2017 ED.M. GRADUATE PLANS REPORT

Overview and Highlights

The graduate plans of the 2017 class are consistent with previous years’ classes and demonstrate HGSE’s ability to prepare students for roles and sectors that are growing and relevant to the field of education. According to the Bureau of Labor Statistics, the consulting/professional services, private higher education, software publishers, and educational support services sectors will show fast or steady growth through 2024. Increasingly, HGSE students have entered the media/technology and higher education industries, as well as the non-profit and consulting sectors – which would fall under the “educational support services” sector.

Many functions that HGSE students enter map to occupations with higher than average or steady growth according to BLS. Furthermore, their salaries align to national occupational wage data in their chosen role. HGSE graduates enter analyst/researcher positions at an increasing rate. Despite a slight dip this year, students show growing interest in entrepreneurship. This year also saw a slight increase in graduates interested in advocacy/communications roles. Employment in administrative/management roles has remained strong. Teaching roles have been on a downward trend after the jump in 2012-2013.

- The mean full time, US-based salary was $65,731. The 25th-75th percentile range was $52,000-75,000 which reflects industry norms for the type of roles HGSE graduates enter.
- Sixty percent of HGSE graduates secured jobs in the New England and New York-DC area, which has historically drawn high numbers of graduates.
- CSO career coaching and salary negotiation advising, as well as the office’s support to students obtaining educator licensure, are among the top 5 resources that assisted students’ job searches.
- Expos are cited as one of the most helpful resources for students getting jobs hosted by the Career Services Office.
- Seventy two percent of graduating students indicated that they undertook work-related experiences while at HGSE such as internships, part-time jobs or course projects with outside organizations.
- Ninety four percent of students found new jobs in 4 months or less with the majority (68%) finding jobs in 2-3 months. The length of the job search is influenced by several hidden variables, such as when graduates actively began the job search, the level of sustained focus throughout the search, and personal situations that may have imposed limits on the job search.
- Sixty-eight percent of the total students from the 2017 Class have finalized post graduate plans. 14% of the class did not report, 10% of the class are still seeking, and 8% of the class have just started their job search.

The student response rate was 86%. The chart below summarizes the status of students three months after graduation.

The total number of graduating master’s students: 659
Certificate of Advanced Study (C.A.S.): 12
Master of Education (Ed.M.): 647
Total: 659
Total Responses: 567

Our 3 largest master of education programs:
Education Policy and Management
Human Development and Psychology
International Education Policy
Class of 2017 Status as of September 2017

- Have accepted an offer with a new employer: 47%
- No response: 14%
- Returning to previous employer: 10%
- Seeking employment: 10%
- Have a summer opportunity, but seeking full-time for the fall: 8%
- Continuing graduate education: 5%
- Other: 6%

Sector/Function Overview

- Higher Education: 24%
- NonProfit: 16%
- Public School: 17%
- Charter School: 12%
- Independent School: 11%
- Media/Technology: 7%
- Consulting: 4%
- Other: 9%

Sector Overview

- Non-Governmental: 3%
- Government: 3%
- Healthcare: 3%
- Other: 0%
Many sectors that impact the education sector show fast or steady growth through 2024, according to the Bureau of Labor Statistics, such as consulting/professional services, private higher education, software publishers, and educational support services. Ed tech in particular is noted as experiencing growth worldwide and many major tech companies like Google, Microsoft and Apple are focusing on the education market, as sales of mobile devices in schools shows strong growth. Social advocacy organizations, grantmaking and giving organizations, museums and K12 schools also show growth, but at a more modest scale.

- [https://data.bls.gov/projections/nationalMatrixHome?ioType=i](https://data.bls.gov/projections/nationalMatrixHome?ioType=i)

HGSE graduates have gained employment in fields experiencing the fast or steady growth over the past six years. Despite a slight dip this year, the media/technology sector has seen increasing numbers of HGSE students enter the field. The higher education industry has seen an increase in employment too, especially at private institutions. HGSE students have secured steady employment in the non-profit and consulting sectors – some of the organizations that students are employed at would be categorized in the “educational support services” sector that is growing according to BLS.

![Notable Non-K12 Sector Changes 2011-2017](image)

The K12 sector and teaching jobs have seen a downward trend among HGSE graduates after an uptick in the 2012-2013 timeframe. This may reflect national trends of teacher shortages due to fewer students entering teacher preparation programs and teachers leaving the sector. Budget cuts in some states (primarily in the south, southwest, mid-west and mountain regions) have also limited schools’ abilities to offer higher salaries, implement reform initiatives and invest in technology. Additionally, as the economy expands, job seekers tend to seek jobs outside of schools as opportunities open in other sectors. HGSE students entering the K12 sector usually gravitate more heavily to traditional public districts.
Many functions that HGSE students enter map to roles with higher than average or steady growth, and their salaries align to national occupational wage data in their chosen function. By showing actual functions and salaries from the Bureau of Labor Statistics, we can show students how an HGSE degree aligns to the world of work and real careers. It is important for students to understand where and how the work of their academic and professional interests and issues (e.g. teacher effectiveness) are performed.

Management analysts, instructional coordinators/curriculum writers/editors, training and development specialists, social science researchers/survey researchers and counselors are just some of the roles that the BLS indicates will grow steadily or rapidly through 2024 (https://data.bls.gov/projections/occupationProj). Our students regularly seek these types of roles.
Roles identified by the BLS which many of our students enter:

- Social and Community Service Managers: Average salary: $70,870
- Fundraisers: Average salary: $57,930
- Survey Researchers - Average salary: $59,950
- Management Analysts – Average salary: $91,910
- Clinical, Counseling, and School Psychologists – Average salary: $78,690
- Post-Secondary Education Administrators – Average salary: $105,770 *includes Dean and Director level; most HGSE graduates would start in the range of $50,000-65,000.
- Training and Development Specialists – Average salary: $63,350
- Education Administrators, Elementary and Secondary School: Average salary: $95,390
- Counselors, Social Workers, and Other Community and Social Service Specialists: Average salary: $47,220
- Public Relations Specialists: Average salary: $66,540
- Social Science Research Assistants: Average salary: $46,820
- Educational, Guidance, School, and Vocational Counselors: Average salary: $57,620
- Instructional Coordinators/Curriculum Developer/Instructional Designer: Average salary: $65,500
- Teachers, Elementary/Middle/Secondary School: Average salary: $59,270 - $61,280
- Training and Development Managers – Average salary: $115,180
- Writers and Editors – Average salary: $57,210 - $69,280

HGSE graduates continue to enter analyst/researcher positions at an increasing rate. This could be due to the expansion of the consulting and education support services sectors and management analyst roles, as well as the increased emphasis on data and assessment throughout the K12 sector. Despite a slight dip this year, students continue to show interest in entrepreneurship. Although this function attracts a smaller percentage of graduates, there is a slight increase in graduates interested in advocacy/communications roles. This may be attributed to the current political climate as well as the Child Advocacy strand within the Human Development and Psychology program. Employment in administrative/management roles has remained strong. Teaching roles have been on a downward trend after the jump in 2012-2013.

Notable Functional Changes 2011-2017

More students entering analyst/researcher roles due to expansion in related sectors and emphasis on data in K12 schools
For a list of partial organizations by sector (and previous years’ lists) as well as a list of sample functional titles, please see addendums 1 and 2 at the end of this report.

**Salary Data**

The data below represents information provided by 174 respondents reporting full time, US-based salary data, which is 65% of those reporting US-based employment offers. The mean full time, US-based salary was $65,731 with salaries ranging from a low of $26,000 to a high of $170,000. Eighty five percent of the class has 0-10 years of experience, with 58% falling in the entry- to early-career level (3-10 years). HGSE average salaries are within normal ranges for candidates in the early career stage. Our 25-75 percentile range was $52,000-$75,000 N.B. – *Salaries for positions outside of the U.S. as well as salaries of students starting their own organizations are not reflected. Some positions may include in-kind compensation such as room and board.*
**Geographic Data**

Sixty percent of HGSE graduates secured jobs in the New England and New York-DC area which has historically drawn high numbers of graduates; these areas tend to have stronger K12 sectors and economies and a focus on education reform work. California is the second highest domestic geographic area of interest. In particular, Massachusetts, the state with the highest number of HGSE graduates, has an unemployment rate around 4% and the state budget increased for funding for education. The 2018 Boston Public Schools budget is the largest budget in the district’s history, with many schools seeing increased funding. In the *Education Week* report “Quality Counts” (chart below), states such as Massachusetts, New Jersey, Vermont, New Hampshire, Maryland, Connecticut, Pennsylvania, New York and Rhode Island received high marks for indicators like school finance, K12 achievement and chances for success. California received a lower ranking but is also increasing education spending in its budget for K-12 public schools, after school programs, early education and child care, higher education, and teacher recruitment and training. States across the south and southwest received lower marks.

Unemployment rates for other geographic areas of interest, including Illinois and Texas, range from 4.2% in Texas to 6.4% in DC.


*Education Week Quality Counts Ranking:*
Geographic areas where students got jobs

- Northeast (MA, ME, NH, VT, CT, RI) 44%
- International 15%
- West (CA, NV, WA, OR, AK, HI) 10%
- Upper Midatlantic (NY, NJ, PA) 9%
- Southwest (NM, AZ, TX, OK) 4%
- Other 11%
- Upper Midwest (WI, ND, SD, MN) 1%
- Mountain (UT, CO, MT, WY, ID) 3%
- Southeast (NC, SC, GA, FL, MS, AL, TN, AR, LA, KY, Puerto Rico) 3%
- Midwest (OH, IN, MI, IL, MO, KS, NE, IA) 4%

Overall Grades & Scores (2017)

The Grading Scale: A- to A, B+ to B, C- to C, D+ to D, F, N/A

U.S. Score = C (74.2)
Key Factors and Career Services Office’s (CSO) Resources in Job Search Assistance and Influencing Selection of Position

CSO career coaching and salary negotiation advising, as well as the office’s support to students obtaining educator licensure, are among the top 5 resources that assisted students’ job searches. Other HGSE resources in the top 5 include faculty, staff and alumni.

Consistently the top considerations for career choice are the mission of the organization, positioning for career growth, financial considerations and organizational culture. Demonstrably lower considerations include life needs and job security.

Internship Information

Seventy two percent of graduating students indicated that they undertook work-related experiences while at HGSE such as for credit and non-credit internships, part-time jobs, volunteer experiences, independent consulting, course projects with outside organizations, research and practicums for licensure granting programs. The top ways that students found these experiences were
by conducting self-directed searches, a faculty member and CSO’s Hired job/internship database. Students had experiences in a wide variety of organizations and sectors including*:

- 826 Boston
- Access and Disability Services (HGSE)
- ALEX
- Arts @ 29 Garden
- Boston Children’s Hospital
- Boston Children’s Museum
- Boston Collegiate Charter School
- Boston Latin Academy
- Boston Public Schools
- Boys & Girls Clubs
- Brain.Experience.Education Lab
- Brandeis University
- Breakthrough Cambridge
- Bridge International Academies
- Cambridge Public Schools
- Center for Collaborative Education
- Center for Education Policy Research at Harvard University
- Center for Music in Education
- Citizen Schools
- Consortium on Financing Higher Education
- Creative Computing Lab
- Curriculum Associates
- Department of Early Education and Care, MA
- Department of Justice
- Education Redesign Lab
- Engaging Schools
- Excel High School
- ExtensionEngine
- Family Nurturing Center
- Generation Citizen
- Goodman Research Group
- Harvard College Office of Admissions and Financial Aid
- Harvard Graduate School of Education Donor and Alumni Relations
- Harvard Kennedy School - Center for Public Leadership
- Harvard Smithsonian Center for Astrophysics
- Harvard University Office of Institutional Research
- HarvardX
- HGSE Admissions Office
- Jobs for the Future
- Joint Committee on Education
- LearnLaunch
- Lego Foundation
- Massachusetts Department of Elementary and Secondary Education
- MIT Media Lab
- Museum of Fine Arts, Boston
- Museum of Science
- New Profit
- EdVestors
- Noble and Greenough School
- Petey Greene Program
- Project Zero
- Save the Children
- The Boston Foundation
- The PEAR Institute: Partnerships in Education and Resilience
- U.S. Department of Labor
- UNICEF
- USAID ECCN
- WGBH
- WorldTeach
- Year Up

*Represents a partial list. This does not guarantee future internship hiring.

## Career Services Recruitment Programs

During the 2017 academic year, 195 organizations participated in on-campus recruiting activities, Seventy-nine percent as a result of CSO’s direct outreach. Ninety four percent of students indicated their needs were met at Period of Employer Recruiting Consortium. Seventy seven percent of students at fall PERC and eighty percent of students at spring PERC indicated they were interested in applying to the employer after a recruiting event.

Of CSO employer events, Expos are cited as one of the most helpful resources for students getting jobs. Of the students who have a job with a new employer, 30% of those jobs are with employers that participated in the Periods of Employers Recruiting on Campus (PERC) or Expos. While there might not be a direct connection between an employer’s participation in recruiting and a student’s job offer, this data at a minimum indicates there is overlapping student interest with the kinds of organizations recruiting at HGSE.

CSO’s Expos are one of the most helpful employer events for securing jobs. 30% of new jobs were at employers that participated in CSO’s recruiting events.
We pursued a proactive outreach strategy starting over the summer of 2017 and continued throughout the year to encourage employers to participate in both PERC and Expos. Our strategy focused on specific organizations that were selected due to several factors: their affiliation with key HGSE initiatives such as the EdLD program or the Strategic Data Project, their size, scope and impact in the education field, faculty relationships and student interest survey results. The chart in Addendum 3 shows CSO’s strategic organizations that participated in on-campus recruiting events as a result of CSO outreach and whether the organizations are affiliated with EdLD, SDP or other HGSE programs.

**Teacher Certification**

HGSE has 4 licensure-granting programs: Language and Literacy, Prevention Science and Practice/CAS in Counseling, School Leadership, and Teacher Education (graduate and undergraduate programs). In total, 75 primary licenses were granted. The primary licenses were as follows:

<table>
<thead>
<tr>
<th>License</th>
<th>Completers</th>
<th>Focus Area</th>
<th>Breakdown</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reading Specialists</td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>School Guidance Counselors</td>
<td>8</td>
<td></td>
<td></td>
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<tr>
<td>School Social Worker/School Adjustment Counselors</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teachers (middle and high school license)</td>
<td>29</td>
<td>Biology</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chemistry</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>English</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gen. Science</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>History</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Math</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Physics</td>
<td>1</td>
</tr>
<tr>
<td>School Principals</td>
<td>27</td>
<td></td>
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</tr>
<tr>
<td><em>most add grade levels to have a K-12 license or go out of state where licenses generally become K-12 automatically</em></td>
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</tbody>
</table>
Addendum 1: Sample Functional Titles of This Year’s Class

Administration/Management
- Education Director
- Administrator of Operations and Strategy
- Dean of Culture (9-12)
- Assistant Principal
- Director of Strategy
- Assistant Director of Admissions
- Campus Director
- Program Manager
- Principal
- Head of School

Advocacy/Communications
- Communications & Outreach Coordinator
- Marketing Communications Manager
- Coalition Organizer Lead
- Juvenile Justice and Policy Associate
- Community Engagement Specialist

Analyst/Researcher
- Manager of Applied Science
- Manager of Data and Network Projects
Clinical Research Coordinator
Research Analyst
Research Assistant
Data Analyst
Research Associate
Evaluation & Grants Associate
UX Researcher
Policy Assistant

Counseling/Human Services
School Counselor
Academic Advisor
Graduate Admissions Advisor
High School Counselor
Middle School Counselor
Constituent Services Specialist, Disability Commission

Development/Fundraising
Director of Advancement
Resource Development Associate
International Business Development
Head of Campaigns

Teaching/Training
High School Science Teacher
English Teacher
Math Teacher
4th Grade Teacher
Special Education Teacher
Improvement Coach
Training Consultant
STEM Teacher
Professional Learning Specialist
Training Solutions Manager
Advanced Honors Biology Teacher - Grade 11
Chemistry teacher
District Science Instructional Coach

Technology/Production
Project Manager
Producer
Curriculum and Experience Designer
Technical project manager

Addendum 2: Sample organizations where students found positions in 2017

Charter Schools
Codman Academy
Achievement First
Summit Public Schools
Uplift Education
Noble Network of Charter Schools
Uncommon Schools
Harlem Children's Zone-Promise Academy
Cesar Chavez Public Charter Schools
DSST

Harlem Village Academies
KIPP LA

Consulting/Research Firms
Ideo
Deloitte
Abt Associates
Delivery Associates
Isaacson, Miller
Chemonics
Boston Consulting Group
SRI International
WestEd
American Institutes for Research

Government/Public Administration
Ministry of Education, Singapore
Metropolitan Area Planning Council
MA House of Representatives, Joint Committee on Education
US Department of Labor
Australian Department of the Prime Minister & Cabinet

Healthcare/Human Services
The May Institute
Ressler Lab - McLean Hospital
Beth Israel Deaconess Medical Center
Boston Children’s Hospital / Harvard Medical School

Higher Education
Auburn University
University of Chicago
Colgate University
University of Arkansas in Little Rock
Washington and Lee University
Lesley University
Northeastern University
Harvard University
Colorado College
UCLA
Arizona State University
University of California, Berkeley

Media/Publishing/Technology
KTByte
Turnitin
Scholastic
McGraw Hill
Microsoft
Ellevation Education
CueThink
FableVision Studios
Amplify

Nonprofit/Philanthropy/NGO
Teach For Pakistan
UNESCO

For additional context, included below is a partial list of where students were hired in the past few years:

Charter Schools
Achievement First
Boston Collegiate Charter School
DC Prep
IDEA Public Schools
KIPP Bay Area Schools
KIPP New Orleans Schools

Consulting/Research Firms
Abt Associates
American Institutes for Research

International or Independent PreK-12 School
Pierrepont School
Cristo Rey Dallas
Eaglebridge International School
Avenues: The World School
The Rivers School
Yongsan International School of Seoul
St. George’s School
ACS Athens
Beacon Academy
Hillbrook School
The International School, Bangalore
Daewon International School of Qingdao

Public PreK-12 School
Boston Public Schools
New York City Department of Education
Chicago Public Schools
DC public schools
Shelby County Schools
Milton Public Schools
Lexington Public Schools
Saint Paul Public Schools
Mustang Public Schools
UP Education Network
Tucson Unified School District

Noble Network of Charter Schools
Uncommon Schools
Uplift Education

J-PAL
Teach For America
Turnaround for Children
Citizen Schools
The Jack Kent Cooke Foundation
Microsoft Philanthropies-TEALS
Children’s Defense Fund
Boston Children’s Museum
CAST
Council of Chief State School Officers
EdVoice

KIPP Bay Area Schools
KIPP New Orleans Schools

Consulting/Research Firms
Abt Associates
American Institutes for Research
Addendum 3: CSO’s Strategic Organization List

The chart below shows CSO’s strategic organizations that participated in on-campus recruiting events and whether the organizations are affiliated with EdLD, SDP or other HGSE programs and/or whether the organization was of high interest to students on our fall
survey. The chart illustrates that our recruiting efforts strengthen relationships with organizations of importance to students and HGSE as a whole.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Industry</th>
<th>EdLD/SDP/other HGSE partner?</th>
<th>Student Interest Organization?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abt Associates</td>
<td>Consulting</td>
<td></td>
<td>x</td>
</tr>
<tr>
<td>Austin Independent School District</td>
<td>Public School</td>
<td></td>
<td></td>
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<tr>
<td>Bellwether Education Partners</td>
<td>Non-Profit/Philanthropy/NGO</td>
<td>x</td>
<td></td>
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<tr>
<td>Boston Public Schools</td>
<td>Public School</td>
<td>x</td>
<td></td>
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<tr>
<td>Cambridge Public Schools</td>
<td>Public School</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>Carney Sandoe &amp; Associates</td>
<td>Independent School</td>
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<tr>
<td>Catholic Relief Services</td>
<td>Non-Profit/Philanthropy/NGO</td>
<td></td>
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<tr>
<td>Center for Education Policy Research – Strategic Data Project</td>
<td>Higher Education</td>
<td>x</td>
<td></td>
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<tr>
<td>Chelsea Public Schools</td>
<td>Public School</td>
<td>x</td>
<td>x</td>
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<tr>
<td>City Year</td>
<td>Non-Profit/Philanthropy/NGO</td>
<td></td>
<td>x</td>
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<tr>
<td>Creative Associates International, Inc.</td>
<td>Consulting</td>
<td></td>
<td>x</td>
</tr>
<tr>
<td>Curriculum Associates</td>
<td>Media/Publishing/Technology</td>
<td></td>
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<tr>
<td>Dallas Independent School District</td>
<td>Public School</td>
<td></td>
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<tr>
<td>Education Development Center, Inc. (EDC)</td>
<td>Non-Profit/Philanthropy/NGO</td>
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<td>x</td>
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<tr>
<td>Education Group, The</td>
<td>Independent School</td>
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<tr>
<td>Education Pioneers</td>
<td>Non-Profit/Philanthropy/NGO</td>
<td></td>
<td>x</td>
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<tr>
<td>Education Resource Strategies</td>
<td>Consulting</td>
<td></td>
<td>x</td>
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<tr>
<td>Fairfax County Public Schools</td>
<td>Public School</td>
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<tr>
<td>Families for Excellent Schools</td>
<td>Non-Profit/Philanthropy/NGO</td>
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<tr>
<td>Google</td>
<td>Media/Publishing/Technology</td>
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<tr>
<td>Hartford Public Schools</td>
<td>Public School</td>
<td></td>
<td>x</td>
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<tr>
<td>Harvard Business School</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Harvard College</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Harvard Graduate School of Education</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Harvard Medical School</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Harvard School of Public Health</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Harvard University</td>
<td>Higher Education</td>
<td>x</td>
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<tr>
<td>Organization Name</td>
<td>Sector</td>
<td>Notes</td>
<td></td>
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<tr>
<td>Harvard University (Alumni)</td>
<td>Higher Education</td>
<td>x</td>
<td></td>
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<tr>
<td>IBM Design</td>
<td>Media /Publishing /Technology</td>
<td>x</td>
<td></td>
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<tr>
<td>Illumina Interactive</td>
<td>Media /Publishing /Technology</td>
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<td></td>
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<tr>
<td>InGenius Prep</td>
<td>Entrepreneurial /Start Ups</td>
<td></td>
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<tr>
<td>Jobs for the Future</td>
<td>Non-Profit /Philanthropy /NGO</td>
<td>x</td>
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<tr>
<td>Lawrence Public Schools</td>
<td>Public School</td>
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<tr>
<td>Lexington Public Schools</td>
<td>Public School</td>
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<td>Lowell Public Schools</td>
<td>Public School</td>
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<tr>
<td>Montgomery County Public Schools</td>
<td>Public School</td>
<td>x</td>
<td></td>
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<tr>
<td>New York City Department of Education</td>
<td>Public School</td>
<td>x</td>
<td></td>
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<tr>
<td>Pearson Education</td>
<td>Media /Publishing /Technology</td>
<td>x</td>
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<tr>
<td>Plan International USA</td>
<td>Non-Profit /Philanthropy /NGO</td>
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<tr>
<td>Relay Graduate School of Education (formerly Teacher U)</td>
<td>Higher Education</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>RMC</td>
<td>Consulting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Francisco Unified School District</td>
<td>Public School</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>Six Red Marbles</td>
<td>Media /Publishing /Technology</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>Somerville Public Schools</td>
<td>Public School</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Data Project</td>
<td>Higher Education</td>
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