

# PROSTART EDUCATOR NEWS BITES



News You Can Use for North Carolina ProStart Educators from NC HEF  
February 2018

## New year and new materials

Every year, the National Restaurant Association evaluates the training products offered and available in the field. As many of you know, ServSafe, which is written and administered by the National Restaurant Association, is evaluated every five years for relevancy and industry standards that may have changed. Now that the ProStart curriculum is more closely aligned with industry standards and brought in-house, it will also fall under the five-year revision schedule similar to what occurs with ServSafe. The largest benefit to revisions every few years is that industry can assist classroom educators with staying relevant and on point. Since ProStart is the largest workforce development curriculum taught in high schools across the country, it is imperative industry assists educators with keeping content current through curriculum revision.

**What does this mean for you?** This academic year, eight of our NC ProStart teachers are piloting the new Foundations 2nd edition curriculum. Through this pilot, these educators are experimenting with new textbooks, instructor resources and assessment items. They are currently developing additional resources in a Dropbox account that will eventually be shared with all of the NC ProStart educators. This summer, we will have a training session led by these pilot teachers to share their experiences and ideas to help successful transition to the new materials and curriculum. The NC Standard Course of Study has been undergoing revision to be adopted for academic year 2018-19.

**Do you have to buy new materials?** The short answer is no. However, due to changes in the NC Standard Course of Study you will have to navigate the two different levels of textbook if you continue using the current edition. The most challenging part might be preparing students for end of course assessments. The NC CTE post assessment for ProStart administered in the fall of 2018 is designed to align with the new curriculum materials. The current materials will still have a credentialing exam available through NRAEF, for the time being.

**How can I inquire about new materials?** You can visit the [www.chooserestaurants.org](http://www.chooserestaurants.org) website and click on "purchase FRMCA products." Before purchasing any products, you may request a sample copy if you have not already done so. Contact Tim Schultz, the NC representative at [tschultz@restaurant.org](mailto:tschultz@restaurant.org), for assistance with samples. As with any purchase, a quote must be created first. This quote is something you can use to create a purchase order. All NC ProStart schools receive 10 percent off their order of individual items (not bundles). There are specific guidelines for creating a quote that need to be followed. Please email me for directions. In addition, NC HEF will soon host a webinar for MasterCook. This free product is given to every purchaser of new materials for classroom use. This live webinar is open to all ProStart educators to explore what this product has to offer.

**Is there funding for new materials?** This is a question that our foundation is wrestling with. Currently, NC HEF does not have additional resources for materials beyond what is awarded in our current grant program. Please talk with your administrator and CTE Director to look at options. If you have a strong industry relationship, ask if they might assist in the purchase of new materials and give recognition in exchange for their donation to education. NC HEF is looking into potential funding opportunities but there is nothing slated at this time. Now is the time to begin the dialogue in preparation for the next academic year.

*"No one is born a great cook, one learns by doing."*

## Important Dates

- 2/16: Management team rough drafts are due; online ticket sales close for NCPI
- 2/25-2/27: NCPI 2018 at JWU, Charlotte
- 3/14: Team NC boot camp for top teams heading to NPSI
- 3/16: NC HEF scholarship and grant applications close
- 4/27-4/29: National ProStart Invitational, Providence, RI
- 7/23-7/24: ProStart educator summer training, Greensboro
- 9/21-9/22: ProStart educator fall training, Morehead City

## Importance of industry to your class

In the day-to-day struggle of planning your class, grading papers, dealing with discipline issues, connecting with parents, coordinating labs and grocery shopping for those labs, adding one more thing to your plate seems like an impossible task. The challenges of a classroom can often feel overwhelming and before you get around to it, the school year is over.

ProStart was designed to connect classroom with industry. There is value in building a relationship with your local industry partners. Industry wants to meet your students and assist teachers with resources, but the connection has to happen, and it is the educator's responsibility to make the initial "ask." Industry partners are busy just like classroom teachers. It takes time but well it is worth it.

You might wonder, "who do I talk to?" This can be as simple as the manager in a restaurant where you eat. The next time your family is out for dinner, ask to speak to the manager and introduce yourself. Create a one minute elevator pitch about ProStart and how it can help their restaurant by providing potential employees to fill the pipeline of new workers. Most managers struggle with turnover and ProStart can assist in meeting a need for that manager. Exchange contact information and within 24-48 hours, send an email and/or phone call to invite them to be a guest speaker in your classroom. Students are more likely to apply to work at a restaurant when they meet the manager first in a classroom. You can invite the manager to talk about interviewing skills, on the job skills necessary for his establishment, his story and how he got to where he is, or maybe share about the company/brand he works for.

Another good place to find industry partners is to visit the restaurants where you already have students working. Stop by one day during off peak hours and ask to speak to the manager. You can begin conversation by saying something like, "I have Steven in my ProStart class. Has he told you about the things we are learning that can better your restaurant?" This gives you a natural jumping-off point to reveal what ProStart is all about.

My goal is for every school to have at least one industry partner. After an initial meeting, you might suggest additional ways for the partner to get involved with ProStart at your school. The industry partner might listen to your management team's business proposal, attend mock interviews, be a guest at senior awards day or offer a fundraising night at their restaurant. Don't be afraid to ask for resources. The partner will let you know if they can help or look for other ways to get involved. Connecting with industry in your area can pay off with huge dividends.

## Plan now for 2018 training opportunities

Although the second semester has just begun, summer break is only a few months away. Each ProStart educator is required to attend at least one professional development workshop each calendar year offered through NCRLA or NRAEF. Although at the time of print, the NRAEF summer institutes have not yet been published, the NCRLA training dates and content have already been set. Please plan ahead to decide which of these (or both) workshops is a good fit for your calendar.

1. NC CTE Summer Conference (Preconference required), Greensboro, 7/23-7/24. This two-day preconference will include a site visit/field trip on Monday 7/23 to an upscale local Greensboro hotel and resort where we will get the inside scoop on sustainability efforts, local sourcing and career pathways within hospitality. Tuesday 7/24 will include a morning session on curriculum strategies and best practices presented by the NC pilot teachers using the new ProStart curriculum. Cost of this preconference two-day event is \$180.00 and includes Monday lunch and snacks, as well as Tuesday continental breakfast and lunch. All training materials are included. Cost does not include hotel or transportation.
2. Fall ProStart Educator Workshop, Morehead City, 9/21-9/22. This two-day workshop will be held at Carteret Community College with a strong emphasis on culinary skills. The room block has already been secured at the Inn at Pine Knoll Shores (on the beach). We will spend Friday 9/21 in culinary instructional sessions followed by a group dinner at Floyd's Restaurant. Saturday, 9/22 will be a half day of instruction at the college. Guests will have the opportunity to extend their stay on Saturday night. The cost of this workshop has not yet been determined.
3. NRAEF Summer Institutes will be available soon through [www.chooserestaurants.org](http://www.chooserestaurants.org).

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Visit our website for the  
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