



Finance Committee Special Meeting Agenda
Wednesday, February 4, 2026
<https://us06web.zoom.us/j/82886191690>

I. CALL TO ORDER

J. Disbro

- A.** Welcome
- B.** Roll call & Quorum Verification

II. PUBLIC COMMENT

III. ACTION ITEMS ([Pgs. 2-12](#))

J. Disbro

- A.** Approval of Allocation of Funds for MarcoPolo Learning Subscription

IV. ADJOURNMENT

ACTION ITEM III.A.

ITEM:	Approval of Allocation of Funds for MarcoPolo Learning Subscription
FISCAL IMPACT:	\$50,000
FUNDING SOURCE:	Community Foundation of Sarasota County
RECOMMENDED ACTION:	Approve the allocation of funds for the renewal of the MarcoPolo Learning Subscription for Educators and Families, not to exceed \$50,000.

Overview: The Early Learning Coalition of Sarasota County (ELCSC) was awarded a \$125,000 grant in fiscal year 2024-2025 from the Straus Literacy Initiative through the Community Foundation of Sarasota County to extend the MarcoPolo for Educators Program for two additional years, as well as to offer stipends and purchase classroom materials. The ELCSC entered into a contract with MarcoPolo Learning for a 12-month subscription, which ended on January 24, 2026. Based on positive feedback from our early educators regarding the platform's support of classroom learning, ELCSC requests approval of the allocation of funds to renew the subscription in the amount not to exceed \$50,000, covering the period from January 25, 2026, through June 30, 2027. The renewal would provide unlimited Coalition wide access for providers, admin, teachers, and families throughout the contract term while ensuring grant funds are used for their intended purpose.

Purpose: MarcoPolo Learning provides a digital learning platform that offers teachers and families an array of educational resources to support early literacy, social emotional, and STEM learning in the classroom and at home.

Budget: Not to exceed \$50,000.

Attachment(s): MarcoPolo Learning Renewal Proposal

Proposal For Early Learning Coalition of Sarasota County



January 29, 2026



About Us

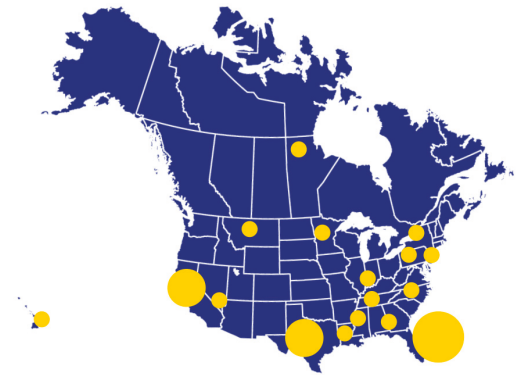
Founded in 2013, MarcoPolo Learning is an award-winning educational technology company dedicated to advancing early childhood education through innovative, research-driven solutions and best-in-class support. Our products are used in thousands of public and private schools across North America.

MarcoPolo Learning is headquartered in New York City, with support offices in Tampa, Houston, and London (UK).

MarcoPolo Learning offers a suite of flexible solutions that support educators, children, and families. Each product can be adopted independently or combined to meet the unique needs of a program.

Our offerings include:

- **MarcoPolo for Educators** – A multilingual instructional platform with 1,500+ educational videos and comprehensive educator resources.
- **MarcoPolo for Families** – A childfacing learning app that extends classroom learning into the home.
- **MarcoPolo Professional Development** – Practical, high-quality training that strengthens teaching practice.
- **MarcoPolo World School** – A multi-award-winning education app ideal for homeschooling, small-scale child care services, community outreach, after-school programs and for at-home learning.
- **MarcoPolo World School Transition to Kindergarten** – A yearlong program supporting kindergarten transition through literacy and math



These solutions can be implemented individually or together, depending on a partner's goals. This flexible approach ensures programs can select exactly what they need without adopting a full instructional pathway.

We are...

- Partners with leading private childcare providers across North America



- Integrated into major Childcare Management Software



- Co-developed Product Partners with:





A Multilingual Instructional Platform That Enhances Classroom Quality

MarcoPolo for Educators provides a comprehensive instructional resource designed to elevate teaching practice, strengthen teacher-child interactions, and enrich classroom learning.



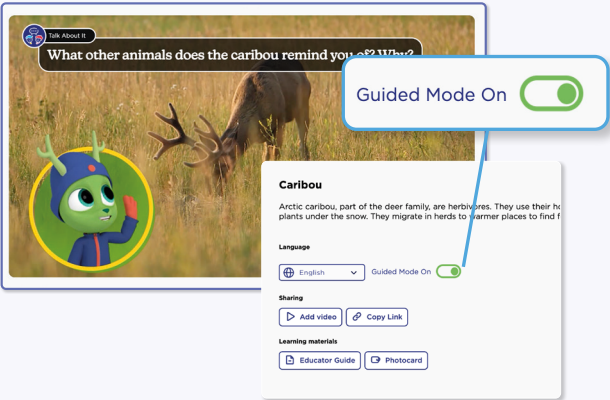
The Largest Educational Video Library in Early Childhood Education

- 1,500+ proprietary, developmentally appropriate videos
- Covers science, technology, animals, arts, literacy, SEL, and more
- Real-world footage paired with the Polo characters to model inquiry, problem-solving, and higher-order thinking
- Aligned with major early childhood curricula including The Creative Curriculum®, Frog Street®, HighScope®, and Benchmark Ad



Video Types

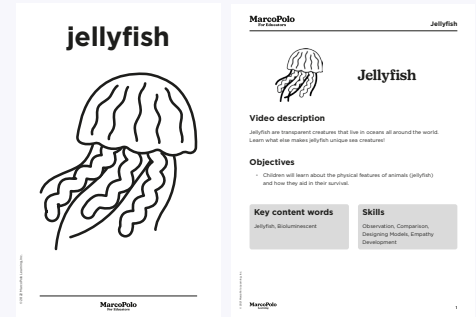
- **Standard Videos** – Full-length, developmentally rich instructional content
- **Guided Mode Videos** – Built-in pause points and embedded open-ended questions that promote high-quality conversations and intentional instructional interactions
- **Modified Videos** – Slower narration and simplified language to support multilingual learners and children who benefit from additional scaffolding



Educator Guides

Each video includes a detailed Educator Guide providing:

- Targeted open-ended questions to deepen thinking - Step-by-step discussion scaffolds
- Key vocabulary for academic language development
- Hands-on activities to reinforce learning through play and exploration
- Family engagement extensions for continued learning at home
- Differentiation strategies to support varied learners



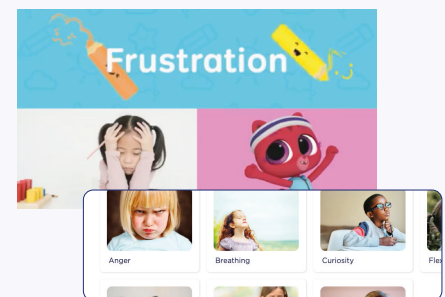
Literacy & Numeracy Supports

- Real-world numeracy experiences including counting, measurement, and data collection
- Early literacy reinforcement through modified videos, captions, and vocabulary development
- Alphabet Art video series supporting phonemic awareness and letter formation



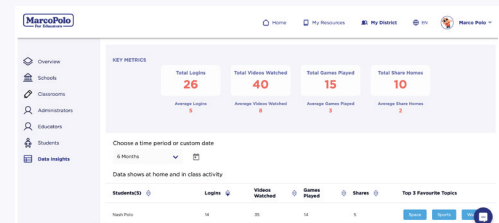
Social & Emotional Learning Resources

- Videos model emotions and self-management strategies in familiar scenarios
- Vocabulary that builds emotional awareness and expressive language
- Lessons that help children reflect on and regulate their emotions



Data & Planning Tools

- Engagement insights for educators and administrators
- Custom reports to monitor platform usage and learning patterns
- Curriculum-aligned search filters to support lesson planning
- Playlist creation for whole-group, small-group, and individualized instruction





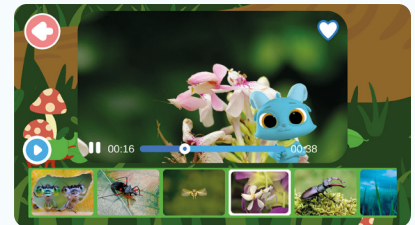
A Child-Facing App That Extends Learning Beyond the Classroom

MarcoPolo for Families provides 800+ educational videos and 3,000+ interactive learning games that reinforce skills explored in the classroom.



Family Access to High-Quality Content

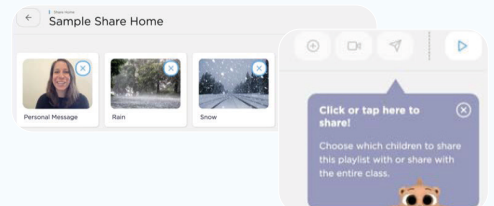
- Developmentally appropriate educational videos
- Engaging topics across STEM, literacy, SEL, and more
- Interactive learning games that reinforce foundational skills



Customized Playlists

Educators can:

- Curate personalized video playlists
- Add individualized video messages
- Strengthen school-to-home connections



Skill-Building Games

- Reinforce concepts from videos
- Build math skills (counting, number composition/decomposition)
- Develop vocabulary and phonological awareness



MarcoPolo Let's Talk™

- Driven by child interests
- Provides conversation starters for caregivers
- Encourages real-world application and meaningful dialogue





High-Quality Training That Strengthens Everyday Practice

MarcoPolo Professional Development offers early childhood educators practical, research-supported training that can be applied immediately in the classroom. Designed by experienced early childhood experts, the PD series helps educators build confidence, strengthen teacher-child interactions, and support children's literacy, math, social-emotional learning, and overall readiness.

Our PD model combines live virtual instruction with on-demand learning, giving programs flexibility while ensuring strong implementation. Each course includes modeled strategies, examples from real classrooms, guided reflections, and opportunities for teachers to practice new approaches with ongoing feedback.

Course Series Highlights

Each course is 4 hours and focuses on a key area of early childhood practice, including:

Kindergarten Readiness: Integrating early literacy, foundational math, and fostering independence.

Social-Emotional Development: Helping children identify emotions and build self-management tools.

Strengthening Interactions: Using discourse moves and higher-order questioning to deepen child thinking and support CLASS® dimensions.

Trauma-Informed Care & Behavior Guidance: Understanding trauma impacts, partnering with caregivers, and using developmentally appropriate behavior strategies.

Differentiated Instruction: Tailoring instruction to meet diverse learning needs.



What Educators Receive

- Live and on-demand instruction
- Short daily videos, quizzes, and teaching tooltips
- Practical classroom assignments
- Optional office hours and a community discussion board
- Feedback from PD facilitators to support implementation

Across the series, educators learn strategies they can use the very next day, helping programs strengthen instructional quality, support children's development, and create more responsive, engaging classroom environments.

Support Services

Every MarcoPolo partnership includes year-round, customized service designed to ensure successful implementation and ongoing support:

Partner Success Manager

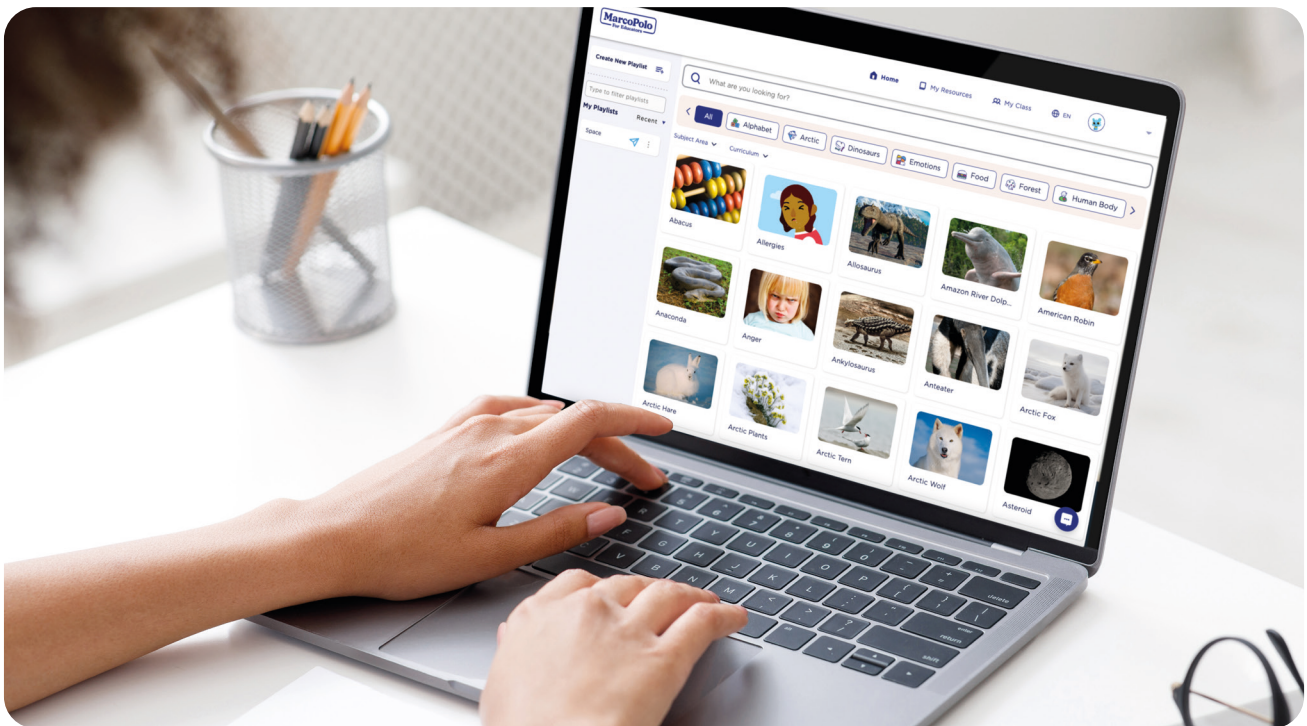
- Personalized onboarding
- Implementation support
- Ongoing best-practice guidance

Technical Support

- Live chat assistance
- Device compatibility support
- Platform optimization

Reporting & Insights

- Engagement reports for educators and families
- Usage trends to support program goals





Early Learning Coalition Of Sarasota County 2026-2027 Renewal

Early Learning Coalition Of Sarasota County

1750 17th Street
Sarasota, FL 34234
United States

Alison Fraga
afraga@elcsarasota.org

Kelley Minney
kminney@elcsarasota.org

Reference: 20260129-210816105
Quote created: January 29, 2026
Quote expires: February 28, 2026
Quote created by: Leslie Mandell
Sales Operations Coordinator
leslie@marcopololearning.com

Comments from Leslie Mandell

Coalition-wide includes all ELC providers, admins, teachers and families.

Products & Services

Item & Description	Quantity	Unit Price	Total
Renewal Subscription bundle to MarcoPolo for Educators and MarcoPolo for Families Unlimited coalition-wide access from January 25, 2026 - June 30, 2027	1	\$50,000.00	\$50,000.00
Renewal Comprehensive Support Includes: Dedicated Partner Success Manager, Educational Support, Professional Development, Family Engagement and Technical Support coalition-wide	1	\$0.00	\$0.00
One-time subtotal			\$50,000.00
Total			\$50,000.00

Purchase terms

Questions? Contact me



Leslie Mandell

Sales Operations Coordinator

leslie@marcopololearning.com

MarcoPolo Learning

115 Broadway

5th Floor

New York, New York 10006

USA

Thank you!



New York • Houston • Tampa • London
marcopololearning.com