



To Whom It May Concern:

I am writing in support of Ipso Schools in their efforts to launch a new school that will serve as a learning institution for schools in our region. I work at EdgeMakers, Inc., a San Francisco-based startup founded by John Kao, a former Harvard Business School professor and leading expert on innovation. We believe that EdgeMakers are people who use their innate creative, innovative, and entrepreneurial skills to make an impact on an ever-changing world. We offer content and curricula that enables schools to formally teach innovation.

In our search for innovative school models in the San Francisco Bay area, we came across Ipso Schools and were amazed that we share the same mission: to empower young innovators to change the world. In my discussions with the school leaders, I was impressed by their approach and focus on not only personalization, but on equity. We are exploring a partnership based on our shared mission.

Possible areas of partnership include:

- Piloting curriculum for Ipso School's Innovate Lab that embeds design thinking and helps students follow their passions while solving real-world problems
- Collaborating around best practices in curriculum development, implementation and culture to support student agency.

We look forward to developing our relationship with Ipso Schools and give our enthusiastic support for this innovative new school.

Best,

Kevin Norman  
Director of K-12 Strategy  
EdgeMakers, Inc.