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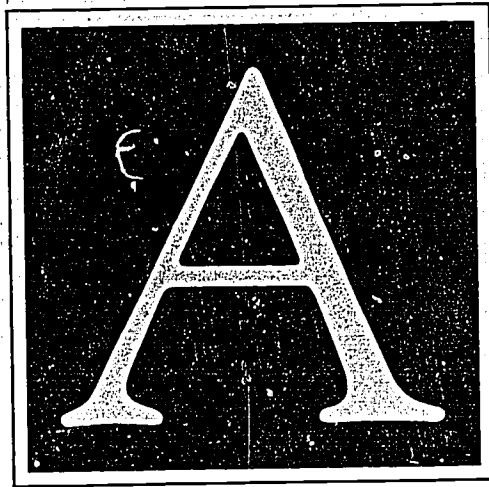
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ABSTRACT

Partnerships in education often begin as a way to stretch resources, but then become harmonious, growing relationships. This brochure describes Pennsylvania's Partnerships in Education program, an outgrowth of earlier "adopt-a-school" efforts and a component of Governor Dick Thornburgh's comprehensive reform package. Students benefit by translating learning into the world of work; partners benefit by contributing to the education of their future work force. Partnerships flourish on every scale. Some involve entire school districts and hundreds of students and employees; others pair private partners with a single class or with individual students. Partnerships exist in urban industrial areas and rural regions alike. This brochure provides a representative sample of some of the 2,500 cooperative agreements throughout the state. Each example cited includes a short description and identifies the partners and someone to contact. Programs range from high school journalism and construction projects to a "Generations Together" program involving senior citizens and elementary school children. Another section highlights cooperative ventures between schools and state government agencies. The brochure closes with suggestions for starting partnerships and a list of state agencies to contact for more information. (MLH)

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# SAMPLER OF PARTNERSHIPS IN EDUCATION

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*Commonwealth of Pennsylvania*  
Dick Thornburgh, Governor  
*Department of Education*  
Margaret A. Smith, Secretary

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Dick Thornburgh, Governor

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Donald Clark, Director

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Ronald B. Hall, Chief

Pennsylvania Department of Education  
333 Market Street  
Harrisburg, PA 17126-0333

April, 1986

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A Partnership Sampler

**TABLE OF CONTENTS**

	<i>Page</i>
<b>GOVERNOR'S LETTER</b> .....	3
<b>INTRODUCTION</b> .....	5
<b>THROUGHOUT PENNSYLVANIA</b> .....	7
School-Based Business .....	9
Learning More About Private Enterprise .....	9
Students Get the Scoop .....	11
No More Wasted Space .....	11
Bridging the Gap Between School and the "Real" World .....	13
Diversity in Philadelphia .....	13
Learning and the Law .....	15
Move Over, Central Park .....	15
College and School Working Together .....	17
Growing Together .....	17
Assignment: Health .....	19
Partners for Prosperity .....	19
Gym-Dandy Experience .....	21
Students Log on to New Careers .....	21
The Age Exchange .....	23
Agriculture in the Classroom .....	23
Improving the Academic Environment .....	25
<b>LINKS BETWEEN SCHOOLS AND STATE GOVERNMENT</b> .....	27
Department of Aging .....	29
Department of Banking .....	29
Department of Education .....	31
<b>HOW TO START A PARTNERSHIP</b> .....	33
<b>ONCE IT GETS STARTED</b> .....	35
<b>HOW TO FIND OUT MORE</b> .....	37
<b>DIRECTORY OF IU PARTNERSHIP COORDINATORS</b> .....	39

*Dear Fellow Pennsylvanians:*

*An integral component of our comprehensive educational reform effort—"Turning the Tide: An Agenda for Excellence in Pennsylvania's Public Schools"—is the formation of viable public and private partnerships to supplement the traditional investment of tax dollars in education with a new investment of time, equipment and, above all, expertise and know-how.*

*The response we have received from both the public and private sectors in the Commonwealth is making a substantive difference in our quest for excellence in Pennsylvania's classrooms.*

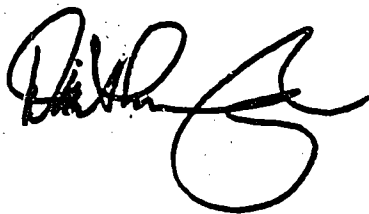
*To encourage businesses, industries and other institutions to form partnerships with schools in their communities, the Commonwealth itself "adopted" 18 schools in the Harrisburg School District. In addition, the Private Sector Initiatives Task Force of the Human Resources Committee of the Cabinet created the "Keystone Award for Excellence" to recognize successful partnerships and encourage their development in both rural and urban areas of the state. Some of the winners of these awards, given in 1984-85, are designated as such in this publication.*

*More than 2,500 cooperative agreements between schools and businesses, local chambers of commerce, community groups and health and human service agencies have been identified and are working in Pennsylvania.*

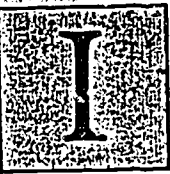
*This community effort seeks to strengthen the ties which can bind the real and academic worlds together—ties which can develop the skills needed for jobs and progress, broaden the base of support for our public schools, and maintain Pennsylvania's role as a pioneer of free and accessible education for all its citizens.*

*Indeed, partnerships are enhancing the learning opportunities for our children, and they are promoting economic growth for our businesses and industries.*

*Let us continue to work together—as partners—to promote excellence in education.*



*Dick Thornburgh  
Governor*



## INTRODUCTION

Partnerships in education are the kind of associations that often begin as a way for schools, community groups, or businesses to do more with less, but then become harmonious, growing relationships.

The concept of working cooperatively through partnerships or "adopt-a-school" efforts has existed informally in Pennsylvania for many years. Yet, more ongoing agreements between school districts and the public and private sectors have emerged since 1983.

At that time, Governor Dick Thornburgh charged the Pennsylvania Department of Education and his Private Sector Initiatives Task Force with developing and overseeing a "Partnerships in Education" program. It has become one of the most important components of the Governor's comprehensive education reform package, "Turning the Tide: An Agenda for Excellence in Pennsylvania Public Schools."

Schools benefit from partnerships by showing their students, firsthand, how learning translates into the world of work. Their partners benefit by contributing to the education of their future workforce.

Partnerships are created on virtually any scale. Some involve entire school districts and hundreds of students and employees. Others pair private partners with a single class or even individual students.

No matter what the size, partnerships are thriving in Pennsylvania. The occupants of the classroom have met those of the boardroom . . . and they're working together.

This booklet describes how they've done it.

We hope these examples will encourage others to begin or expand upon their own partnerships in education.

**T**

## **HROUGHOUT PENNSYLVANIA . . .**

Pennsylvania partnerships mirror the regional diversity of the Keystone State. Partnerships in industrial cities and their suburbs reflect the intensity of urban life. But the state, as the home of the nation's largest rural population, boasts numerous affiliations as well between rural schools and light industrial and agri-business partners in its small towns and farming regions.

Now read about some of the 2,500 partnerships taking place throughout Pennsylvania.

**PARTNERSHIP:**

CLARION MANOR INTERMEDIATE UNIT 6

**CONTACT:**

Joy Dunbar-Fueg  
*Industry/Education Coordinator*  
*IU 6, Shipperville*  
*(814) 782-3011*

**PARTNERSHIP:**

INDUSTRY/EDUCATION PARTNERSHIPS-  
LINCOLN INTERMEDIATE UNIT 12

**CONTACT:**

Dr. Paul M. Ricker, Jr. or  
Dr. Diane Johnson or  
Dr. Donald E. Burkins  
*IU 12, New Oxford*  
*(717) 624-4616*



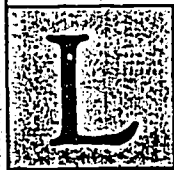


## **SCHOOL-BASED BUSINESSES . . .**

Because its local economy is based primarily on small business and self-employment, educators in a rural district of Pennsylvania have formed a partnership to create school-based enterprises and teach students the ropes of running their own businesses.

Clarion Manor Intermediate Unit 6 kicked off this project by sponsoring a rural education/economic development conference in 1985 which featured national experts on school-based enterprises.

This first step to educate school districts will be followed by enterprise start-ups so that students can learn business skills, help with community economic development, and catch the entrepreneurial spirit. The program hopes to receive financial support from area businesses.



## **EARNING MORE ABOUT PRIVATE ENTERPRISE . . .**

In this partnership, educators and business executives from Franklin, Adams, and York counties help high school social studies and economics teachers translate current economic issues into lessons for students.

Under the Private Enterprise Market System Program (PEMS), teachers are briefed on consumer issues, business operations, and the functions of private enterprise. The primary goal of the program is to provide students with the knowledge and understanding needed to make wise choices as consumers, workers, wage earners, and voters.

Another industry/education partnership in the Intermediate Unit 12 area is the Penn-Mar Institute of Technology.

A nonprofit, private, postsecondary technical training institute, this community partnership offers classes to high school graduates who do not desire to attend college and do not yet have marketable skills for business and industry. They, as well as others who are interested in improving their technical skills, receive the training needed to secure jobs.

Partners in this endeavor to improve the abilities of the local workforce are the board of directors of the Adams County Area Trade School Association.

**PARTNERSHIP:**

NEW CUMBERLAND MIDDLE SCHOOL/  
PATRIOT NEWS CO.

**CONTACT:**

Dale L. Baker  
*Assistant Superintendent for Instruction*  
*West Shore School District*  
*(717) 763-7101*

**PARTNERSHIP:**

RIDLEY SCHOOL DISTRICT/  
RIDLEY COMMUNITY CENTER

**CONTACT:**

Jerry R. Lewis  
*Director of School and Community Activities*  
*Ridley School District*  
*(215) 534-1900, (215) 237-8028*



## **TUDENTS GET THE SCOOP . . .**



Members of the New Cumberland Middle School/Patriot News Company partnership are hoping that their program will whet the appetites of some students for a career in journalism.

Middle school students get a taste of publishing when they work with *Patriot News* staff on the layout, typing and printing of the school's twice-a-year newsletter. The format of their publication is being used as a model for other schools in the Harrisburg area.

This partnership is a component of the West Shore School District's two-year-old cooperative program with Harrisburg-area businesses and community organizations. Other businesses and groups involved include: Appleton Papers, Berg Electronics, Whiteco Metrocom, IBM, CCNB Bank, American Can and Hardee's.



## **O MORE WASTED SPACE . . .**



The Ridley School District in Folsom used a partnership to turn a community problem into a community asset.

In 1982, a 30-year-old junior high school was closed because of declining enrollment. Just one month later the building opened again—to its first nonprofit tenant. The Ridley Community Center was born.

By providing leased space to various non-profit agencies, the center now offers a wide variety of health services, and recreational, educational and social welfare activities.

Because of the partnership between the school district and township government, residents use the facility for senior citizen meetings, aerobics, dance recitals, community chorus performances, blood drives, and many other civic events.

Long-range plans include the development of rehabilitative facilities for the elderly and handicapped. This project also received a matching grant through the Pennsylvania Recreational Improvement and Rehabilitation Act.

Based on its successful experience, the Ridley School District now helps neighboring districts put their vacant school buildings to better use.

**PARTNERSHIP:**  
PITTSBURGH SCHOOLS

**CONTACT:**  
Jeanne Berdik  
*Director*  
*Partnerships in Education*  
*(412) 392-4518*

**PARTNERSHIP:**  
PHILADELPHIA ADOPT-A-SCHOOL PROGRAM

**CONTACT:**  
William Jones  
*IU 26, Philadelphia*  
*(215) 299-7850*



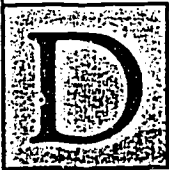
## **RIDGING THE GAP BETWEEN SCHOOL AND THE "REAL WORLD" . . .**



Pittsburgh's Partnerships in Education program bridges the gap between schools and the "real world" by promoting mutual understanding between the education and business communities.

With the help of the Allegheny Conference Education Fund, the Pittsburgh Board of Education, and the Greater Pittsburgh Chamber of Commerce, most of the city's secondary schools and the largest of its middle schools have formed partnerships with businesses. Some of these businesses are: Alcoa, Westinghouse Electric, PPG Industries, H.J. Heinz, Koppers, Mellon Bank, Equibank, Blue Cross, Rockwell, Mobay Chemical, Dravo and Allegheny General Hospital.

Partnership projects include curriculum development, internships, tutoring, equipment donations, classroom speakers, and field trips.



## **DIVERSITY IN PHILADELPHIA . . .**



While the School District of Philadelphia has long worked with the city's businesses, industries, and institutions, its new "Adopt-A-School" program is increasing the number of these partnerships.

A progress report counts 78 examples, among which are 12 government and private organizations involved in Project GIVE (Government and Industry Volunteers for Education). Employees at these agencies provide one-to-one tutoring for students in their adopted schools.

Another Adopt-A-School program is a job counseling project involving six public schools and the Philadelphia Gas Works (PGW). PGW employees speak to students about the job market and how to apply and interview for employment. The company also sponsors an anti-graffiti contest for students who clean up marked buildings.

About 65 students from four schools help handicapped students in swimming pool therapy at Widener Memorial School. The therapy program could not operate without the partner schools because the handicapped students need one-to-one assistance.

**PARTNERSHIP:**

GERMAN CENTRAL ELEMENTARY SCHOOL OF THE  
ALBERT GALLATIN AREA SCHOOL DISTRICT/  
DISTRICT ATTORNEY OF FAYETTE COUNTY/  
McDONALD'S

**CONTACT:**

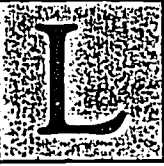
Dr. Carmen Guappone  
*Principal*  
*German Central Elementary School*  
*McClellandtown*  
*(412) 737-5424*

**PARTNERSHIP:**

WELLSBORO COMMUNITY EDUCATION/PARK AND  
RECREATION DEPARTMENT

**CONTACT:**

Vern McKissick  
*Chairman*  
*Wellsboro Recreation Commission*  
*(717) 724-4424*



## **EARNING AND THE LAW . . .**

Students at German Central Elementary School in McClellandtown signed a contract with the District Attorney of Fayette County and managers of a local McDonald's restaurant to cement their partnerships.

The District Attorney took part in a panel discussion on local law and government which was videotaped by the school. Students toured the county courthouse, spoke with judges, and watched a trial. In the future, a mock trial will take place at the school to give students the opportunity to play the different positions within a court proceeding.

McDonald's representatives visited the school to speak to students about setting goals for themselves and working hard to achieve them. The fast food chain supplied a number of achievement and motivational awards for the students.

In return, the school's choral group visited both partners to present Christmas programs.



## **MOVE OVER, CENTRAL PARK . . .**

Thanks to the efforts of an award-winning partnership among the Wellsboro School District, the Soldiers and Sailors Memorial Hospital, and the borough of Wellsboro, small-town residents have a Community Education/Park and Recreation Department which rivals those of most metropolitan areas.

To fill a void created when funding shortages prohibited filling the park and recreation director's post, the three partners joined forces to complete a \$30,000 park renovation without the use of tax dollars. The accomplishment earned them the 1984 Governor's Keystone Award of Excellence.

Programs for preschoolers to senior citizens are offered by the recreation and sports department, and the long range plan calls for many recreational facility improvements.

The school district supplies gyms, sports fields, classrooms and office space so that the Parks Department can offer arts and crafts courses and 10-week computer classes to local residents.



**PARTNERSHIP:**

CHAMBERSBURG AREA SCHOOL DISTRICT/  
SHIPPENSBURG UNIVERSITY OF PENNSYLVANIA

**CONTACT:**

George A. Tjiattas  
*Superintendent of Schools*  
*Chambersburg Area School District*  
*(717) 263-9281*

**PARTNERSHIP:**

GREENWAY MIDDLE SCHOOL/DRAVO CORP.  
LANGLEY HIGH SCHOOL/PPG INDUSTRIES

**CONTACT:**

Cherri Banks  
*Vice Principal*  
*Langley High School*  
*(412) 778-2116*



**C**

## OLLEGE AND SCHOOL WORKING TOGETHER . . .

When teachers in the Chambersburg Area School District returned to their classrooms from workshops conducted by Shippensburg University, they were refreshed.

Learning of new developments in the education field from seasoned professionals, the school teachers were better equipped to handle the needs of a changing school population—students weaned on television, computers and calculators.

The partnership was established to help the school district develop a format for planned courses and train leaders in how to write planned courses for all subject areas for kindergarten through grade 12. As a result of it, the Chambersburg School District has rewritten all its courses. University staff serve as on-going consultants to the school district personnel to make sure they are up-to-date and informed.

**G**

## ROWING TOGETHER . . .

Pittsburgh businesses paired with schools in the Langley Cluster are literally planting the seeds for excellence in education.

Dravo Corp., a partner with Greenway Middle School, donates seed sprouting kits for science classes, drafting tables for art rooms, and sponsors awards for Junior National Honor Society students. Dravo personnel volunteer as tutors in classes such as mathematics, reading, language arts and English as a second language and serve as judges for the middle school's science fair. At Christmas, the Greenway Middle School chorus performed in the lobby of One Oliver Plaza, Dravo's headquarters.

The Langley High School choir participates in a holiday project with their partner, PPG Industries. PPG personnel speak to Langley students on robotics and provide interview training and critiques to some classes. The PPG Foundation also gave a \$1,000 grant to the school's communication program, and presented science and mathematics awards to seniors.

PPG welcomed a Langley teacher to do an "externship" at their company, and opened its personal computer center to computer science students for a tour. In addition, Langley students prepared an art display together with PPG personnel.

**PARTNERSHIP:**

CAMERON COUNTY SCHOOL DISTRICT/  
CAMERON COUNTY HEALTH CENTER

**CONTACT:**

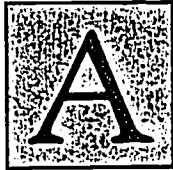
Ronald J. Perry  
*Superintendent*  
*Cameron County School District*  
*(814) 486-3825*

**PARTNERSHIP:**

JUNIATA VALLEY SCHOOL DISTRICT/  
TECHNITROL, INC.

**CONTACT:**

Ellis Griffith  
*Superintendent*  
*Juniata Valley School District*  
*(814) 669-9150*

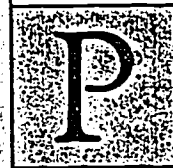


## ASSIGNMENT: HEALTH . . .

Through a partnership between Cameron County School District and the Cameron County Health Care Center, students have interesting writing assignments as well as a chance to publish their work in the local newspaper.

The program, set up by the local school board and the Chamber of Commerce, involves students who use information supplied by the health center to write term papers for English class. Plans call for publishing the papers as a weekly column called "The Medical Bag" in the Cameron County *Echo*.

Health center staff also give lectures to students on health care, health economics, and health center management.



## PARTNERS FOR PROSPERITY . . .

A solid partnership between Technitrol, Inc. and the Juniata Valley School District was a factor in the corporation's decision to keep its Petersburg plant in Pennsylvania.

The school district sold property in Petersburg to Technitrol for the construction of a plant, and pledged to assist with upgrading the skills of 45 employees as well as the training of all new employees.

Technitrol's investment of \$1 million for the construction of the facility and the purchase of new advanced-technology equipment retained the 45 existing jobs and created 30 more in the first six months of 1985. The school district, through its membership in the Huntingdon County Business and Industry Organization, helped Technitrol secure financial assistance and Customized Job Training (CJT) Program funds, including a \$116,940 grant from the Pennsylvania Department of Education.

In the spring of 1985, the Juniata Valley School District conducted evening classes for Technitrol workers in the use of advanced-technology equipment. Employees were introduced to the microcomputer, robotics, the computerized numerical control drill press, and the computer-aided drafting design machine.

Technitrol expects employment levels to reach 125 to 150 within five years.

**PARTNERSHIP:**  
FULTON ELEMENTARY SCHOOL

**CONTACT:**  
Jane Peiland  
*Administrative Assistant to the  
Superintendent for Partnerships  
School District of Lancaster  
(717) 291-6121*

**PARTNERSHIP:**  
SENECA HIGHLANDS  
VOCATIONAL-TECHNICAL SCHOOL

**CONTACT:**  
Paul M. Burns  
*Director  
Seneca Highlands Area Vocational-Technical School  
(814) 642-2573*



## **YM-DANDY EXPERIENCE . . .**

Students at Fulton Elementary School in the Lancaster School District think partnerships are "gym-dandy."

Soon, they will enjoy the use of a huge wooden jungle gym which is being built by students at the Willow Street Vocational-Technical School from plans drafted by a parent who is a professional engineer.

A partnership involving the elementary school, the Parent Teacher Organization (PTO), a local business, two community organizations and another school district provides resources, talent and expertise to carry out projects such as building the giant gym. The cost of the 60' X 210' structure would have been \$22,000 if purchased, but will be only \$7,000 using local resources.

The PTO provides seed money and resources for both the gym and a large-scale landscaping project. Each March, the owner of a local greenhouse helps students plant seeds, and returns in May to help transplant seedlings to flower beds around the school.



## **TUDENTS LOG ON TO NEW CAREERS . . .**

A logger training and employment program trained and led to the hiring of 13 students from Seneca Highlands Vocational-Technical School.

The three-month program, a partnership involving the Pennsylvania Department of Education, the school, and the local lumber industry, was established to increase the number of people available who could safely and efficiently harvest lumber products.

A consortium of paperwood and lumber producing companies was formed to develop the courses and hire the teacher. Hammermill Paper Co. supplied a site and technical assistance through their district forester. Students worked in the woods using rented classroom trailers and equipment, with all funds supplied by an Adult Education grant.

Each consortium member agreed to hire at least one student by signing an "Intent to Hire" form. They kept up their end of the bargain . . . all qualified students were hired.



**PARTNERSHIP:**

MONESSEN ELEMENTARY CENTER/  
UNIVERSITY OF PITTSBURGH  
GENERATIONS TOGETHER

**CONTACT:**

Philip L. Davis  
*Monessen Elementary Center*  
*(412) 684-5400*

**PARTNERSHIP:**

"AG IN THE CLASSROOM"

**CONTACT:**

Carolyn Holleran  
*Economic Education Specialist*  
*IU 14, Reading*  
*(215) 779-7111*

**T**

## HE "AGE EXCHANGE" . . .

"Old people are beautiful. I can't wait to be one!" says a first-grade student who participates in the "Generations Together" program at Monessen Elementary Center.

A brainchild of the University of Pittsburgh, "Generations Together" provides opportunities for volunteers, at least 55 years old, to share experiences with children. Its results have been shared growth, learning and friendship.

Volunteers, who are matched with teachers on the basis of shared interests, needs and areas of expertise, spend a minimum of a half day a week in the classroom. They are tapped for tutoring, story-telling, arts and crafts, library assistance and the nurturing of younger children.

By linking the needs of the young people with the interests of senior citizens, services are provided which benefit everyone—the volunteers, children, parents, teachers, counselors, school administrators and the community.

**A**

## GRICULTURE IN THE CLASSROOM . . .

Partners at Berks County schools are putting their heads together to solve an old problem—"Which came first, the chicken or the egg?"

Incubators supplied to four classrooms by the Penn State Extension Service as part of an "Ag in the Classroom" partnership allow students to monitor the development of chicks in eggs. The customized curriculum program, created by the Berks County Chamber of Commerce, Cooperative Extension Service, Farmer's Association and Intermediate Unit, promotes greater understanding of one of Pennsylvania's top industries—agri-business.

Approximately 150 teachers and 4,000 students have participated in the project which includes workshops, seminars and courses on the role of agri-business in the state's economy, as well as lesson plans, audio-visual aids and teaching strategies. Members of the agri-business community provide speakers, tours and demonstrations. The partnership has grown so well that the hiring of a part-time coordinator may be in the offing.

**PARTNERSHIP:**  
ADOPT-A-SCHOOL PROGRAM:  
BURTON ELEMENTARY SCHOOL  
AND THE HAMMERMILL PAPER COMPANY

**CONTACT:**  
Gregory Myers  
*Principal*  
*Burton Elementary School*  
*(814) 871-6438*





## WORKING TO IMPROVE THE ACADEMIC ENVIRONMENT . . .

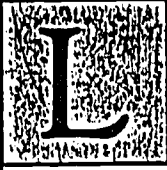


Burton Elementary School and Hammermill Paper Company in Erie joined forces to involve the business community more directly in the educational process.

Burton School is located in a low socio-economic area. Some of the school's students were low achievers with short-term educational goals. Hammermill Paper Company worked with the school to develop programs that would improve the academic environment and motivate the youngsters.

Examples of partnership activities include: a course entitled, "How I Use Math on My Job," presented to fifth graders by Hammermill employees and PTA members; a discussion on the television show, "The Winds of War," and World War II experiences by a Hammermill employee; a \$50 incentive award for the highest seller in the school's annual candy sale; sponsorship of trophies for honors students, perfect attendance, model student council representatives, and athletic achievement; and Hammermill's sponsorship of a breakfast for students with perfect attendance.

Principal Gregory Myers summed up the success of the program, saying "Our students have become motivated through the caring of others that has been displayed, not only by parents and teachers, but also by the business and industry community."



## LINKS BETWEEN SCHOOLS AND STATE GOVERNMENT . . .

"It's one of the best things happening in Harrisburg," says a school administrator about his district's partnership with Pennsylvania state government.

In 1983, Governor Dick Thornburgh called upon each of his Cabinet members—and the agencies under their jurisdiction—to adopt a school in the Capital City. This commitment by the largest employer in central Pennsylvania was designed to set an example for business, industry and commerce throughout the Commonwealth.

The state agencies share staff, materials and know-how with their adopted schools. Students, on the other hand, assist with public functions and often visit state offices to learn about government.

This section shares three examples of state-agency based partnerships.



## DEPARTMENT OF AGING . . .

The Downey Early Childhood Center in the Harrisburg City School District brings generations together in a model of state, regional, and local cooperation. The Department of Aging provides staff and program coordination, while the Pennsylvania Council on Aging teams with local senior centers to assist the school and its children.

Department of Aging staff provided children's books and magazines for the creation of a school library loan arrangement, and donated more than 100 pairs of mittens at a Holiday "Mitten Tree" for needy children in the school. They also provide Big Brother/Big Sister services through appropriate local agencies. The volunteers meet and eat with children to teach table manners and foster communications skills.

Local senior centers become involved in foster-grandparenting relationships. Senior citizens participate, along with Downey children, in an intergenerational holiday sing in the state Capitol.



## DEPARTMENT OF BANKING . . .

In the Department of Banking, enthusiasm to serve as partnership volunteers runs so high that representatives are picked through an agency lottery. For one day every two weeks, the volunteers assist art and gym instructors, as well as first and second grade teachers, at the Foose Elementary School.

Partners read to children and help with special needs in reading and math. They also clip magazine articles and pictures to discuss with the children. The volunteers are especially helpful in chaperoning field trips, which was once a problem with so many parents working outside the home.

"Our efforts are modest," says the agency coordinator. "The time spent never seems long enough, but there is no doubt that the children look forward to our visits. When we read with them on a one-to-one basis, we listen to whatever they have to tell about themselves—something important in their lives at that moment."



## DEPARTMENT OF EDUCATION . . .

The partnership between the Department of Education and Melrose Elementary, a magnet school for science and math, blossomed when agency volunteers assisted in the preparation of the school's annual flower show.

The relationship grew as agency staff, teachers, and students worked together on the school's yearly science fair. Department volunteers helped students solve scientific questions, write laboratory reports, and organize displays for the fair. Teachers also visited the PDE for workshops.

The partnership initiated a newsletter for students and parents called *The Melrose Chatter*. Student and teacher reporters submit feature stories and puzzle pages, while the Education Department does the final typing, photography, layout and printing of *Chatter*.

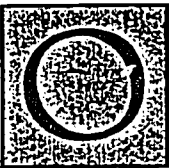


## OW TO START A PARTNERSHIP . . .

Anyone—a business person, community leader, principal, parent or teacher—can start a partnership. Once begun, the key to cultivating it is communication.

While every partnership develops its own special character, there is a successful pattern which can be followed to make sure it grows in the right direction.

- 1) Explain the partnership concept to your organization or your school, stressing the importance of cooperative activities over monetary contributions.
- 2) Look for potential partners with needs that match your organization's or school's strengths and resources.
- 3) Secure approval from the chief executive officer or school principal. A representative coordinator, along with your organization and school coordinator, should be appointed to develop responsible partnership activities. Encourage the selection of enthusiastic coordinators who can motivate colleagues and work effectively with people of differing viewpoints.
- 4) Arrange a meeting of the coordinators to answer questions and discuss their hopes for the partnership.
- 5) Publicize the partnership within the organization or within the school. Encourage a school visit by interested agency personnel, or an industry visit by teachers and students. It is important to involve as many people as possible early in the project.



## ONCE IT GETS STARTED . . .

- 1) Begin planning partnership projects. Start with a few small, but visible, activities to speed the process from talking to doing.
- 2) Expect the partnership to take approximately a year to mature. Coordinators should devote about one hour a week to the partnership, meeting regularly for planning and evaluation.
- 3) Develop a simple means to inform each coordinator of every partnership activity performed, planned or suggested. Keep the procedure simple. Too much bureaucracy can stifle the program!
- 4) Continue promoting the partnership within the school and organization through newsletters, posters and visible activities.
- 5) Provide a forum for exchanging information and ideas. While stressing the individuality of each pair, create opportunities for coordinators to meet and share their experiences with counterparts in other partnership programs. An annual report is also useful for summarizing partnership activity and informing contributors of the program's success.



## OW TO FIND OUT MORE . . .

The Pennsylvania Department of Education, in cooperation with the Governor's Private Sector Initiatives Task Force, encourages and assists school districts in fostering community-school partnerships. To participate in upcoming workshops, receive materials or to learn more, write or call:

Governor's Private Sector Initiatives Task Force  
Office of Human Resources Committee of the Cabinet  
*333 Market Street*  
*Harrisburg, PA 17126-0333*  
*(717) 787-6835*

Kennard L. Bowman  
State Coordinator for Partnerships  
(School Districts/Intermediate Units)  
Bureau of Educational Planning and Testing  
PA Department of Education  
*333 Market Street*  
*Harrisburg, PA 17126-0333*  
*(717) 783-2862*

Randall Bauer  
State Coordinator for Partnerships (State Agencies)  
Bureau of Educational Planning and Testing  
PA Department of Education  
*333 Market Street*  
*Harrisburg, PA 17126-0333*  
*(717) 783-2862*

## INTERMEDIATE UNIT PARTNERSHIP REPRESENTATIVES

<u>Intermediate Unit</u>	<u>Representative</u>	<u>Telephone Number</u>
1	Mrs. Phyllis Davis	(412) 938-3241
2	Dr. Helen F. Faison	(412) 662-3700
3	Dr. Melvin Samuels	(412) 394-5715
4	Mr. Edward Palanski	(412) 458-6700
5	Dr. John P. Jarvie	(814) 734-5610
6	Dr. Arnold Hillman	(814) 782-3011
7	Dr. Harrie Caldwell	(412) 836-2460
8	Mr. Russell Gilbert	(814) 472-7690
9	Dr. Robert Stromberg	(814) 887-5512
10	Mr. William Keough	(814) 342-0884
11	Mr. Kenneth Calkin	(717) 899-7143
12	Dr. Robert Piatt	(717) 624-4616
13	Mr. Charles Lohin	(717) 569-7331
14	Ms. Carolyn Holleran	(215) 779-7111
15	Mr. John A. Zitto	(717) 761-5230
16	Dr. Thomas P. Romett	(717) 523-1155
17	Mr. Paul T. Stone	(717) 323-8561
18	Dr. Thomas D. O'Donnell	(717) 287-9681
19	Dr. Vito Forlenza	(717) 344-9251
20	Mr. Jack Brady	(215) 759-7600
21	Dr. Rachael Heath	(215) 799-4111
22	Dr. Richard Knipple	(215) 348-2940
23	Dr. Donald Wright	(215) 233-9550
24	Mr. Barry Sipes	(215) 383-3800
25	Mr. Alfred Gallagher	(215) 565-4880
26	Mr. William Jones	(215) 299-7850
27	Mr. Tom Zelesnik	(412) 774-7800
28	Mrs. Evelyn Landon	(412) 354-3141
29	Mrs. Barbara Lutz	(717) 544-9131