

**ARTICULATION AGREEMENT
BETWEEN**

**PAUL SMITH'S COLLEGE
Paul Smiths, NY**

**Hotel, Resort, and Tourism Management, B.S.
Hotel and Restaurant Management, A.A.S.**

AND

**AMERICAN HOTEL AND LODGING ASSOCIATION EDUCATIONAL
INSTITUTE MEMBER:
[MEMBER BY STATE]**

[NAME OF HIGH SCHOOL]

Lodging Management School-to-Career Program

This agreement establishes procedures to ensure students can make a smooth transition from the American Hotel and Lodging Association Educational Institute's curriculum for Lodging Management School-to-Career Program in the state of [STATE] into one of the following Paul Smith's College programs: Hotel, Resort, and Tourism Management, B.S. *or* Hotel and Restaurant Management, A.A.S.

Considering the need for increased numbers of highly trained, disciplined, enthusiastic employees and managers in the field of hospitality, Paul Smith's College enthusiastically supports the efforts of the American Hotel and Lodging Association and the [STATE] Lodging and Restaurant Association in the development and implementation of Lodging Management School-to-Career Program in [STATE] Vocational High Schools.

Terms of the Agreement

1. Students are expected to follow application procedures as outlined in the current catalog of Paul Smith's College, (the website www.paulsmiths.edu gives detailed information on applying). Students must indicate their participation in the Lodging Management School-to-Career program on the admission application.
2. Acceptance to Paul Smith's College, provided students meets the terms of this articulation agreement and all other Paul Smith's College entrance requirements.
3. Students must complete all the Lodging Management testing modules, and maintain a minimum grade average of B (85% or higher) in all the Lodging Management School-to-Career courses.
4. Students must provide Paul Smith's College with documentation of:
 - a. at least 400 hours of successful hotel and/or restaurant work experience, (excluding fast food establishments). Students must explain their responsibilities in detail.
 - b. letters of validation from their employers and their Lodging Management Program high school regarding this work experience.

5. Students who complete these stipulations will receive college credit for Hotel/Restaurant Externship 260, Front Office/Property Management 132, and Hotel, Resort, and Tourism Industry Orientation 131 (12 credits total) *according to the tables below.*

Table 1. Paul Smith's College Course Equivalents for the Lodging Management Program

Lodging Management School-to-Career Programs in [STATE] State Course Modules	Paul Smith's College Equivalents
All Lodging Management Program testing modules All Lodging Management Program courses Documented work experience (at least 400 hrs. non-fast food operation)	Hotel, Resort, and Tourism Industry Orientation 131 3 credits <i>and</i> Hotel/Restaurant Externship 260 6 credits <i>and</i> Front Office/Property Management 132 3 credits Total Paul Smith's College Credit: 12 credits

Table 2. How Credits Will Be Allocated At Paul Smith's College

Paul Smith's College Program	Required Course	Elective Course	Credits
Hotel, Resort, and Tourism Management, B.S.	Hotel/Restaurant Externship 260*	Hotel, Resort, and Tourism Industry Orientation 131 Front Office/Property Management 132	12
Hotel and Restaurant Management, A.A.S.	Hotel/Restaurant Externship 260** Hotel, Resort, and Tourism Industry Orientation 131 Front Office/Property Management 132		12

*Please note: the Lodging Management School-to-Careers student has completed 400 of the 600 hours industry experience required for the B.S. degree. The remaining 200 hours may be completed with documented work experience prior to beginning classes at Paul Smith's College, and will be evaluated on an individual basis. The student may also choose to complete these hours after admission to Paul Smith's College.

** Please note: The Hotel and Restaurant Management, A.A.S. program requires Hotel Practicum 261 (6 credits) as well as Hotel/Restaurant Externship 260. Paul Smith's College prides itself in helping its students obtain the work experience employers want prior to graduation.

Scholarships

Scholarship funds are awarded based on individual merit of each student, as well as their demonstrated need. Although scholarships cannot be guaranteed, the quality of the Lodging Management School-to-Career Program should place students in a position to receive support from Paul Smith's College.

Period of Agreement

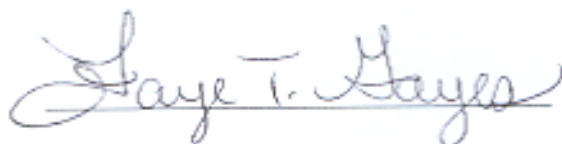
This agreement will become effective immediately, and shall be reviewed every two years, or when substantive changes are made in the curriculum of either Paul Smith's College or the Lodging Management School-to-Career Program of [STATE]. Any content changes which might have an impact on this agreement must be shared immediately with the principal participants, or the agreement will be considered null and void

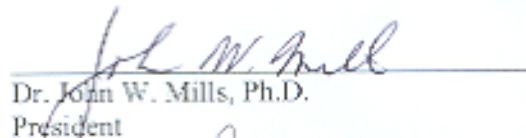
Both Paul Smith's College and the American Hotel and Lodging Association Educational Institute of [STATE] reserve the right to withdraw from the agreement by submitting written notice of intent at least four (4) months prior to the start of the academic year.

Signatures to this Agreement

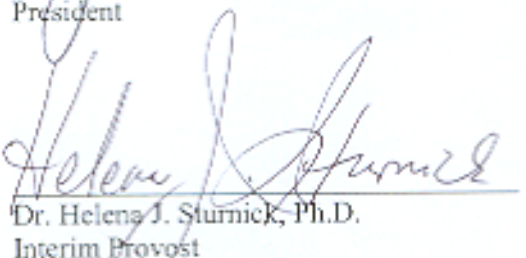
For American Hotel and Lodging Educational Institute

For Paul Smith's College

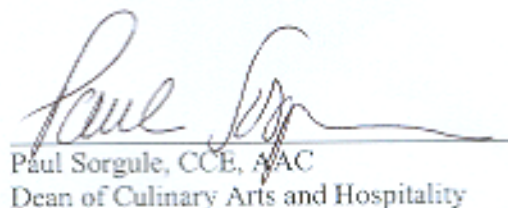



Dr. John W. Mills, Ph.D.
President

High School Program Director


Dr. Helena J. Sturmeck, Ph.D.
Interim Provost

High School (please specify)


Paul Sorgule, CCE, AAC
Dean of Culinary Arts and Hospitality

Date _____

Date 4/28/2005