



NHBEA Newsletter Spring 2023

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NHBEA president's message



I am honored to accept the role of President of the New Hampshire Business Education Association especially as we celebrate NHBEA's 100th year. First, I want to recognize the dedication of NHBEA's board members, long-time members, and members that kept NHBEA going during Covid. It was a challenging era for all of us and our members stayed dedicated to serving business educators. I look forward to the year ahead as we get back on our feet and continue to grow and celebrate the NHBEA, one of the oldest associations in the state.

My career started as a Business Education Teacher for over 15 years at both Manchester Central High School and Nashua Community College. Currently, I am the Career & Technical Education Director at Milford High School & Applied Technology Center. Business Education is my true passion and I strive to see students succeed by giving them real world experiences. I first joined the NHBEA when I was an undergraduate Business Education student at SNHU and student teaching at Manchester West High School in 2006. I joined the NHBEA board as the Secretary in 2007.

It is incredible that the NHBEA is in its 100th year. We plan to celebrate by increasing awareness of the NHBEA among business educators statewide and recognizing their accomplishments including choosing the Business Educator of the year for the 2023 NH Edies. The NHBEA will be hosting a workshop at the NH CTE Summer Learning Series for the Business Cluster. Later in the year we will be organizing a 100th birthday event to provide networking and professional development for all business educators.

I feel that this will be an exciting year for NHBEA. The board members are hard at work planning for the year, and I look forward to hearing from you to gather feedback to help better support our members' needs. Please check out our website at www.nhbea.org and reach out to any board member to see how you can get involved.

Sincerely,

Samantha Belcourt

NHBEA President

Our Vision:

NHBEA is an organization devoted to motivating, inspiring, and preparing learners to become successful in a dynamic world of business.

Our Mission:

NHBEA will provide leadership necessary to move business education in NH in a 21st century direction by fully engaging the business community to provide meaningful, real-world opportunities for learners.

We are very excited about:

- **Volunteerism**
- **Community**
- **Professional Development**
- **Networking**
- **Financial Literacy**
- **Educational Excellence**
- **Connecting People and Businesses**

. . . and much more

We have relationships with the following organizations:

- [New Hampshire Department of Education](#)
- [National Education Association - New Hampshire](#)
- [Eastern Business Education Association](#)
- [National Business Education Association \(NBEA\)](#)
- [Association for Career & Technical Education](#)

- [DECA](#)
- [Future Business Leaders of America \(FBLA\)](#)

New Hampshire Business Education Association (NHBEA) is a resource for business educators to collaborate and share best practices, learn from one another, advance business education in New Hampshire, and stay current in the changing field of business education. We work to provide real-world educational opportunities for our constituents, including students, educators, and local businesses.

NHBEA has been in existence for over 90 years and provides career networking opportunities, as well as recognition to business educators for teaching excellence.

Learning Curve

Christian Follows His Heart for Business



Today, Christian Marcelo teaches in the very same classroom where he was a high school student almost 13 years ago. In fact, it was his intro to Business class, and several mentors along the way, that inspired his love of learning and ultimately his decision to leave a promising corporate career to pursue his passion for teaching.

Christian's earliest influence, his mother, Silvia Fernandez, provided the foundation for his character. Her sacrifices inspired him to seek a life of meaning and purpose.

As an immigrant from Mexico, my mother didn't finish high school. But what she lacked in formal education she made up for in courage, hard work, and vision for a better life for herself and her young son.

Christian's mother immigrated from Mexico in 1980 and Christian was born in the U.S. But, as a single mother with a baby to care for, she decided to return to Mexico to be with family as she raised her infant. Mother and son returned to the U.S. when Christian was five years old, just as he was starting first grade in Nashua, New Hampshire.

I loved to learn. At home, we spoke Spanish but at school I was immersed in English, taking English Language Learner classes to support my language development which was important. But when you start with ELL classes, schools can make other assumptions about your capabilities academically.

Christian was assigned to "foundation" courses, which didn't fully challenge him.

He didn't know to advocate for himself and his mother had no experience navigating the complexities of the school system.

It wasn't until high school that Christian's teachers identified him as someone who should be in honors and business classes. Debbie O'Gara, then a teacher and director of the Career and Technical Education program at Nashua HS North, encouraged Christian to take Running Start classes in high school through the Community College System of New Hampshire. The courses allowed him to satisfy high school graduation requirements while simultaneously earning college credit.

At that time, I didn't see myself going to college. It just wasn't a goal. I needed to work to support myself and help my mom. But, Ms. O'Gara encouraged me to take advantage of the opportunities there, easily in my reach, that could prepare me for what's next. College was suddenly on my radar. I just need someone to help me see it as possible.

Like many high school students in search of part-time income, Christian applied for his first job at 16 years old as a retail cashier at Marshalls. He had a focused goal of getting a car and paying for his cell phone.



What he didn't expect was to fall in love with the energy, the customer interaction, and team dynamic of a retail environment. His supervisors recognized that he had energy and diligence that were rare. By Christian's sophomore year in high school, he was promoted to customer service coordinator with supervisory responsibility. At that time, he realized the connection between what he was learning in school and the application of that knowledge in the workplace. With the encouragement of his mother and support from his teachers, he enrolled in classes at University of New Hampshire to pursue his associate degree.

Remarkably, he kept growing in his career while attending college full time. After achieving his associate degree, he was promoted to operations manager. The work was getting more sophisticated, and he understood that to advance he would need to complete his bachelor's degree. He discovered Granite State College, where working adults with full-time jobs, families, and other commitments return to finish their degrees.

It was motivating to see people return to school after so many years. We were united by our circumstance of balancing school and work and life. Our mantra was, "We can do this, and we can inspire one another along the way."

Professors in his undergraduate program were engaging. They would encourage discussion and application of theory to work scenarios. Likewise, he and his classmates would enrich discussions with details about their industries and workplaces, which brought the curriculum to life.

After two years with Granite State College, Christian earned his B.S. in Business Management with a minor in Human Resources. Earning his bachelor's helped him earn another promotion at Marshalls after graduation. He also earned the respect of his undergraduate

faculty who encouraged him to continue for his master's degree.

I would never have expected to finish a bachelor's when I was in high school. But when my faculty encouraged me to keep going for my master's, I was open to it because everything was possible at that point. I was thriving on the job. My courses were fascinating, and I had people who genuinely cared about my future.

Building on his professional experience, from being a part-time cashier at 16 years old to manager of an \$8 million store just over a decade later, Christian's master's capstone project focused on employers' investments in training and development programs. TJX Companies, parent company of Marshalls and leading off-price apparel and home fashion retailer in the U.S. and worldwide, offers diverse training programs and opportunities for advancement.

Dr. Kathy DeRoche, Christian's capstone faculty member, asked him a life-changing question: "If you love business, and you are interested in teaching, why not combine the two?"

Soon after, Christian took a chance and applied for an adjunct teaching position at a local community college. Just a few classes in, he found himself considering a career change.

Somehow the combination of my interest in education, industry experience, and education made teaching a real possibility. It still didn't make it easy to walk away from a company and managers that gave me so much opportunity.

Grateful for all he learned but nervous about such a big change, he reached out to his steadfast mentors, including Dottie, who encouraged him to follow his heart.

Dottie advised me again, "Follow what's true to you. You're young and you've already given so much to your first career. You owe it to yourself to try. It was everything to have that boost of confidence."

Within days of that decision to pursue a career in business education full time, Christian learned that his former high school had an opening for a business teacher. He applied and was offered the position.



The classroom I'm in now at Nashua HS North as a teacher helped launch my own interest in business as a student. I still can't believe it. I'm trying to bring the same positive energy to my students that my mentors offered me.

While Christian describes that there may never be a "good" time to go back to school, he recognizes that his education has been worth the sacrifice and investment in his future. In fact, he just recently applied and was admitted to a doctoral program in business, again with Dottie's encouragement.

I'm in love with the discipline and I'm trying to show my students that college is an option, no matter the factors in your life. I hope I can show them that if they are passionate about something they should go for it.

Mobile Technology Integration, Teach Self-efficacy, and Student Achievement in New Hampshire: A Correlation Study by Dr. Dorothy O'Gara

The problem addressed in this research study was teachers' and school administrators' resistance to integrating mobile technology in the classroom. This study was inspired by Albert Bandura's social learning theory and the Technological Pedagogical and Content Knowledge, (TPACK) as the conceptual framework. The purpose of this quantitative correlational study was to explore the relationship among three variables: teacher self-efficacy with technology, mobile technology integration in the classroom, and student academic achievement to understand points of teacher resistance to technology in the classroom. The study was a quantitative correlational regression design that used regression analysis to determine the extent to which teacher technology self-efficacy and mobile technology integration in the classroom predicted student academic achievement. The surveys used in the study were the Computer Technology Integration Survey (CTIS) and the Teacher Technology Integration Survey (TTIS). The anonymized case-level data from students' test scores from each program at each center were matched with the teachers teaching in the specific content area at a specific center in the second year of a program. A survey was sent to 300 Career and Technical Education teachers in New Hampshire. When the teacher surveys were paired with the student examination scores, 31 samples were available for analysis. Overall, the results indicated the lack of strong technology integration may have contributed to the low student achievement scores as supported by the TPACK. Neither predictor variable was a significant predictor of student achievement (CTIS ($p = .884$); TTIS instructional construct ($p = .982$). The

sample size was too small to draw conclusions. A sample size with a significantly larger population to draw from to gather a sample size with sufficient statistical power to run the data analysis. The study showed no significant relationship, in teacher technology self-efficacy and mobile technology integration on student outcomes, including student test scores. The ii implications of this finding could be the acceptance of mobile technology as the only means of teaching during a pandemic. Teachers were forced to use mobile technology.



NHBEA members are invited to submit academic and professional articles of interest to our NHBEA Journal. Articles and research submissions will be peer reviewed by members of our Peer Review Committee. Our plan is to publish our inaugural online journal in the fall, 2023. *Submission guidelines are being finalized.*

Maria Matarazzo, Editor-in-chief

NHBEA Newsletter

NHBEA Journal

Professor Magoon Named 2019 New Hampshire Business Educator of the Years



MCC Business Department professor Michael Magoon.

Photo by MCC Photography Staff

Posted: June 13, 2019

The New Hampshire Business Education Association has selected [Michael Magoon](#) as this year's Business Educator of the Year. Magoon has been teaching at the community college level for 23 years. He served in leadership roles in NHBEA, Delta Pi Epsilon and as department chairman at Manchester Community College. Magoon is always thinking of new material for his classes, creating opportunities for his students and bringing community-based experts into his classroom. His students are his first priority.



Goffstown High School wins FBLA Gold Seal Award



March 23 & March 24th, Goffstown High School Future Business Leaders of America members competed in the annual NH FBLA State Leadership Competition. This year, Goffstown High School won **the Gold Seal Award for Most Outstanding Chapter, First Place!** This two day event was held at the Double Tree Hotel, Manchester, NH. Students participated in a variety of business related events and won awards for several community service projects. The winners are listed below:

Competitive Events Awards:

- Website Design – Emma Vigeant & Rory Daniels
- Mobile Application Design – Rylee Parent, Donovan Jordan & Andrew Sealy
- Public Speaking – Reanna Tremblay
- Political Science – Logan Cote
- Marketing – Julianna Gekas & Reese Perry
- Financial Math – Claire Laroche

- Business Presentation – Julianne Danis & Abigail Dubreuil
- Social Media Strategy – McKenna Kelly & Kara Tshida
- Business Communications – Emmy Mellina
- Business Communications – Jocelyn Ashford

Group Chapter Events Won:

1st Place – Chapter Exhibit

1st Place – Chapter Scrapbook

1st Place – Completion of all State Projects

1st Place – Mental Health Awareness Project

1st Place – Largest Chapter Membership

1st Place – Most Outstanding Chapter

Individual Recognition Awards:

Award: Who's Who Among Business Students:

Jocelyn Ashford

Ethan Hansen

Reese Perry

Excellent work ethic, professional behavior and dedication by all!

#proudadvisor!

*Photo attached.

First Row: Ava Diaz, Donovan Jordan, Olivia Phillipy, Emmy Mellina, McKenna Kelly, Anna Pauer

Second Row: Krista Scarlett, Advisor, Mae Seally

Third Row: Austin Morin, Jack Wilkinson, Ethan Hansen, Olivia Gosselin, Sophia Perron, Reese Perry, Jema Penarian, Eva deMatties, Emma Vigeant, Claire Laroche, Abigail Dubreuil, Julianna Gekas

Fourth Row: Rory Daniels, Arianna Grizone, Caitlin Smith, Olivia Georgantas, Mariah Howarth, Jocelyn Ashford, Ava Ruggerio, Rylee Parent, Kara Tschida, Sophia Christinakis, Ava Vaughn, Isabelle West.

Fifth Row: Abrah Daniels, Julianne Danis, Adysson Normand, Reanna Tremblay, Logan Cote, Samuel Slack, Ian Bryson, Andrew Sealy

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Krista Scarlett, M. Ed.

Goffstown High School

603-497-4841 ext: 5422

"Education is the most powerful weapon which you can use to change the world."

-Nelson Mandela



The Goffstown High School FinLit300 Team placed first seed for the online statewide competition and made it to the semi-finals during the live competition on March 29th led at the Grappone Convention Center in Concord.

The JumpStart Coalition created FinLit300 with a mission is to advance financial literacy in the State of New Hampshire through an educational tournament which empowers high school students to apply classroom-based financial education in a contest of knowledge and skills. Students learn and study the topics of budgeting, spending, saving, investing, managing credit and managing risk.

Coach Mrs. Scarlett is very proud of her team: Jocelyn Ashford, Xavier Bibaud, Nick DiMarzio, Ava Winterburn, Ava Ruggerio, Julia Solari, Jack Wilkinson, and Alexis Skalakis.



Milford High School at Patriot's Place



The Marketing III students from the Milford Applied Technology Center presented at the Patriots Place. Their teacher, Kim Daniels, prepared the students to present 3 marketing ideas to their Marketing Operations Coordinator in the theatre at the Patriots Place. They were highly impressed with their Marketing techniques. They also got an amazing tour of Gillette Stadium!





Rivier University's New Center





New business facilities provide an innovative student learning experience.

BY MICHELLE MARRONE

Rivier's latest campus transformation reimagined a primary academic building on the Rivier campus with a focus on technology and innovative learning.

The University celebrated the completion of Sylvia Trotter Hall and official opening of the new Division of Business and Security Studies facilities in September. The renovation features high-tech learning spaces, including cybersecurity laboratories that mirror a professional security operations center, as well as collaboration and study areas, conference room, and office suite. The technology and space design are consistent with modern office environments.

Rivier's Office of Information Technology shares the lower level of Sylvia Trotter Hall, where students receive an exceptional in-person tech support experience at the new Technology Hub. In addition, new offices, collaboration and workspace, mechanical, electrical, and network rooms were created for IT support personnel and technical services.

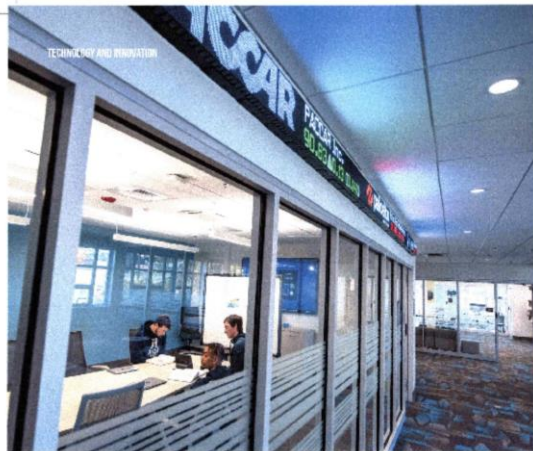
"The renovated facility highlights the University's commitment to real-world, active learning," says Dr. Amir Toosi, Dean of Business and Security Studies. "The new space and advanced technologies simulate professional work environments and experiences. They elevate the student experience creating higher levels of comfort, confidence, and performance in our students as they take on internships and full-time positions in the workforce."

The Division of Business and Security Studies expanded its degree options in recent years, adding in-demand academic programs including Cybersecurity Management.

"The new cybersecurity labs provide state-of-the-art technology and maximize teaching and learning opportunities with partners around the world," says Russ Norris, Assistant Professor and Director of Security Studies programs. "Our students can work independently honing their individual skills, work in collaborative teams with their peers on campus, and



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work with partner institutions to address global challenges. While Rivier students reside in Keene, New Hampshire, the world is their classroom."

At the Sylvia Trotter Ribbon Cutting Ceremony in September (see page 4), Sister Paula Marie Bailey, IHM, President, recognized leadership gifts from members of the Board of Trustees to create the Crouth Conference Room, a gift of Michael '99 MBA and Deborah Crouth, the Enterprise Zone, a gift of Sharon McCook Tamposi '91'93 MBA, and the Division of Business and Security Studies Office Suite, a gift of the Habra-Tasser family.

"The outstanding leadership and generosity of these individuals have created a transformational learning environment for our students as they develop skills that will allow them to launch in-demand careers in the business and global security sectors," shares Sister Paula. ●

CTE Conference

NHBEA will be presenting at the CTE Conference on August 7th and 8th at the University of New Hampshire

Stay tuned for updates

Goldman Sachs 10,000 Small Businesses



1 - Jeanne Roy, NHBEA Secretary

Michael Magoon, Chair of Business at Manchester Community College

Maria Matarazzo, Faculty Emeritus Rivier University, and Senior Adjunct Professor UMass Lowell

Members of the Goldman Sachs Advisory Panel are Jeanne Roy, Michael Magoon, and Maria Matarazzo. The panelists are all members of the NH Business Education Association. The panel helps scholars think through very critical questions about organizing and developing external advisory counsel.

The next panel discussion will take place on June 20th from 4:15-5:15PM at the Manchester Community College.