The purpose of this state-funded Financial Literacy Pilot Program Grant is to support high schools in 10 Gateway municipalities to plan and pilot financial literacy programs that engage high school students in developing personal financial knowledge and skills for college and career readiness. The overall goal of this Pilot Program is to develop multiple models that demonstrate effective implementation of high school financial literacy education; models that any high school can choose to implement based on their context and desired goals.

The Pilot Program aligns with the Economic Education Council’s National Standards for Financial Literacy and the Massachusetts Curriculum Framework for Mathematics and Technology Literacy to equip high school students with the knowledge and skills needed to make critical decisions regarding personal finances.

While the topics and requirements listed below were mandatory of all grant recipients, there was significant flexibility in how each district designed and implemented their program. The ten pilot districts were chosen to represent diverse approaches to ensure that a range of models were articulated and tested. Each of the 11 Financial Literacy Pilot (FLP) high schools employed diverse program models designed to meet their unique needs, populations, and priorities. Most high schools added courses or other components to improve their programs or scale up to reach more students.

Topics addressed in the National Standards for Financial Literacy include:
- Earning Income
- Buying Goods and Services
- Using Credit
- Saving
- Financial Investing
- Protecting and Insuring

Topics addressed in the Massachusetts Curriculum Frameworks for Mathematics and Technology Literacy include:
- Algebraic functions
- Exponents
- Using spreadsheets

Many of the district programs included additional elements or topics, such as Dress for Success, Business Plan writing, creating market research reports, financial planning, job shadowing, and a ‘Shark Tank’ competition.

The Financial Literacy Pilot Program grant recipients were required to meet specific requirements:
- Provide a minimum of 12 hours of professional development
- Provide a minimum of 25 hours of standards-aligned financial literacy content
- Meet Financial Literacy, Mathematics, and Technology Literacy standards
- Financial literacy content must be part of a credit-bearing course
- Include at least one experiential activity
- Scale-up implementation over three implementation years
- Contribute to program evaluation and evaluate project-specific effectiveness
# High School Financial Literacy Pilot Program

<table>
<thead>
<tr>
<th>School Type</th>
<th>Comprehensive – Comp</th>
<th>Vocational – CVTE</th>
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<tbody>
<tr>
<td>Delivery Mechanism</td>
<td>Extra-curricular [E]</td>
<td>[R]</td>
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<td>Required – R</td>
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<td>[R]</td>
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<tr>
<td>Elective – E</td>
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<tr>
<td>Academic Department</td>
<td>21st Century Program</td>
<td>Multiple</td>
</tr>
<tr>
<td>Experiential Activities</td>
<td>4</td>
<td>6</td>
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<tr>
<td>Student Population (%)</td>
<td>3%</td>
<td>12%*</td>
</tr>
<tr>
<td>Community Partners</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>Contact</td>
<td>Brad Silva, <a href="mailto:dsilva@fallriverschools.org">dsilva@fallriverschools.org</a></td>
<td>Susan Finn, <a href="mailto:sfinn@haverhill-ps.org">sfinn@haverhill-ps.org</a></td>
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</tbody>
</table>

* Represents 100% of targeted population.
## High School Financial Literacy Pilot Program

### Fall River – BMC Durfee High School

**Required Course(s):** None  
**Elective Course(s):** Durfee 21st Century Community Learning Center (grades 9-12)  
**Experiential: Activity:** Online/App Stock Market Game; Personal or Household Budget; Business or Financial Plan; Other  
**Curriculum Resource:** Junior Achievement  
**Students Participating in FLP Program:** 75  
**Educators delivering Financial Literacy Pilot curriculum:** 7  

### Haverhill – Haverhill High School

**Required Course(s):**  
- EBIT Academy Business/Accounting Strand: Earning, Learning, and Investing (grades 11-12);  
- Night School Program: Financial Literacy Night School Program (grades 9-12)  
**Elective Course(s):** Money Matters (grades 9-12)  
**Experiential: Activity:** Credit for Life Fair; Online/App Stock Market Game; Personal or Household Budget; Business or Financial Plan; Job Shadowing; Other  
**Curriculum Resource:** NEFE based (National Endowment for Financial Education); Practical Money Skills for Life website  
**Students Participating in FLP Program:** 225  
**Educators delivering Financial Literacy Pilot curriculum:** 4  
**PD Provider:** National Financial Educators Council; Lynda.com  

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**Description**  
FLP program was housed in Durfee’s 21st Century Community Learning Center, a voluntary out-of-school-time program that targets students who are struggling with or have social-emotional needs. The 21st Century Community Learning Center program was developed by the Durfee FLP team with materials and input from Junior Achievement and Baycoast Bank. This is a credit bearing program. The curriculum was implemented via a variety of instructional strategies. In addition to teacher-directed, hands-on activities using our school-based curriculum, students used an online simulation where they were given a fictional job, age, income, and education, and were tasked with balancing a personal budget and making life decisions.

Durfee has also partnered with Junior Achievement, whose representative worked with students on a weekly basis to deliver JA standards-based curriculum, addressing the concepts of Goal setting, Financial choices, Budgeting, Saving, Spending, Investment, Credit, Identity theft, Fraud, and Insurance.

This year, with the help of the Financial Literacy Grant, we introduced a Financial Literacy class to the night school. The class was a half-year and started in January. The HHS Night school is for students who could not attend during the day and mostly work during the day. They had trouble previously attending school. The instructor was equipped with IPads, the NEFE curriculum, and supplemental material, as well as professional development. We also took advantage of Lynda.com. This is a great professional development web site and includes many tutorials and classes in business and finance. The class Earning, Learning, and Investing for a New Generation was also started this year. We ran one section for juniors and seniors in September and a second section started in January. We worked on introducing Financial Literacy to the Life Skills program and hope to get that in place by next year. Our Credit for Life Fair was held in April and we had two speakers come in to talk to students about presentation, first impressions, and interviews.

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**External Partners**  
- Junior Achievement (with Nathan Araujo) - Provided financial literacy curriculum and materials; Provided guest speakers  
- Haverhill Bank - Provides guest speakers; Plans and/or hosts FLP event (Credit for Life Fair); Provides funding for FLP events and/or materials (Credit for Life Fair); Offers job shadowing opportunities  
- Coldwell Banker, Costello Insurance, Cedardale Health, Emmaus House, and Northern Essex Community College - Plans and/or hosts FLP event (Credit for Life Fair); Provides funding for FLP events and/or materials (Credit for Life Fair)  
- Men’s Wearhouse - Provides guest speakers

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**Contact**  
- **Fall River -** Brad Silva, dsilva@fallriverschools.org  
- **Haverhill -** Susan Finn, sfinn@haverhill-ps.org
<table>
<thead>
<tr>
<th>District</th>
<th>Holyoke – Dean Technical High School</th>
<th>Lowell – Lowell High School</th>
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<tbody>
<tr>
<td><strong>Details</strong></td>
<td><strong>Holyoke – Dean Technical High School</strong></td>
<td><strong>Lowell – Lowell High School</strong></td>
</tr>
<tr>
<td><strong>Required Course(s):</strong></td>
<td>Freshman Algebra (grade 9 math department)</td>
<td><strong>Required Course(s):</strong></td>
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<td><strong>Elective Course(s):</strong></td>
<td>Personal Finance course (grade 12 math department)</td>
<td><strong>Elective Course(s):</strong></td>
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<td><strong>Experiential: Activity:</strong></td>
<td>Credit for Life Fair; Other Reality Fair; JA Stock Market Challenge; Capstone or Year-end Project; Financial Literacy or Business Portfolio; Personal or Household Budget; Business or Financial Plan; Other</td>
<td><strong>Experiential Activity:</strong></td>
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<td><strong>Curriculum Resource:</strong></td>
<td>Junior Achievement</td>
<td><strong>Curriculum Resource:</strong></td>
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<tr>
<td><strong>Students Participating in FLP Program:</strong></td>
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<td><strong>Students Participating in FLP Program:</strong></td>
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<tr>
<td><strong>Educators delivering Financial Literacy Pilot curriculum:</strong></td>
<td>2</td>
<td><strong>Educators delivering Financial Literacy Pilot curriculum:</strong></td>
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</table>

**Description**

Holyoke – Dean Technical High School:

We participated in the stock market challenge. We used JA Finance Park computer simulation and the Titan program when we could coordinate times for it. We participated in Elms college Trip for Girls (about empowering girls to succeed). We had volunteers scheduled to come in from Baypath to assist the finance class students. JA worked with Teresa Beaulieu to set up some career fairs. We had a JA volunteer working with a class on an entrepreneur project.

Lowell – Lowell High School:

**Freshman Academy:** The initial grant was used to incorporate financial literacy within the Freshman Mathematics Seminar (98 students). During the previous school year, the work was focused on revamping the Freshmen Seminar to incorporate financial literacy so all 9th grade students (759 students) would have this curriculum. The Financial Literacy lessons were scheduled for second semester and the first few lessons occurred with the continued support of Jeanne D’Arc Credit Union.

**ELL Courses:** This past year, the focus was on modifying financial literacy curriculum to meet the needs of our ELL students. The curriculum work occurred between March and May of this past school year.

**Financial Literacy Fair:** We held the 5th Financial Literacy Fair for seniors sponsored by Jeanne D’Arc Credit Union on March 31, 2015

**External Partners**

- Junior Achievement of Western Massachusetts - Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event (Credit for Life Fair; My Dream, My Future Conference); Provided funding for FLP events and/or materials; Offered job shadowing opportunities
- Elms College - Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event (My Dream, My Future Conference); Offered job shadowing opportunities
- Credit For Life Western Massachusetts - Provided financial literacy curriculum and materials; Planned and/or hosted FLP event (Credit for Life Fair); Provided funding for FLP events and/or materials (Credit for Life Fair)
- Bay Path University - Provided guest speakers (college students support during JA Finance Park); Offered job shadowing opportunities
- Jeanne D’Arc Credit Union - Assisted in planning financial literacy curriculum; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials; Offered students work experience in credit union branch located in the high school
- International Institute and Coalition for Better Acre – Assisted in planning financial literacy curriculum

**Contact**

- Greg Oliver, goliver@projectgradusa.org
- Roxane Howe, rhowe@lowell.k12.ma.us
<table>
<thead>
<tr>
<th>District</th>
<th>Lynn – Lynn Classical High School</th>
<th>Quincy – North Quincy High School</th>
</tr>
</thead>
</table>
| **Details** | **Required Course(s):**  
Algebra I (grade 9, Math department);  
Algebra II (grade 10-12, Math department)  
**Elective Course(s):**  
Algebra III – College Algebra (grade 11-12, Math department);  
Pre-Calculus (grade 11-12, Math department);  
Computer literacy (primarily grade 9, Applied Technology Department);  
Street Law (grades 11-12, Social Studies Department);  
Financial Literacy (grades 11-12, Social Studies Department);  
Spanish II (grades 9-11, Foreign Languages Department)  
**Experiential Activity:** Other Reality Fair; Online/App Stock Market Game; Financial Literacy or Business Portfolio  
**Curriculum Resource:** Valmo Village (Financial Fluency); Materials curated from various financial education curricula  
**Students Participating in FLP Program:** 600  
**Educators delivering Financial Literacy Pilot curriculum:** 9  
**PD Provider:** Massachusetts Consumer Credit |
| **Description** | The Lynn Classical Financial Literacy Program is aligned with its 2013/2014 goals. We worked on the pilot program curriculum units. The snow days, along with preparation for MCAS, slowed us down a bit; however, we got back on track and completed the units. We worked to include technology-based activities in some of the curriculum units in order to enhance their attraction to students. In addition, we included a quarterly project in some of them as well. We analyzed our pre- and post-data. We held another Family Financial Fluency Day this past spring, spearheaded by Valmo Villages and Metro Credit Union. We worked with Wheelock College to review and improve our current classroom implementation plan of the curriculum units. |
| **External Partners** | Valmo Villages (Niaz Karim) - Assisted in planning financial literacy curriculum;  
Provided curriculum and materials; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event(s)  
CenterBoard - Provided guest speakers; Planned and/or hosted FLP event(s)  
Metro Credit Union and American Credit Counseling - Provided professional development; Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials  
Mass Assets (The Midas Collaborative) - Provided guest speakers; Planned and/or hosted FLP event(s)  
Wheelock College - Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided professional development |
| **Contact** | Mark Johnston, johnstonm@lynnschools.org |
| **Required Course(s):** | Career and Technical Education Business Technology Program;  
Business Technology Program (grades 11-12); Special Populations: Gaining Opportunities and Acquiring Learning Skills (grades 11-12); Positive Academic and Social Success Program (grades 11-12); English Language Learners Program (grades 11-12)  
**Elective Course(s):** None  
**Experiential Activity:** Credit for Life Fair; JA Stock Market Challenge; Online/App Stock Market Game; Capstone Project; Financial Literacy or Business Portfolio; Personal or Household Budget; Business or Financial Plan; Other  
**Curriculum Resource:** Materials from various financial literacy curricula  
**Students Participating in FLP Program:** 80  
**Educators delivering Financial Literacy Pilot curriculum:** 4  
**Other PD Provider:** Microsoft |
| **Description** | Quincy’s Financial Literacy Pilot Program at both Quincy High and North Quincy High Schools was fully implemented. Approximately 109 students were enrolled in Quincy’s Financial Literacy Pilot Program. All nine instructors of Quincy’s special population programs, including English Language Learners, Quincy Evening High School, Teen Mothers Program, Goals Program, and PASS Program administered the Financial Literacy Pretest immediately following February recess. Facilitators of Quincy’s Pilot Program met with the teachers to discuss the integration of technology, curriculum modifications, and incorporating Quincy’s Community Business Partnerships. Facilitators and teachers met on February 26th to share and discuss best practices within their programs and ways to support each other, where appropriate. Financial Literacy staff also received training on career exploration for students through Naviance. In addition, participants in the program attended Quincy Public Schools 7th Annual Credit for Life Fair on March 26, 2015. |
| **External Partners** | Quincy Credit Union - Provided financial literacy curriculum and materials; Provided guest speakers; Planned and/or hosted FLP event (Credit for Life Fair); Provided funding for FLP events and/or materials  
Quincy Asian Resources - Provided financial literacy curriculum and materials; Provided guest speakers; High School Adult Financial Literacy Program  
Tacky Chan (MA State Representative) - Guest speaker; Offered job shadowing opportunities |
| **Contact** | Keith Segalla, keithsegalla@quincypublicschools.com |
### Quincy – Quincy High School

**Required Course(s):**
- Career and Technical Education Business Technology Program; Business Technology Program (grades 11-12).
- Special Populations: Quincy Teen Mothers Program (grades 11-12); Quincy Evening High School (grades 11-12); Pre-English Language Learners Program (grades 11-12)

**Elective Course(s):** None

**Experiential Activity:**
- Credit for Life Fair; Online/App Stock Market Game; Capstone or Year-end Project; Personal or Household Budget; Other

**Curriculum Resource:** Materials from various financial literacy curricula

**Students Participating in FLP Program:** 41

**Educators delivering Financial Literacy Pilot curriculum:** 3

**Other PD Provider:** Microsoft

**Description:**
Quincy's Financial Literacy Pilot Program at both Quincy High and North Quincy High Schools was fully implemented. Approximately 109 students were enrolled in Quincy's Financial Literacy Pilot Program. All nine instructors of Quincy’s special population programs, including English Language Learners, Quincy Evening High School, Teen Mothers Program, Goals Program, and PASS Program administered the Financial Literacy Pretest immediately following February recess. Facilitators of Quincy’s Pilot Program met with the teachers to discuss the integration of technology, curriculum modifications, and incorporating Quincy’s Community Business Partnerships. Facilitators and teachers met on February 26th to share and discuss best practices within their programs and ways to support each other, where appropriate. Financial Literacy staff also received training on career exploration for students through Naviance. In addition, participants in the program attended Quincy Public Schools 7th Annual Credit for Life Fair on March 26, 2015.

**External Partners**
- Quincy Credit Union - Provided financial literacy curriculum and materials; Provided guest speakers; Planned and/or hosted FLP event (Credit for Life Fair); Provided funding for FLP events and/or materials
- Quincy College - Provided funding for FLP events and/or materials; Planned and/or hosted FLP event (Job Fair)
- Quincy Asian Resources - Provided financial literacy curriculum and materials; Provided guest speakers; High School Adult Financial Literacy Program
- Tackey Chan (MA State Representative) - Guest speaker; Offered job shadowing opportunities

**Contact:** Keith Segalla, keithsegalla@quincypublicschools.com

### Revere – Revere High School

**Required Course(s):**
- Advisory Block (all grades);
- Mathematics classes (grade 9, Math Department)

**Elective Course(s):** Financial Literacy course (grades 11-12)

**Experiential Activity:**
- Online/App Stock Market Game; Capstone or Year-end Project; Financial Literacy or Business Portfolio; Personal or Household Budget; Business or Financial Plan

**Curriculum Resource:** Valmo Village and Boston Fed Reserve Bank

**Students Participating in FLP Program:** 1,700

**Educators delivering Financial Literacy Pilot curriculum:** 130

**Description:**
Revere High School taught the Financial Literacy elective course for three consecutive quarters. As the course was a quarter-long course, we were able to make some adjustments to the course, as well as to student performance throughout the year in response to student feedback. Additionally, RHS held its April Financial Literacy week. We promoted financial literacy ideas to all of our students during our morning advisory blocks.

**External Partners**
- Revere Municipal Credit Union - Provided guest speakers; Provided funding for FLP events and/or materials
- Axa Equitable Consultant - Provided guest speakers
- Wheelock College - Provided professional development

**Contact:** Matt Costa, mcosta@revere.mec.edu
## High School Financial Literacy Pilot Program

### Salem – Salem High School

- **Required Course(s):** None
- **Elective Course(s):** Money Matters (grade 12, business department)
- **Experiential Activity:** Credit for Life Fair; Online/App Stock Market Game; Personal or Household Budget
- **Curriculum Resource:** NEFE HS Financial Planning Program
- **Students Participating in FLP Program:** 80
- **Educators delivering Financial Literacy Pilot curriculum:** 2

The National Education for Financial Education (NEFE) High School Financial Planning Program’s publication served as the primary curriculum. However, lessons were continually supplemented with current material. In addition, we updated the college financing unit to follow research regarding jobs and anticipated related salaries. We used our iPads for research and the financial literacy applications which were purchased and used last year. The application, “On Your Own” took students through a year of working and living on their own with income and real-life expenses to plan for and pay. On May 20, approximately 60 seniors attended a Reality Fair. The event, which was held at the Bertolon School of Business at Salem State University, was coordinated by Kevin Noyes from People’s United Bank, as well as Andrew Wulf, Carlos Moscoso, and Virginia LeBlanc from Salem High. Rob Lutts, who is president of Cabot Money Management, was also involved and offered to help with funding.

### Springfield – Putnam Vocational High School

- **Required Course(s):** JA in a Day (grade 9); Enrichment (Math and English) (grades 9-12); Retail and Marketing (grades 10-12, R and M strand); Business (grades 10-12, Business strand); Robotics (grades 10-12, Robotics strand); Allied Health (grades 10-12, Allied Health strand); Design and Visual (grades 10-12, Design and Visual strand); Horticulture (grade 11, Horticulture strand)
- **Elective Course(s):** Mass Mutual Academic Achievers (grades 10-12); H&R Block Knowledge Matters (grades 9-12)
- **Experiential Activity:** Credit for Life Fair; Other Reality Fair; JA Stock Market Challenge; Online/App Stock Market Game; Capstone Project; Personal or Household Budget; Business or Financial Plan; Other
- **Curriculum Resource:** Junior Achievement
- **Students Participating in FLP Program:** 985
- **Educators delivering Financial Literacy Pilot curriculum:** 9

Putnam Vocational Technical Academy worked in partnership with Junior Achievement of Western Massachusetts. The program was built on the successful partnership between JA and Putnam Academy’s academic and vocational programs. This unique approach to educating our students, allowed volunteers from the community to deliver a curriculum, while sharing their experiences with students. Classroom volunteers, program events, and teacher-directed lessons, helped to transform key concepts of lessons into a message that inspired and empowered students to believe in themselves. These hands-on lessons and events helped prepare our students in work-readiness, entrepreneurship, and financial literacy.

### External Partners

- **Cabot Money Management (Rob Lutts, President and Chief Investment Officer) -** Provided guest speakers; Provided funding for FLP event (Credit for Life Fair) and academic scholarship
- **Salem State University -** Hosted FLP event (Credit for Life Fair)

- **Junior Achievement of Western Massachusetts and Elms College -** Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials; Offered job shadowing opportunities
- **Springfield Technical Community College -** Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials; Offered job shadowing opportunities
- **Western New England University -** Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials; Offered job shadowing opportunities
- **Western Massachusetts Credit For Life -** Provided financial literacy curriculum and materials; Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials
- **Bay Path University -** Provided guest speakers; Offered job shadowing opportunities

### Contact

- **Andrew Wulf, andrewwulf@salemk12.org**
- **Paul Nycz, nyczp@sps.springfield.ma.us**
### High School Financial Literacy Pilot Program

<table>
<thead>
<tr>
<th>District</th>
<th>Worcester – Worcester Technical High School</th>
</tr>
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</table>
| **Details** | Required Course(s): Cosmetology (grades 10-12, Cosmetology Trade); Electromechanical (grades 10-12, Electromechanical Trade); Finance and Marketing (grades 10-12, Finance and Marketing Trade); Hospitality and Restaurant Management (grades 10-12, HRM Trade); Programming and Web Development (grades 10-12, PWD Trade)  
Elective Course(s): Pre-calculus (grade 12, math department)  
Experiential Activity: Credit for Life Fair; Online/App Stock Market Game; Capstone or Year-end Project; Personal or Household Budget; Business or Financial Plan; Job Shadowing; Other  
Students Participating in FLP Program: 222  
Educators delivering Financial Literacy Pilot curriculum: 8  

Worcester Technical High School successfully implemented and expanded its three-prong financial literacy program. The first part of our unique program took place in the Hospitality/Restaurant Management and Cosmetology trades. WTHS expanded the program to include two additional technical areas. Both an Electro-Mechanical instructor and a Cosmetology instructor were NFTE trained and began the implementation of the NFTE curriculum into their areas.

The second part of the program also expanded. In the Finance and Marketing technical program, students continued their community outreach in partnership with the Worcester Credit Union and presented their Financial Literacy Initiative in personal banking to various groups in the Worcester community. This year, students developed a Financial Literacy program to aid students and their families in understanding options in “How to Pay for College”.

The third prong ran as part of the pre-calculus curriculum. Personal financing was written into the syllabus and was covered in this class. Also, the Programming and Web Development technical program incorporated the NFTE entrepreneurship principles in the curriculum and the students utilized the competencies in their senior capstone projects. |

| **External Partners** | Worcester Credit Union - Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided funding for FLP events and/or materials; Offered job shadowing opportunities  
Network For Teaching Entrepreneurship - Assisted in planning financial literacy curriculum; Provided financial literacy curriculum and materials; Provided professional development; Provided guest speakers; Planned and/or hosted FLP event(s); Provided funding for FLP events and/or materials  
Clark University - Assisted in planning financial literacy curriculum; Provided guest speakers; Planned and/or hosted FLP event(s); College student support of business plan capstones |

| **Contact** | Kyle Brenner, BrennerK@worc.k12.ma.us |