



## SUN Initiative-Wide Gathering **SCHOOL WORKSHEET**

### 1. WHERE ARE WE NOW?

- \_\_\_ There is no business involvement in the school.
- \_\_\_ Business partners make small donations for specific projects (Ex: free pizzas for events)
- \_\_\_ We have some business partners that have made a sizable contribution to the school (Ex: regular staff volunteers or donations of \$500 or more.)
- \_\_\_ We have at least one business partner that has made a commitment to the long-term health of the school, and we have a plan for cultivating this relationship in the future. Partner name(s): \_\_\_\_\_

### 2. WHAT IS OUR VISION FOR STRATEGIC BUSINESS PARTNERSHIPS?

Your vision can focus on a specific business, on a role you want a business to play, or on the environment you hope to foster at the school.

- Example A: *Cultivate our relationship with Good Neighbor Bank so their donation grows into a long-term investment of \$\_\_\_\_ a year. Run a “thank the bank” campaign to get families to show their appreciation to the local branch. Invite bank employees to become mentors, teach financial literacy classes, and help design math curriculum.*
- Example B: *Find a bookstore to sponsor our literacy program. Invite bookstore customers to donate used books or buy new books at cost for the school. Ask bookstore staff to become SMART volunteers and organize an annual student read-a-thon.*
- Example C: *Create a school climate receptive to business partnerships. Train staff on how to build strategic partnerships, and invite teachers to brainstorm how businesses could support student thriving. Cultivate two business relationships next year.*

**OUR VISION:**

**3. WHAT WOULD HELP US GET THERE?**

Check all that apply and **put a star next to your top priority.**

- Identifying the business partners that are already in our school
- Brainstorming ways that businesses could be involved in our school
- Coordinating the partnerships that are being developed now by different people at the school
- Getting more information about current partners' interests and giving history
- Deepening our relationship with one or two existing business partners
- Training school staff on how to create business partnerships
- Finding one or two new businesses that would like to get involved at our school
- Developing an Advisory Group that will help us create new partnerships and find more resources for the school
- Talking with staff about issues related to having business partners
- Creating an overall plan for strengthening business partnerships next year
- Other: \_\_\_\_\_
- Other: \_\_\_\_\_
- Other: \_\_\_\_\_

**4. WHAT STEPS ARE WE READY TO TAKE IN THE NEXT TWO MONTHS?**

SCHOOL NAME: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_