

Community/Business Partnerships Procedures

Successful community/business partnerships are characterized by an exchange of ideas, knowledge and resources. Partners may be advisory to the decision making systems of the district. Partners form a mutually rewarding relationship with the purpose of improving some aspect of education. The relationship must be based on the identification and acceptance of compatible goals and strategies. In addition, the partners should respect the differences in each other's culture and style, striving to apply the best of both worlds to achieve established goals. The principles which underlie the formation of a successful partnership are summarized in exhibit 4216X.

Partnerships develop if there is shared concern about an educational opportunity that can best be addressed by organizations or individuals from different sectors working together.

Beginning a successful partnership requires communication among potential participants about:

1. The nature of the concerns that led to the idea of developing a partnership;
2. Whether a partnership is a good way to address those concerns;
3. The organization of the partnership;
4. The specific roles and responsibilities of partners; and
5. The content and focus of partnership activities.

The success of partnerships is determined by the clarity of definition in the following eight (8) dimensions:

1. amount and type of resources;
2. type of activities;
3. participation in planning and decision making;
4. effectiveness of communication;
5. commitment of leadership from top management;
6. equality or balance of partners;
7. participation of staff; and
8. consistent evaluation of benefits.

Some partnerships start small, providing services to select student groups or individual classrooms, and, over time, expand to address increasingly difficult issues and concerns. Some partnerships remain small but effective; some are initiated at the outset to effect systemwide change.

Multidimensional partnerships can be found at any level; however, in general, the higher the level of involvement and investment in education, the greater the opportunity to bring about lasting improvements in education and the greater the likelihood of significantly impacting the education of our youth.

1. School/Community Agency, Organization and Service Club Partnerships

A partnership may entail a particular community agency, organization or service club agreeing to serve as a formal sponsor, providing services or financial support to a school program or activity, with school officials maintaining control of the program or activity.

- 1.1 All partnerships must be organized with the knowledge and approval of the school principal, the program or unit director, or his or her delegated representative.
- 1.2 All details of the partnership must be in writing, signed by a representative of the sponsoring organization and the principal or designee, and filed in the appropriate office.

Example agreements are:

- 1.1.1 A service club agrees to provide tutoring services to a school or classroom.
- 1.1.2 A community organization agrees to pay the cost of enhancing a school's technology.

This regulation is not intended to limit activities of community organizations which desire to assist individuals in need. (Example: Lions Club providing eyeglasses for a needy student as determined by a school nurse.)

2. School/Business Partnerships

A school/business partnership is a partnership wherein a particular business agrees to serve as a formal sponsor, financing all or part of the cost of a school program or activity and participating within the functioning of the school or program where possible, but with school officials maintaining control of the program or activity.

- 2.1 All partnerships must be organized with the knowledge and approval of the school principal, the program or unit director, or his or her designated representative.
- 2.2 All details of the partnership must be in writing, signed by a business representative and the school principal, the program or unit director or designee, and filed in the principal's or program director's office.

3. Fund Raising Within an Individual School for Charitable Purposes or to Benefit a School Organization

Fund raising within an individual school for charitable purposes or to benefit a school organization is defined as fund raising that normally and most often takes place within the confines of a school with only staff, students and students' parents participating. Limited canvassing of the community will be permitted in this category for such things as *Jump Rope for Heart*.

- 3.1 Only recognized school organizations will be allowed this privilege.
- 3.2 Permission must be granted by the principal, program or unit director, or his or her delegated representative.
- 3.3 The fund-raising organization should provide goods, services or performance in return for donations.
- 3.4 Participation by school personnel and students as buyers or donators must be strictly voluntary.
- 3.5 School organizations that anticipate the need for funds are encouraged to raise funds well in advance.
- 3.6 This type of fund raising includes such things as concessions, bake sales, booster pin or pennant sales, and other such types of in-school fund raising, with limited exceptions.

4. Fund Raising in the Community and Schools for Educational Trips

Fund raising in the community and schools for trips and other educational purposes is defined as fund raising to secure funds for students who will travel for an educational purpose under school supervision and guidelines or to secure funds for students for other educational activities.

- 4.1 Solicitation of community individuals will be permitted in addition to in-school solicitation.
- 4.2 The fund-raising organization should provide goods, services or performance in return for donations.

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