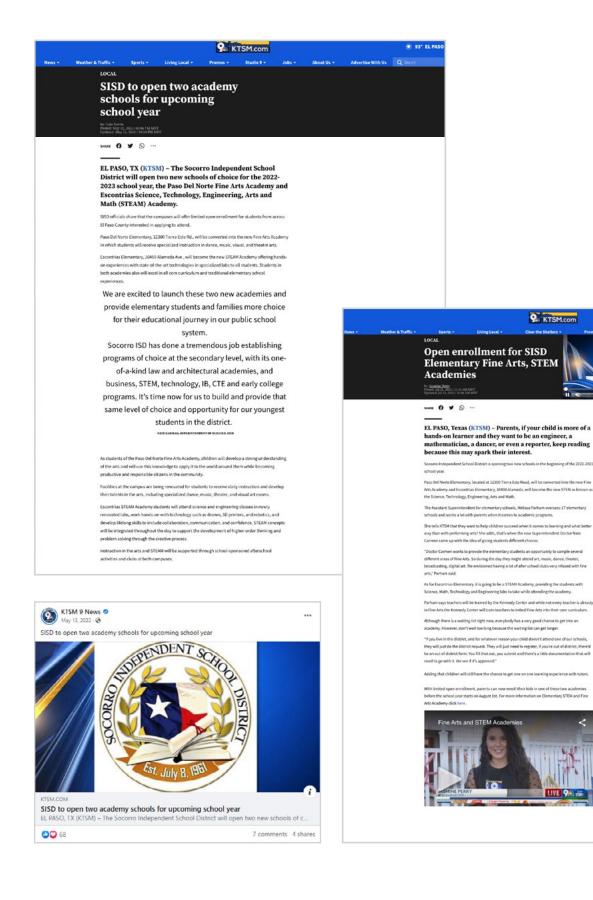
All students who live in the academy attendance zones are grandfathered in and have the first opportunity to enroll in the schools, followed by other Socorro ISD students who wish to apply. Limited space will then be made available to other students from throughout the El Paso region to apply for the new opportunity. Enrollment in the academies is free. Parents can visit <u>www.wisd.net/elementaryacademies</u> to learn more and apply for their children to seize their opportunity in Socorro ISD.

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#### New Academies Media Coverage



### New Academies Media Coverage



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EDUCATION

## New Academies in SISD Community Newsletter



#### SISD creates first-of-their-kind open enrollment elementary schools of choice —



The Socoro Independent School District will open two new schools of choice in 2022-2023 for elementary students corcis B Frao County interested in applying to attend. The Paso Del Norte frien Arts Academy and Escontriss Science, Technology, Engineering, Arts and Math [STEAN] academics will give students unique, hands-on learning opportunities in the arts and sciences, as well as core curriculum and traditional elementary school experiences.

Paso Del Norte Bernentary will be converted into the new Fine Arts Academy in which students will receive specialized instruction in donce, music, visual and theate arts. Excentrias Bernentary will become the new SEAM Academy Orfering handson experiences with state-of-the-of-the-of-theocademies state will excel no core curriculum and traditional elementary school experiences.

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# Dual Language Academy expands to Bill Sybert School, Hueco Elementary Image: School Statict is proportion in the scholer is proportion in the scholer is proportion with the scholer in the scholer is proportion in the scholer is proportion.



The Socorro Independent School Datrict is proub bilingual and biliterate in English and Spanish Longuage Academy to Syster School year. Syster School year. ge Academy also continues

The Dual Language Academy also continues to be available at Myrtle Cooper and Dr. Sue A. Shook elementary schools.

Upcoming students in Pre-K or kindergarten may apply to be added to a wait list for these schools at any of the four Dual Language Academy campuses. The enrollment process for the academy is based on various criteria and a lottery system. Benefits of being a dual language learner include proficiency and literacy in both languages, high levels of academic achievemeni, greater creativity, attention to detail, problem solving skills, and confidence. Learn more at www.sids.net/duallanguageacademy.

#### Socorro HS Mariachi Los Gavilanes wins top state rating for 2nd time in a row —

The Socorro High School mariachi group Los Gavilanes won the coveted Division 1 trophy at the 2022 Texas UIL State Mariachi Festival for the second year in a row.

The group gave an extraordinary performance to earn the highest rating possible at the contest Feb. 26 in Seguin, Texas, where dozens of other mariachi groups from across the state competed.

This is the third time in four years that the Socoro trigh School mariachi ensemble earned the best rating possible. They have consistently demonstrated a strong mariachi program with students who have powerful voices and outstanding musicianship.

Jocelyn Betancourt, a Class of 2022 Socorro High School graduate and violinist for Los Gavilanes, said she couldn't be prouder of their accomplishment. She had been part of the maniachi group since her freshman year.



"Words cannot describe how meaningful this is for me," Betancourt said. "It means even more for me because of the people who came along with me. It's a huge journey from frestman to serior year because of the things we've learned together. This is like a second family to me."

El Dorado, Eastlake, Americas and Montwood high schools also advanced to and competed at the state competition after giving outstanding performances Jan. 28 at the regional competition.