

# Working with School Districts

## Presented By

Dr. Steve Grimm

Superintendent - currently in Clinton Central School District (Mohawk Valley in CNY)

13yrs as Superintendent in three districts

23 years as an administrator - Central Office, Principal, Assistant Principal

Eagle Scout - 1983, Troop 134, Rush, NY (Rochester, NY Area)

Tom Labayewski

Assistant Scout Executive— Leatherstocking Council

Scoutmaster Troop 44 G, Clark Mills NY

Eagle Scout - 1986



# The Four R's

- **Relationships**
  - **Rules**
  - **Reciprocity**
  - **Routines**



# Relationships -

- Build positive relationships with school personnel
- School access is more about relationships than anything else
- Scout Law - trustworthy, helpful, friendly, courteous, kind, cheerful...
- Utilize existing relationships with staff - some school staff may be involved in scouting - teachers, custodians
- Administrators - principals, superintendent - the gatekeepers
- The secretaries - they know everything and have the keys to the gates.
- Using local volunteers who have connections to make introductions/request
- Communicate regularly as appropriate, not just when you need something



# Rules -

- Every school and district has rules about outside organizations
- Distribution of materials and communication
  - Can you have a table at open houses and/or other events?
  - Accessing Peach Jar or whatever communication platform a district is using
  - Flyer Prep, bundling them per class so secretaires don't have to sort.
- Use of facilities
  - Forms to fill out and procedures to follow
  - Can you have a membership event on school grounds?
  - How to have a table at open house, if you can or not
- Taking what a district will offer, in person talks, posters, flyers etc.



# Reciprocity

- *Definitions*
  - the quality or state of being reciprocal: mutual dependence, action, or influence, or a mutual exchange of privileges
  - Reciprocal (adjective): shared, felt, or shown by both sides; consisting of or functioning as a return in kind



# Reciprocity

- What value do you have to a school?
  - Be able to talk about Scouting - many people do not understand what scouting is or can do
  - Have materials that articulate the value of scouting in general
  - Give examples of what this means locally
  - Character and social skills development is still an important challenge in schools. Showing them that Scouts supports that same endeavor will help see you as partners with value to them and their mission.



# Reciprocity

- What can you give or provide?
  - Service projects
    - Adopt A School – BSA service project plan where units provide direct service to schools
    - Collaborate on identifying potential Eagle projects with administrators and facilitates personnel working together with Troops to build relationship with scouting
  - Extracurricular activity sponsorship/facilitation - ice cream social, rope climbing wall, bike rodeo



# Routines

- What is your plan?
- Have a strategy and plan for your communications and activities
  - Yearly calendar, by season (fall, winter, spring summer) or by month
- Timing
  - Three to four months in advance
  - Spring awareness, summer details, fall event
  - Labor Day is one week after July 4th in terms of planning and mindset
- Think big, but start small
- Overcoming objections (gently)

