



E³ STEM

Exploration, Education, and Employment in Science,
Technology, Engineering, and Math Program



Win-Win: Creating & Sustaining Mutually Beneficial YCC Partnerships

LINK TO PRESENTATION - <https://goo.gl/2mOnwy>

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Finding New Partners

- Use all of your resources
- Make “cold calls” to businesses that do work in your pathways
- Use current partners to open doors
- Go to job fairs and economic development events
- Develop your 30-3-30 speeches...and be ready to use them whenever and wherever
- Attend meetings of (and try to become a member of) Workforce Advisory Committees Advisory through the community college
- Develop a solid, professional-looking marketing packet
- Don't be afraid to ask...

Gaining Commitment

- Be gentle...treat a possible partner like a first date
- Be able to focus on helping students
- Be clear on your needs
- Be clear on how being a partner will benefit the company
- Be willing to take what is offered
- Be able to share success stories of kids and partners
- Be positive!

Growing and Maintaining Partnerships

- Communicate regularly with your partners
- Be willing to meet with partners on their turf
- When you ask for assistance, make sure there is a genuine need
- Be persistent (but gentle) when promises are made and are slow to come to fruition
- Share successes with other partners
- Become aware of peaks and valleys in the partner's work schedule
- Craft a solid Memorandum of Understanding with each partner
- Understand that you need your partners more than they need you

Thoughts on MOUs

- Find a good template...use boilerplate language where possible
 - Think of needs, wants, and wishes from your perspective and from your partner's perspective
 - Do not include anything you don't want to have to do
 - Do not list things that you don't need
 - Create a draft of the language to share...it is a starting point for discussion
 - Following the approval of the MOU, do updates through addenda
 - Remember that an MOU is a contract
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Youth Career Connect Grant Memorandum of Understanding

Parties to the MOU

Galveston Independent School District
P.O. Box 660
Galveston, TX 77553

and

Galveston Chamber of Commerce
Grant Partner
2228 Mechanic Street, Suite 101
Galveston, Texas 77550

This memorandum of understanding is between the Galveston Independent School District (GISD) and Galveston Chamber of Commerce (Chamber). This agreement represents the parties' willingness to participate as partners in the Galveston Career Connect (GCC) grant.

Mission of Project

The Galveston Career Connect grant mission is: to ensure that every student served during and beyond the grant period graduates from high school ready to achieve their ambitions for college and a rewarding career.

Project Initiatives

The Galveston Career Connect (GCC) program seeks to strengthen the career skills of high school students by integrating academic and work-based learning experiences with the world of work. Local employers are actively involved by providing career advice and internships. Individualized career counseling assists students in integrating their academic and career goals.

As GCC Scholars, Ball HS students embark on a path to success that will position them to “earn and learn” for the rest of their lives.

Target Program Areas

Certified Nurse Assistant (CNA), Electrocardiography (EKG), Emergency Medical Technician (EMT), Engineering Graphics, Information Technology, Patient Care Technician (PTC), and Phlebotomy

Reporting

GISD, in conjunction with Third Coast Research (an independent third-party research firm) will evaluate the effectiveness of the Galveston Career Connect grant. Such evaluation shall include all federally mandated data points and will include an assessment of the parties' adherence to the mission, goals, and objectives of the grant. The assessment of grant effectiveness shall be ongoing and the results will be reported to the United States Department of Labor as required. Additionally, reports will be made to the Board of Trustees of the Galveston Independent School District and the Galveston Career Connect Advisory Council as directed in the grant or upon request.

Funding

This Memorandum of Understanding commits the parties to expend grant funds for the purposes specified in the approved scope of work of the Galveston Career Connect grant or as those purposes might be amended and subsequently approved by the Department of Labor. Additionally, both parties agree to make a concerted effort to document expenses, both in-kind and real, necessary to meet the thirty-five percent (35%) requirement for matching funds.

Assurances and Agreements

GISD will:

- Serve as the fiscal agent for the GCC grant;
- Hire, supervise, and provide office space for the GCC program coordinator;
- Serve as a primary contributor to the program's evolving design throughout the term of the grant including the initial implementation meetings and the on-going quarterly partner meetings;
- Provide a program setting of small learning communities, or schools within a school;
- Provide office space for the GCC Career Advising Specialists and supporting their collaboration with existing academic counselors and school faculty;
- Recruit, enroll, and retain students in the GCC program;
- Provide coursework to GCC students in grades 10-12 that is career-focused and vertically aligned with the expectations of IHE and employer partners;
- Provide a rigorous and well-rounded college- and career- ready curriculum to all students so that they graduate from high school without need for remediation;
- Collaborate with Galveston College to offer dual credit career-focused courses;
- Allow students and teachers release time to participate in work, mentoring, and professional development experiences organized by GCC program staff;
- Offer the academic and wraparound supports;
- Execute the GCC program coordinator's management plan, including recommendations for scheduling, staffing, and resource provision; and,
- Collect and securely share relevant program-level data with the GCC program coordinator and program staff and with Galveston College.

Galveston Chamber of Commerce will:

- Help define the program strategies and goals through participation in the Advisory Council (GSCA Leadership Council);
- Recruit Chamber members and other businesses to provide participants with membership opportunities for at least one year based on a work-based learning model within the information technology systems, engineering, and health science sectors;
- Facilitate Chamber involvement in externships and other forms of professional development and training for teachers, faculty, guidance counselors such as opportunities for employers to mentor school staff to ensure alignment between the program and our identified three industries of focus;
- Recruit Chamber members to provide project-based learning opportunities through paid or unpaid internships, either during the summer or school year;
- Provide ongoing technical assistance including active participation on the Advisory Council as facilitated by the GSCA Leadership Council; and,
- Engage populations historically underrepresented in these fields such as females and minorities through programming such as the annual Celebrating Women Conference.

Duration/Modification/ Termination

This MOU shall become effective upon signature by the authorized officials and will remain in effect until September 30, 2018.

It is understood by both parties that this agreement is dependent upon receipt of funding from the United States Department of Labor for the Galveston Career Connect grant. Either party may terminate this relationship by giving thirty (30) days prior written notice of termination to the other party.

The Parties agree that the laws of the State of Texas shall govern in any dispute concerning the rights of the parties.

Galveston Independent School District

Larry Nichols
Superintendent of Schools
Galveston Independent School District

Date Signed

Galveston Chamber of Commerce

Gina Spagnola
President
Galveston Chamber of Commerce

Date Signed