

SYNOPSIS

Often described as a big district with a small-town, family feel, Garland ISD enjoys a rich history of more than 100 years. Many staff members spend their entire career in the district—the longest serving 68 years—and some even graduate from GISD as well. While a seasoned community is undoubtedly a point of pride, an aging demographic can also present its own challenge. Historic GISD data shows that voters 65 and older participate in most elections but do not initially favor school bond referendums. Looking ahead to the future, Garland ISD wanted to reconnect its senior citizens with the district to give them an accurate perspective. More importantly, GISD also wanted to honor those who helped build its tri-city community.

In August 2019, the district launched a senior citizen VIP pass program, offering free admission to all GISD-hosted athletics and fine arts events. The district's Communications Department was also challenged with a goal of 1,000 cardholders by the end of the first year. To help spread the word, tactics included an announcement in the Superintendent's State of the District address, digital billboards, electronic and printed newsletters, the district's website, social media and more.

GISD celebrated its 1,000th VIP in just three-and-a-half short months and continues to gain new members almost every day. The perks have also grown to include specially designed district tours which showcase innovations in education, such as 1:1 Chromebooks in secondary classrooms; Career and Technical Education, including a student-prepared lunch; and new facilities made possible by GISD's 2014 Bond Program.

"I was amazed at the changes—the way GISD has evolved since my three children went through the system," was just one of the numerous positive comments the district has received since launching this program. But perhaps the most prized response stated, "Next year when I go to pay our GISD tax bill, I will have a smile on my face!"

The district looks forward to continued engagement with its senior citizens and also plans to add veterans to the VIP pass program next school year.

RESEARCH

A tradition-rich district, Garland ISD's history spans more than 100 years. In that time, GISD has passed five bond elections. Voters approved \$79 million in 1986, \$110 million in 1992, \$156 million in 1996, \$385 million in 2002 and \$455.5 million in 2014. The district's most recent election passed with 62 percent of voters in favor, but this was after months of hard work. GISD conducted a phone survey of the district's tri-cities before the Board of Trustees put a bond on the November 2014 ballot, and the baseline question asked respondents whether they vote in all, most, only some, very few, or none of the local elections dealing with bond issues, taxes and local development projects. The highest percentage of respondents answering "all" belonged to voters 65 and older. Another question mentioned that Garland ISD was considering calling a bond election and asked whether respondents would vote yes, in favor, or no, against, the issuance of \$450 million in bonds to construct, renovate, and equip school buildings and make other improvements with the levying of property tax. This time, voters 65 and older had the highest percentage answering that they would not support the bond.

Armed with the knowledge that GISD's senior citizen community needs extra consideration in regard to bond elections, the district received a demographer's report in 2017 showing this to be the largest-growing population group. In 2010, citizens 65 and older equaled 7.5

percent of the district's population. By 2015, that number had grown to 11.4 percent. And, all other age groups presented a decline as well.

This means that GISD's tri-cities are blessed with stalwarts who have grown up and raised children in the district. For example, GISD's Student Services Center was recently rededicated in honor of the Valle family. Manuel and Maria Valle moved to Garland in 1929 as the city's first Hispanic residents. Their eight children graduated from Garland High School—the most in school history from a single family—and now at least one of them still resides in the city. Pascual was the first all-state football player from Garland, and he and his son, Tony, were also the first father-son duo inducted as members of the Garland Sports Hall of Fame. Pascual still remains a local celebrity throughout GISD. Another icon is the district's former Executive Director of Athletics. Homer Johnson graduated from Garland High School in 1945 and returned in 1948 as a coach. In 1962, he became GISD's first athletic director and eventually retired from the district in 2016 after serving 68 years.

These pillars of the community undoubtedly helped lay the foundation for GISD's past, present and future successes. In fact, they are often called upon for advice during strategic planning or other public forums. In June 2019, the district began its current strategic plan process with surveys, summits and focus groups. A Design Team then developed a rubric to evaluate all GISD facilities. With a district goal of ensuring all students graduate prepared for college, careers and life, architects also conducted site walks to determine needs. This assessment will now be used in future bond election discussions.

Knowing that a referendum could be called in the near future, GISD wanted to start its informational campaign as soon as possible. And why not start with the population that had been removed the longest? In an effort to give back to those who built the district while also engaging them to reconnect, GISD decided to implement a discount program for senior citizens. The name "VIP" was strategically chosen to denote their significance, and research of other districts around the area revealed that many already had similar programs in place. In fact, GISD's Athletics Department allowed residents 65 and older to attend all non-varsity football games for free during the 2018-19 school year. The district decided to bolster that pilot for 2019-20.

PLANNING

Convening a committee of district leadership and representatives from the communications, athletics and fine arts departments, GISD's new senior citizen VIP pass program was formed. Planning meetings began in May 2019 with a target launch date of Aug. 1. The committee first discussed benefits and agreed to offer free admission to all non-playoff athletic events hosted at district facilities, in addition to all fine arts events. Discussing logistics, the committee determined a photo ID badge, similar to an employee's, made the most sense. The process would then include a qualifying senior stopping by the GISD Print Shop, presenting a driver's license, taking a photo and ultimately receiving a VIP pass. During sign-up, the district would collect contact information as well, including a mailing address, email address and phone number. This would allow Communications to deliver important program information in addition to future bond election collateral. To help VIP members become actively engaged, the process would also allow signees to express interest in volunteering at a campus.

When envisioning a design for the pass, Willy Wonka's golden ticket came to mind since the pass would allow seniors free access to events. Gold cards are also often associated with discount programs, and the color itself symbolizes royalty. Communications wanted program

participants to feel special, so the pass contains a gold background. In addition, the photo on the front alleviates the need for additional identification, which was an improvement upon athletics' pilot program.

GISD leadership wanted to improve upon the original number of cardholders as well. In 2018-19, less than 50 senior citizens took advantage of the free athletics events. The 2019-20 VIP pass goal was set at 1,000. Communications even designed a special pass for the lucky recipient. Compared to participation in other districts' senior citizen programs, this was going to be a lofty goal. One that was chosen not only to motivate staff to work extra hard to achieve it, but also to make sure that a large number of community stalwarts received recognition.

Preparing to launch the program, GISD set a budget that would not have a financial impact on the district. The Print Shop would purchase an ID badge machine for approximately \$5,000 with revenue generated from jobs for out-of-district entities. Communications would then pay for all printed marketing materials with existing funds, not to exceed \$500. And, digital marketing via GISD-operated platforms would be free, in addition to a digital billboard that could be run as part of a pre-existing contract.

As Aug. 1 neared, Communications created garlandisd.net/vippass, which included instructions on how to obtain the card, as well as contact information and a link to athletics and fine arts schedules. Staff wanted the experience to be as easy as possible for its senior citizen audience, so everything was housed on one page and all other collateral linked to it. Administration also wanted to ensure fidelity of the program's implementation across the district. That's why all coaches and fine arts staff were emailed VIP treatment expectations. To prepare marketing materials, Communications conducted a photoshoot with a few community influencers. One graduated and retired from the district and has several ongoing connections. Another couple has chaired the Garland Association for Hispanic Affairs for several years.

IMPLEMENTATION

GISD's superintendent officially kicked off the new senior citizen VIP pass program marketing in July during his State of the District tour to chambers of commerce and other organizations. He not only announced the upcoming program but also an exclusive deal he made with neighboring Wylie ISD. Since GISD and WISD share their own athletic district, each superintendent agreed to honor the other's senior citizen cards. This information was shared at approximately one dozen tour stops.

Communications continued that community outreach Aug. 1 by sending an informational flyer to all libraries, senior centers, recreation centers, churches and supermarkets within GISD's tri-cities—over 300 locations. Featuring a brief call to action, it included text in English, Spanish and Vietnamese—the district's three most widely spoken languages. An accompanying letter asked each recipient to post the flyer and to inform patrons when possible. This flyer strategically pictured the couple who has strong ties throughout the community in order to encourage a sense of endorsement.

Additional print marketing included a story and a brief in two editions of the district's ConnectEd newsletter. This quarterly publication is printed in-house and mailed to every home in the area—approximately 112,000. Posters were also hung in the front entry at all 85 GISD facilities. This poster strategically pictured the alumnus and former employee in order to foster a sense of loyalty. Lastly, vinyl banners were displayed on fences near the Print Shop to direct senior citizens where to go.

As mentioned previously, all digital marketing built on the district website by leading audiences to it. GISD's social media accounts twitter.com/gisdnews, twitter.com/gisdnoticias and facebook.com/ choosegarlandisd each introduced the program and chronicled the journey to VIP No. 1,000. With more than 72,000 followers on Twitter and 2,000 likes on Facebook, Communications made sure to reach these audiences repeatedly. Staff also enlisted others, like the City of Garland, to share information via their own social channels. On Aug. 1, the district's e-newsletter was sent with VIP pass information to the families of GISD's more than 55,000 students. A digital billboard also ran for four weeks along an interstate and state highway, totaling approximately 1-2 million impressions. Lastly, digital signage on the video boards at the district's two athletic stadiums thanked VIPs in attendance at a few dozen events.

In just three-and-a-half short months, GISD issued its 1,000th VIP pass to Billy Burleson. Commemorating this milestone, Communications organized a small photo shoot and gifted Burleson with a bag of district swag. He commented that he learned about the senior citizen program through GISD's ConnectEd newsletter.

EVALUATION

Boasting more than 1,100 VIPs to date, the word keeps spreading and new senior citizens keep signing up. The most recent recipients received their passes March 5—just one day before the district left for Spring Break. And, GISD uses their contact information to send weekly emails with upcoming events.

Communications also contacts the group with other opportunities or important information. After achieving the once lofty goal of 1,000 VIPs, staff began to evaluate how they could further benefit these senior citizens. Every year, Communications hosts district tours with Leadership Garland, Rowlett and Sachse groups, and without fail, they all leave saying, "Wow! I didn't realize all of the great things happening in Garland ISD." Shouldn't the senior citizen community see more than just athletics and fine arts? Shouldn't they see the greatness that their tax dollars fund? These questions led to the formation of the district's first-ever senior citizen VIP tour. At 5 p.m. Friday, Dec. 6, Communications sent an email announcing 30 available spots. Each one was filled by midnight, and in fact, a second date had to be added to accommodate respondents from the rest of the weekend. Seventy VIPs in total toured GISD Jan. 23 and Feb. 20. Kicking off the morning at breakfast with the Superintendent, attendees were served by special education students in a transitional job skills program. The group then visited the district's highest-achieving middle school to see 1:1 Chromebooks and a secured entryway—both products of the 2014 Bond Program. Stopping at an elementary to see GISD's newest magnet program, Montessori, VIPs witnessed this unique, individualized learning in action. The group then drove by the construction site of the district's Natatorium and ended the day at the Gilbreath-Reed Career and Technical Center, two additional Bond 2014 products. After eating a lunch prepared by culinary students, the VIPs explored more stateof-the-art learning spaces, including a student-run animal grooming business open to the public, a working cross-section of an ambulance, and an innovation lab complete with 3-D printers. GISD's video department filmed the second tour and compiled a highlight reel with testimonials, which can be viewed at youtube.com/garlandisdnews.

Some of the most heartwarming feedback received from cardholders was sent after the Jan. 23 tour. One participant stated, "Thank you so much for the visits today. They were absolutely uplifting. What a great job GISD is doing for the students and community. I am spreading the

word." Another wrote, "Thank you for treating us like VIP citizens. All the information and school visits were interesting, and we learned a lot about GISD today. I retired from GISD eleven years ago as a counselor, and it sure has changed. Happy to see the new natatorium that I fought for almost 45 years ago when our daughter was a competitive swimmer at North Garland High School. We were happy to finally visit the Career and Technical Center as well...an amazing building. We felt so lucky and proud to be supporters of GISD." The most prized piece of feedback read, "My wife and I thoroughly enjoyed the day. Next year when I go to pay our GISD tax bill, I will have a smile on my face!"

And, these are not the only emails that have been received. On March 4, Communications asked VIPs how much they had utilized their passes and what they would change, if anything, about the program. By March 14, nearly 50 responses had been received, all with positive feedback. The average cardholder attended 10 events, saving \$2-8 each time. And as hoped, this financial benefit made a huge impact. "I received an email from one of our VIPs," commented GISD Superintendent Ricardo López. "She told me how her daughter used to pay for her to see the grandchildren perform. She felt like such a burden because the daughter had her own financial stresses. She said this program lifted a weight off her shoulders and allowed her to attend more events."

Achieving its intended outcome of giving back to and recognizing the invaluable senior citizen community, GISD also achieved increased engagement. Communications has received several calls about additional tours, and some senior citizens even call to inquire about the weekly email with upcoming events. Others have started partnerships with campuses to volunteer, mentor or provide needed supplies.

This engagement has garnered local media coverage as well. Three of the district's local newspapers featured the program and no doubt added to its visibility. With an increasing reach, GISD continues to evaluate its program. One change already implemented is that VIPs do not have to renew their passes every year. The district also plans to add veterans to the program in 2020-21. And this group has become a valuable resource—one that the district cares for and is staying in communication with throughout the coronavirus pandemic.

While GISD hopes these efforts will help lead to a favorable vote during future bond elections, if nothing else, the district has gained many new ambassadors.

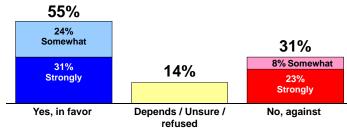
Research | Bond 2014 Survey

VOTING BEHAVIOR QC. Thinking about local elections for a moment -- would you say that you vote in all, most, only some, very few, or none of the local elections dealing with bond issues, taxes and local development projects? Only some refused 18-44 5% 16% 26% 22% 2% 1% 45-54 16% 30% 12% 55-64 31% 20% 26% 13% 0% 65+ 34% 12% 1% 36% 21% 18% 1% Parent 12% 20% Non-par 33% 12% 28% 21% 20% 14% 15% 1% Most Very None Unsure / ΑII Only Some Few refused

The results of the Bond 2014 Survey confirmed that community members 65+ had the highest voting average. Knowing that active voters are powerful allies, we wanted to create a program to connect with them.

INITIAL BALLOT

Q6. Garland ISD is considering calling a bond election to be held this November. If an election was held today, would you vote yes, in favor or no, against the issuance of 450 million dollars in bonds to construct, renovate, and equip school buildings and make other improvements with the levying of property tax?



This graph shows how important it is to engage senior citizens. More residents 65+ voted against, rather than for, the bond on the initial ballot question.

INITIAL BALLOT

	Base	TOTAL FAVOR	TOTAL AGAINST	DEPENDS / UNSURE	NET FAVOR
Total	400	55%	31%	14%	24%
Sample Regions					
West	117	53%	34%	13%	18%
South	126	53%	31%	16%	22%
North	157	58%	28%	14%	30%
Computed Age Groups					
18-44	84	64%	21%	15%	43%
45-54	91	70%	21%	10%	49%
55-64	95	55%	34%	11%	21%
65 and over	124	38%	41%	21%	-3%
RRACE - Race and Ethnicity					
Anglo	248	48%	35%	17%	14%
Non-Anglo	152	65%	25%	10%	41%
Annual Household Income					
Under \$60,000	112	47%	39%	14%	9%
\$60,000 - \$99,999	103	62%	22%	16%	40%
\$100,000 and over	127	62%	25%	13%	37%
Parent of GISD Student					
GISD Parent	142	65%	20%	14%	45%
Not GISD Parent	258	49%	37%	14%	13%

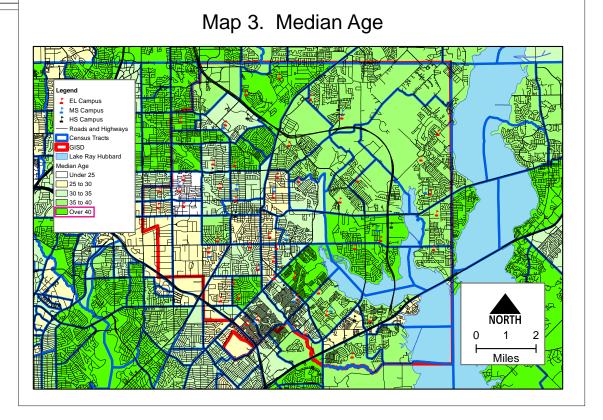
Baselice & Associates, Inc. Project# 14084

Research I 2017 Demographer's Report

Table 3	3. Rece	nt Der	nograp	ohic Tr	ends, (Garlan	d ISD	
			and ISD Annual				Texas	US
	2010	20 11	2012	2013	2014	2015	2015	20
Total Population	279,097	283,890	290,751	285,315	295,185	287,754	27,469,114	32 1,4 18 ,8
Age	l							
Median	34.0	32.9	34.0	34.1	35.8	35.2	34.4	37
0 - 4	7.8%	8.8%	6.9%	7.1%	6.4%	7.1%	7.2%	6.2
5 - 17	20.5%	20.8%	21.3%	214%	20.6%	19.6%	19.0%	16.
18 - 64	64.2%	61.6%	62.4%	62.2%	62.4%	61.9%	62.1%	62.2
65+	7.5%	8.7%	9.4%	9.3%	10.6%	11.4%	11.7%	14.9
Rac/Ethnicity								
Hispanic	35.3%	36.5%	39.9%	37.3%	36.9%	34.9%	38.9%	17.6
Non-Hispanic White	39.2%	37.8%	33.4%	36.2%	38.5%	38.2%	42.9%	61.
Non-Hispanic Black	14.2%	11.8%	13.3%	145%	12.5%		11.7%	12 1
Non-Hispanic Asian	7.8%	9.5%	9.7%	76%	9.1%	15.3% 8.5%	4 5%	5.5
Non-Hispanic Other	3.2%	4.2%	3.6%	3.8%	2.8%	2.9%	1.7%	2.
Economy Median Household Income	\$59.004	\$55.273	\$55.012	\$51,076	\$58.696	\$60.695	\$55.653	\$55.7
						\$60,695	\$55,653 \$78,862	
Mean Household Income	\$68,421 \$64,008	\$69,346 \$61,173	\$68,064 \$60,358	\$65,659 \$57,450	\$70,756 \$63,666	\$74,509 \$66,552	\$/8,862 \$65,316	\$78,3° \$68.26
Median Family Income Mean Family Income	\$73.254	\$74.010	\$71,973	\$57,450 \$72,171	\$03,000 I \$75.541I	\$79.155	\$89.670	\$00,20 \$91.5
wean Family income	\$73,254	\$74,0101	\$71,973	\$72,171	3/3,34 11	\$79,100	\$69,670	Ç,1 8¢
Unemployed Civilians	8.5%	11.2%	9.2%	8.0%	9.3%	4.1%	5.5%	6.3
Workers by Industry								
Construction	8.9%	8.6%	9.3%	8.0%	10.3%	7.4%	8.1%	6.4
M anufacturing	11.8%	14.1%	12.7%	13.4%	9.9%	10.3%	8.7%	10.3
Wholesale trade	2.1%	3.4%	3.0%	2.2%	2.6%	3.1%	3.0%	2.3
Retail trade	11.3%	11.5%	12.0%	11.4 %	11.9%	13.4%	11.7%	11.
Transportation/utilities	5.3%	3.5%	4.6%	3.1%	5.2%	4.7%	5.7%	5.
Information	2.7%	3.4%	1.6%	2.1%	2.3%	3.4%	1.8 %	2.
Finance, insurance, real estate	8.4%	8.9%	8.8%	8.5%	7.4%	7.9%	6.6%	6.5
Professional, management	11.4%	11.9%	10.0%	13.2%	12.3%	13.3%	11.4 %	11.3
Eduational and health services	21.0%	16.9%	19.5%	20.1%	19.8%	19.7%	21.2%	22.9
Arts, food service	8.9%	9.8%	9.2%	7.5%	8.6%	7.3%	9.1%	9.8
Other services	5.6%	5.0%	6.2%	7.0%	6.9%	6.5%	5.2%	4.9
Public Administration	2.4%	2.0%	2.2%	2.6%	2.0%	2.1%	4.1%	4.6
Housing	 							
Total Units	96,861	95,923	95,835	100,128	98,050	98,643	10,588,236	134,793,66
Occupied	90,106	88,338	89,976	94,785	92,376	93,778	9,421,412	118,208,24
Owner-occupied	63,154	59,670	61,388	61,270	63,901	62,210	5,752,826	74,506,5
Renter-occupied	26,952	28,668	28,588	33,515	28,475	31,568	3,668,586	43,701,73
Vacant	6,755	7,585	5,859	5,343	5,374	4,865	1,166,824	16,585,4
Туре								
Single family	77,053	76,383	75,229	76,608	78,745	78,721	7,159,183	90,563,8
Mobile	1,046	1,436	1,147	690	957	406	763,428	8,452,2
Multi-Family	11,687	9,791	13,172	12,099	10,363	11,497	1,574,604	18,089,32
Year built	<u> </u>							
2010 or later					4 70/	400/	050.000	20000
	,							

Garland ISD has a rising 65+ population, making a senior citizen-focused initiative a smart investment for our future.

The majority of our population is over 40. Having an established senior citizen-focused program would be a game changer in the long run.



Research | Facilities Assessment & Strategic Design Process

Action Required



DATE: May 17, 2019

TO: All Principals, Assistant Principals and Department Heads

FROM: Joel E. Falcon, Executive Director of Facilities & Maintenance

RE: 2019 Long-Range Facilities Master Plan

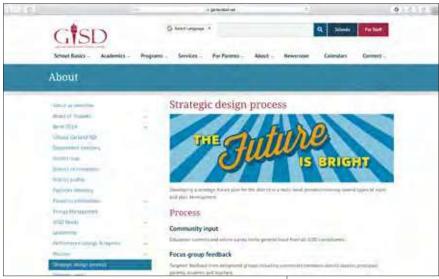
Garland ISD is developing a Long-Range Facilities Master Plan. PBK will be assisting with the creation of this master plan. A critical part of this plan is the Facility Condition Assessment. In order to accomplish this, an online survey will be issued to collect feedback then a team of architects and engineers will visit each campus to evaluate the current condition of facilities.

The 2019 Long-Range Facilities Master Plan, Academic Site Walk and Survey process will take place between June 3, 2019 and August 30, 2019. In addition to the initial meetings, PBK's expert assessors may return several times to review different aspects of existing sites such as morning and afternoon drop-off & pick-up. In addition, PBK assessors will also review student and staff use and circulation throughout the campus.

- ✓ Online survey will take roughly 30 minutes to complete.
 ✓ Academic Site Walks will be performed without interrupting classroom instruction.
- ✓ Assessor visits will have minimum impact on Principal time.

The master plan is the "blueprint" for daily decision making throughout a school district. It provides concrete documentation about the organization's needs and intentions. Moreover, it is a formal way of communicating the district's priorities, and establishes necessary documentation for funding authorities and other approving organizations. Good plans include short and long-term objectives, budgets, and timelines, all of which demonstrate organizational commitment to facilities maintenance and planning.

Your participation and feedback is an important component in the master planning process and we are very excited to have this opportunity to work with each of you.



In May 2019, the district launched a facilities master

became a priority.

plan. A sign that a bond could be considered in the future, engaging and informing our community's strongest voters

Leadership created a five-step strategic design process, which involved community input to help gauge our needs and wants for our district's bright future.



Research I Community Snapshot



in honor of their commitment to the local community, dedication to their country and ongoing support of education.

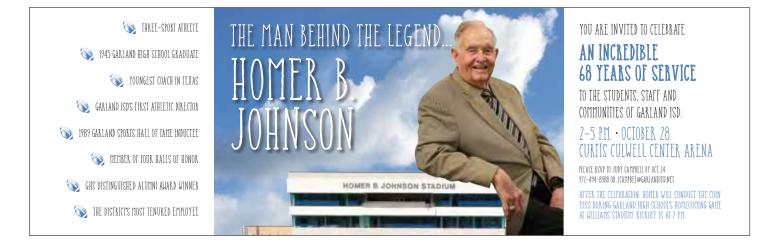
The tri-cities of Garland ISO - Garland, Rowlett and Sachse - have maintained close-knit communities throughout periods of rapid growth. This kindred spirit extends far into the school district and can be attributed to pioneering families who established paths of success for generations to follow.

The Valle family is among this group of innovative leaders. Manuel and Maris Valle moved to Garland in 1929, searching for the American dream. As the city's first Hispenic residents, their legacy is one of togethemess. The entire community was considered members of the Valle household and the term "mi case as su cases" became synchymous with their home at Avenue C and Santa Fe Street.

Education was a top priority for Manuel and Maria. This was made clear to their children. All eight siblings graduated from Garland High School - the most in school history from a single family. The family's commitment to its country is perhaps most admirable. All six sons served in the military while one daughter worked in the local defense plant during World War II. All telds was also an area of excellence as one son, Pascual, was the first all-state football player from Garland. He and his son, Torry, were the first father-son duo inducted as members of the Garland Sports Hall of Fame.

BOARD OF TRUSTEES

RICK LAMBERT, PRESIDENT LARRY GLICK, VICE PRESIDENT SCOTT LUNA, SECRETARY CHARLES AXE, ASST. SECRETARY LINDA GRIFFIN, TRUSTEE CINDY CASTANEDA, TRUSTEE STEVE KNAGG, TRUSTEE BOB MORRISON, ED.D., SUPERINTENDENT Garland ISD is tradition rich and has a history of giving back to those who have helped build our community. Our Student Services Center was rededicated to honor the Valle family, a longtime ally of the district as well as our community's first Hispanic family.



GISD honored the district's longest-serving employee, Homer B. Johnson, with an incredible retirement bash. The legendary coach spent 68 years serving GISD's students, families and tri-cities community. Hundreds attended the celebration, including local media.

Research I Senior Citizen Programs Across the Area

Schoo District	Program Name	Age of Seniors	When did you start your	How many members do you currently have?	What type of incentives do you offer your VIPs	How did you get the word out?	Other Information
Richardson (SD	Siver Advantage	35+	Years ago	LINKHOWN	Entrance to games, including city football games and play-off games. Entrance to Fine Arts	Mail-outs once or twice a year. Word of Mouth in the Senior Community	
Plano ISD	RSVP Program	85+	3-4 years ago	2,209	Free & reduced admission to most sporting and fine arts events except playoff games and non- school events held at achool tacilities	Word of Mouth Website advertisement	
Wylie ISD	Cold Card	65+	2000	1.425 but Were's no good way to track due to not knowing life status	General admission to home athletic events admission to Fine Arts events	There's an erras address and phone number on their website to contact, given popcorn at games to get the word out, are touched at least 7 - 8 times a year to encourage them to join.	includes retired WISD teachers. Their cards are the wallet cards. They also work with their Communications Dept. to be sure guests know about the program.
Wyce ISD	Senior Class			FREE AD	r citizen 65	ntens	This group is a different group. This group: meets regularly and gets coffee and donuts with the superintendent to lear more of what's going on in the district, receive birthday card are sent football and musicals schedules. They do anything to get them involved wit the district other than when they need them to vote.
Meagute (SD	55+ Perks			GISD facilitie varsity footba	all games.	jë ens	Their card is accepted at GISD & RISD games when competing against MISD

We researched and compiled a list of senior citizen-focused programs neighboring school districts offered. This helped us envision what we could offer our community members.

Athletics launched their own senior citizen program pilot in 2018-19. Seniors 65+ received free admission to any nonvarsity game hosted in GISD.

2018-19 SEASON

CONTACT

972-494-8588 A903@garlandisd.net

Planning I Meetings

purchasing, Robin will send us a mock up, Cliff and Joe will check with HR on getting machine to produce these VI. Other items to discuss? Mida will set up next meeting for end of June. What events does it include? Can we track usage?
Notes: Includes only GISD events, for VAPA all events (90% are free alreadyonly a few HS theater, drill team, etc. events that there is a charge for). Includes all Athletics Would be nice to track who is using them to identify who is using/invite to bond meetings. m/who will get that **VIP Senior Discount Cards Meeting** them information? a distribution list for Attendees: Cliff, Joe. Boyd, Robin, Mida, Susanna Updates: about verbiage Machines: same as the machine used in HR, comes with a camera. Cost is approx. \$5,000 Questions: ize the look of the badge? Boyd will check. Do we need the Cloud? May have to pay anyway. Need to check on this. Can we just use the Google Form? lity of this. Google Form with Excel spreadsheet created and shared Lisa Ray said that we do not need to have any special verbiage about opting out of info distribution May be difficult to have this occur at HH reception. v will show Can print shop do this? Yes, tentative date: people can start on August 1-need design from Robin
Mida needs to share form with Risa Griffeth (check name) Contact info: use Fine Arts and Athletics contact info
Mida will send info to Communications and Web Services to start planning to share in VIP Senior Discount Cards Meeting Wednesday, May 29, 2019 Attendees: Cliff Odenwald, Susanna Russell, Joe Figarelli, Boyd Pace, Mida Milligan, Robin explore vendor and I. Purpose of card Notes: Purpose is to engage seniors and get their information. In the past, they went to Athletics and showed an ID and signed for card. Need to be 65 or older Actions/Person responsible: Need to add VAPA to this so that people can come to both Athletics and to HH to pick up a card. Mida will create an excel spreadsheet that will be used to enter information when people come sign up. VAPA and Athletics secretaries will add name, address, email, phone number of senior citizens to get card. Mida and communications will share info via website, tweets, FB, GRS-TV.

Due to the small gains of the pilot program, the possibility of a future referendum and the importance of keeping our stakeholders engaged, district leaders were set on enhancing the VIP initiative. District leadership met to redesign the program and set high goals.

Planning I Budget & Timeline

Senior Citizen VIP Pass

smartsheet

Task Name	Status	Budget	Assigned To	Due Date	Notes
Senior Citizen VIP Pass		\$5,370			
Gold card		\$5,000			2.5x3.25, double-sided
Buy ID badge machine	Complete	\$5,000.00	Boyd Pace	07/01/19	Get with HR for ordering information
■ Design	Complete		Robin Enriquez	07/01/19	Copy in comments
No. 1,000	Complete			07/01/19	Need a special design
■ Web page		\$0			
Content	Complete		Jasmine Preston	08/01/19	
How to get a pass	Complete				
Contact information	Complete				
Athletics schedule	Complete				
Fine Arts-schedule	Complete				
Short-URL	Complete		Ali Syed	08/01/19	www.garlandisd.net/vippass
Print Marketing		\$370			
Photoshoot	Complete		Tiffany Veno	07/19/19	John Washington (alumnus/former employee), Lupita and Tony Torres
Flyer	Complete	\$150			One-sided with English, Spanish and Vietnamese
Design	Complete		Robin Enriquez	07/26/19	
Letter	Complete		Tiffany Veno	07/26/19	To accompany the flyer
Printing	Complete	\$150	Boyd Pace	08/01/19	
Mailing	Complete		Boyd Pace	08/02/19	Distribution list attached
Poster	Complete	\$100			Same verbiage as flyer but change image to couple
Design	Complete		Robin Enriquez	07/26/19	
Printing	Complete	\$100	Boyd Pace	08/02/19	Target distribution date - deliver one to each district facility
₩ Vinyl Banner	Complete	\$120			Gopy-in-comments
Design	Complete		Robin Enriquez	07/26/19	
Printing	Complete	\$120	Boyd Pace	08/01/19	Need to be installed by go-live date
State of the District announcement		\$0			
Presentation	Gomplete		Tiffany Veno	07/12/19	Google-slides-link:-https://does.google.com/presentation/d/1fE2GhZK5svgD9iw7C-g4USK5lfkw6ERA3KPgmn38ok/edit?ts=5d434146
Social media		\$0			
Launch-post	Complete		Caren Rodriguez	08/01/19	Copy-in-comments
Ongoing posts	In Progress		Caren Rodriguez		
□ Billboards		\$0			
Launch billboard	Complete		Tiffany Veno	08/01/19	Copy in comments
Ongoing billboards	In Progress		Tiffany Veno		Run one whenever space in rotation allows
Newsletters		\$0			Printed and e-news
GonnectEd	Complete		Tiffany Veno		
Story	Complete			08/12/19	
The Top 10 brief	Complete			11/18/19	Tease No. 1,000

Page 1 of 2

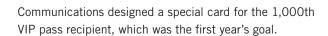
	Task Name	Status	Budget	Assigned To	Due Date	Notes
41	From the Newsroom	Complete		Caren Rodriguez		
42	Story	Complete			08/01/19	
43	── Video board slides		\$0			
44	Design	Complete		Robin Enriquez	08/19/19	Thank you and promotion
45	Air	Complete		Delbert Richardson	08/22/19	Every game at Williams and HBJ stadiums

The program, designed to be budget-neutral, was finalized in late June and set to launch Aug. 1—a short, ambitious timeline.

Planning I VIP Pass Design

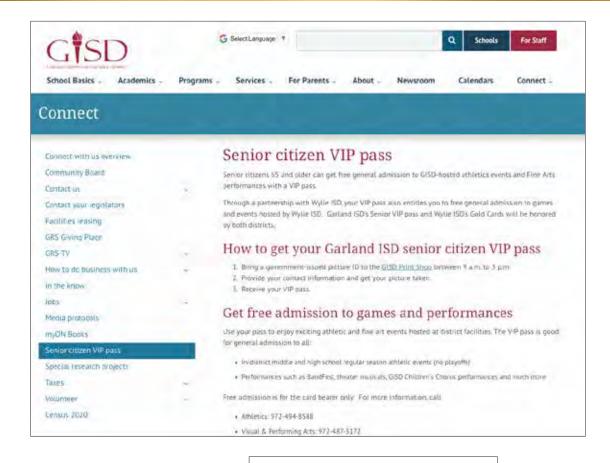


Now branded a senior citizen VIP pass, GISD's Communications team redesigned the card. The final sleek, gold design radiated the exclusivity of being a VIP.





Planning I Preparing to Launch



Senior citizen VIP pass information was shared on the district website. To help GISD athletics and fine arts staff prepare, VIP treatment expectations were shared via email.



Planning I Photoshoot



To help with marketing, Communications held a photo shoot. The team strategically reached out to John Washington, an alumnus and retired employee, as well as Tony and Lupita Torres, a well-known and active couple. These photos were used on flyers, digital billboards and social media.

Implementation I State of the District Announcement



VIP Senior Cards

- Those 65 and over may gain access to all in-district fine arts and athletics events for free
- Includes general admission to varsity football for the first time
- Exchange with Wylie ISD
- Bring state photo ID to the GISD Print Shop at 414 Stadium Drive (behind Williams Stadium) starting August 1 to get your pass

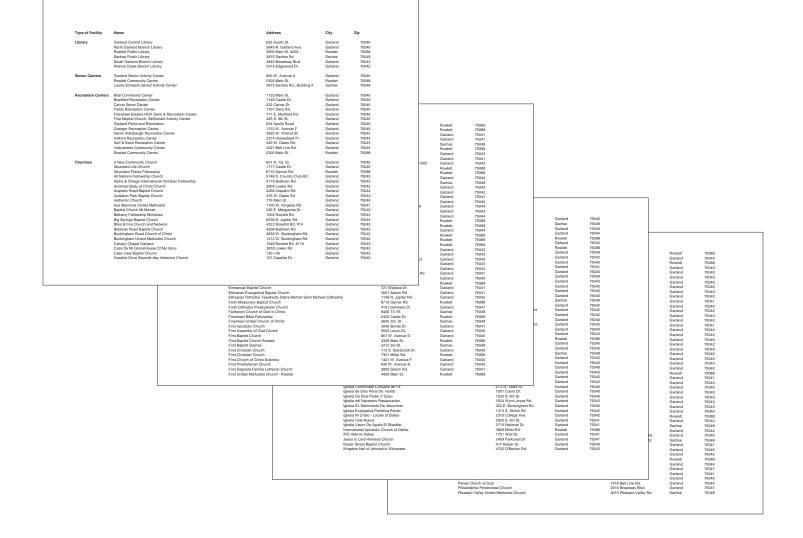


Superintendent Dr. López helped implement the VIP pass. By sharing information at his annual State of the District tour, interest in our tri-cities soared.

Implementation I Community Outreach



Flyers with verbiage in English, Spanish and Vietnamese were distributed to over 300 locations in our tri-cities, including senior centers, libraries, supermarkets and churches.



Implementation | Spreading the Word - Print

NEWSLETTER





To continue spreading the word, Communications included VIP pass briefs in our quarterly printed newsletter. Posters with verbiage in English, Spanish and Vietnamese were posted in 85 district facilities. And vinyl banners directing seniors to the Print Shop were displayed on fences near the facility.

POSTER

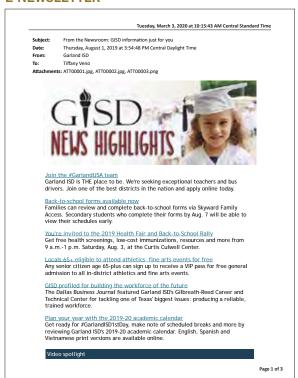


BANNER



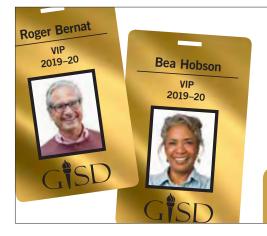
Implementation I Spreading the Word – Digital

E-NEWSLETTER





BILLBOARD



FREE athletics and fine arts events for seniors 65+.

garlandisd.net/VIPpass



Communications also marketed the VIP pass digitally. Messaging was shared via a monthly e-newsletter, social media, digital billboards and video boards at GISD's two athletic stadiums.

VIDEO BOARD SLIDE



Implementation I 1,000th VIP





To celebrate our 1,000th senior citizen VIP pass holder—which was also our first-year goal—we surprised the lucky recipient with a special gift, photo op and shout-out on social media.



Evaluation I VIP Database

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Communications keeps a live database of senior citizen VIP pass holders. These members receive a weekly email with upcoming events and important information.

Evaluation I VIP Tours



To further benefit our VIP cardholders, we set up the first-ever senior citizen VIP tour. Inviting members via email, the first 30 to sign up received VIP Tour Golden Tickets and a schedule of the program. Due to the popularity of the first tour, a second tour was added to accommodate requests.

From: Garland ISD <A878@garlandisd.net> Subject: VIP tour update

Happy Friday, Garland ISD VIPs!

Thank you to everyone who registered for our first-ever VIP tour. We filled all 30 spots in the first few hours. In fact, we had to add a second tour date, and we've already filled all those spots as well. All our registrants should have received an invitation from Tiffarry Veno as their confirmation. Please doubtle check whether you are scheduled for Jan. 25 or Feb. 20. We look forward to showing you what makes Garland ISD a great place to live, work and iteam?

If you have any questions, please email taveno@garlandisd.net.

From: Garland Bill cA878/0 particulates Subject: VIP Tour Announcement

Good grimment, Garbani ISD Mile

We superply appreciate your support of our fine arts and attems students. In an other to done powered spore of the gentiums that absends in GAMS was are possed to assume that instructive We have to upon a students across the dutrict, this the Neutrinian continues in a six and Grimwell-Roof Cours and Tachasial Course, this are delicated prepared by GSD ordered and many. This live event is abhated from 8 4 mil 2 p.m. Harnday, Jun 23. Blankful, hards and transportation filtraground the defeat will be provided.

We leville the sensor critical VIIV-its reserve your spot by calling #72 487-3296 or remailing (process)

(line a great waskend)

VIP Tour Thursday, January 23, 2020 Harris Hill Administration Building – Garland ISD

8-8:15 a.m. Welcome and Introductions First Floor Cafeteria 8:15-8:45 a.m Breakfast with the Superintendent Dr. Ricardo López Travel to Austin Academy for Excellence 8:45-9 a.m. Austin Academy for Excellence John Fishpaw, Principal 9:30-9:45 a.m Travel to Natatorium Natatorium Q&A Philip Wiggins, Aquatic Manager Travel to Luna Elementary Schoo 9:45-10 a.m. 10:15-10:45 a.m Luna Elementary School Deborah Wilkerson, Principal 10:45-11 a.m. Travel to Gilbreath-Reed Career and Technical Center Gilbreath-Reed Career and Technical Center Coleman Bruman, Principal Noon-12:30 p.n Lunch with the Superintendent's Pour 12:30-1 p.m. Q&A with the Board President Johnny Beach 1-1:30 p.m. Travel to Harris Hill 1:30 p.m.

Dismiss

VIP Tour Thursday, February 20, 2020

eakfast with the Superintendent avel to Austin Academy for Excellence

ustin Academy for Excel hn Fishpaw, Principal ravel to Natatorium atatorium Q&A hilip Wiggins, Aquatic Manage

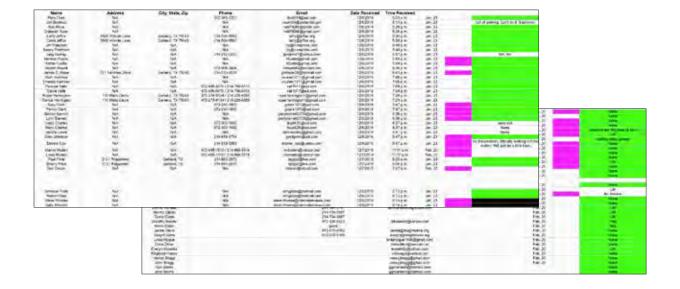
ravel to Herfurth Elementary School 10:15-10:45 a.m Herfurth Elementary School Jessica Hicks

10:45-11 a.m. Travel to Gilbreath-Reed Career and Technical Ce 11 a.m.-noon Gilbreath-Reed Career and Technical Center Coleman Bruman, Principal Lunch with the Superintendent's Roundtable

Noon-12:30 p.m Q&A with the Board President Johnny Beach 1-1:30 p.m. Travel to Harris Hill

1:30 p.m.

of the GISD Edu



Evaluation I GRS-TV Video





To document the historic senior citizen VIP pass tour, GRS-TV filmed one tour and shared this video via YouTube and social media. The video garnered more than 330 views shortly after its publication.

Evaluation I Feedback

Thank you so much for the visits today. They were absolutely uplifting. What a great job that GISD is doing for the students and community. I am spreading the word.

Tiffany

Pascual and I want to thank you for organizing and directing our VIP tour today.

Thank you for treating us like VIP citizens. All the information and school visits were interesting and we learned a lot about GISD today. I retired from GISD eleven years ago as a counselor and it sure has changed. Happy to see the new natatorium that I fought for almost 45 years ago when our daughter was a competitor swimmer at North Garland High School.

We were happy to finally visit the Career and Technical Center....an amazing building. And not to forget to mention the delicious lunch that was prepared by their students.

Thank you again for the VIP treatment. We felt so lucky and proud to be supporters of GISD.

Sincerely,

Pascual and Sylvia Valle

Tiffany, good morning. I want to again thank you and the entire team for the wonderful tour and information presented yesterday. My wife and I thoroughly enjoyed the day. Next year when I go to pay our GISD tax bill, I will have a smile on my face!

Herman & Hattie Fuette

I have enjoyed being a GISD VIP. Not only does it save money, I don't have to stand in line to buy tickets. I have three grandchildren in GISD (3 different schools) as well as a couple more kids that I claim. They are involved in cheerleading, basketball, theatre arts, and baseball. I attended three football games a week and then three basketball games, as well as theatre arts productions, for about 25 events.

We have two grandsons one in high school and one in middle school who play for their schools and have truly enjoyed the free admission (every little bit helps when you are retired). A truly enjoyable experience! No complaints about the program whatsoever. It works great just as it is. Thank you GISD for helping us seniors!

Since the program's inception, Communications has received positive feedback from several members.

Evaluation I Media Coverage

https://starlocalmedia.com/rowlettlakeshoretimes/news/garland-isd-senior-citizen-pass-allows-free-access-to school/article 1d157866-b873-11e9-94e8-671244564267.html

Garland ISD senior citizen pass allows free access to school events

Last school year Garland ISD piloted its gold card program for senior citizens and received a lot of feedback on implementation and how this program could be improved. On Aug. 1, the district launched an improved version with its senior citizen VIP pass.

Chief Leadership Officer Susanna Russell said the district felt seniors are the heart of their communities and have laid a strong foundation for them to continue to build on in

"We wanted to honor them and say 'thank you' to them, and so initially, when the gold card rolled out it allowed them entry into nonvarsity athletic events," she said. "Based on feedback, we wanted to expand that and market it to a much broader audience. Ideally we would like every single senior citizen who lives in the Garland ISD area to have a gold card.

"We want them to feel that they're connected to our childre strong schools build strong communities, and strong communities Russell added. "We would like for our senior citizens to fee our children. We want to allow them see the students perfo perform at are in our fine arts and our athletic events."



The popularity of the senior citizen VIP pass gained the interest of local media. Three media outlets highlighted the program, adding to its prestige.



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GISD launches senior VIP passes



GISD has introduced the gold pass for seniors aged 65 and older. This VIP pass allows them to attend any school sporting or fine arts event for free. Sign-up is available at the district's printing office. (Morgan Howard/The Sachse News)

Senior citizens in Garland Independent School District boundaries have a new way to get involved in

On Thursday, Aug. 1, the district began offering senior citizen VIP passes, also called gold cards.

By Morgan Howard • Staff Writer • news@sachsenews.com

For the full story, see the Aug. 8 issue or subscribe online.

Tags. Too