A Business Education Partnership in Queen Anne’s County
The Queen Anne’s County Chamber of Commerce and the Board of Education have been involved for several years in a number of joint programs. The Business/Education Partnership Committee consists of approximately ten people, representing education and businesses in the community. The committee meets quarterly.

**OBJECTIVES**

- To improve communication between business, local government, and education
- To utilize input from business and industry to better align curriculum offerings with employment opportunities in the local community
- To provide students with career and job related information through interaction with the business and educational communities
- To use the resources of the local educational system to update skills of the community workforce
- To provide opportunities for educators to highlight business and industry work sites to update their skills and knowledge
- To collect and share information about local employment/training opportunities
- To establish and maintain public awareness about business/education partnership activities
- To provide incentives which encourage students to complete high school and seek local employment
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**WHAT PARTNERSHIPS OFFER...**

**TO SCHOOLS...**

- student exposure to a variety of career/employment opportunities, leading to realistic career goals
- increased incentives for students to stay in school
- specific, real-world work applications to theoretical classroom content
- direct knowledge of local employment trends
- a way to ease the transition from the world of school to the world of work
- guidance in developing the academic and vocational skills needed for employment
- a broadened sense of corporate support for schools

**TO BUSINESSES...**

- long term improvements in work-readiness and productivity of the local work force
- enhanced image through direct involvement in education
- greater understanding of a company’s products, services, and policies
- a way to make concrete contributions to the community
- better understanding of the free enterprise system among today’s youth

**TO THE COMMUNITY...**

- improved understanding between key elements of the community
- improved teacher/student/employee morale
- decreased demands on the educational tax dollar, as schools and businesses share materials, services and personnel
- increased public confidence in the schools
- pro-active business/education involvement in Queen Anne’s County
9 Programs Currently Sponsored by the Business Education Committee

**Honor Card Program**
Local businesses offer discounts for students earning a place on the school’s honor roll. This program is open to all middle and high school students. Two elementary schools also participate in the program.

**ACES Program**
*American Competitive Enterprise System*
The mission of the ACES Program is to gather, analyze, and make available information pertaining to the education and employment opportunities within the community for teachers. Local teachers are given a ten-week short course on the private enterprise system in general and the Queen Anne’s County businesses in particular. The Chamber of Commerce brings teachers into the local business each week for an intensive inside look into how those businesses operate.

**Mentoring Program**
The Mentoring Program provides role models for students. The goal of the program is to improve the attendance and school performance of students. Mentors and students meet weekly during the regular school day on school property. Employers provide release time for mentors to go to their local schools to meet with their mentees. This program targets students with poor attendance, low self-esteem, disruptive behaviors and low grades.

**Internship Program**
During the school year and summer, students are provided the opportunity to intern with a local business in their career interest. Students work for school credit in the Internship Program during their Junior or Senior year. These are unpaid work-based experiences but students gain valuable experience in a real world setting. Seasonal Internship Fairs bring many employers and students together from the community.

**Management Academy**
Students completing the Management Academy will have a sound perspective and range of skills that are necessary for use within business. This program links school-based instruction with work-based experiences. Four required courses for the program are: Marketing I & II, Business Law, Business Finance Management, and Business Management. Local businesses mentor students in the workplace. A specified list of competencies or skills are outlined by the educator, business, and student prior to the beginning of the work-based experience.

**Ambassador Program**
In the Ambassador Program, business members take a first hand look into the county schools. Business executives spend time attending classes, touring, and observing labs in session. The Ambassador Program is a “reversed ACES,” where business leaders visit the schools.

**Scholarship Program**
The Chamber of Commerce offers $1,000 in scholarships to Junior and Senior high school students taking advantage of Dual Enrollment opportunities with Chesapeake College.

**Teacher of the Year**
The Chamber of Commerce supports the Queen Anne’s County Teacher of the Year Program by serving on the interview and screening committee. Chamber members also contribute gifts honoring the teacher of the year. A special recognition meeting, which includes all new teachers to Queen Anne’s County Public Schools, is held in September.

**Leadership Studies Program**
This program has been recently added to the Business Education Partnership Committee. The program originated in the Leadership Studies class at Kent Island High School. The program is comprised of high school students interested in developing their leadership skills and fostering perfect attendance.
Honor Card Program

This program is a Business Education Partnership with the Queen Anne’s County Chamber of Commerce. Local businesses offer discounts for students earning a place on the schools’ honor roll. This program is open to all middle and high school students. One elementary school is also now participating.

The sample flyer showing the businesses that participate and the various discounts offered to students is located in the back of this book.

Students are given an honor card each reporting period. The cards have the student’s name and show that the bearer is entitled to these special offers for making the honor roll. An expiration date is indicated on the card. Flyers are handed to the students.

Individual schools hold assemblies to recognize the students receiving honor cards. Parents are invited. A chamber representative is also present for the Honor Card Assembly to congratulate students and explain the cooperative programs. PTA’s often support the program by hosting a special activity or providing refreshments.

A copy of the honor card is shown here. At the end of each year, Queen Anne’s County Public Schools thank the businesses by giving them a certificate which is displayed by the business owner. A copy of this certificate is located in the back of this booklet.

ACES Program

The mission of the ACES Program (American Competitive Enterprise system), is to gather, analyze, and make available information pertaining to the education and employment opportunities within the community. The business and education partnership committee works cooperatively to maximize the use of resources for the benefit of the schools, businesses, and total community.

This program is offered in the fall of each year. Local teachers are given a ten-week course on the private enterprise system in general and the Queen Anne’s County businesses in particular. The Chamber of Commerce brings the teachers into the local businesses each week during the program for an intensive inside look into how those businesses work. The workshop is approved by the Maryland State Department of Education and the credits earned can be used toward teacher certificate renewal.

The ACES is jointly sponsored by Queen Anne’s County Public Schools and the Queen Anne’s County Chamber of Commerce as part of their continuing Business Education Partnership. Local businesses sponsor a session explaining the free enterprise system and how it works in terms of business philosophy, operation, policies, capital requirements, social responsibilities, and the impact of various regulations. Businesses include: law, engineering, retailing, local government, health care, manufacturing, agriculture, tourism, industry, and food service. Participants include many elementary, middle and high school teachers.

Information on the ACES workshop and a copy of the ACES brochure detailing the dates and the program are located in the back of the booklet.
3 Ambassador Program

The Ambassador Program is a program where business members take a first hand look into Queen Anne’s County Public Schools and their students. Each month a business executive spends time attending classes, touring the building, watching labs in session, and observing general school activities.

The Ambassador Program is a “reversed ACES,” where businesses come into the schools. A host from the school provides a tour of the various classes, labs and programs offered in the school. They tour computers, welding, yearbook, foreign language, physics, ceramics, drafting, business, and other academic classes. This allows community members and business associates to have a hands on view of all the programs that are available in the Queen Anne’s County Public Schools.

The dates and times are prearranged through the businesses. The tour lasts about two hours and allows time for questions. Participants receive a framed certificate and letter of thanks from the Principal.

4 Mentoring Program

The primary goal of the Mentoring Program is to improve the attendance and school performance of students. The mentors and students meet weekly during the regular school day on school property. Employers provide release time for mentors to go to their local schools to meet with their mentee.

The mentoring program provides role models for students. Mentors share their interests, experiences, and wisdom. They are individuals who care, listen, build friendships, and act as role models. They also provide career tips, academic assistance, support and guidance. Mentors are catalysts who shape our community and society.

The program recognizes that regular, consistent contact is the key to building a relationship with the student. It brings together a mentor and a student who is ready and eager to learn. Personal contacts and phone contacts are encouraged.

In order to get acquainted, the mentor and the mentee may have lunch together, read books, write notes, share a hobby or work on a project. The possibilities are endless and so are the rewards.

To ensure success the program requires mentors to commit to work with a mentee for a minimum of one hour a week for one school year. This requires a personal commitment to provide moral support and approval from a caring adult.

Queen Anne’s County Public Schools feel a one year commitment is necessary in order to establish a strong rapport and to build success.

Our mentors play an important role by helping attain a high number of successful graduates, increasing the number of successful citizens, and developing valuable future employees.

Mentors are selected through an application process, including checking references. Qualities which make good mentors include: ability to listen, self-confidence, patience, resourcefulness, conscientiousness, reliability, caring and flexibility. Training is provided to mentors selected for the program.
Students in their junior and senior years at both county high schools are provided the opportunity to intern with a local business. The students work for school credit in the internship program. They are unpaid but gain valuable experience in the business world.

Students are evaluated on a regular basis through their attendance, punctuality, cooperation, courtesy, accuracy and overall work habits and appearance. This work experience is reflected in their official school transcript that follows their academic performance. Students earn one academic credit toward graduation while participating with the Internship Program.

There are set guidelines for students wishing to be involved with the Internship Program. These guidelines are outlined in the high school program of study. The internship program is also extended during the summer months. Students can follow the set guidelines to earn credit for their summer work experience.

The Chamber of Commerce offers $1,000 in scholarships to junior and senior high school students taking advantage of Dual Enrollment opportunities with Chesapeake College.

Dual enrollment is an exciting opportunity that allows high school students to earn college credit while still in high school. Dual Enrollment is available to students attending high school at Kent Island and Queen Anne’s County High Schools.

General qualifications for students are: must be 16 and a junior or senior in high school, possess an overall high school grade point average of 2.5 or above and be recommended by their high school guidance counselor.

Why dual enrollment? It is an opportunity that allows students to shorten the time it takes to earn a college degree. They can sample college course work and get a feel for what it’s like to attend college. Thus, college tuition fees are either slightly reduced or offered at half the regular rate. The scholarship program allows more students the opportunity to participate.
The Management Academy is the result of an Employer Incentive Fund Grant awarded to the Queen Anne’s County Chamber of Commerce.

**The goals of the Management Academy are...**

- to encourage and support employer involvement in economic and workplace development
- to support quality work-based learning opportunities for students
- cover all aspects of the business management industry, core employability skills, and integration of related academics
- develop/obtain specific skill standards and performance assessments with levels of competency attainment
- maintain close collaboration with businesses in order to develop and implement a training plan for students, mentors, and supervisors.

Students develop skills/competencies related to management positions, which may be transferrable to many different businesses. Students move through management steps as competencies are mastered at each step.

This program helps prepare students for a career, postsecondary education or both by providing them with high quality work-based experiences that “connect” with school-based learning. Employers benefit by having students who are motivated and are trained to meet the demands of the workforce. The program involves parental input, consent, and approval.

The Queen Anne’s County Teacher of the Year Program draws public attention to the work being done by the county’s many fine teachers. In addition, it builds a network of exemplary practitioners that act as state and local advisors in education policy and program development. Teachers of the Year are actively engaged with the Maryland State Department of Education throughout their affiliation year.

A selection committee comprised of representatives from the Queen Anne’s County Education Association, Queen Anne’s County Chamber of Commerce and Queen Anne’s County Public Schools review the nominations, conduct interviews and select the Queen Anne’s County Teacher of the Year. All nominees for the Teacher of the Year Award are recognized at a Board of Education meeting and at a special county celebration. The Teacher of the Year is named on a special plaque and honored by various businesses in the community and the Chamber of Commerce including a car from David Wheeler Auto Park in Easton. The Teacher of the Year becomes Queen Anne’s County’s nominee for the Maryland Teacher of the Year and completes the necessary nomination packet for that competition.
This program has recently been added to the Business Education Partnership Committee. The program originated in the Leadership Studies class at Kent Island High School. The program is comprised of high school students interested in developing their leadership skills and fostering perfect attendance.

The year long efforts of this program culminate in “Student Leadership Week” generally held in early May. Features for the “Student Leadership Week” include: a student leadership assembly, an awards day, leadership workshops, Student Leadership conferences, Business Fair, and then wind down with a movie and pizza day.

The Chamber of Commerce has a commitment to our young people through involvement with the local schools, a joint effort with the Board of Education of Queen Anne’s County to foster academic excellence and help raise the level of workplace readiness for those students entering the workforce right out of high school or attending college.

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