



# MBEA Today

The official publication of the  
Michigan Business Education Association

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Convention Edition

## MBEA – A Way to Refresh... Recharge... Renew!

By Joyce Hansen, MBEA President  
jkhansen@surfmagnus.com



The MBEA theme chosen each January sets the tone for the year. For 2010, the MBEA board wanted something different and upbeat. They chose **Refresh... Recharge... Renew!** Basically three synonyms, the words all mean to update, to regain energy, to inspire, or to invigorate afresh. That is our goal – to inspire and reinvigate our members. It is my hope that in the process, we continue to reinvigate MBEA.

I am nearing the end of my two-year presidency and my eighth year as an MBEA board member. After Fall Conference, I will be a “lame duck” president until December 31. On January 1, President-Elect Colleen Webb officially takes over, and I will step into the role of past president.

During my eight years on the board, I have seen many changes that have affected both MBEA and our members. Technology innovations and software versions continue to affect our content standards and our delivery methods. We’ve gone from the networked lab to teaching on-line with blended or hybrid delivery. We have added tools such as

Google Docs, Navigator, Twitter, Wikis, Blogs, and the list goes on.

We have seen the demands the MME curriculum places on students and watched our business education student numbers decline as students struggle to complete the core requirements. How ironic the demand of business leaders for better-prepared workers has caused the decline in secondary business classes – the very place students are prepared for the workplace.

In the last few years, we have seen secondary business programs reduced or eliminated through layoffs and retirees that have not been replaced. With smaller or fewer programs at the secondary level, there are fewer opportunities to reach students and guide them into business as a career and therefore into college business education programs.

Over the past two years, we have worked to recharge MBEA. We **refreshed** and updated the website, [www.mbea-online.org](http://www.mbea-online.org), giving us flexibility and communication ability through frequent site updates and group email capability. We **renewed** this newsletter, the **MBEA Today**, by restoring it to publication. We have **recharged** our professional development by adding summer academy, partnering with the MI Joint Education Conference (MiJEC), and combining our regional events with other conferences. We are working to bring training for the AP Accounting Pilot Project to Michigan in 2011. These communications and partnerships are important to build MBEA and to keep our members and associates informed. As we continue facing obstacles such as

changing standards, additional core education requirements, and financial shortfalls for education, we need to work together and speak with one voice. MBEA is striving to represent all business teachers in Michigan at all levels including post secondary. We need to work together with our members to advocate the importance of business education and to promote our programs. To do this, we need **all** Michigan business education teachers as members so we can speak as one loud voice.

I urge you to **renew** your passion for business education and **renew** your membership in MBEA, your professional organization.

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### Dr. Larry Pagel Receives *John Robert Gregg Award*



The Michigan Business Education Association would like to extend congratulations to MBEA Past President Dr. Larry Pagel of Northern Michigan University as this year's recipient of *The John Robert Gregg Award*. This is one of the most prestigious national awards in the business education community. The presentation was made at the 2010 NBEA Annual Convention in San Diego, California.

Throughout 35 years of teaching at career and technical, community college, and university levels, Dr. Pagel has made significant contributions to the field of business education. He has served on numerous

professional organizations and is presently a member of more than 15 professional organizations in business and/or education. He has taught a vast array of business courses and contributed to professional literature through publications, conference presentations, and service as editor and/or reviewer for business education journals. He has been the recipient of numerous awards throughout his career.

McGraw-Hill Higher Education, a division of the McGraw-Hill Companies, sponsors *The John Robert Gregg Award*. Named in honor of business educator, researcher, and publisher John Robert Gregg, the annual award was created to recognize and reward outstanding contributions to the advancement of business education. The award consists of a citation in testimony of the recipient's contribution and a cash gift of \$2,000. As one of the largest publishers of educational programs in the world, McGraw-Hill Higher Education continues this award tradition initiated by McGraw-Hill in 1953. Congratulations Dr. Larry Pagel!

### MBEA: A Conduit for Networking

By Ronalyn Arseneau, MBEA V P for Membership  
arseneaur@nice.k12.mi.us

According to author and speaker Bob Burg, *"Networking is simply the cultivating of mutually beneficial, give and take, win-win relationships. It works best, however, when emphasizing the 'give' part."*

Through membership in MBEA, as well as attendance at conferences provided by this organization, we are given opportunities to network with fellow members from every region of Michigan. These fellow teachers are often the best resources available to us in staying up to date in our teaching practices and helping us to provide our

students with the best possible business education.

The second sentence of the above quote, however, is also important. We all have great ideas to share with others, whether by presenting at the state conference, sharing with new members, or by getting involved in this organization, either by running for a position on the State Executive Board or by assisting with initiatives that promote business education. Contact a Michigan Business Education Association Executive Board member to see where you are needed to make a positive

contribution to business education in Michigan.

Through educational programs and professional and social networking, MBEA provides members with the tools necessary to realize their full potential. Join MBEA by downloading a membership form at [www.mbea-online.org](http://www.mbea-online.org) and choosing "Forms," or by renewing your membership when you register for the State Conference to be held in Frankenmuth on October 28th and 29th.

**Don't forget to renew your MBEA membership for 2010 when you register for the MBEA Fall Convention. You can also pay your 2011 dues.**



## Michigan Business Teachers Need to Become Pioneers of the Future

By Colleen L. Webb, MBEA President-Elect  
webb6164@comcast.net

One of my favorite authors, Henry David Thoreau, once said, "Things do not change, we do." But things *do* change, and educational changes *are* happening in Michigan. If we take Thoreau's message to heart, then we need to respond in turn, becoming pioneers committed to renewing the face of business education in the State of Michigan. Only then can we successfully navigate these inevitable educational changes.

The question becomes, "How can we, as business teachers, navigate those educational changes?" Your MBEA Board of Directors is investigating new opportunities in both AP Accounting and AP Computer Science.

I am personally excited about the pilot program in AP Accounting, spearheaded by Dr. Dan Deines of Kansas State University. The goal of this program is to gather data and present a request to the College Board seeking their approval to adopt AP Accounting as part of their Advanced Placement Curriculum.

What are the advantages of offering such a program to our high school students? Students can get a better education. An AP

Accounting class can build a bridge between high school and college programs and increases articulation opportunities. Our best and brightest students could be eligible for scholarships to reduce their college costs. This course will improve the financial literacy of high school students.

What possible advantages would



this program have to us as educators? The program is not meant to eliminate the traditional accounting classes. The focus of this class is vocational preparation...and entry-level jobs. AP Accounting would address the higher-level needs of students who want to major in business. For us as educators, it provides another

avenue for instruction...and another section in course offerings.

A training session was held in San Diego in conjunction with the NBEA 2010 National Convention. As a result of the dissemination of information about "The AP Accounting Project," there has been a substantial increase in the number of teachers nationwide participating in the project. We want to bring this opportunity to you here in Michigan. We have made our initial contacts and we are now working to make this program a reality.

Board member Tom Knight will be piloting this program in his classroom this fall. Tom will be posting updates to our website to keep you updated on how the project is going in his classroom.

The other initiative we are looking at is the AP Computer Science program. This program is designed to serve as an introductory course in computer science and as a course for individuals who will major in other disciplines that require significant involvement in technology. We are just beginning our research on this program so stay tuned for further information on this topic.

## CHANGE IN AWARD NOMINATION DATES

By Colleen L. Webb, MBEA President-Elect

We, as a Board of Directors, voted to change the dates of the Awards program to coincide with the school year. The Awards packet will be available to you in your registration bags at the Fall Convention in Frankenmuth. Nominations for the Awards 2011 will remain open until Tuesday, March 1, 2011. The bio packet will be sent to qualified nominees and must be returned by Friday, April 1, 2011.

Tracy George, Region III Representative, suggested this change. It is our hope that with the increase in time that nominations are open, more members will nominate colleagues for awards. Also, if you prefer to submit your nomination in electronic format, visit our website at: <http://www.mbea-online.org/awards>.



### Are We Going Out of Business?

By Tom Knight, MBEA Vice President for Publications  
knighttr@yahoo.com

The 2010-2011 school year approaches with mixed messages bombarding business educators across the State of Michigan. Some school districts have reduced business education program offerings, and some districts have abandoned their business education programs altogether, while other districts are seeing an increased demand for business education courses.

Business Education is at a critical crossroads. Public education funding has become stagnant and increased graduation requirements are taking their toll on electives, including business education. Rather than complain and passively watch our programs crumble, we need to rise up and face the challenge, responding in a manner that instead promotes business education.

Michigan business educators are positioned to make significant changes in education, increasing the level of student outcomes. Opportunities are all around us to advance our programs and enhance student learning, but it requires initiative and involvement by each one of us. Opportunities exist nationally, at the state level, and locally.

Currently a national pilot study for AP Accounting is underway. The purpose of the study is to gather data to strengthen a presentation that will be made to the College Board in 2012, showing the demand and seeking their approval for Advanced Placement Accounting. MBEA's Executive Board is investigating the possibility of bringing Dr. Dan Deines of Kansas State University to Michigan for an AP Accounting training seminar; Dr. Deines is responsible for spearheading the pursuit of AP Accounting.

Another high profile program worthy of consideration is AP Computer Science, which is already a College Board approved program that consists of Java programming. Discussions are underway to change AP Computer Science. Rather than focusing on a particular programming language, the possibility exists of broadening content delivery, shifting to a systems approach. Business educators have the tools and are perfectly positioned to deliver AP Computer Science.

Within the confines of Michigan's graduation requirements, business educators have challenges and opportunities. Seniors have the added graduation requirement of a fourth year math experience and want a greater variety of additional course offerings. Accounting and personal finance courses fit perfectly; they are relevant and meet the fourth year math graduation requirement.



Economics coursework is another Michigan graduation requirement. Typically, economics has been taught within the area of social studies. In some school districts social studies departments have surrendered their economics courses to business education teachers, while other districts are recognizing Marketing or Entrepreneurship courses as meeting the economics graduation requirement.

The Michigan Department of Education's Office of Career and Technical Education's project on "Academic Alignment" has been responsible for opening doors for business education courses to receive academic credit within local school districts. Business educators are not "core academic" content specialists; however, business education programs fully support and enhance core academics. If business educators collaboratively plan lessons and course development with a core academic instructor, those courses can be recognized by the local school district as meeting academic standards and awarded academic credit.

The face of education is changing. Increased communication and networking among our membership is becoming increasingly essential. Exchanging information, ideas, questions, concerns, and developments is vital. The MBEA Executive Board recognizes that changes in education are significantly impacting business education. The Board is continually searching for opportunities to build stronger relationships, both personal and professional, within the MBEA membership. MBEA's Fall Convention is the prime venue for receiving the latest developments in business education and building relationships with other business educators.



### MBEA State Update

By Jamie Hess, OCTE Education Consultant  
BMMT Pathway, MBEA State Consultant

Welcome back! As we prepare for another year in business education, we have many exciting opportunities ahead of us. This year, I encourage you to focus on your passion . . . teaching kids. During these difficult times it will be important for you to partner with other teachers who are facing the same challenges. It is now more important than ever to have a network of teachers you can share ideas with and face the challenges together.

MBEA provides you with the opportunity to “Refresh, Recharge, Renew” this year. I hope each of you will have an opportunity to participate in the fall conference in Frankenmuth.

Michigan continues to be a leader in business education due to the high level of commitment of our teachers. As you begin this year, I hope you find fresh energy each day to provide students an experience they will never forget. Have a great year

**Note:** Jamie Hess left OCTE in August to take another position. OCTE is working to hire a replacement.



### MBEA Regional News

#### MBEA Region 1 News

By Linda Schwake, MBEA Region 1 Representative  
schwakel@mps-up.com

If you can't make it to a state conference due to budget constraints, or just want to attend a top-notch conference in Region 1, then the Upper Peninsula Educational Technology and Business conference is the one for you. The conference is put on in conjunction with MBEA, MACUL and MIVU. It is being held next year in centrally located Munising, at Munising High School, on May 6, 2011. The conference aims to bring the newest technologies and use of technology to the classroom through a variety of venues.

Business Educators receive a session update from the state CTE director as well as a variety of workshops to help them deliver curriculum through the use of technology. Teachers from all grade levels and all subject areas participate in workshops on a variety of technologies. Munising Public Schools hosts the daylong event and provides a great lunch and goodies in the morning.

Vendors from a variety of technologies set up booths and there are terrific door prizes. Gift certificates to state conferences, as well as a notebook computer, were given away this year. Munising motels provide affordable rates for even the tightest budget. The scenery from Munising High School is spectacular, the high school parking lot and cafeteria look out onto Lake Superior.

Sessions this year included learning to use a GPS and geo caching. A mobile technology lab was on site as well. Munising High School is completely wireless and provides great accommodations for technology. The daylong conference starts at 8 a.m. and ends at 3 p.m. Mark your calendars for this event and keep up to date on both the MACUL and MBEA websites as the date approaches. It will be \$40 well spent—we guarantee it. Region 2 people may also want to attend and we welcome you and your colleagues to the conference. For a video recap of last year's conference visit <http://www.uppermichiganssource.com/news/story.aspx?id=454159>

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#### MBEA Region 3 News

By Tracy George, MBEA Region 3 Representative  
[tgeorge@hassk12.org](mailto:tgeorge@hassk12.org)

As business teachers, we are continually being asked to do more with less. Has your budget been reduced? Has your department been downsized? Are you being asked to teach classes that you haven't taught in years? Then what you need is **collaboration** and MBEA is here to help you out! If you haven't already done so, mark your calendars now for MBEA's 72<sup>nd</sup> Annual Convention - “Refresh... Recharge... Renew” on October 28-29 in beautiful Frankenmuth. There are some great activities planned. One that you won't want to miss is the Region 3 Roundtable. This will be a great  
(continued on page 6)



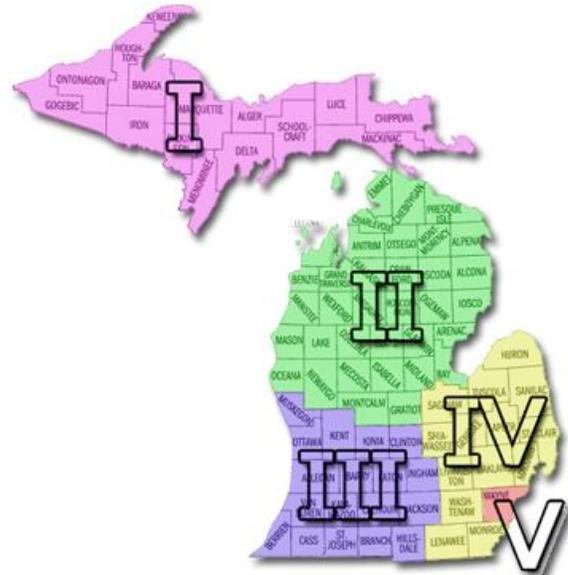
### MBEA Regional News (continued)

time to **collaborate** with old and new friends from our area (Southwest Michigan). We will also plan our winter or spring event.

Speaking of **collaboration**, I want to share with you an invaluable resource that you may not be familiar with – Michigan Learnport. Michigan Learnport is a division of Michigan Virtual University that provides online learning solutions for educators. For the past two summers, business educators have been storing lessons and ideas on Michigan Learnport during our MBEA Summer Academy. The lessons are organized by CIP and segment. To find them, login to Michigan Learnport at [www.learnport.org](http://www.learnport.org). If you don't have a login yet, just follow the New User link from the login page. Once you are logged in, click on the link that says **Collaboration Center** on the left side of the page. In the **Collaboration Center**, click on the link to Community Rooms near the center of the page. Now you just need to search. If you enter CTE in the search box, you will find many items related to CTE, including lessons for BMA and Finance broken down by segment. Alternately, if you just want to see BMA or Finance, enter those in the search terms. Click on the link for a segment, then click on the Content link and you will find great resources shared by experienced teachers like you! For example, under BMA Segment 1 you can find a worksheet about daylight savings time, youth workplace safety videos, a punctuation video, and

Winter Forest Lodge simulation just to name a few. Talk about a great resource!

Remember, MBEA is your organization. Let me know what we can do for you. You can contact me via email, call me to chat, or maybe I'll even see you in Frankenmuth. We all need to **collaborate** to maintain Michigan's high standards for Business Education!



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## Getting a Bargain in Today's Economy

By Maggie Reeder, MBEA Vice President for Business and Finance

With shrinking budgets and departments, it is imperative that as business educators, we remain current with today's trends and get a jump on the future while getting the best deal for our efforts.

Your MBEA membership is one of the best deals around for business educators! Check the MBEA website at [www.mbea-online.org](http://www.mbea-online.org) to find our Affiliates; information on Awards; Legislative Updates; Regional News; MBEA Newsletters; Links to Business Education sites, curriculum, and professional development.

As for professional development, the 2010 Summer Academy that took place during July has received rave reviews from attendees on our survey. Your board has been busy preparing for our annual fall convention, which is sure to surpass academy reviews, include the three Rs, and meet your needs to remain current and stay within your budget.

- The cost to register for convention.....\$140 (if postmarked by October 1)
- The cost of a room at Bavarian Inn.....\$99 per night (less if you share!)
- A chance to **Refresh, Recharge, Renew** at the 72<sup>nd</sup> annual convention.....Priceless!



### Refresh – Recharge – Renew!

## Through the Eyes of a University/College Representative to MBEA

By Linda L. Powell, MBEA Four-College/University Representative  
linda.l.powell@wmich.edu

You may ask yourself what is the role of a college/university representative to MBEA. As a former classroom teacher who burned the midnight oil writing lesson plans, creating projects and activities for my students, I found strength from connecting with business teachers during MBEA Region 3 spring events and state MBEA conventions. Hopefully some of the following information may encourage you to **REFRESH, RECHARGE and RENEW** yourself

**Renew:** Years ago through an informal meeting in Kalamazoo, teachers voiced a concern of no planning time for creating classroom lessons. The teachers felt by teaming together many lesson plans could be written. My principal agreed to buy lunch for us and approximately 12 teachers met one summer day in my classroom to break into groups of three teachers each to produce lessons plans to be used in our business classes for the fall. At the end of the day, we had strengthened our friendships with each other and left with several useable classroom lesson plans. The group of teachers continued to meet for several more years

working together and sharing materials. Think about organizing a group of teachers to work with.

**Refresh:** Take advantage of professional development opportunities. Life provides us with many opportunities; we need to seize as many as we can. The Fetzer Institute in Kalamazoo offered the opportunity to apply for The Courage to Teach Program working with Parker Palmer. After being accepted into the three-year program I found the opportunity to refresh my vision of why I became a teacher in the first place. The program not only opened me to the opportunity of teaching from my heart, it enriched the lives of the classroom students I taught each day.

**Recharge:** I have been able to attend MBEA's Summer Academy program, which has recharged my batteries and enabled me to work with and facilitate a group of dynamic teachers willing to give up three summer days to work together. I was able to facilitate a group of veteran and new teachers that brought a level of enthusiasm to the group that inspired me to challenge these teachers to push each other to write lesson plans to



use at the start of the school year. In three days we had become friends who possessed the drive to work harder for our students. Hopefully you've been fortunate to attend a summer academy and received tips to use in your classroom.

As I finish my third year as instructor and intern coordinator at WMU, I encourage my business interns to get involved in MBEA's professional organization. By attending MBEA's activities you, too, will be able to **RENEW** old friendships, **REFRESH** and update your lesson plans and activities, and **RECHARGE** your inner self so you can continue to teach the students that need what you can give them.

I look forward to working with you this year and seeing you at the fall convention.



MBEA is now on Facebook  
Come join us!

### MBEA Officer Nominations Three Year Terms

Secretary  
VP of Business and Finance  
Region V Representative  
Jr. College/Private Business School Rep

Tracy George  
Maggie Reeder  
Stacie Okonski  
Pat Pearson

See [www.mbea-online.org](http://www.mbea-online.org) for more information.



### MAKING ELECTIVES RELEVANT

By Dianne Labut, MBEA Secretary  
biztekgeek@yahoo.com

Returning to school is a time we renew our relationships with fellow teachers since we've gone our different ways all summer. It's always fun to catch up with others' interests. When the discussions turn to the classroom, we "tekkies" need to start listening. If we want to refresh and recharge our lessons and get student buy-in, tying our lessons to what core curriculum teachers are offering is the best-case scenario.

Not anticipating changes in the fall is equivalent to expecting all students to sit there quietly, smiling, nodding, and acing every lesson. It would sure make us happy, but it's not going to happen. The professional development days prior to students arriving will give us a heads up to what changes the state and district may have made to all curriculums. When I hear English, math, or science teachers ask no one in particular how they are supposed to cover all the requirements in the trimester, I start asking questions.

What can be covered on the computer? Do you think we can collaborate on some of the lessons?

Joint classes can incorporate presentations, spreadsheets, web design, and programming to name only a few collaborations. One example is high school web design students had to create study sites for the digestive system because that is what they were working on at the time in science. The science teacher was thrilled she did not have to give assessment time in her class; it was done in web design. A second example is seventh grade students created PowerPoint presentations (or Impress if using Open Office) on converting Celsius to Fahrenheit by researching European cities, then creating daily charts on the weather and showing the conversions. Finally, a physics class collaboration was to create programs in C++ to input data for their experiments. It is not always necessary to understand the

formulas, just know how to construct them and able to teach how the program makes them work.

The key to get core teachers on board with the whole collaboration process is to make life simple and as non time-consuming as possible. Divide the projects grade wise; the collaborating teacher grades the content and you grade the technology or business lesson. Students get two separate rubrics, one from each teacher. In one class, they learn the content; in the other, how to accomplish the application, analysis, synthesis, or evaluation of the specific information.

There is nothing like recharging old lesson plans with an injection of new data, which incorporates what students are learning in other classes. When parents find out the level of collaboration happening amongst teachers to help students learn, there is a lot of appreciation and respect given for elective classes.

### News from International Society for Business Education (ISBE), US Chapter

By Barbara J. Bielenberg, NCBEA Representative on the ISBE Board  
([www.isbeusa.org](http://www.isbeusa.org); international website: [www.siec-isbe.org](http://www.siec-isbe.org))

Greetings from ISBE! I'm happy to be onboard as your new North Central Representative on the ISBE Board as of July 1, and through June 30 of 2012.

I know many of you were in San Diego, and hope some had the opportunity to be in Australia for the ISBE conference July 18-23. What a great trip that must have

been, and I wish I could have been there!

The 2011 Conference is in Basel, Switzerland July 25-29, and then July 29-Aug. 3, 2012 we will be meeting in Denver, Colorado, as the international conference comes back to the United States. That will be easier access for many of us, so we hope many will be able to attend. The 2013 conference is



scheduled for Berlin, Germany. That will be a very historic setting  
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# MBEA Today

*Refresh...Recharge...Renew!*

72<sup>nd</sup> Annual Convention - October 27 - 29  
Bavarian Inn Lodge & Conference Center

## ISBE NEWS (continued)

since the capitol has moved back there and there has been so much reconstruction. I was able to visit the Reichstag Government building there when they were totally gutting it to redo. —you may have remembered seeing the picture in our papers back in 1996 when they wrapped it in plastic, and then I saw it when it was completed and the government had moved in. The 2014 conference will be in Finland.

As of March 21, 2010, here is the breakdown of ISBE members from our North Central region:

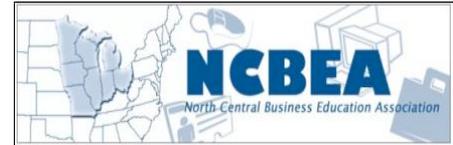
Illinois-72,	Indiana-21
Iowa-16,	Minnesota-28
Michigan-13,	Missouri-22
Ohio-16,	Wisconsin-25

If you have forgotten if you are part of that number, e-mail me at [bielenb46@yahoo.com](mailto:bielenb46@yahoo.com). We hope to increase that membership this year—so perhaps you can set

some goals on raising our numbers! Cost is **only \$30** added to your NBEA dues, and the international publications — newsletters, Review, etc., are well worth the cost of dues to stay aware!

I attended the ISBE Executive Board Meeting and Business Meeting at NBEA in San Diego and can report a few items from those meetings. Judee Timm from Monterey, California, is going off as President, and our new president is Janice Bosman from Anderson, South Carolina. John Lightle was elected our new U.S. Vice President to the SIEC board. Judith Olson-Sutton presented the by-law changes to clean up some items.

Editor Donna Everett (from California) is looking for a co-editor for the Journal, as Heidi Perreault had to resign. Only 39 ballots were received for the elections that came out in the newsletter. Bob Livingston is our webmaster for the USA website.



SIEC-ISBE President Tamra Davis from Oklahoma was also present to give us some information from the international board. We will have a members-only section on the siec website, so check your Spring, 2010 Network newsletter for the login and password. There are some great lesson plans there, along with the newsletters, network activities, and Pedagogical Committee sessions from 2009. If you have not checked out the latest newsletter, it has a lot of great information.

The SIEC Newsletter is issued four times a year. All the international chapters are listed there, and most have links to their websites. The SIEC General Secretary is our own North Central member Judith Olson-Sutton.



<http://www.nbea.org/newsite/about/index.html>

## Business Schools

By Pat Pearson, MBEA Junior-Community  
College/Private Business School Representative

This is an invitation to all post-secondary, community college and private business school MBEA members to voice their opinion as to what you would like to see happen as a part of the new direction that we are taking — REFRESH...RECHARGE...RENEW! As your representative I would like to hear from you. In

my role as representative I am your voice. My e-mail address is [patricia.pearson@baker.edu](mailto:patricia.pearson@baker.edu). I hope to see all of you at the convention in Frankenmuth this fall.



## Let Back to School Shopping Begin! Spending Your CTE Budget

By Cyndi Millns, MBEA Vice President for Professional Development-Elect  
cmillns@pcs.k12.mi.us

As students are buying their back to school supplies, CTE teachers across Michigan are receiving their budget allocations and making important decisions about how they will spend their program money. Each year, CTE programs are designated funds to meet the requirements of The Carl D. Perkins Career and Technical Education Act of 2006 (the Act was approved for 2006-2013). The requirements of the Perkins Act include program improvement, professional development, and instructional technology (just to name a few). This article will discuss how the 2010 MBEA Convention in Frankenmuth can help you make the best use of those funds.

During any new CTE program application process, an applicant must provide detailed information about the equipment, software, and other technology resources they have or will purchase for the program's delivery. When the application is reviewed, program consultants must consider whether the school has appropriate equipment and technology to deliver a quality (industry standard) program. The ability to provide essential technology is one required component of program approval. (Michigan Perkins Renewal Document 2006-2013.)

The Act also states that Perkins funds will support cutting edge technology and that funds will be used for *program improvement* to include updating equipment and instructional resources. It also indicates that funds are to be used to update curriculum for the integration of academic content and implementation of CTE state technical standards and that funds must be used for sustained professional development.

The CTE funds are designated by expenditure function codes as set forth in the Michigan Public School Accounting Manual. The function codes are:

- 127 – CTE Instruction
- 212 – Guidance Services
- 221 – Improvement of Staff Instruction
- 226 – Instructional Administration

281 – Evaluation and Assessment

283 – Staff Services

Most teachers utilize funds from the 127 – CTE Instruction and 221 – Improvement of Staff Instruction function codes

Items that can be purchased with these funds include:

- Curriculum software
- Computer software and licenses
- Instructional equipment purchases
- Equipment to incorporate emerging technologies into CTE programs.
- Online advanced electronic learning resources
- Internships and work-based learning expenses
- Instructional costs and materials to prepare CTE students for industry certification and licensing (excludes the cost of certification or licensure for individual students)
- Advisory committees
- Conference fees, lodging and meals for CTE related professional development
- 

Every year at Convention, MBEA hosts exhibitors and sponsors who are selling products and services such as these that can be used by Business Education teachers. Whether you are looking for textbooks, computer software or equipment, the 2010 Convention exhibitors and sponsors will be ready to answer all of your questions and help you make the best decisions regarding spending program funds.

As you peruse this newsletter, you will find information on registering for the 2010 conference. Remember, that according to the Perkins Act, funds must be used to provide sustained professional development. So go ahead and fill out that registration form. Make a commitment this year to your professional development in Business Education – Refresh! Recharge! Renew!

You can access the full 2010-2011 Use of Funds Guide at: [http://www.michigan.gov/documents/mde/10-11\\_Use\\_of\\_Funds\\_Guide\\_327151\\_7.pdf](http://www.michigan.gov/documents/mde/10-11_Use_of_Funds_Guide_327151_7.pdf)

**EDUCATIONAL LEADERS WANTED:** MBEA is seeking candidates to fill two vacant board positions, NCBEA Representative and Region IV Representative. Candidates should be secondary or post-secondary business educators who are passionate about their students and concerned about business education in Michigan. Candidates should be willing to be involved with their peers, to help MBEA provide professional development for Michigan business teachers, and to promote business education in Michigan. **Benefits** include leadership experience, the chance to speak for their peers, networking opportunities, and a better understanding of business education in Michigan. If you or a colleague are interested email MBEA President Joyce Hansen at [jkhansen@surfmagnus.com](mailto:jkhansen@surfmagnus.com).



In times of economic uncertainty, budget cuts, and other challenges, it becomes especially important to take care of ourselves and to remember why we became teachers of business education in the first place.

Join us for the MBEA Annual Convention this fall – for the opportunity to **refresh** your perspective, **recharge** your spirit, and **renew** your passion!

## 72<sup>nd</sup> Annual Convention – October 27 - 29, 2010 Bavarian Inn & Conference Center, Frankenmuth, MI

### conference schedule

#### Wednesday, Oct. 27 – Pre-Conference

- 3:00pm–10:00pm MOS, IC3 & Adobe Certification Workshops – off-site
- 4:00pm–5:45pm Hospitality Management & Customer Service Tour
- 6:00pm–7:45pm Eye Can Do Workshop

#### Thursday, Oct. 28 – Conference

- 7:00am–4:45pm Registration
- 7:00am–5:30pm Exhibits Open
- 7:00am–7:45am Wellness Activity
- 8:00am–9:15am Continental Breakfast
- 8:30am–9:30am Opening Session & Keynote Speaker
- 9:45am–10:35am Breakout Session A
- 10:45am–11:35am Breakout Session B
- 12:00pm–1:30pm Lunch & Vendor Walk
- 1:30pm–2:20pm Breakout Session C
- 2:30pm–3:20pm Breakout Session D
- 3:30pm–4:30pm Breakout Session – Regional Roundtables
- 4:45pm–5:30pm General Session – Election & Door Prizes
- 5:00pm–9:00pm MOS, IC3 & Adobe Certification Workshops – off-site
- 8:30pm–9:30pm President’s Reception & Fashion Show

#### Friday, Oct. 29 – Conference & Post-Conference

- 7:00am–4:45pm Registration
- 7:00am–12:00pm Exhibits Open
- 7:00am–7:45am Wellness Activity
- 8:00am–9:15am Breakfast Buffet: Awards Ceremony & Door Prizes
- 9:15am–10:00am General Session – “State of Business Education” by Michigan Office of Career & Technical Education
- 10:15am–11:05am Breakout Session E
- 11:15am–12:00pm Breakout Session F

*Frankenmuth Convention Complete – Have a safe trip!*

- 1:00pm–3:00pm GASC Base Camp Tour & Training

*NOTE: schedule is tentative – watch the website for updates!*

### keynote speaker



MBEA Welcomes  
Humorist  
**CHAD McCALLUM**  
to the  
2010 Fall  
Convention!

Chad McCallum, member of the Byron Center Public School Board, serves as the Lead Pastor of Compass Church in Byron Center, Michigan. In 2009, he was named the “Fourth Funniest Person in Grand Rapids” – an honor which no doubt contributed to his recent selection as the opening act for Eli Mattson of *America’s Got Talent* fame!

Chad’s primary passion is his wife Julie and their three young boys, Chase, Miles, and Jackson. He enjoys golf (though he doesn’t play as much as he would like), a chai latte with friends, a good plate of Thai food, following University of Michigan athletics, and reading anything pertaining to leadership.

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Visit <http://www.mbea-online.org> for convention registration and session updates.

**Don't miss this key PD event for the 2010-2011 school year!**



### Convention highlights ... october 27-29, 2010

#### MOS, IC3 & Adobe Certification

MBEA is pleased to offer certification training & exams



in Microsoft Office and IC3 at this year's convention. For those interested in Adobe certification, exams will be also administered (no formal training on-site). Stay tuned for more details!

*Available off-site Wednesday and Thursday!*

#### Hospitality Management & Customer Service Tour

Consider joining fellow MBEA members for an insider tour of a prominent business in the Frankenmuth area. Experience the "behind the scenes" efforts that go into running an exemplary service-based business. BRING YOUR OWN CAMCORDER & LAPTOP, and use your footage to create a virtual field trip during our Microsoft Moviemaker breakout session! More details to follow!

*Available on Wednesday at 4:00pm!*

#### Eye Can Do Workshop

Did you know that the fusion of 4,000 year old "technology" and modern discoveries can work together to create a more calm "you"? Using singing bowls and meditation to lead the way, Mr. Ed Collins, MA, LPC, CHt, NBCC of *Eye Can Do*, explores the synergistic relationship between mind and body, and how this relationship influences our ability to perform in tension laden situations.

*Available on-site on Wednesday at 6:00pm!*

#### NEW! Student Showcase!

Bragging time is here! Bring along an example of a student project (or two!) to display and share with others. Get cool lesson ideas while admiring the great work of our students. Start thinking now, and watch for more information on our website, <http://www.mbea-online.org>!

#### State of Business Education

Ms. Norma Tims, Vocational Consultant for the Michigan Department of Education, Office of Career and Technical Education will join us for an update on the State of CTE in Michigan, and specifically on the Business, Management, Marketing, & Technology Pathway. Hear first-hand how educational change due to national and state initiatives will impact our school year, including the review and selection of the BMA secondary assessment going into effect this fall.

*Presented during Friday morning's General Session!*



#### GASC Base Camp Tour & Training

The GASC Technology Center's Motto: "Learn Today...Lead Tomorrow" – says it all! Looking for an awesome field trip focusing on experiential learning for your students? Join the BASC Base Camp staff for a facility tour and exploration of their program during this 2-hour off-site tour. A short drive from Frankenmuth, it's a perfect stop on your way home Friday. Visit <http://www.base-camp.us/> for more details on this awesome facility and programming.

*Available off-site on Friday at 1:00pm!*

#### PLUS...

- SB-CEUs,
- Graduate Credit through the University of Michigan Flint,
- Breakout sessions covering the topics YOU have asked for,
- A Fashion Show,
- Seated Chair Massage,
- and **much, much more**

Watch for update by visiting  
[Hhttp://www.mbea-online.org](http://www.mbea-online.org)

Fall is a beautiful time of year in Michigan and if you are looking to get away, attain some quality professional development do some early holiday shopping, and spend time with your colleagues;

Frankenmuth is **the place to be**. Join us to **Refresh... Recharge... Renew!**



### 2010 CONFERENCE REGISTRATION FORM

**Directions:** TYPE or PRINT the required information on the form below (form also available via download from [www.mbea-online.org](http://www.mbea-online.org)). Registrations must be postmarked by **October 20, 2010**.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_  
 Home Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Home Phone \_\_\_\_\_ E-mail \_\_\_\_\_

School/Company \_\_\_\_\_  
 Address \_\_\_\_\_ County \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Work Phone \_\_\_\_\_ Position \_\_\_\_\_  
 First time to attend MBEA Annual Convention  Yes  No  
 NCBEA member  Yes  No NBEA membership # \_\_\_\_\_  
 Join NBEA at [www.nbea.org/newsite/member/join.html](http://www.nbea.org/newsite/member/join.html)

#### MEMBERSHIP DUES

*If dues are not current, they must be paid with convention registration. All membership will be verified.*

MBEA dues already paid for 2010  Regular \$35 dues for 2010  Lifetime Member  
 Regular \$35 dues for 2011  First-time member  Student/Retiree \$15 \$ \_\_\_\_\_

#### CONFERENCE REGISTRATION FEES

Regular member registration\* \$175 \$ \_\_\_\_\_  
 Non-member registration\* \$210 \$ \_\_\_\_\_  
 Student / Lifetime / Retired Member registration\* (Circle one) \$90 \$ \_\_\_\_\_  
 \*Registration includes Thursday breakfast & lunch and Friday breakfast.  
 Less 20% **EARLY PAYMENT REGISTRATION DISCOUNT** if registration form **AND** payment are **postmarked** by October 10, 2010. Less discount on registration only \$ - \_\_\_\_\_  
 On-site registration is available for an additional fee of \$20. \$ \_\_\_\_\_

#### MEAL EVENTS

Thursday Luncheon Choice (Included in registration fee)  None  Chicken  Vegetarian

#### ADVANCE REGISTRATION WORKSHOPS & EVENTS

The following workshops are available to MBEA members through advance registration only. On-site registration is not allowed. Registrations are handled on a first-come, first-served basis.

Wednesday, 10/27 4:00 pm - 5:45 pm	<input type="checkbox"/> #A1: Hospitality Management & Customer Service TOUR	\$30	\$
Wednesday, 10/27 6:00 pm - 7:45 pm	<input type="checkbox"/> #A2: Eye Can Do	\$30	\$
Wednesday, 10/27 3:00 pm - 10:00 pm	<input type="checkbox"/> #A3: MOS Certification - version TBA*	\$175*	
	<input type="checkbox"/> #A4: Adobe Certification - CS3 *	Each \$175*	
Thursday, 10/28 5:00 pm - 9:00 pm	<input type="checkbox"/> #A5: IC3 *	\$175*	\$
Friday, 10/29 1:00 pm - 3:00 pm	<input type="checkbox"/> #A6: BASC Base Camp Tour & Training	\$20	

\*If you take two certification tests, the cost will only be \$300

**Total Dues and Fees** \$ \_\_\_\_\_

*-continued on next page-*



### 72<sup>ND</sup> MBEA ANNUAL CONVENTION REGISTRATION FORM

<b>PAYMENT INFORMATION</b> (No Purchase Orders Will Be Accepted)				
<b>Total Enclosed:</b>	\$	Include <b>all</b> totals from membership dues, conference registration fees, and hands-on workshops sections of page 1.		
<input type="checkbox"/> Check #	<input type="checkbox"/> Money Order		<input type="checkbox"/> VISA	<input type="checkbox"/> MasterCard <input type="checkbox"/> Discover
Account #	/	/	/	Expiration Date
Name (as printed on card)				
Street Address, City, State ZIP (as printed on statement)				
Signature				
C V V Code (3 digit code from back of card)				

**Make check payable to: MICHIGAN BUSINESS EDUCATION ASSOCIATION**

**Send check and registration form to:** Cyndi Millns  
3859 Brighton Road  
Howell, MI 48843

If you are paying by credit card, you may fax your registration to 517-545-7726

Convention registration not postmarked on or before October 20, 2010, must be made on-site and will be subject to an on-site registration fee.

A \$25 handling charge is assessed for returned check and rejected credit card charges. Late fees will be applied for outstanding registrations not handled before the close of the convention.

**Cancellation Policy:** Requests for refund of convention fees must be received by Cyndi Millns by October 22, 2010. A \$50 cancellation fee will apply. Cancellation after October 22, 2010, will receive no refund.

If you have questions regarding registration, contact Cyndi Millns at [cmillns@pcs.k12.mi.us](mailto:cmillns@pcs.k12.mi.us)

**WE LOOK FORWARD TO SEEING YOU IN OCTOBER TO**





MBEA Today

Refresh... Recharge... Renew!

72<sup>nd</sup> Annual Convention - October 27 - 29  
Bavarian Inn Lodge & Conference Center



# Bavarian Inn Lodge & Conference Center

"Downtown Frankenmuth ~ Across the Wooden Covered bridge"

One Covered Bridge Lane • Frankenmuth, Michigan 48734 • (989) 652-7200 • Fax: (989) 652-6711

Visit us on the internet at [www.bavarianinn.com](http://www.bavarianinn.com)

## RESERVATION ACKNOWLEDGMENT FORM FOR MI BUSINESS EDUCATION ASSOCIATION-MBEA ARRIVING OCTOBER 27 THROUGH OCTOBER 29, 2010

### ROOM RESERVATIONS BY MAIL (Return Address: One Covered Bridge Lane, Frankenmuth, MI 48734)

Complete this form with your specific arrival and departure dates. Return this form directly to the Bavarian Inn Lodge with a valid American Express, Visa, MasterCard, or Discover card number and expiration date to guarantee your reservation. A cancellation fee of the first night's room and tax will apply should the reservation be cancelled less than 48 hours prior to arrival or you do not arrive to check in on your scheduled arrival date (no show). This reservation form and your credit card number must be received by the Bavarian Inn Lodge 30 Days prior to your arrival date. Room requests are based on availability and are taken in the order that reservation forms are received. Please indicate your first and second room choice and number of rooms needed. Rooms with more than 4 Guests per room are subject to an additional \$12 per person per night. Rooms not reserved by **September 29, 2010**, will be released and become available on a first come, first served basis. A 6% State Sales Tax and 5% County Hotel Tax are applicable. If traveling with pets, please contact the Bavarian Inn Lodge for boarding facilities.

### ROOM RESERVATIONS BY PHONE:

To make your Bavarian Inn Lodge Reservations by phone, please call direct 1-888-77-LODGE. Be sure to mention you are attending the MI Business Education Assn.-MBEA (Account #11479Q)

**MBEA-MI Business Education Assn.**

**ACCOUNT #11479Q**

**Check In Time: 3 p.m.      Check Out Time: 11 a.m.**

ARRIVAL DATE: \_\_\_\_\_ DEPARTURE DATE: \_\_\_\_\_

CHOICE OF ROOMS (Based on Availability)	NO. PEOPLE	NO. ROOMS
All Rooms are Non-Smoking		
<input type="checkbox"/> \$99 Standard Rooms per Night 1 – 4 Guests	[ ]	[ ]
<input type="checkbox"/> \$99 King Room per Night 1 – 2 Guests	[ ]	[ ]
<input type="checkbox"/> \$149 Mini-Suites per Night 1 – 4 Guests	[ ]	[ ]
<input type="checkbox"/> \$149 Family Suites per Night 1 – 4 Guests	[ ]	[ ]
<input type="checkbox"/> \$149 Whirlpool Suites per Night 1 – 2 Guests	[ ]	[ ]
<input type="checkbox"/> \$5 Cribs <input type="checkbox"/> \$12 Rollaway beds		
<input type="checkbox"/> Barrier Free Rooms (Taken Based on Availability)		

**NAME:** \_\_\_\_\_ **TELEPHONE NO:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_ **E-MAIL:** \_\_\_\_\_

**CITY:** \_\_\_\_\_ **CO./ORG.:** \_\_\_\_\_

**STATE:** \_\_\_\_\_ **ZIP CODE:** \_\_\_\_\_ **SIGNATURE:** \_\_\_\_\_

**Credit card to guarantee reservation: C.C. #** \_\_\_\_\_ **EXP.** \_\_\_\_\_

**We accept American Express, Master Card, Visa, and Discover**

**(Make a Copy of this Form for Your Records)**