**Chapter 1**

**Laying the Foundation**

**Overview**

One of the first steps to establishing a partner relationship is laying the foundation. A good place to begin is to start having discussion with your school staff about the need for community partners and how these partners will benefit stakeholders.

**Steps**

* Train staff about the development of Business and Community Partners
* Administer *School Needs Assessment* to collect staff input
* Complete *Matching Needs* with *Potential Partners Form*

**Chapter Contents**

* **Why Develop Business and Community Partners form**
* **Facilitator’s Guide and Power Point Presentation for Professional Development or In-service to staff**
* **Board Policy P2125 Partner Activities**
* **Community Partner Needs Assessment form**
* **Matching Needs to Potential Partners form**