# SUNNYVALE ISD VATRE

STRATEGIC COMMUNICATIONS PLAN FOR SUNNYVALE ISD'S VOTER-APPROVAL TAX RATIFICATION ELECTION

## NATIONAL SCHOOL PUBLIC RELATIONS ASSOCIATION **COMMUNICATIONS AWARDS**

OTER-APPROL

2022

TAX RATIFICATION ELF

**ENTRY CATEGORY: GOLD MEDALLION - BOND/FINANCE CAMPAIGN** NUMBER OF COMMUNICATIONS STAFF: 1 PERSON K-12 DISTRICT - FOUR CAMPUSES, 2,200 STUDENTS

EMILY WHITE, **DIRECTOR OF COMMUNICATIONS & MARKETING** SUNNYVALE ISD 417 E. TRIPP ROAD | SUNNYVALE | TEXAS | 75182 469-323-4725 | EMILY.WHITE@SUNNYVALEISD.COM

## SUNNYVALE ISD: THE HEART OF A SMALL TOWN

On Friday nights in Sunnyvale, Texas, the town descends on Raider Stadium under the lights to cheer the Raiders on to victory at the football game. The annual homecoming is a town-wide event, complete with a parade, carnival and pep rally that includes even the youngest Raiders. Graduates often return to raise their families in Sunnyvale so that their children may attend school in the district in which they grew up. Sunnyvale ISD has always been the heart of Sunnyvale. This is a community that prioritizes education.

After a joint meeting of SISD Recruitment and Retention Team and Financing Team in July of 2022 to analyze the district's staffing needs, it became clear that the best way to continue the tradition of teaching excellence in Sunnyvale was to hold a Voter-Approval Tax Ratification Election in November of 2022. Sunnyvale ISD then went to work on a communications campaign to draw on that history of community pride and support.

From a practical standpoint, residents in Sunnyvale understand the correlation between excellent schools and high property values. They understand that at the very center of SISD's great schools are excellent teachers and that successful students lead to a productive and profitable Texas workforce and citizenry. They know that recruiting and retaining incredible teachers is critical not only to the success of those students, but to the overall sustainability of the Sunnyvale community.

To ensure that Sunnyvale is able to be competitive in the business of recruitment and retention is critical for the Town of Sunnyvale. Passing a VATRE was the best method for ensuring that would happen. Please enjoy the following pages, which highlight how Sunnyvale ISD had the highest passing rate of all school district referendums in the Region 10 service area in the November 2022 election.

Raiders Rise!



### **PROBLEM STATEMENT**

Because of a reduction in the Fast Growth Allotment, disparities in ESSER funding, inflation in education and the community's desire to further the district's priorities related to the SISD Strategic Plan, SISD needs to ask voters in the Town of Sunnyvale for funding via a Voter-Approved Tax Ratification Election. Passing a VATRE would bring in an additional net \$600,000 annually, provide competitive pay increases and longevity pay for district veterans, maintain class sizes below the state average, maintain robust student programs and course offerings and augment student safety and wellness needs.

### SITUATION ANALYSIS

Sunnyvale ISD has a history of providing and excellent education for all its students. By hiring teachers who excel at their craft, students who graduate from Sunnyvale are prepared for the future and afforded excellent opportunities in college and beyond. However, the landscape of the teaching profession has changed dramatically since the COVID-19 pandemic. In order to retain an excellent teaching staff, school districts must offer salary increases and incentives to stay in the district. While larger districts have funding available to accommodate this need, Sunnyvale ISD does not. Additionally, SISD faces other challenges in funding:

- As a fast-growth district, SISD grows at an average rate of approximately 6% annually. However, the Fast Growth Allotment in Texas has reduced, creating a loss in Sunnyvale ISD of approximately \$360,000.
- Inflation in Texas public education across all categories from maintenance to food service to instructional materials has increased significantly.
- Disparities in Elementary and Secondary School Emergency Relief (ESSER) funds have left Sunnyvale with dramatically less than neighboring districts - much as \$2,000 per student, where SISD received \$150 per student.
- The report of the SISD Diversity and Inclusion Team indicates that parents of diverse populations in Sunnyvale feel somewhat disconnected from school-rated activities and are seeking better representation.



### **PRIMARY, FORMAL**

### **Historical Research - Demographics**

### **PRIMARY, INFORMAL**

### **Reports from Advisory Teams:**

- Diversity Team
- Recruitment and Retention Team, including a SWOT analysis
- Funding and Finance Team

### **Analysis of:**

- SISD Job Fair
- Finance Team Class Size Analysis

### SECONDARY, FORMAL

### **Internet Research on ESSER Funding**

### **SECONDARY, INFORMAL**

### **Article Research on:**

- Teacher Profession
- Inflation
- Fast Growth Allotment

- Culture positivity & connectedness
- Supportive parents
- Whole child mentality
- Family atmosphere
- Everyone knows your name and your value is recognized
- Space to be yourself / freedoms as a teacher
- Forward thinking
- Push for students to rise above state standards
- Build our brand around our
- Focus on retention of teachers
- Share the stories of our diverse
- Encourage our staff & community to help us share the
- brand Share our stories on social media
- Think about the perception we share with our students
- Teacher have opportunity to bring their children
- Explaining TRS to students Recruiting with our SMS & SHS

- People being stretched thin wearing multiple hats
- SHS teachers responsible for multiple preps
- Expectations of parents
- Difficult to balance work and family
- Lack of clarity of expectations
- Need for more time to plan instruction
- Desire for more flexibility
- Seeking more money
- Other schools find graduates first
- Other careers are more appealing to graduates
- Perceptions of educators/education
  Make sure we have sustained
- support systems in place beyond the first few years
- Jobs with multiple hats Benefits available in other industries
- Sometimes the small size is intimidating
- Students looking for ways to make "fast money"
- Focus on "me" rather than on investing in others

### **RESEARCH FINDINGS**

Based on information provided by the SISD Finance Team, increasing salaries will help keep class sizes below state average.

Because the cost per student (and thus class sections) is related to the cost per teacher, an increase in this funding will help keep classes below the state standard.

Smaller class sizes is a long-standing priority of the SISD Board of Trustees and leadership, which reflects the community's desires.

Positions Needed Include: Fine Art position (Band) in 23 - 24 Central office position in 24 - 25 Second Athletic Trainer Provides capacity for future needs Additional positions will contribute to district's desire to add to Advanced Academics, Gifted and Talented in Primary Grades, AP & Honors at Secondary Levels.



### strengths

- Emphasis on marketing
- population

- students

SISD's Safety and Security Team met just following the Uvalde, Texas school shooting in the spring of 2022. The team consists of community members who are involved in or are members of local law enforcement, school security personnel and leadership. They and recommended adding a third School Safety Personnel unit The Facilities Team recommended an additional safety need is to replace the 10-year old turf at the football stadium, which is a current safety risk to athletes. (Partial one time of turf replacement at stadium (\$300,000 from M & O). This would be a one-time expenditure.)

Disparities in Elementary and Secondary School Emergency Relief (ESSER) funds have left Sunnyvale with dramatically less than neighboring districts. Because the amount of funding was based on the percentage of students receiving free or reduced meals, some districts received as much as \$2,000 per student, where SISD received \$150 per student. The perception that SISD received a large sum of ESSER funds is something SISD has to educate parents about and dispel.

According to a September 20, 2022 NBC-5 (KDFW-TV) story, "...nearly 43,000 Texas teachers have left the profession within the last year, according to the Texas-American Federation of Teachers (Texas-AFT). That amounts to approximately 13% of the 320,000 teachers that Texas public schools employ, according to figures provided by the Texas Education Agency."

## PLANNING

## GOAL:

Pass a Voter-Approved Tax Ratification Election that will enhance the goals of the Sunnyvale ISD Strategic Plan in November 2022.

## **OBJECTIVES**:

Six objectives supported the goal of the plan. Each were adjusted based on voter demographics, along with strategies and key messages.

OBJECTIVE 1: 51% of voters in Sunnyvale who are over 65 years of age will vote in favor of a VATRE by the end of Election Day, November 8, 2022.

OBJECTIVE 2: 51% of Sunnyvale ISD parents who are voters in the Town of Sunnyvale will vote in favor of a VATRE by the end of Election Day, November 8, 2022.

OBJECTIVE 3: 51% of employees of Sunnyvale ISD who are voters in Sunnyvale will vote in favor of a VATRE by the end of Election Day, November 8, 2022.



OBJECTIVE 4: 51% of business owners, employers or individuals who work in the Town of Sunnyvale and who are voters in the Town of Sunnyvale will vote in favor of a VATRE by the end of Election Day, November 8, 2022.

OBJECTIVE 5: 51% of members of the Asian-American community who are voters in the Town of Sunnyvale will vote in favor of a VATRE by the end of Election Day, November 8, 2022. November 8, 2022.

OBJECTIVE 6: 51% of members of the African-American community who are voters in the Town of Sunnyvale will vote in favor of a VATRE by the end of Election Day, November 8, 2022.

### **EXAMPLE STRATEGY**

(each objective was was given its own strategy, tactics and key messages based on demographic.)

Audience/Public: Voters in Sunnyvale who are over 65 years of age.

#### Communication Strategy - Senior Community Education:

Ensure the 65-over voters of Sunnyvale understand that their taxes will not increase with a VATRE by through targeted meetings, mailings, videos, PAC engagement, signage and social media.

#### Key Messages:

Tax levy is frozen for voters over 65 or disabled. Sunnyvale ISD students deserve the best teachers. Sunnyvale ISD believes in maintaining class sizes below the state average. Sunnyvale ISD student programs are robust and future-ready. Sunnyvale ISD prioritizes safety.



### **KEY MESSAGES**

Key messages and tactics changed slightly per objective (and thus, voting demographic), but in general were largely the same. These messages were:

- Sunnyvale ISD students deserve the best teachers.
- Sunnyvale ISD believes in maintaining class sizes below the state average.
- Sunnyvale ISD student programs are robust and future-ready.
- Sunnyvale ISD prioritizes safety.

### **TACTICS**

| Tactics:   | Budget                        | Assigned             | Timeline                  | Evaluation   |
|--|-------------------------------|----------------------|---------------------------|--|
| Community Forums, Neighborhood   | N/A                           | S, AS                | September                 | Win Election -   |
| Meetings at neighborhood homes <ul> <li>Meet with Volunteer Groups</li> </ul>  | N/A                           | S, AS                | -November                 | VATRE Passes   |
| <ul> <li>Two direct mailings targeted to<br/>demographics</li> </ul>   | \$6500                        | DoCM                 | October<br>and November   |  |
| Hand Outs  | \$1,100                       | DoCM                 | October                   |  |
| <ul> <li>VATRE Microsite</li> <li>Weekly VATRE E-News</li> <li>Social Media Schedule: <ul> <li>#MyTeacherMonday</li> <li>#TeachMeTuesday</li> <li>#QuestionoftheWeek - Wed.</li> <li>TBT -Thurs.</li> <li>Weekly E-News posts</li> </ul> </li> </ul> | \$276<br>N/A<br>N/A           | DoCM<br>DoCM<br>DoCM | August<br>Weekly<br>Daily | S= Superintendent<br>AS = Assistant<br>Superintendent<br>DoCM = Director of  |
| <ul> <li>VATRE Explainer Video</li> <li>Five videos - each targeting a different demographic</li> </ul>  | \$99<br>5 videos -<br>\$1.000 | DoCM<br>DoCM         | September<br>October      | Communications<br>and Marketing<br><b>PAC=</b> Political<br>Action Committee |
| <ul> <li>Signage – pop ups, meeting signage,<br/>scoreboard videos for all home stadium</li> </ul>   | \$925                         | DoCM                 | October -<br>Election     |  |
| <ul><li>VOTE YES signs</li><li>VOTE YES mailings</li></ul>   | N/A<br>N/A                    | PAC<br>PAC           | October -<br>Election     |  |
| ~  |                               |                      |                           |  |

## **ELECTION RESULTS**

### The Sunnyvale ISD VATRE passed!

#### Sunnyvale Independent School District Proposition A Sunnyvale ISD

| Vote | For | 1 |  |
|------|-----|---|--|
|      |     | _ |  |

|                  | TOTAL | VOTE %  | EV-In<br>Person | EV Mail | EV-ED<br>Provisional | Election<br>Day |
|------------------|-------|---------|-----------------|---------|----------------------|-----------------|
| For              | 1,843 | 54.06%  | 1,342           | 35      | 3                    | 463             |
| Against          | 1,566 | 45.94%  | 1,078           | 21      | 2                    | 465             |
| Total Votes Cast | 3,409 | 100.00% | 2,420           | 56      | 5                    | 928             |

Detailed Results:

In Region 10: Three out of five school district referendums passed. SISD had the highest passing rate of any school referendum in Region 10 at 54%.

In North Central Texas: SISD was one of eight school referendums. Our district was one of four that passed. We had the second highest passing rate.

Statewide: There were 36 VATREs in the state of Texas during the November 2022 election cycle. 17 of the 36 VATRE's passed. SISD had the second-highest passing rate in all of Northeast Texas. Our district ranked midway through the pack for all of Texas.

## POST VATRE SURVEY RESULTS

Post VATRE Survey Number of Responses: 172 Distributed: November 17, 2022 to 2,767 e-mail addresses via Blackboard Messaging

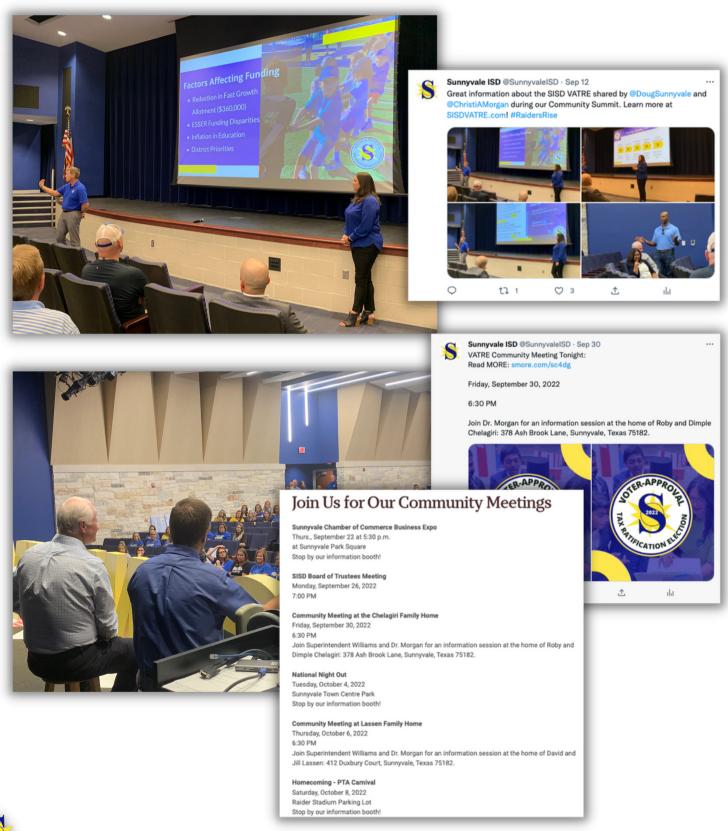
We conducted a post-election survey to evaluate voter sentiment on a variety of issues. We wanted to find out what led voters to vote the way they did and what marketing strategies they preferred. While this survey was not terribly scientific, it at least provided some qualitative information on voter feelings about the school district and our strategies.

• From the survey, we learned that parents liked the videos, our social media plan, our mailers and the content we delivered via SISD E-News. However, we also learned that our voters wanted further transparency on exactly what the additional funding gained from the tax increase would be spent at SISD.

The survey evaluated each communication function of the campaign, including the tactics.

### **COMMUNITY MEETINGS**

#### Community Meetings, Staff Meetings, Neighborhood Meetings and Events



### **DIRECT MAIL**

#### Direct Mail 1



## **DIRECT MAIL**

Direct Mail 2



## HAND OUT

#### Handout - bi-fold



How the Voter-Approval Tax Ratification Election will impact our schools, students & teachers:

> Ensure class sizes in every Sunnyvale ISD school remain below the state average.

Provide the competitive salaries for Sunnyvale ISD teachers necessary to retain and recruit the best and brightest educators.



Augment student safety and district security needs with additional campus security personnel around each campus.

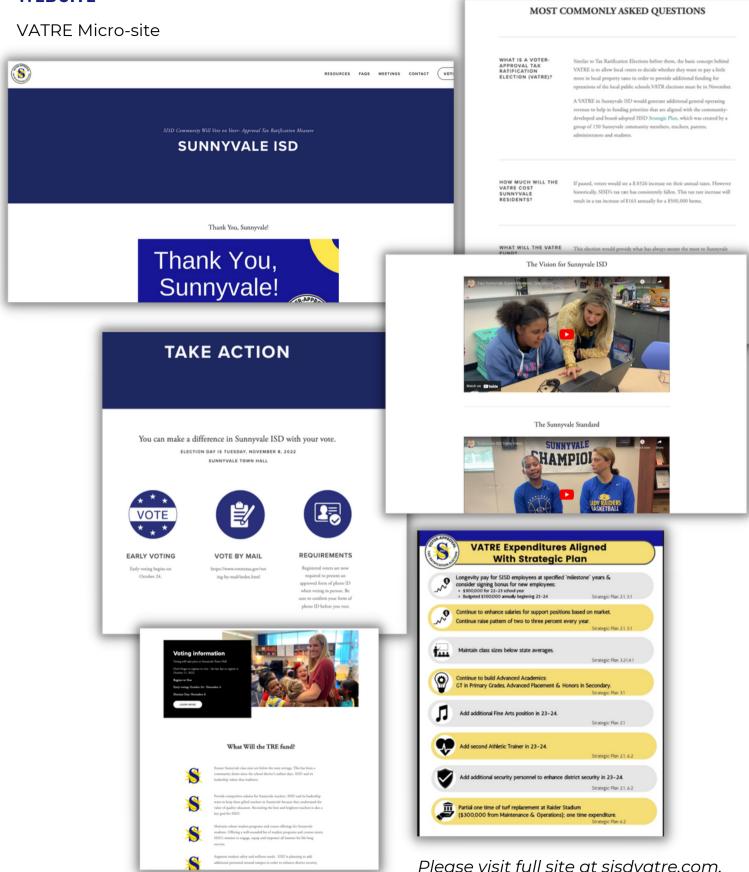


Maintain robust student programs and course offerings to meet Sunnyvale ISD's mission to engage, equip and enpower every student for life-long success.





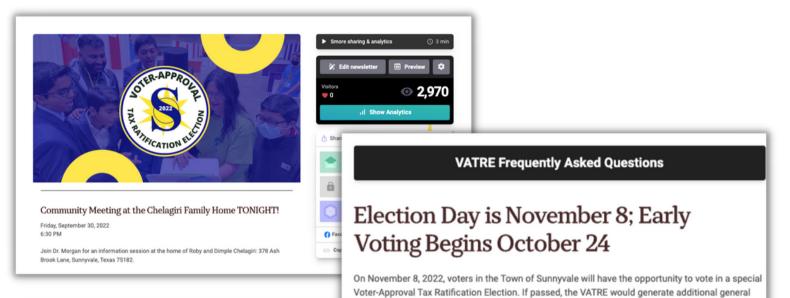
## **WEBSITE**



SISD VATRE PLAN | 53

## **E-NEWSLETTER**

VATRE Weekly E-News www.smore.com/sc4dg



# Check Out This Video That Explains the VATRE



Have Questions? Visit Our Informational Website! lesire to retain and recruit the best educators. To st present a competitive compensation package to not ovide longevity pay for veteran faculty and staff.

operating revenue funding measures that would support SISD's Strategic Plan.

ers," Superintendent Doug Williams said. "Our r district must hire excellent educators and value our ed by the VATRE are a direct reflection of the

riorities of the Sunnyvale community including: age (a long-standing philosophy of the district's student programs and course offerings, and securing

e on their annual taxes. However historically, SISD's tax rease will result in a tax increase of \$163 annually for a

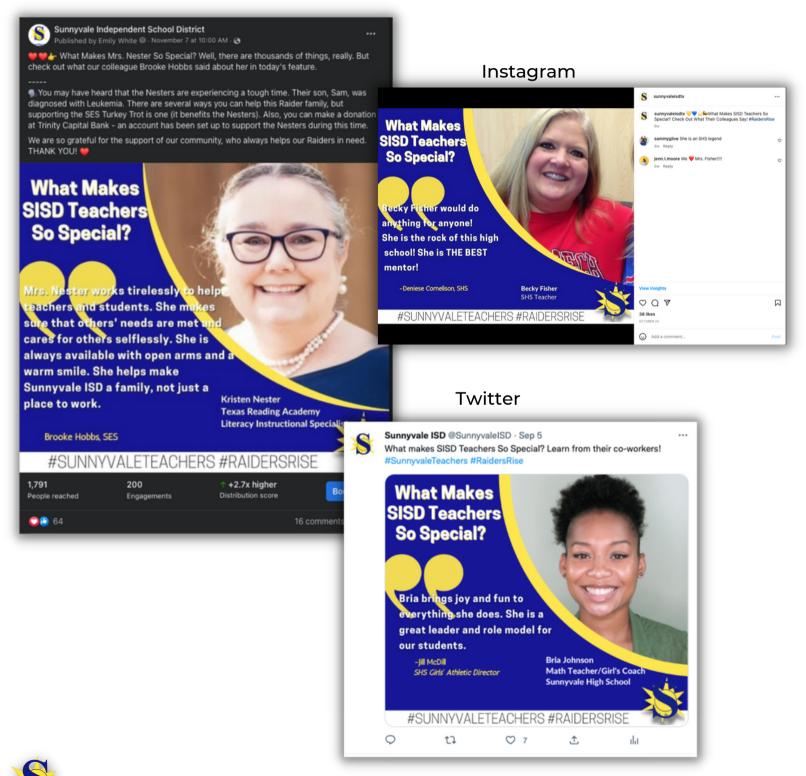
nity developed and board-adopted SISD Strategic Plan, ale community members, teachers, parents,



## SOCIAL MEDIA

#### #MyTeacherMonday

#### Facebook



#### #TeachMeTuesday

#### Facebook



It's **#TeachMeTuesday**! This week, Coach Jones and his ninth graders teach us about Plate Tectonics using a tasty activity! **#RaidersRise** 





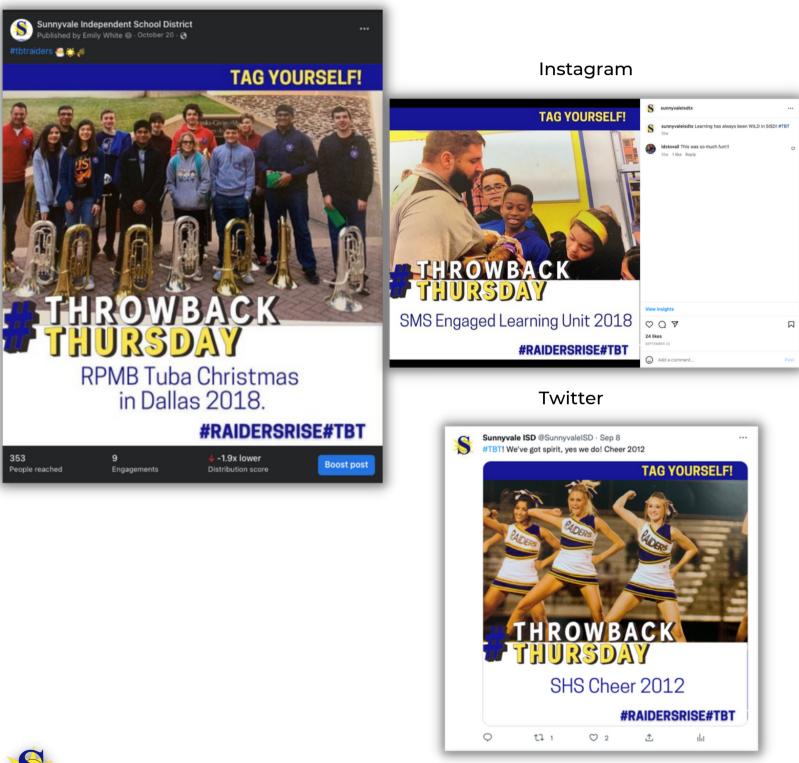
#### Wednesday: VATRE Question of the Week

#### Facebook

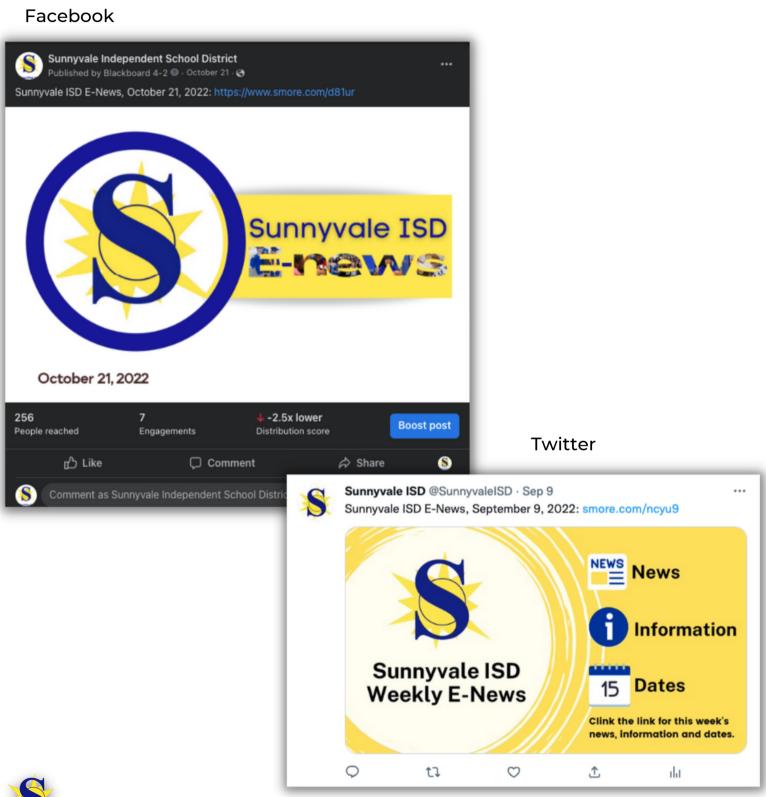
| from a few weeks back on how<br>#RaidersRise<br>More information: sisdvatre.co | October 21 · ♂<br>ay at Town Hall! This week's Que<br>w much the VATRE would cost Si<br>m  |                    | <ul> <li>S surryvaleisdtx</li></ul>   |
|--|--|--------------------|---|
| operations - like building<br>and Interest and Sinking                         | Residents:<br>two parts:<br>tions, which fund general<br>maintenance and salaries;<br>which funds debt service.<br>district's Board of Trustees. | NorteR-APPROUND NO | How Much With the VA TPAE         School taxes are levied in two parts:         Minimenance and Operations, which for aneral operations. Whe building maintenance and staries; and Interest and Sinking which funds debt service.         The tax rate is set by the district's Board of Trustes.             Image: Comparison of the comparis |
| 441<br>People reached  | 31<br>Engagements  | Boost post         | Twitter   |
| لية<br>Like  | C Comment  | ⇔ Share T          | his week's SISD VATRE 22 Question of the Week:<br>/hat Will the VATRE Fund? #SISDVATRE22<br>RaidersRise   |
| SISD VATRE PL  | AN   60  |                    | SISD VATRE 22 Question of the Week 2<br>SUDDATRE 22 Question of the Week 2<br>SUDDATRE SUDDATRE SUDDATRE<br>SUDDATRE 22 Question of the Week 2<br>SUDDATRE 22 Question of the Week 2<br>SUDDATRE 22 Question of the Week 2<br>SUDDATRE 22 Question of the Week 2  |

Thursday: TBT

#### Facebook



Friday: Weekly E-News Notification (which included VATRE Updates



### **VIDEO**

VATRE Explainer Video- distributed via E-news, social media, VATRE website. This video gave an overview of the purpose and structure of the VATRE.

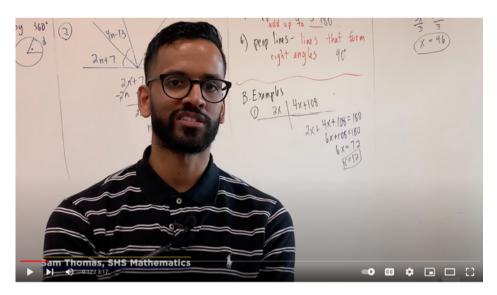
Link to full video: https://youtu.be/Gi-InSVS6xo





VATRE Video Series distributed via E-news, social media, VATRE website.

Video 1 - Introductory video targeting all voters. Link: https://youtu.be/s9ikeGh4Ltg



VATRE Video Series distributed via E-news, social media, VATRE website.

Video 2 - The Sunnyvale Family: What makes our teachers so special. Target - teacher who live in Sunnyvale, parents. Link: https://youtu.be/qcxRnchyzek





## **IMPLEMENTATION**

VATRE Video Series distributed via E-news, social media, VATRE website.

Video 3 - The Safety of All Raiders: video about safety initiatives and the need for a third security personnel unit. Target: all voters, parents, Asian-American voters. Link: https://youtu.be/z\_3j7pnCALc



VATRE Video Series distributed via E-news, social media, VATRE website.

Video 4 - Two Superintendents, One Vision- video about the overall vision of the district through the eyes of long-time superintendent Gwinn Blankenship (Mr. B) and Superintendent Doug Williams. Target: voters over 65. Link: https://youtu.be/BAq2ZInpTRk



Two Sunnyvale Superintendents: One Vision



## **IMPLEMENTATION**

VATRE Video Series distributed via E-news, social media, VATRE website.

Video 5 - Champions in Life- video about Bria Johnson, a Sunnyvale alum who has returned to SHS to coach basketball under her mentor and former coach and now friend, Jill McDill. Target: African-American voters.

Link: https://youtu.be/jQo3uP3TRlc





## **IMPLEMENTATION**

### TACTICS

Pop-Up Signage: displayed at the entrance to each SISD campus and the administration building.

