

# Productive Partnerships

John P. Santos / Lead Teacher

Imaging Sciences & Technology Academy

Manual Arts High School

# Productive Partnerships

- Manual Arts HS Demographics (4200)
  - 82% Latino
  - +80% Federal Lunch Program
  - A P5 school
- ISTA - a school within a school (430)
  - Students self select “at Risk”
  - Avg GPA 9th grade-1.52/Graduation 3.15
  - Avg SAT – 1058 (8 points above District Avg)

# Productive Partnerships

- Partnership Support
  - \$204,000.00 per Year (2006-2007)
    - In-Kind Support
    - Materials & Supplies
    - Cash Donations - \$81,000 CDE \$28,000 Fed  
\$21,000.00 Private
- Mentoring/Tutoring/Role Models
  - Mentoring- At School & Worksite
  - Tutoring – Saturday (Engineers/Alumni)
  - Role Model & Visitors

# Productive Partnerships

- History of Industrial Partnerships
  - Early 60's to mid 70's strong partnerships
  - Mid-70's partnerships flounder
    - Educational control of support
  - Early 90's re-birth of partnerships
    - Secretary of Commerce – SCANS Report
      - The need for a connection between business and education.
- Present Status
  - Educators develop own concept of “standards”
    - Federal & State Standards & School ESLR's

# Productive Partnerships

- ISTA's Entrepreneurial Approach
  - Find a system that works
  - Entrepreneurship Program
    - USC Fast-Track Program (1994)
      - Community Education Foundation Curriculum
- Business Approach
  - Establish Relationships with Industry (provide a comfort zone)
  - Inform Partners of Successes
  - Invite input
  - Allow businesses to volunteer support (hands on first)

# Productive Partnerships

- Driving Force: **VIP**

**V**ision: Have a Vision of what you want to achieve and are able to share that vision

**I**nnovation: How do you make use what you already have? Do not base your program equity on what the equipment and the faculty are supposed to do, but what it can do.

**P**assion: It's not about how much you know, it's about how much you care.

# Productive Partnerships

- Vision:

What do you plan to Achieve?

Are your goals tangible?

Do you have a logical blue print  
(progression) for success?

Is there a sense of Purpose?

Do you have a track record of success?

Risks vs Rewards

# Productive Partnerships

- Innovation:

How do I utilize what I already have?

What can the team members Do?

Think outside the box

Look outside of your normal Industrial or business channels.

Find ways to utilize your district/state rules and standards to your advantage

Attend Industrial/Business Conferences

# Productive Partnerships

- Passion

**Level of Success = Level of Passion**

Create a team of passionate educators.

Successful programs will face obstacles.

Focus on what you can change, adapt to your advantage that which you cannot.

Your partners do not want to consistently hear about your problems. Focus on your successes.

Passion is contagious, it takes time for partners to catch that passion

Inform, Recognize & reward your partners, everyone expects a Return on Investment

# Productive Partnerships

- Imaging Sciences & Technology Academy  
Successes:

Since 2000:           82% of Graduates go to College  
                              72% University Retention Rate  
                              > 50% go to Graduate School

Since 2003:           100% retention in Engineering,  
                              Computer Science and Technology

2005 – Natl. Eng Design So Cal Regional Champs

2006 - Natl. Eng Design State Finalist (state record)  
          National Eng Exam/ Div 7 Champions

2007 - National Eng Exam/ Div 7 Champion/Sci. Bowl

# Productive Partnerships

- Partners: (Cycle of Support)  
HENAAC, MAES, SHPE Raytheon,  
Boeing, Northrup Grumman, Lockheed  
Martin, Printing Industries Association of  
Southern California, MWH, USC Viterbi  
School of Engineering, CIA, YMC, APCH,  
Cal State University Los Angeles, UTEP,  
U.S. Coast Guard, U.S. Navy, U.S. Army

# Productive Partnerships

- Where are we headed
  - Focus on facilities grants
    - State of the art “Applied STEM LAB”
      - Robotics, Fabrication and Industrial Design, Digital Imaging and Cross Media Production, Alternative Energy Lab, Computer Science & Applied Physics
- Change the culture of our Community
  - Focus on Parent/Child Team Development
    - Applied STEM workshops for the family
    - Change the attitude toward STEM by forming partnerships between parents, education and Industry

# Productive Partnerships

- Imaging Sciences & Technology Academy
- Motto:  
“ISTA Students are Extraordinary People,  
I am an ISTA Student,  
Expect Extraordinary Things”

# Productive Partnerships

Thank You

John Santos – [santoj325@aol.com](mailto:santoj325@aol.com)