

Germantown Academy

SituationGermantown Academy (GA) is an independent school located 20 miles outsidePhiladelphia. Founded in 1759, it is the oldest non-sectarian independent Pre-K to 12thgrade school in the country and serves students from 96 surrounding townships.

The school recognized that its branding materials failed to effectively convey the advantages of its remarkable faculty, resources, community, and campus to prospective families. While enrollment numbers and interest in the school were not significant issues, GA wanted a brand platform that it could take greater pride in and serve as a stronger foundation for outreach campaigns going forward. Accordingly, it enlisted TDC to conduct a comprehensive discovery process to identify key characteristics, values, and aspirations of the school that would serve to underpin development of a more relevant and engaging brand.

Solution TDC embarked on a multi-pronged discovery campaign to 1) assess GA's marketing communications efforts when compared to competitors; 2) see how GA's materials performed when evaluated against several criteria (consistency, attractiveness, clarity of messaging, technical quality, etc.); and 3) gain a better understanding of perceptions around the school from audiences within the GA community. This initial phase of our engagement with GA also included a brand benchmarking study of 30 independent and public school institutions surrounding GA; a brand audit of all recent marketing materials published by GA; and interviews and meetings with GA faculty, administrators, parents of current students and graduates, donors, and recent alumni.

Our findings were distilled into a number of critical takeaways that established a foundation for a new positioning, signature 'tag' line, and message platform. Furthermore, we developed a new brand look and feel, a refined logo, and a graphic standards guide, all reflecting insights and perspectives gathered in our discovery efforts.

ResultFollowing GA's approval of these initial components, we completed a second phase
that involved applying the new brand look and feel and key messaging points to
communications materials. These include a wide-ranging series of brochures and collateral
pieces that highlighted each of the school divisions and the many unique programs,
facilities, and innovations of the institution. In addition, we developed a "look book" for GA
and provided extensive design guidance for GA's new website.

Research Modes Used:

Stakeholder Interviews Faculty Focus Groups Parent Focus Groups Parents of Alumni Interviews Student Interviews Competitive Brand Benchmarking

Communications Audit





- positioning and signature line
- brand standards guide

Germantown Academy is a leading independent PreK to 12 school for families who seek a strong college preparatory curriculum and diverse opportunities for children to discover their talents and passions. GA offers a balance of strong academics, arts, athletics, and experiential learning—developing well-rounded students in a welcoming and inclusive community. This is the result of:

- A clear and meaningful mission which guides students to become confident, resilient, and compassionate citizens of the world;
- 2) A faculty that instills a love of learning through innovative teaching methodologies which inspire students to be active participants in their education;
- 3) A 126-acre campus setting offering unparalleled benefits for experiential learning and extra-curricular activities; and
- 4) A 250-year legacy distinguished by a commitment to innovative approaches that continually enhance the educational experience.

Students are challenged, supported, and engaged in a multitude of ways that lead to a transformational learning experience. They graduate as individuals who are capable of achieving far more than they had ever imagined.

Anything is Possible Starting Here



• message platform for early childhood education

Message Platform

Brand Promise (Positioning Statement)	Germantown Academy is a leading independent PreK to 12 school for families who seek a strong college preparatory curriculum and diverse opportunities for children to discover their talents and passions. GA offers a balance of strong academics, arts, athletics, and experiential learning—developing well-rounded students in a welcoming and inclusive community. This is the result of: 1) A clear and meaningful mission which guides students to become confident, resilient, and compassionate citizens of the world; 2) A faculty that instills a love of learning through innovative teaching methodologies which inspire students to be active participants in their education; 3) A 126-acre campus setting offering unparalleled benefits for experiential learning and extra-curricular activities; and 4) A 250-year legacy distinguished by a commitment to innovative approaches that continually enhance the educational experience. Students are challenged, supported and, engaged in a multitude of ways that lead to a transformational learning experience. They graduate as individuals who are capable of achieving far more than they had ever imagined.							
Signature/Tagline	Anything is Possible Starting Here							
What GA Stands for (Themes and concepts that are integral to GAs legacy)	A Community that Embraces Every Individual and Family Gifs outure of inclusiveness and its wellowing an inclusiveness and its wellowing and success of all members of the community. The close relationships formed among students, teachers, administration, and parents energize all aspects of the school, and create lifelong connections.	Purposeful Engagement for Powerful Learning Experiences GA tradiest struction subdrets into active, participatory learners, and increase interest and excitement in subdrets. They lay the groundwork for higher levels of critical thinking and retention, and open minds to new ideas and perspectives.	A Faculty Closely Attuned to the Way Children Learn GA faculty notestrand deeply how students of all ages think and learn, and how they reliate to the world around them. The faculty and administration have created an environment that is intentional, stimulating, supportive, collaborative, and challenging in ways that equip students with the skills and knowledge to grow into thoughtful, motivated individuals.	A Culture Where Challenging Yourself is the Norm Students are challenged to push beyond their confect nores in all facets of their learning (Where it's taking accelerated classes, making presentations to a large audience, or assuming a leadership role, students are encouraged and mentored to make the most of their abilities at GA.	Unparalleled Resources and Opportunities for Personal Growth GA offers myriad opportunities for each student to discover new talentin participation in school life. Students are encourced to take risks in a supportive environment that will turn their efforts into valuable learning experiences.	An Inspirational, Achievable Mission The clear meaningful, and powerful GA measion supports the scadering, social and emotonal govorh of subdets, realing them to become confident, resourceful, and compassionest citzens of the world. The teachers and administration know every student, and they engage kids at just the right level to help them thrive.		
GA's Character Values and brand attributes expressed in human characteristics and persionality traits)	Creative Energy Inside and Outside the Classroom There is an atmosphere of genuine fun and exotement that reflects the enthusiasm of the achool day because they eny only each other's company and participating in extra- curricular activities.	A Thoughtful and Strategic Educational Approach Many aspects of GA are designed with specific objectives in mind—from developing confidence and voice (Harkness tables) to providing channels for exploring netwinterests lelectives), all to exploring netwinterests lelectives), all appl of negocing with the dases with the gal of negocing guident interest and involvement.	Welcoming and Genuine The warm, friendly, and unpretentious GA environment helps students and families of all backgrounds feel comfortable immediately. Students make friends easily and form close relationships with faculty. become part of the GA community, and families are always invited to communicate directly with faculty and administration.	One-School Approach to Pred through 12 GA operates semissity as a Prek to 12 school. All hallways between Lower, Middle, and Upper School are constand, and there are abundant projects and programs that are coordinated between deeply about how to be ensure success as students transition from Lower to Middle and from Middle to Upper Schools.	Collaborative by Nature Trachers work in cooperation with students to engage their interests, as well as with other teachers to develop integrated learning experiences and context. Students regularly work with and learn from each other, further encling their own learning and development.	Responsive to Individual and Collective Needs CA is ensitive to the diverse needs of students, staff, and community, and our school can be counted on to look for and implement solutions that address specific issues or addwire added benefits whenever possible.		
GA's Differentiators (Qualities that are unique, ownable, and telegraphic)	An Extraordinary History GA is the oldest, continuous, nonsectarian day school in the United States, and founded several of the oldest activities in the country, including the first yearbook, the first official high school artifictic league, men actival octabil inden (130 years in strong), etc. Families become part of the fabric of an institution that pre-dates even the founding of our nation.	A Community of Collaboration Both faculty and students are exceptionally dedicated to bringing out the best in each other—between teachers and students, teachers and students. Mentors are easy to find in teachers, allweine students to teachers, allweine students of a students. Mentors are easy to find in teachers, allweine, parents, and support and guidance.	A Tradition of Innovation and Proven Success The distinguished 250 plus year history of GA gives families confidence in the institutions capabilities as well as pride in being a part of the narrative. GA provides opportunities for faculty to pusse their passions to further engage students in a push for individual success.	Personal Voice and Choice Students are encouraged to take responsibility for their learning and to enages with subject matter in ways that best capture their interests. In addition, students are provided support to develop their own prespectives and voice, and their own prespectives and voice, and the support of the support of the support personal expression.	A Commitment to Educational Excellence There is an entrepreneurial spirito try new ideas, programs, teaching methodologies, and course offenings. Faculty are encouraged to learn from peers, both on and off campus, to shay at the forefront of current trends in education. Students intellectual passions.	126 Acres of Opportunity The size and features of the campus offer abundant benefics for experiental learning, understanding and advancing environmental statewardship is seen in the Nature Program, curricular and extra-curricular activities, and other outdoor programming that few other schools can match.		
GA's Benefits to Students & Families (Aspirations)	Engaged and Motivated Individuals The GA experience fosters significant academic, social, and personal development. This 360-degree growth results in young adults who are equipped vimpact the world in positive and meaningful ways.	Confident and Resilient Problem Solvers Sudents are more secure in their capabilities and convictions, more practive in taking on challenges, and storage adoctates for themselves and others of the security of the security of the greater resolves in overcoming obtaides and exploring alternative paths to solutions.	Preparation and Maturity for College and Beyond and Ways to help them bring out indiden tailents; strengthen self-decipiene, and gain deeper understanding of the world and an indeper understanding of the world thinkers and confident young adults.	Rewarding Parent Partnerships Parents are welcome partners at all stages of their child's GA experience and are provided many coportunities to be involved in and the parknore their childs continuously to improve the school for the greater good of the entire GA community.	Alfransformative Experience that Bradens Perspectives Tachers enable students to expand their interests as well as gain empathy for different points of view. Students come to appreciate global prespectives, inviforced material, and dexpensared experiences outside the classroom.	Lifelong Connections and Community Students and families establish relationships with one another and the school that continue beyond graduation. These connections helps strengthen and espand the school for future generations.		
Our Vision	Germantown Academy will distinguish itself as a leader in student engagement.							
Our Mission	Germantown Academy inspires students to be Independent in Thought, Confident in Expression, Compassionate in Spirit, Collaborative in Action, and Honorable in Deed.							

Early Childhood Message Platform

GA's Early Childhood Education Strengths	Hands-On / Multi-Sensory Learning Entry childhood education at GA centers around experiences that enable children to physically engage with their environment and apply all of their senses.	Play-Based Learning GA recognizes that play is how children "work" and make sense of the world. By incorporating play into our Courtoulum, GA makes learning a natural and fun process.	Meeting Kids Where They Are GA takes close interest in every child's abilities and potential, ensuring their experiences are appropriate for their development.	Individualized Attention In addition to small class sizes (typically 8:1), the EC program has two qualified teachers in each classoom to extraine childen receive personal attention and care.	Flexible/Responsive Program GA offers skills-based groupings in core academic programs that enable students to be appropriately supported and valenged in accordance with their skillset or talent.
Aspirations/ Outcomes for Children	Hard Workers Children gain determination and tenacity through the "team to yoing" model. They tackle challenges with a positive attitude and see the rewards of putting forth their best effort.	Kind to Others Children are continually guided to be conscious and considerate of chers; the "Compassionate in Sprit" component of GAs mission supports these efforts and is modeled by teachers.	Thoughtful Communicators Children gain confidence in expressing themselves and articulating ideas. They understand the value of listening, following instructions, and understanding concepts are ways to further their passion for knowledge.	Curious and Creative Learners Children's questions are honored. Students are veiling to take academic nicks and show imagination and originality in their thinking.	Masters of Reading, Writing, and Math GAR EC curciculum enables children to gain a strong foundation in major subject areas by using 21 ^{er} century tools.
GA's Value to Families	Momentum for Future Learning By engaging children in rich and meaningful experiences and promoting skills and habits that support enjoyment of learning. GA equips students to handle a challenging academic trajectory.	Social and Emotional Growth GA's EC programs foster connection to others and help students mature in socially and emotionally healthy ways.	Character Development As a nonsectarian school, the GA mission provides children with an ethical and moral compass that supports individual growth and empathy.	Self-Advocacy Children come to understand that their personal voice is valued. GA understands a safe space for students to ask questions and challenge themselves.	Shared Partnership In expression of our mission, parents are welcome partners in their child's GA experience and are provided varied and rich coportunities to be collaborative participants with faculty and other parents.

- beard center for innovation brochure/poster
- campus and outdoor learning brochure/poster
- early childhood education brochure





- upper elementary brochure
- middle school brochure
- distinctly GA card packet











• website





Upper School Open House April 14, 2017 8:30 a.m.

Germantown Academy is an independent Pre-K through Grade 12 school that enables individuals to explore and develop new interests; develop a strong personal voice; and become multidimensional, confident learners.

Visit germantownacademy.net/ admission or call 215-646-3300 to register for an Open House or schedule a personal tour.



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GermantownAcademy.net

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