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IDENTIFIERS *Ohio

ABSTRACT

This publication contains over 80 descriptions of grant-winning entrepreneurship education programs offered in Ohio public schools. Each program description contains information on some or all of the following: sponsoring school(s), project title, purpose, target population, program format and content, site and time of program offering, project director, program costs/budget, evaluation methods, anticipated/actual outcomes, and contact person. The following are among the types of programs represented: young entrepreneurs conferences, teacher inservices for entrepreneurship infusion strategies, vocational job fairs and career days, entrepreneurship brochures and media presentations, community-based entrepreneurship promotion programs, a vocational teachers and counselors internship/visitation program, a program to acquaint female and minority students with successful female and minority entrepreneurs, a simulation to introduce students to the marketing and sales operations, and various guest speaker programs. (MN)

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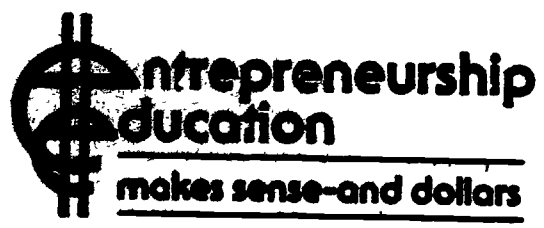
ED 297 166

Ohio

Entrepreneurship Education

Grant Winners

SHOWCASE



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This project was developed by the Entrepreneurship Education Program of the National Center for Research in Vocational Education under the sponsorship of The Ohio Department of Education, Division of Vocational and Career Education. The Showcase Conference was conducted in cooperation with The National Academy at the National Center.

Ohio
Entrepreneurship Education
Grant Winners
Showcase
May 11, 1988

National Center for Research in Vocational Education
1960 Kenny Road
Columbus, Ohio 43210-1090

INTRODUCTION

Small business is definitely big business in the State of Ohio. In fact, according to the U.S. Bureau of Census, 1980, 84 percent of the businesses in Ohio employ 19 people or less.

Small businesses furnish two out of three workers with their first job. Many of these first-time positions are in the service sector, the traditional doorway to the job market.

Entrepreneurship education is critical to facilitating small business development. Data indicates that approximately 50 percent of all businesses fail within the first two years. Most of these are created by individuals who have never had any training for initiating a business.

Vocational education has traditionally prepared students for jobs. Yet, it has not realized its potential to prepare people for self-employment and business ownership, despite some of the strong programs that have been offered in vocational agriculture, marketing education and some other areas.

Realistically, we must recognize that entrepreneurship will be the end goal of some, but not all students. Research also shows that most entrepreneurial ventures of substantial scope are undertaken after age 25. But, if we vocational educators are to be completely fair with our students, then we must examine the value, feasibility, and nature of entrepreneurship as a possible occupational choice for them. Entrepreneurship instruction could ignite within students long-term alternatives.

Fostering within our students successful traits as initiative, optimism, resourcefulness, risk-taking, foresight, leadership skills and versatility will enhance their opportunities for success when they seek that long-term goal of owning their own business. Not just these students with predetermined small business ownership goals, but all vocational education students will benefit from such instruction. The employee who understands how management decisions affect him or her and has respect for the successful entrepreneur is much more likely to be an asset to that company.

Sonia Price
Associate Director
Vocational and Career Education

Entrepreneurship Showcase
May 11, 1988
National Center for Research in Vocational Education
1960 Kenny Road
Columbus, Ohio

8:30 a.m.	Overview of the Day	Sonia Price
8:40 a.m.	Five Years of Success with Entrepreneurship Education	Darrell L. Parks
9:00 - 9:25 a.m.	Session 1	
9:30 - 9:55 a.m.	Session 2	
10:00 - 10:25 a.m.	Session 3	
10:25 a.m.	Break	
10:45 - 11:10 a.m.	Session 4	
10:15 - 11:40 a.m.	Session 5	
11:45 - 12:10 a.m.	Session 6	
12:15 - 1:30 p.m.	Lunch Small Business and the Economy and Vocational Education's Role	Franklin B. Walter
	Outstanding Young Entrepreneur	Michael L. Skinner
1:30 - 1:55 p.m.	Session 7	
2:00 - 2:25 p.m.	Session 8	
2:30 - 2:55 p.m.	Session 9	
3:00 p.m.	Adjourn	

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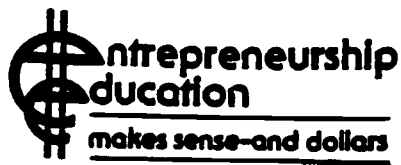
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OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: (s) Normandy High School, Parma Senior High School, Valley Forge High School

Project Title: Tips for Entrepreneurial Teens

Purpose: As educators we must assist students to go through a number of developmental stages such as: understanding the nature of small business, determining their potential as an entrepreneur, developing a business plan, obtaining technical assistance and planning a marketing strategy.

Who: Fifty students from each high school enrolled in Cooperative Work Service or Home Economic classes.

What: Classroom instruction (Risks and Rewards of Entrepreneurship), speakers, on-site visitations and seminar.

When: Classroom instruction and activities prior to April 1988; seminar April 1988.

Where: Classrooms, Greater Cleveland Area business sites and John Carroll University.

Why: As many as eight out of ten people in the work force are employed because small businesses are thriving in the Greater Cleveland Area and throughout Ohio.

How Much: \$1,500.00

Contact: Name Mary Schleicher School Phone (216) 885-2360

Address Parma Senior High School, 6285 West 54th St., Parma, OH 44129



Option 1

Teacher Inservice
for
Infusion Strategies

NEED: Upper Valley JVS has a need to provide background information and practical teaching strategies for vocational instructors so they may teach entrepreneurship as an integral part of their programs.

PROPOSAL: We will offer inservice sessions for vocational and applied academics instructors. There will be two objectives:

- a. Provide background information regarding entrepreneurship; and
- b. Provide materials and/or teaching strategies which teachers can use in their programs

TARGET

POPULATION: The inservice sessions will be offered on a volunteer basis to vocational, applied communications, and applied mathematics instructors at Upper Valley JVS. The "applied" instructors are those who are English and mathematics certified and who teach our Applied Communications and Applied Mathematics to vocational students. Maximum enrollment would be 53.

FORMAT: At least five hours of instruction will be offered on up to six different class meetings. Classes will begin after school at 3 p.m. and will be held at Upper Valley JVS. Sessions will be 1 to 1½ hours long, depending on the objectives of the particular class meeting.

Initial plans call for the five hours to be divided in this way:

Lecture/Materials Examination	1 hour
Group Planning	1½ hours
Group Presentations	2½ hours

We will plan to offer .7 CEU or one credit hour through Wright State University. Instructors who plan to pay for university credit will be responsible for payment and may need to document an additional five hours of outside assignment work.

PROJECT

DIRECTOR: Jon Heffner, Small Business Management Coordinator for Upper Valley JVS, will direct and teach the inservice sessions. Mr. Heffner

has been instrumental in having Upper Valley JVS designated as a Small Business Enterprise Center. He has a reputation in Ohio as an expert in helping small business ownership.

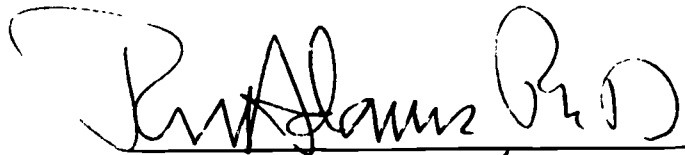
BUDGET: Consultant fees of \$500 are requested. Upper Valley JVS will hire Jon Heffner to plan and conduct the inservice sessions. The Small Business Enterprise Center already has materials which Mr. Heffner will adapt for the instructors. The \$500 requested will cover materials in addition to Mr. Heffner's consultant fee.

EVALUATION: Pre- and post-tests will be administered to measure instructors' increase in knowledge about entrepreneurship. Evaluations will be completed to determine instructors' perceptions of the value of the inservice sessions.

ANTICIPATED

OUTCOMES: We expect that the inservice participants will:

- a. Increase their knowledge of entrepreneurship by at least 50%
- b. Identify materials and strategies which they can incorporate into their vocational and applied academics classrooms
- c. Increase coordination between vocational and applied academic classroom instructors.



Signature of V.E.P.D. Superintendent

Option 2

Special Programs

Youth Entrepreneurship

NEED: According to our Job Placement Coordinator, Dorland Loomis, less than one percent of our high school vocational completers become entrepreneurs. One reason for this startling low figure may be that these students are not informed of the opportunities and necessary planning involved in owning one's own business. We currently have no mechanism in place for delivering entrepreneurship education.

PROPOSAL: We will offer a series of seminars for the target population. The primary objective of the seminars would be to initiate entrepreneurship education.

TARGET POPULATION: The entrepreneurship seminars will be offered to identified gifted and talented students, as well as female and minority students who have expressed interest in business ownership. If necessary, a survey of all female and minority students could be administered to determine real interest. We would anticipate 20-30 student participants. Teacher referrals will be utilized as well.

FORMAT: Students selected to participate will meet in five two-hour sessions. If the total number is sufficient, two groups will be established to allow for maximum interaction with the instructors as well as for answering questions dealing with students' specific interests.

The seminars will be held at Upper Valley JVS in our conference room. Every attempt will be made to help the students feel special by being selected to participate.

Seminars will be held every three weeks beginning the second week in January and ending the first week in April. Timing during the day will be dependent on student schedules. If we have two groups of students, we'll have an a.m. and a p.m. group; students would attend 9-11 a.m. or 12-2 p.m.

An outline of seminar content per session is attached.

PROJECT DIRECTOR: Jon Heffner, Small Business Management Coordinator for Upper Valley JVS, will direct and teach the seminars. He will be assisted by Lee Kaufman if we have enough students for two groups. Mr. Heffner has been instrumental in having Upper Valley JVS designated as a Small Business Enterprise Center. He has a reputation in Ohio as an expert in helping small business ownership.

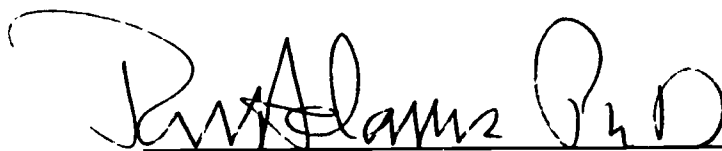
BUDGET: Consultant fees of \$500 is requested. Upper Valley JVS will hire Jon Heffner (and Lee Kaufman, if necessary) from the Small Business Enterprise Center to plan and conduct the seminars since the SMEC already has materials which can easily be adapted for high school students.

EVALUATION: The primary means of evaluation will be a comparison of pre- and post-seminar attitude surveys completed by the students involved in the seminar. In addition, five assignments will be given to students.

ANTICIPATED

OUTCOMES: Since our primary objective was to initiate entrepreneurship education at Upper Valley, we will be able to assess what needs to be and can be done on a larger scale. In other words, we would consider this to be a pilot to show us needs that may exist in our entire student population.

It is our hope that our group of students will receive reinforcement of their initial interest in entrepreneurship. Even if students decide against business ownership, we will feel successful in educating them to pros and cons.

A handwritten signature in cursive script, appearing to read "R. Adams", written over a horizontal line.

Signature of V.E.P.D. Superintendent



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: East Cleveland City Schools

Project Title: Young Entrepreneurs Conference

- Purpose:
1. To learn the step by step process of starting your own business;
 2. To stress the personal characteristics necessary for a successful entrepreneur;
 3. To expose our students to the business areas that entrepreneurs have been able to develop;
 4. To motivate 11th and 12th grade vocational students to seriously explore entrepreneurship as a viable career option; and
 5. To provide role models for our minority students.

Who: A number of community organizations sponsored a three day conference on entrepreneurship that featured such topics as how to obtain a franchise, how to start a small business, how to get financing and how to develop a business plan. There were twenty speakers over the three days and approximately 140 people attended the sessions. At the conclusion of the

What: program, Shaw High School students completed business plans and the best plan was awarded \$500.00 to be used in starting the business immediately.

When: January 12, 13, & 14, 1988

Where: East Cleveland Public Library, East Cleveland, Ohio 44112

Why: To provide positive black role models who have been successful in establishing a business.

How Much: \$500.00

Contact: Name Ms. Eva Bekes School Phone (216) 268-6688

Address 15144 Euclid Avenue - East Cleveland, Ohio 44112

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: East Cleveland City Schools

Project Title: Special Programs

- Purpose:
1. To meet role models who are successful entrepreneurs;
 2. To gain knowledge of the unique obstacles women and minorities face in starting a business;
 3. To become aware of the qualifications or characteristics of a successful entrepreneur;
 4. To create an awareness of the complexities associated with starting a business; and
 5. To obtain knowledge of the available resources in overcoming those obstacles.

Who: Male and female minority businesspersons participated in three seminar sessions with students in the following vocational areas: Business/Accounting, Food Service and Auto Mechanics/Autobody.

What: The presentations focused on how students in those vocational areas can develop businesses of their own in that area. Students were given a business plan outline to complete in which they developed

When: their business idea.

January, 1988

Where: Shaw High School, East Cleveland, Ohio 44112

Why: To provide our students with the opportunity to interact with successful minority entrepreneurs and to learn how to create entrepreneurial ventures from the vocational areas.

How Much: \$500.00

Contact: Name Ms. Eva Bekes School Phone (216) 268-6688

Address 15144 Euclid Avenue - East Cleveland, Ohio 44112

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: East Cleveland City Schools

Project Title: Entrepreneurship Career Day

- Purpose:
1. To provide minority role models for our students in the entrepreneurial area;
 2. To learn about the day to day activities of entrepreneurs;
 3. To listen to speakers' personal experiences in the formation of their businesses;
 4. To present successful minority entrepreneurs to our students; and
 5. To preview materials in a display format of entrepreneurial resources and materials.

Who: Black Cleveland area businesspersons talked to 11th and 12th vocational students in small groups about the problems they encountered in the formation of their business. They emphasized the necessary personal characteristics that are important in the day to day business activities.

What: A total of twenty black entrepreneurs participated in this half day career day program.

When: April 13, 1988

Where: Shaw High School, East Cleveland, Ohio 44112

Why: To provide opportunities for students to interact with successful minority businesspersons in a small group setting.

How Much: \$500.00

Contact: Name Ms. Eva Bekes School Phone (216) 268-6688

Address 15144 Euclid Avenue - East Cleveland, Ohio 44112

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: East Cleveland City Schools

Project Title: Teacher In-Service for Entrepreneur Infusion Strategies

- Purpose:
1. Teachers will learn how to infuse entrepreneurship into their curriculum;
 2. Teachers will become familiar with the resources and materials available in teaching entrepreneurship;
 3. Teachers will become aware of entrepreneurship concepts;
 4. Teachers will gain exposure to business in their selected subject areas; and
 5. Teachers will have opportunities to listen to successful entrepreneurs describe their experiences.

Who: High School vocational teachers, businesspersons, Cleveland Center for Economic Education and Career Development Program.

What: A series of in-service seminars using the Risks & Rewards and involving businesspersons who reinforced the information contained in the curriculum materials.

When: September 16, 1987
October 20, 1987
December 16, 1987

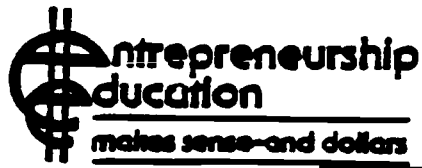
Where: Shaw High School, East Cleveland, Ohio 44112
Cleveland Center for Economic Education, John Carroll University

Why: To provide teachers with the necessary background information and materials that will enable them to support entrepreneurship activities with their students.

How Much: \$1000.00

Contact: Name Ms. Eva Bekes School Phone (216) 268-6688

Address 15144 Euclid Avenue - East Cleveland, Ohio 44112



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Gallia-Jackson-Vinton JVSD

Project Title: Career Day and Promotion

Purpose: To increase basic knowledge of Career options and training and Entrepreneurship awareness among participants.

Who: Eighth grade students from the five feeder districts to our JVSD (approximately 975 students).

What: Career Day and Entrepreneurship Fair (Attachment A)

When: March 23, 1988, 8:30 a.m. until 2:30 p.m.

Where: Buckeye Hills Career Center

Why: To supplement the home school counselors career guidance activities.

How Much: \$500.00 + \$200.00

Contact: Name Kay B. Michael School Phone (614) 245-5334

Address Rt. 1, Box 93 Thurman, OH 45685



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Wayne County Schools Career Center

Project Title: Vocational Job Fair

Purpose:

A job fair will enable a direct link between the business community and the vocational institution, as well as raise an awareness in students and community regarding vocational training and entrepreneurship possibilities.

Who:

All 340 seniors and 29 trade instructors at the Wayne County Schools Career Center and as many employers with entrepreneurial interests and experience.

What: An all-day activity located at the school.

When: January 15, 1988

Where: Wayne County Schools Career Center

Why:

Because of these grant options made available to the Wayne County V.E.P.D., we had a vehicle to plan an organized entrepreneurial-related job fair reinforcing and augmenting the classroom learning that students have started to receive and link this with employers.

How Much: \$500

Contact: Name Bernadette Meyer School Phone (216) 669-2134
ext. 283

Address P. O. Box 378, Smithville, Ohio 44677



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Wayne County Schools Career Center

Project Title: Entrepreneur Brochure

Purpose:

To promote awareness of entrepreneurial training and education offered at the Career Center.

Who:

Students and community people throughout the Wayne County V.E.P.D.
- present students and parents of the Wayne County Schools Career Center
- community/business people
- perspective local school district students as entrepreneurs

What:

A brochure developed and distributed during the 10th grade presentations in the local school districts.

When:

This same brochure has been used in January, February and March for community open house and during visitation days and the job fair day.

Where: Wayne County Schools Career Center

Why:

A newly formed entrepreneur program has been developed at the Wayne County Schools Career and through this grant money an entrepreneur brochure could increase the community's knowledge of entrepreneurial support provided by the Career Center.

How Much: \$200 for printing and supplies

Contact: Name Bernadette Meyer School Phone (216) 669-2134
ext. 28
Address P. O. Box 378, Smithville, Ohio 44677



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Southern Hills JVSD

Project Title: Orientation to Southern Hills through Young Entrepreneurs

Purpose: To provide a familiarity to prospective students and community members of programs and opportunities available through vocational education.

Who: Southern Hills JVS

What: Slide-tape presentation

When: Used at orientation of new students and with community meetings

Where: Various locations throughout the community

Why: To expose others to success

How Much:

Contact: Name Shirley Potts School Phone (513) 378-6131

Address P O Box 179; 9193 Hamer Road; Georgetown OH 45121



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren City Schools

Project Title: The E-Force (media presentation on entrepreneurship)

Purpose: The video will allow students to evaluate personal characteristics and aptitudes related to owning your own business. It will help to identify a business idea related to vocational training that could lead to a business. It will help reinforce the decision making skills we try to develop in students.

Who: Approximately 2000 students will view the film to introduce them to entrepreneurship and how it relates to vocational programs in the Warren City Schools.

What: A video tape featuring Warren City Schools Vocational graduates will highlight their decision to go into business for themselves.

When: The project will hopefully be ready by April, 1983.

Where: The tape will be used in all vocational programs to illustrate alternate futures for the skills and attitudes they are developing in their Vo-ed program.

Why: These graduates on tape will provide real-life role models for the current students.

How Much: A maximum of \$1,000 will pay for the major cost of the project.

Contact: Name Clark Lingren School Phone (216) 341-2218

Address Warren City Schools, 261 Monroe Street, N.W., Warren, Ohio 44482-4820

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren City Schools

Project Title: Entrepreneurship Day

Purpose: Entrepreneurship Day will promote entrepreneurship as a career option, will help students understand entrepreneurship as it applies to a variety of career fields, and will test the interest level as a potential course offering in the future for the Warren City Schools.

Who: Approximately 600 senior high students will take part in the activity.
(9th grade and 10th grade)

What: This unit of entrepreneurship will focus on the various avenues that can be opened to entrepreneurial possibilities.

When: Local contacts and resources will be developed and organized for presentation in March, 1988 when our "Achieving Your Career Unit" is implemented.

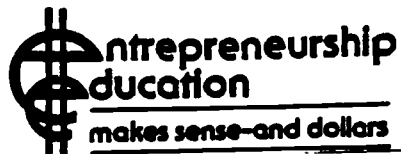
Where: The activity will take place at both high schools.

Why: The activity will make students aware that there are unlimited options in starting a business or becoming self-employed in the future. Their age may not require a decision now but the options need to be presented now.

How Much: Nothing once materials are developed and refined.

Contact: Name Clark Lingren School Phone (216) 841-2218

Address Warren City Schools, 261 Monroe St., N.W., Warren, Ohio 44482- 48



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

SCHOOLS: CANTON CITY SCHOOLS (PRIMARY SCHOOL)
PARTICIPATING SCHOOLS:
CANTON LOCAL, PERRY LOCAL, PLAIN LOCAL,
JACKSON LOCAL, NORTH CANTON CITY SCHOOLS

PROJECT TITLE: ENTREPRENEURSHIP YOUTH CONFERENCE FOR VOCATIONAL STUDENTS

PURPOSE: The primary purpose of this program is to inform senior vocational students of the opportunities with regards to entrepreneurship.

WHO: Each Vocational Director selected 15-20 senior vocational students and two teachers to attend the conference.

WHAT: An Entrepreneurship Youth Conference designed and implemented through a joint effort of the six participating schools, the Greater Canton Chamber of Commerce and Stark Technical College and a professionally made video tape titled "The Edge to Entrepreneurship". The tape consisted of the following:

1. Overview of entrepreneurship
2. Facts pertaining to the changing work force (Large business decreasing -- increasing)
3. Six (6) examples of vocational graduates that have a successful business.
4. Six (6) examples of senior vocational students that want to become entrepreneurs.
5. What does it take to become an entrepreneur?

WHEN: Tuesday, March 22, 1988 from 9:00 a.m. to 2:30 p.m.

WHERE: Stark Technical College

WHY: The presenters at the conference will show vocational students what is needed to be an entrepreneur in the following sessions: "Starting and Operating a Business", "Financing a Business" and "Marketing a Business". Also the tape will give facts and role models of others who have started businesses.

HOW MUCH: \$5,000.00

CONTACT: Robert R. Menarcheck, Director (216) 438-2536
Vocational Education
Canton City Schools
617 McKinley Avenue, S. W., Canton, Ohio 44707-4798



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Portage Lakes Joint Vocational School

Project Title: "Vocational Education: Where Entrepreneurship Begins"

Purpose: To increase enrollment in VO-ED programs by dramatizing the success of entrepreneurs who have graduated VO-ED and some who are aspiring to be entrepreneurs

Who: Successful electrician/contractor
Auto Body students/entrepreneurs

What: A promotional video set in a TV news show format

When: Filmed during 1987-1988 school year
(target date of completion is April 29, 1988)

Where: Greater Akron Area

Why: To influence the career decision-making choices of students and parents so they select VO-ED training.

How Much: \$1,000.00

Contact: Name Celeste Billhartz School Phone (216) 896-3757
Portage Lakes Joint Vocational School
Address P.O. Box 248, 4401 Shriver Road, Greensburg, Ohio 44232

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Portage Lakes Joint Vocational School

Project Title: Young Entrepreneurs Conference

Purpose: Portage Lakes JVS students will become aware of entrepreneurship opportunities and at the same time hear a message on drinking and driving that will be presented in the film.

Who: 150 Portage Lakes JVS 12th grade students, local entrepreneur, and staff members.

What: Local entrepreneur to show film he produced and is marketing and then to tell how he started his business.

When: April 7, 1988

Where: Portage Lakes JVS Lecture Room

Why: To encourage students to start their own businesses by hearing from a local young entrepreneur.

How Much: \$500: \$200 for consultant and \$300 for supplies.

Contact: Name Virginia J. Hill School Phone (216) 896-3757

Address 4401 Shriver Road, P. O. Box 248, Greensburg, Ohio 44232

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Portage Lakes Joint Vocational School

Project Title: All Decked Out

Purpose: To develop a brochure used to advertise our mini-school store which aids in the teaching of entrepreneurship skills (sample procedure attached).

Who: Senior students in Fashion Merchandising/Marketing

What: Advertising used to promote the operation of a min-store selling sweatshirts, T-shirts, jackets, etc.

When: During promotional seasons throughout the school year.

Where: The community surrounding the Portage Lakes School District.

Why: Teach entrepreneurship using a hands-on method.

How Much: \$200.00 to be spent on brochures and mailing costs.

Contact: Name Vickie Vaughn School Phone (216) 896-3757

Address 4401 Shriver Road Greensburg, Ohio 44232

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Portage Lakes Joint Vocational School

Project Title: Entrepreneurship Fair or Career Day

Purpose: The purpose of the fair was to feature careers made possible by vocational training programs and various entrepreneurship opportunities existing in each career field.

Who: Invitations were mailed to approximately two thousand students, parents, educators, and employers in the VEPD. In addition, brochures and flyers were distributed throughout the district.

What: Career Tech Fair

When: Tuesday, February 2, 1988 - 7:00 - 9:00 p.m.

Where: Held at Portage Lakes Joint Vocational School

Why: The fair served as a vehicle of awareness for career and entrepreneurial opportunities through vocational education.

How Much: Approximately eight hundred dollars was spent to advertise the fair. This amount was reduced by the five hundred dollars available in this grant.

Contact: Name Jacqueline Jacobus School Phone (216) 896-3757
Portage Lakes Joint Vocational School
Address P.O. Box 248, 4401 Shriver Road, Greensburg, Ohio 44232



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Cuyahoga Valley Joint Vocational School IRN 050930

Project Title: Project #1 Entrepreneurship Education Infusion Grant - Media

Purpose: The Media Presentation Grant will be used to:

- a. Videotape CVJVS alumni who have become successful entrepreneurs, thus giving students an opportunity to understand how they got started in business and the skills and resources needed to stay in business.
- b. Increase the chances of becoming a successful entrepreneur.
- c. Provide link between Career Development, academic preparation, skill training, and interpersonal skills necessary to become a successful entrepreneur.
- d. Focus on the following identified program areas: Commercial Art, Cosmetology, Heating & Air-Conditioning, Horticulture, Truck Mechanics.

Who:

The presentations will include topics highlighting:

What:

When:

Where:

Why:

- 1. What is entrepreneurship?
- 2. Examination of equipment, resources, staff and finances.
- 3. What types of personal qualities are needed (characteristics) to be an entrepreneur.
- 4. What high school skills and academic training is needed in preparation for entrepreneurship.
- 5. What prompted the career choice to become an entrepreneur?
- 6. What are some of the problems in owning a small business?
- 7. What types of experiences will prepare students for roles as entrepreneurs.
- 8. What types of courses, college or training beyond high school would be helpful in successfully managing a small business.

How Much: \$1,000

Contact: Name Dr. George L. Plance, Ex. Dir. School Phone (216) 526-5200

Address CVJVS 8001 Brecksville Rd., Brecksville, OH 44141

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Cuyahoga Valley Joint Vocational School IRN 050930

Project Title: Project #3 Entrepreneurship Education Infusion Grant - Inservice

Purpose: The inservice is designed to provide the teaching staff at CVJVS with materials and lesson plans to promote an awareness of entrepreneurship in the schools. Part of the inservice the teachers will do includes videotapes of graduates from CVJVS that are now successful entrepreneurs. The inservice will consist of a day and a half.

Objectives:

- a. Assist teachers to infuse entrepreneurship into their curriculums.
- b. Raise the level of awareness and stress the importance of entrepreneurship in the Ohio economy.

Who:

What:

When:

Where:

Why:

How Much: \$1,000

Contact: Name Dr. George L. Plance, Exec. Director School Phone (216) 526-5200
Address CVJVS 8001 Brecksville Rd., Brecksville, OH 44141



Tip Sheet

School: Washington County Career Center
Rt. 2, St. Rt. 676
Marietta, OH 45750

Project Title: Special Programs and Media combined for video presentation.

Tentative Videotape Title: A Focus on the Entrepreneur of Today

Purpose: We had several objectives in mind when we decided to combine the Special Programs and Media options to develop a videotape of vocational graduates who are successful entrepreneurs. Our objectives included: (1) to recognize vocational students success in business; (2) to encourage the infusion of entrepreneurship education in the curriculum; (3) to illustrate to students the option of business ownership; and (4) to promote Career Center programs as they relate to enterprise development. One major strategy was utilized to achieve the objectives: Former vocational students turned successful business owner-managers, were selected to interview, be interviewed, film, edit, and produce the videotape.

Who: Michael Dickinson (ART ECT.) and Fran Mendenhall (Energy Unlimited), former Marketing Education students were employed to produce the videotape.

What: The producers interviewed and filmed the subjects who represented Marketing, Masonry, Lata Processing, and Cosmetology vocational programs. They also represented minority, female, and rural business owners.

When: Business owners were interviewed at their place of business during working hours. Interviewers used nine questions (see attached list) as discussion topics. The questions were used to encourage rather than limit conversation.

Why: "ALTERNATE CHOICE" will be shown to current vocational students as well as public and county school students. It will be shown to civic and community groups and used in economic development seminars.

Expected outcome - increased awareness of entrepreneurship as an employment option.

How Much: Total cost \$1,500.

Contact: Name Gerald E. Jones School Phone (614) 373-2766
Address WASHINGTON COUNTY CAREER CENTER, RT # 2
MARIETTA, OH 45750



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: The Youngstown City Schools - Choffin Career Center

Project: Entrepreneurship Education Infusion Grant Option #3
Video Presentation

Purpose: Video film a presentation on Choffin Vocational Graduates who have become entrepreneurs. It will provide the students with a view of career opportunities available with a vocational education. Students will be able to see first hand and listen to former students talk about their business, how they got started, etc. This hopefully will get students motivated and inspired enough to think about starting their own business.

Who: Choffin graduate students from the following vocational programs who are now successful entrepreneurs. Cosmetology, Graphic Arts, Auto Mechanics, Horticulture and Food Service. Along with their individual places of businesses, the video will also focus on many different small businesses in the community as well as the vocational programs at Choffin.

What: Video will help answer the following questions that the viewing audience may have:

1. Was Choffin instrumental in your starting your own business?
2. What advice can you give someone who is contemplating starting their own business?
3. Where did you get finances?
4. What are the advantages, disadvantages of having your own business?
5. If you were to do it all over again, would you?

When: The video will be shown during eighth and tenth grade orientation as well as other school/community functions (Skill Fair, Vocational Education Week, Career Awareness Day, Key Club, Chamber of Commerce, PTA) etc.

Where: Mainly at Choffin or meeting places of different organizations as well as in the feeder schools.

Why: By creating a realistic and believable video presentation, vocational students will be inspired to think along lines of becoming entrepreneurs. It will provide the students with a view of career opportunities available with a vocational education.

How Much: One thousand dollars.

Contact: Name: Neil J. Gioiello School Phone: 216-744-8715
Address: Choffin Career Center
200 East Wood Street
Youngstown, Ohio 44503

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Youngstown City Schools

Project Title: Marketing Creative Talents

Purpose: To inservice teachers on how to prepare their students to sell their creative talents and products in the market place.

Who: Teachers of Home Economics (Consumer/Homemaking and Job-Training), Industrial Technology, Art, Creative Writing.

What: How to market creative talents, financial management for the creative entrepreneur, marketing channels for creative arts.

When: February 29, 1988, 3:30 - 5:00 p.m.

Where: Meander Hill Antique and Gift Shop
20 North Turrer Road
West Austintown, Ohio

Why: Teachers need a knowledge base to prepare their talented students for the market place and for now to turn creative talent into income and profit.

How Much: \$500.00

Contact: Name Virginia Draa School Phone (216) 744-8795

Address Youngstown City Schools
20 West Wood Street
P.O. Box 550
Youngstown, Ohio 44501-0550

SEE ATTACHMENTS

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: The Youngstown City Schools - Choffin Career Center

Project: Entrepreneurship Education Infusion Grant Option #1
Entrepreneurship Inservice Program for Choffin Vocational Staff

Purpose: The Vocational instructors will have a plan for incorporating and promoting entrepreneurship education in their present vocational program. This, in turn, will better enable them to become more comfortable in focusing on small businesses and discuss these issues intelligently with their students and the community.

Who: The Choffin Counselors, the entire Vocational Teaching Staff, along with the aids, supervisors, administration and small business entrepreneurs from the community acting as resource speakers. Also, Dr. Gary Benson, the Entrepreneur Chairperson from Youngstown State University, in the role of the keynote speaker.

What: Vocational instructors were provided with information, ideas, strategies they can use for infusing entrepreneurship education into their vocational related classes. Vocational students have a special opportunity to learn from entrepreneurs through their co-op experiences, class projects and technical training.

When: January 11, 1988 - January 12, 1988
Inserviced afternoon teachers 8:00 a.m. - 11:00 a.m.
Inserviced morning teachers 12 Noon - 3:00 p.m.
Resource speakers - January 25, 1988 2:45 - 4:15 p.m.
February 29, 1988 2:45 - 4:15 p.m.
March 28, 1988 2:45 - 4:15 p.m.
This will be on going through the school year, hopefully continuation for years to come.
Resource materials and Risk and Rewards (sets) available in the Resource Center.

Where: Choffin Career Center - Commons Area

Why: In each taxonomy area, vocational instructors will incorporate entrepreneurship concepts into their lesson plans. Through this grant students will learn to consider opportunities for self-employment in their vocational training program. Vocational instructors will become familiar with available instructional resources that can be used to supplement the entrepreneurship education curriculum.

How Much: One thousand dollars.

Contact: Name: Neil J. Gioiello School Phone: 216-744-8715
Address: Choffin Career Center
200 East Wood Street
Youngstown, Ohio 44503

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: The Youngstown City Schools - Choffin Career Center

Project: Entrepreneurship Education Infusion Grant Option #4
Entrepreneurship Opportunities Youth Conference

Purpose: Students will have more knowledge and better understand of managing and owning business. Vocational students in particular should be aware that not only is it important to learn a craft, but also to learn the basics of running a business. All students must be aware of opportunities available in the business world.

Who: Along with 35 students from Choffin Career Center, and 35 more students from Mahoning County Vocational School, the following agencies will also be represented:

1. Youngstown Area Chamber of Commerce
2. Industrial Information Institute, Inc.
3. Junior Achievement of Youngstown
4. Youngstown Area Kiwanis Clubs
5. Youngstown State University
6. U. S. Small Business Administration

What: It will be a one day workshop beginning with registration from 8:00 a.m. to 8:30 a.m. The workshop will have a key note speaker and panel discussions made up of people from small businesses in the community. Also on the panel will be recent Choffin and Mahoning County Vocational School graduates who have recently started their own business. A large group question and answer period will follow. Participants will have the opportunity for putting together what they learned in an essay or poster form for an incentive in recapturing what they obtained from the workshop. A prize will be given for the best essay and best poster entered with prizes being awarded during the small business week presentation.

When: March 15, 1988

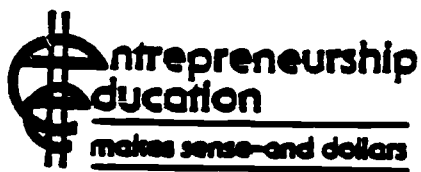
Where: Youngstown State University - Kilcawley Center

Why: The first step toward development of an independent entrepreneurial spirit takes place in education. Presentation from panel members will give the students the opportunity to learn about the "nuts and bolts" of how to start their business, where to obtain finances and how to market their business.

How Much: Five hundred dollars.

Contact: Name: Neil Gioiello School Phone: 216-744-8715
Address: Choffin Career Center
200 East Wood Street
Youngstown, Ohio 44503

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OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Cincinnati Public Schools

Project Title: "Economics and Entrepreneurship"

Purpose: To provide Vocational Instructors of Cincinnati Public Schools with entrepreneurship infusion strategies and resources. The inservice will introduce instructors to local entrepreneurs, resources, economic information and theories related to entrepreneurship and strategies for infusing entrepreneurship education.

Who: The project will serve the vocational instructors of Cincinnati Public Schools.

What: A series of four inservices, in collaboration with the "The Greater Cincinnati Center for Economic Education". The session topics will include economics of entrepreneurship, resource speakers and C.C.I.S.

When: The inservices will be held on four consecutive Thursdays, March 3 - 24, 1988, from 3:30 - 6:00.

Where: The Cincinnati Public Schools' Staff Development Center.

Why: To provide information, teaching strategies, and resources for infusing entrepreneurship into the curriculum.

How Much: \$1000

Contact: Name Michael L. Ward/Brenda Hand/T. Coakley School Phone (513) 369-4025

Address 230 E. Ninth Street, Cincinnati, Ohio 45202

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Cincinnati Public Schools

Project Title: Young Entrepreneurs Conference: High School Entrepreneur Day

Purpose: The purpose of the conference is to give vocational students, who may be potential entrepreneurs, the opportunity to interact with real entrepreneurs.

The focus of the conference will center on a panel of motivating entrepreneurship speakers, who will provide students with information and experiences related to being an entrepreneur. The conference speakers will include women, minorities, small business entrepreneurs, and entrepreneurs who have succeeded in creating larger businesses.

Who: Vocational students of the Cincinnati Public School system.

What: A vocational high school young entrepreneurship conference in collaboration with the Greater Cincinnati Center for Economic Education.

When: April 13, 1988.

Where: University of Cincinnati

Why: To provide students with practical up-to-date information related to becoming entrepreneurs. Resource speakers are actual entrepreneurs who can relate their experiences.

How Much: \$500.00

Contact: Name Michael Ward/Brenda Hand/T. Coakley School Phone (513) 369-4025

Address 230 E. Ninth Street, Cincinnati, Oh. 45202



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS
TIP SHEET

SCHOOL: Tri-Rivers Career Center

PROJECT TITLE: Entrepreneurship Fair and Promotion

PURPOSE: The Entrepreneurship Fair helped our vocational students to understand entrepreneurship in a number of different fields as a career option. Sixteen (16) local entrepreneurs shared their expertise in small-group roundtable discussions and focused on the following key points:

- * The influence of vocational training or other business education in the success of their business;
- * Information on overcoming start-up business obstacles;
- * How their particular business approach is different or unique;

In exchange for sharing information with our students, small business company names were included in the promotional materials of the fair and business owners were permitted to set up their own promotional displays in the Tri-Rivers auditorium on the day of the fair.

WHO: The Fair served approximately 100 junior and senior vocational students at Tri-Rivers Career Center in Marion, Ohio. Small business speakers included: Steve Badertscher, Owner of Badertscher Communications; Carl Wade, Owner of Carl Graphics; Jo Greenwood, Co-owner of Uniglobe Travel; Harry Uber of L-K Motels, Inc.; Deb Colegrove, Co-owner of Arts of Illusion; Rick Pierron, Owner of Trophies and More; Ron Sherman, Co-owner of Fab Comm; Annette Brammel, Owner of Masters Tuxedo and Bridal; H. Douglas Greenwood, Co-owner of Woodlore, Inc.; Tim Kildow, Owner of Starvin' Marvins; Mike Hocker of Wyandot, Inc. Vicky Edler, Owner of Amerikid Day Care School; Bill Corbin of Executive Management Consultants; and Jack Lautenslager of Stan Speer Advertising.

WHAT: The Fair featured the Entrepreneur roundtable discussions, a keynote address by Steve Badertscher who spoke on decision-making, a large group presentation about self-employment in the Travel Industry by Jo Greenwood, a film on careers in Specialty Advertising, individual worksheet assignments during the day, and a raffle of five (5) free registrations (a \$20 value each) for attendance at the Marion Sales Ad Club's Seminar, "How to Promote Your Business Effectively" which was held in Marion on March 28th.

WHEN: The Entrepreneurship Fair was held on Tuesday, March 22, 1988, 8:45am -2:45pm

WHERE: Tri-Rivers Career Center Auditorium, 2222 Marion-Mt. Gilead Rd., Marion, Ohio 43302

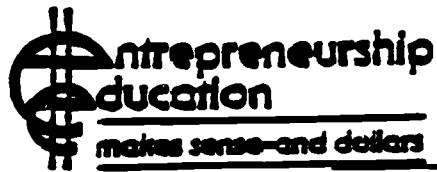
WHY: It has been predicted that only 14% of the 8,793 area unemployed can be placed in 1,245 vacancies for various job openings in the Marion Area by 1990.

Entrepreneurship may be the only option for some students' career survival!

HOW MUCH? \$500 for Entrepreneurship Fair Materials and \$200 for Promotional Costs

CONTACT: Name: Darlene Greenwood or Deb Rellinger (614) 389-4681

Address: Tri-Rivers Career Center, 2222 Marion-Mt. Gilead Rd., Marion, O. 43302



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Medina County Vocational Center, Medina, Ohio

Project Title: Entrepreneurship Seminar

Purpose: Presentations by three guest speakers to Juniors and Seniors by leading entrepreneurs in the area about their climb to success. The keynote speaker would be a well-known business person from Northeast Ohio and the remaining two would be local successful Medina County entrepreneurs.

Most students have not had the opportunity to hear a successful entrepreneur discuss how they progressed into their positions. This would be an informal forum for them to hear and meet three successful people who have started their own businesses. Students would then be required to make a short report to their class on the conference.

The selected students would be chosen because of their expressed interest in going into business for themselves in the future. This would complement the direction of our entrepreneurship classes being currently offered.

Who: Greg Pruitt, Main Speaker, Pruitt Energy Systems; local Medina County Entrepreneur Panel 4 members.

What: How individuals began businesses, reasons why, steps that should be used to begin a business---site, capital, experience, etc. Guides to keep individuals from making major errors.

When: April 14 8:45 a.m. - 10:15 a.m.

Where: Medina County Vocational Center Mall
1101 West Liberty Street
Medina, Ohio 44256

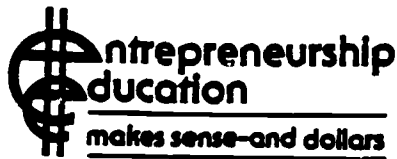
Why:

1. Increased awareness and appreciation of the benefits of owning your own business.
2. Opportunity for business people and vocational students to meet on neutral grounds, thus increasing likelihood of productive discussion.
3. Since these 120 students will be selected, they will feel a certain sense of pride and will be more likely to promote the ideas introduced to them.
4. Require participants to complete questionnaire after the conference.

How Much: 120 students (2 main, 1 alternate student) - selected by vocational instructors as individuals who would benefit from the seminar.

Contact: Name Ellen Huth, Linda Jacobs, Brain Haskel School Phone (216)225-7111

Address 1101 West Liberty Street, Medina, Ohio 44256



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: Women Entrepreneurs

Purpose: To make the female students aware of the possibilities of Entrepreneurship (small business ownership) as a career option.

Who: Warren County Career Center female juniors and seniors.

What: A workshop about successful women entrepreneurs and basics of operating a business.

When: Workshop was planned and completed during National Women's Week in early March. There were three different sessions: The Woman Entrepreneur, Students Today, Leaders Tomorrow, and The Professional Image and the Business Owner.

Where: Warren County Career Center

Why: To make female students aware that they can be self-supportative through entrepreneurship.

How Much: The \$500 grant money was used in promoting, planning and carrying out the workshops. Materials created were also a part of the cost. The program was free to the female students.

Contact: Name Vicky K. Rash School Phone (513) 932-5677

Address 3525 N. St. Rt. 48; Lebanon, On 45036

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: Entrepreneurship Promotion

Purpose: To educate the community on the value of entrepreneurship small business education.

Who: Warren County Residents

What: New articles with pictures of vocational graduates that are actively involved in business ownership.

When: During National Small Business Week

Where: Warren County

Why: To make the community aware of the value of vocational education of entrepreneurship.

How Much: The \$200 was used in making pictures and paying for material that was not considered news worthy.

Contact: Name Vicky K. Rash School Phone (613) 932-5677

Address 3525 N. St. Rt. 48; Lebanon, Ohio 45036

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: Entrepreneurship Fair

Purpose: To promote entrepreneurship to the vocational students as a career option.

Who: This project is centered around the business trades area-- Executive Secretary, Medical & Legal Secretary, Data Processing, Word Processing. It was offered to the seniors in the business trades program as they are completing their last year of high school.

What: A workshop sharing ideas and information about their particular trades and how they could turn their trade and skills into a business venture. A video on female entrepreneur, Mary Kay, was shown.

When: April 26, 1988. This will be our introduction to National Small Business Week.

Where: Warren County Career Center

Why: To help the business trades area realize the career option of Entrepreneurship.

How Much: The \$500 grant will be used in preparation of materials and handouts used, as well as in the planning and instructing the workshop.

Contact: Name Vicky K. Rash School Phone (613)932-5677

Address 3525 N. St. Rt. 48; Lebanon, Ohio 45036

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: Young Entrepreneurs Conference
(Entrepreneurship and the Trades)

Purpose: To offer information to students in the trade areas that are predominately male oriented. Machine Trade, Welding Auto Body and Auto Mechanic were invited to participate. A local machine trades business owner participated in the presentation, sharing his thoughts of operating a business, the problems he faced, and his suggestions to students for their career plans.

Who: Machine Trades Students, Welding Students, Auto Body Auto Mechanic Students.

What: A workshop on the basics of business ownership and a sharing of a business owner's own story on operating a business.

When: April 13, 1988

Where: Warren County Career Center

Why: To promote entrepreneurship within the machines, welding auto trades area.

How Much: The full \$300 was used to plan and for materials used and overhead transparencies made.

Contact: Name Vicky K. Rash School Phone (513) 932-5677
Address 3525 N. St. Rt. 48; Lebanon, Oh 45036

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: County Teacher's Inservice on Entrepreneurship

Purpose: To offer information to local teacher on incorporating Entrepreneurship into current curriculum.

To make county teachers aware of the facilities of the vocational education and entrepreneurship offered through the vocational school.

Who: County Educators

What: A five hour workshop on Entrepreneurship with continuing education credits offered ($\frac{1}{2}$ credit).

When: February 23 & 24, 1988

Where: Warren County Career Center

Why: To promote entrepreneurship in feeder schools as well as the vocational school.

How Much: There was no cost to the educator. The grant of \$500 was used in planning and materials used in workshop.

Contact: Name Vicky K. Rash School Phone (513) 932-5677

Address 3525 N. St. Rt. 48; Lebanon, Oh 45036

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Warren County Career Center

Project Title: Media Presentation on vocational graduates
who are successful entrepreneurs

Purpose: To create a data bank of vocational graduates that are
actively in business.

To create media to promote entrepreneurship to vocational
students.

Who: Vocational graduates that are now business owners.

What: Pictures and slides of business owners in their work place
taken for posters placed in various trade areas within the school.
The slides will be used in promoting vocational and entrepreneurship
education.

When:

Pictures were taken at the businesses through the months of
March and April. This project will continue as a local school
project to enlarge the number of success stories.

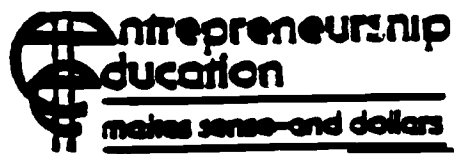
Where: Warren County

Why: To promote entrepreneurship as a career option

How Much: The \$1,000 was used for the posters, slides and
pictures used in the project.

Contact: Name Vicky K. Rash School Phone (613)932-5677

Address 3525 N. St. Rt. 48; Lebanon, Ohio 45036



Tip Sheet

School: Ashland County-West Holmes JHS

Project Title: Young Entrepreneurs Conference

Purpose: Career Planning : The Young Entrepreneurs Conference provided role models and motivations for students interested in entrepreneurship.

Application of Skills : Students were exposed to the unlimited options of starting a business and of seeing ways to become employed with the skills they are acquiring in a vocational program.

Business Understanding : They discovered opportunities for new businesses in the area and gained an understanding of business functions.

Self Understanding : Focus was made on the experience and characteristics of successful entrepreneurs, therefore helping students think about their personal attributes and life-style choices.

Who: 50 Students from the Ashland County-West Holmes JHS

What: Young Entrepreneurs Conference

When: April 27, 1988

Where: Best Western Hotel

Why: In the Ashland-West Holmes County area the majority of businesses are small and locally owned. Due to the nature of their vocational education, students from Ashland County-West Holmes JHS are already working closely with these small businesses, and are or will be finding employment with these businesses upon graduation.

The Young Entrepreneurs Conference added an additional dimension to these students' vocational education. An awareness of skills, i.e., responsibility of ownership and management, is necessary for career planning. This conference gave students an opportunity to incorporate entrepreneurship into their own career goals. In addition, discussion of the role of the entrepreneur in the economy provided a better understanding of how business functions within the community.

How much: \$400

Contact: Steve Po
Ashland County-West Holmes JHS
1763 St. Rt. 50 RD 2
Ashland, Ohio 44805 (419) 229-3513



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: North Canton City Schools

Project Title: Public Relations Billboard Project

Purpose: To increase public awareness of what is happening in the schools--To allow the Media Communications students to have professional advertising company explain procedures of creating a billboard. To allow the Media Communications students the opportunity to paint actual billboard before going on public display in community for one month.

Who: Media Communications Students
Patrick Media-National Billboard/Advertising Company

What: Public Relations billboard to advertise what happens in schools

When: April 1-30, 1988

Where: North Canton, Ohio

Why: To give students hands-on advertising skills
To allow community to experience what is happening in schools
To develop school/business partnership

How much: 272.00 (72.00 taken from Career Education Grant--\$200.00 allocated from Entrepreneurship Grant)

Contact: Name Debra Martin Shaub School Phone (216) 497-5667
Address 525 Seventh St., N.E. N. Canton, Ohio 44720

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: North Canton City Schools

Project Title: Female Entrepreneurship (Special Programs)

Purpose: To better develop the females' understanding of young businesswomen who have opened their own shops.

To enrich the female students' understanding of the wealth of opportunity that awaits them in the area of entrepreneurship.

Who: Female vocational students who are interested in entrepreneurship are in-serviced by consultant whose mission is to introduce entrepreneurship and leadership styles in women who have become entrepreneurs.

What:

Seminar for three hours about leadership qualities of female entrepreneurs.

When:

April, 1988

Where: Hoover High School North Campus: on-site

Why: In order to motivate students (females) who are interested in entrepreneurship.

How much: \$500.00

Contact: Name Debra Martin Shaub School Ph. (216) 497-566

Address 525 Seventh St., N.E. N. Canton, Oh 44720

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: North Canton City Schools

Project Title: The Edge of Entrepreneurship (Media Presentation)

Purpose: To interview past entrepreneurs from the vocational programs and video tape them. The video also gives factual information concerning the edge it takes with having a vocational background.

Who: North Canton/Lake Local vo-ed students who are interested in becoming entrepreneurs--Past vocational education student who has begun his own business.

What: Interviews and facts concerning the need for vocational education.

When: March, 1988

Where: On-site with entrepreneurs /Hoover High School N. Campus

Why: In order to use with vocational students and also as a recruiting tool at the junior high level.

How much: \$1,000.00

Contact: Name Debra Martin Shaub School Ph. (216)497-566
Address 525 Seventh St., N.E. N. Canton, Oh 44720

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: North Canton City Schools

Project Title: Career Day

Purpose: To broaden students' understanding of entrepreneurship. Students host the entrepreneurs--since approx. 25 students were placed with entrepreneurs and studied the particular areas of the world of work--these same entrepreneurs came into the school and conveyed a message to the rest of the students.

Who: All vocational students

What: Career Day where entrepreneurs are brought into school in order to in-service students about the world of work. These are ones that approx. 25 students spent about four hours with (explaining their areas of work).

When: with (explaining their areas of work).

April, 1988

Where: Hoover High School North Campus/ Stark Tech College--also participated in Career Entrepreneurship Fair.

Why: To help students gain a better understanding of their vocational areas of study and how they can take their resources and use them in the world of work.

How much:
\$500.00

Contact: Name Debra Martin Shaub School Ph. (216)497-566

Address 525 Seventh St., N.E. N. Canton, Oh 44720

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: North Canton City Schools

Project Title: The Road to the Future - Young Entr. Conference

Purpose: To provide role models for students--people who have become entrepreneurs

To give all kinds of information about the risks, rewards, and the types of persons who begin their own businesses.

(Along with this, I also participated with Canton City by taking 15 students to a young entrepreneurs conference at Stark Technical College)

Who: Approximately 100 students who have an interest in entrepreneurship

What: An on-site conference composed of two 1-1/2 hour sessions for students

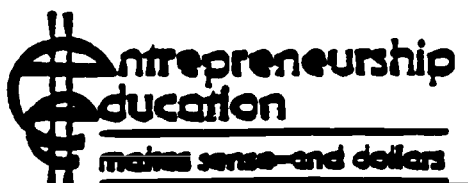
When: April, 1988

Where: Hoover High School North Campus

Why: So that students are better able to understand what it takes to become an entrepreneur

How much: \$500.00

Contact: Name Debra Martin Shaub School Ph. (216)497-566
Address 525 Seventh St., N.E. N. Canton, Oh 44720



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Medina County Vocational Center

Project Title: Opportunity Expo 1988

Purpose: Opportunity for area industry to meet with students in Medina County to discuss career opportunities with various businesses.

Who: Co-sponsored by the Medina County Area Chamber of Commerce. Event will feature 60 Medina Area Businesses. General public is welcome.

What: See A. on back

When: April 20th, 1988 2-9 p.m.

Where: The Medina County Vocational Center

Why: See B. on back

How Much:

Contact: Name Brian M. Haskell School Phone (216) 725-8461

Address 1101 West Liberty Street, Medina, OH 44256

*A. An afternoon and early evening opportunity for area Medina County Businesses to meet with students and discuss your company's services and/or products. The MCVC Mall area will be available to erect a display depicting an aspect of your company. Businesses can take advantage of this opportunity to interview students and graduates for future employment. You are welcome to interview in the Mall Area or in a private room, if you prefer. Vocational Center students and grads will be encouraged to sign-up in advance for interviews with companies of their choice. You will be contacted prior to the event to determine what positions, if any, you would be interested in interviewing for. Interviewing would be opened up to all students in our county after 5 p.m.

*B. Of the approximate 1600 businesses in Medina County, less than ten employ over 500 people. These enterprises are the leading employers in the nation's (and Ohio's) economy. The strong economic development drive in the county over the last three years, is proving to be the most successful. In order to sustain this growth, there must be expansion of the support businesses and the human resources available within the county. This would be an excellent forum in which we show young and old alike some of the options available to them on their front doorstep.

This also presents an opportunity for local business to display some of their products to the community. This networking could easily open additional markets for local companies.



GRANT PROPOSAL

WHAT IS PLANNED

During vocational education week an area will be designated to promote present and past entrepreneurs at Pike County JVS. Pamphlets will be printed, a taped presentation will be made and ads on both TV and radio will be given that week.

NUMBER OF PERSONS TO BE SERVED

Involvement will include local entrepreneurs and the community will be invited to attend our Open House.

WHERE WILL EVENT TAKE PLACE

The Open House at the JVS will contain a promotional booth and the local TV and radio stations will play ads throughout the week.

WHY IS EVENT APPROPRIATE OR NEEDED

The Entrepreneur Promotional Program will be used to not only promote young entrepreneurs, but also, the concept of vocational education.

HOW WILL GRANT FIT WITH CURRENT ACTIVITIES

Currently our Open House is used as a promotional device for each of our vocational areas. Some student extracurricular activities are also presented to guests during the Open House activities. The implementation of an entrepreneurship program would enhance our Open House and more importantly our vocational education. To promote this program, local TV and radio stations, will be used as well as other media sources.

WHEN WILL THE EVENT TAKE PLACE

During vocational education week

BUDGET

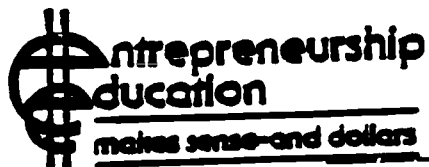
\$200.00 will be spent on materials for promotional purposes.

PROJECT DIRECTOR QUALIFICATION

Innovative person who is involved with vocational education and the immediate community.

ANTICIPATED OUTCOME

Public awareness of the young entrepreneur and his or her contribution to the community and the strong influence vocational education has had on him/her.



School:

The Akron Public Schools Involved Eight High Schools

- * Akron Buchtel
- * Akron Central-Hower
- * Akron East
- * Akron Ellet
- * Akron Firestone
- * Akron Garfield
- * Akron North
- * Akron Kenmore

Project Title:

"Entrepreneurship As A Career Alternative"

Purpose:

1. To provide vocational teachers with information and materials that will assist them with the infusion of "entrepreneurship career information" into their instructional objectives.
2. To provide students with information that will assist them in exploring entrepreneurship as a career alternative.

Who:

Training was provided for and materials provided to:

- * 25 High School Teachers
- * 25 High Senior Students
- * 8 Vocational Education Supervisors and Coordinators

Community Agencies Included As Resources And Co-Sponsors Included:

- * The Akron Regional Development Board
- * The Akron-Summit-Medina Private Industry Council
- * The Small Business Administration
- * The City of Akron Department of Economic Development
- * The Akron-Summit County Industrial Incubator

What and When:

- * A one day seminar titled "Entrepreneurship As A Career Option" was held on March 8, 1988.
- * Materials packets designed to assist teachers in presenting entrepreneurship concepts to students were developed by a team of the seminar participants during the month of April, 1988.
- * A report on the entrepreneurship seminar and a copy of the materials packets was presented at a staff meeting of each of the eight high schools by participants from that school during April and May of 1988.

Where:

- * The Entrepreneurship Seminar was held at the Ocacek State Office Building in Akron, Ohio.
- * Committee meetings were held at the Miller Staff Development Center of The Akron Public Schools and the offices of The Akron Regional Development Board.
- * Staff presentations were made in each of the eight involved schools.

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS
The Akron Public Schools

Tip Sheet. Page Two.

Why:

Thousands of manufacturing jobs have been lost to the Akron community in recent years. These jobs were largely provided by large corporations. With a continued decline in large-scale manufacturing expected and a continued growth in service jobs and small business, entrepreneurship skills can greatly increase the career options of our youth. Succeeding in the world of small business is more difficult for minorities and woman. For this reason we placed a special emphasis on the special needs of minorities and woman as they consider entrepreneurship as a career option.

Contact:

Robert T. Meadows
Coordinator of Career Programs
The Akron Public Schools
Miller Staff Development Center
65 Steiner Avenue
Akron, Ohio 44301

Phone: (216) 434-3404



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

- SCHOOL:** Delmont-Harrison Vocational School District
- PROJECT NAME:** Media presentation on Vocational graduates who have become entrepreneurs
- PURPOSE:** To provide other vocational education graduates with information as an incentive for them to start their own small business. To promote vocational education and the opportunities available to those students who choose to increase their involvement with the business community by becoming an entrepreneur after completing vocational training. To demonstrate that students who complete vocational training add to the economic wealth of the local, state and national economy.
- WHO:** Five (5) or six (6) vocational education graduates and several persons who may view the broadcast segments along with four or five hundred individuals who will view the final videotape.
- WHAT:** To produce a ten (10) minute videotape illustrating how five (5) or six (6) vocational education graduates who own and manage their own business got started. The video tape will emphasize how vocational training provided the initial skills each graduate found necessary for starting their own business and the specialized training or education related to business operations they received prior to opening their business. Individual interviews will be filmed on site by a local TV station and used as human interest features. All segments of filmed tape about the various entrepreneurs will then be edited into one videotape and duplicated for use in demonstrating the importance of vocational education to small business operations and Ohio's economic growth.
- WHEN:** November 3, 1987 and April 1, 1988.
- WHERE:** Taped for TV segment will be filmed on site at the business location and broadcast on local news. Final videotape will be used to promote the development of small business operations by the coordinators of, Small Business Planning and Analysis, ventures in Business Ownership, Orientation to Nontraditional Occupation for women, Transitions, Displaced Homemakers and in secondary classrooms.

Why:

The videotape is needed to demonstrate to the local community the importance of small business operations to the local and state economy. To encourage adults and high school students currently enrolled in vocational education programs to consider the option of operating their own business. To provide a basis for individual preparation on how to use the resources and information available in vocational education to start a small business.

How much:

\$1,000.00

Contact:

Name Bob West School Phone (614)695-5336

Address 110 Fox/Shannon Place

St. Clairsville, OH 43950

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OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lima Senior High School

Project Title: Vocational Education/Entrepreneurship Videotape Production

Purpose: To provide evidence in media form that it is acceptable to young people to show that Vocational Education can be of great help for a student thinking of starting his/her own business. Plus this will add promotional value for Vocational Education in our V.E.P.D.

Who: Businesses used for this video are former Vocational Education students now entered in their own business:

- (1) Craft Shop Owner
- (2) Beauty Salon Owner
- (3) Construction Business Owner

What: This video tape will be 10-15 minutes in length. It will show each business in operation, with a personal interview with each entrepreneur talking about the workings of their business.

When: This whole project should be completed by April 15, 1988.

Where: The video will take place at each business to show its operation. The interviews will take place at the studio of Devanti Media in Lima, Ohio.

Why: It would show the students the problems they face or could anticipate in starting their own business.

How Much: The total cost will be \$1,000.00 for the professionally done video.

Contact: Name James Buffenbarger School Phone (419) 226-0879

Address Lima Senior H.S. 600 S. Pierce St., Lima, OH 45804

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lima Senior H.S.

Project Title: Special Entrepreneurship Seminar

Purpose: To increase the awareness of Entrepreneurship opportunities, along with the procedures and complexities of starting a business.

Who: This project is geared to some 20-25 gifted and talented students from various vocational programs from Lima Senior H.S.

What: Five 1-hour seminars will be held to look at the following topics (1) Overview of starting a business, (2) Financial arrangements, (3) Legal aspects of starting a business, (4) Accounting procedures and (5) Marketing plan and survey needed to see if feasible.

When: A 1-hour seminar held each week for five weeks. Speakers include (1) Former businessperson, (2) Banker, (3) Lawyer, (4) Accountant, and (5) Person just starting a new business.

Where:

At Lima Senior High School in one of the Vocational classrooms.

Why: None of the Vocational classes deal with this topic in great detail.

How Much: Total cost will be \$500.00 for gratuity and materials needed

Contact: Name James Buffenbarger School Phone (419) 226-0879

Address Lima Senior H.S. 600 S. Pierce St., Lima, OH. 45804

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lima Senior High School

Project Title: Entrepreneurship Conference with Leading Local/State
Entrepreneurs

Purpose: This 3-hour Conference will bring together junior high school
school students to inform them of the opportunities in their
related fields for entrepreneurship.

Who: 100 high school juniors in Vocational Education service area
will be enrolled into this program.

What: This Conference will illustrate to the students the opportunities
that are available to them in their related fields of preparation.

When: This Conference will take place by April 15, 1988.

Where: Lima Senior High School Lima, Ohio in classrooms

Why: To better instill the spirit of entrepreneurship into our high school
students. They will see, hear and participate with entrepreneurs in
their fields of study.

How Much: Total cost will be \$400.00

Contact: Name James Buffenbarger School Phone (419) 226-0879

Address Lima Senior H.S. 600 S. Pierce St., Lima, OH. 45804

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lima Senior High School

Project Title: Entrepreneurship Career Day/Fair

Purpose: The Career Day/Fair will tie in with the classroom instruction the Vocational Education students will be receiving. This will allow these students to see, hear and have explained for them the workings of the business world and especially entrepreneurships.

Who: The Career Day/Fair will serve junior and sophomore students at Lima Senior H.S. (approximately 900-950 students).

What: An Entrepreneurship Career Day/Fair will be held that will allow Lima area entrepreneurs to display their business and its products and services for high school students. Also a brief overview of each business will be given.

The Career Day/Fair will be held prior to April 15, 1988.

Where: The Career Day/Fair will be held in the gymnasium of Lima Senior H.S.

Why: The Career Day/Fair will increase students' awareness of the opportunities available in starting their own businesses. They will see and hear from various entrepreneurs who have faced the same challenges that they may be facing.

How Much: The budget for this Career Day/Fair is \$500.00.

Contact: Name James Buffenbarger School Phone (419) 226-0879
Address Lima Senior H.S. 600 S. Pierce St., Lima, OH. 45804



Tip Sheet

School: EUCLID HIGH SCHOOL

Project Title: Placemats for VOED, ++

Purpose: The purpose of this project was to inform the public about the offerings at the high school and outside our high school. It was a project to heighten awareness to the level of investigation that would ultimately lead to enrollment.

Who: The target population was the residents of Euclid.

What: The main thrust of this project was to get placemats on the trays of a McDonald's Restaurant in Euclid, to help raise the awareness of Euclid residents and businesses about the offerings in our Vocational Education Program. The biggest stumbling block in this program was the need to have the placemats processed with a non-toxic, vegetable ink. Several contacts were made before a printer could be located to complete these for distribution. While this was occurring, the placemat was being designed. It was determined that the design should be simple, clean looking and easy to read.

What: In addition, a one-page (8½ x 11) flyer was mailed home to all 2,063 students in the high school to further stress our vocational offerings and our School-Community Relations Co-ordinator placed an article in the local paper stressing the same information.

Where: The McDonald's Restaurant at the corner of the street closest to the school was selected, and it was very willing to cooperate to help get the message to the public.

Why: With declining vocational enrollments, more and more ways are being sought to get the message out to our public that we have an excellent vocational program that can lead to jobs and entrepreneurship.

How Much: The major cost of this project was

Printing	\$190.00
Paper for	
Parent Flyers	10.00
	<u>\$200.00</u>

Contact: Robert E. Yocum Phone 216 261-2900

711 East 222nd Street, Euclid, OH 44123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECT

Tip Sheet

School: EUCLID HIGH SCHOOL

Project Title: SELECT FOR SUCCESS

Purpose: The purpose of the project was to stress the entrepreneur possibilities through vocational education while acquainting students with the overall vocational offerings.

Who: The students to be targeted as the audience for this program were 10th and 11th graders. A total of 1,050 students have seen this presentation. Also, it was shown to parents at conference time in two different locations of the high school. The video will be shown at the Board of Education meeting in March and to the Chamber of Commerce in July. In preparation for future scheduling processes, it will be shown to the 8th grade students.

What: In December, meetings were held to determine the direction we wanted to take with the video. We knew we did not want the three-screen, six-project slide show that had been used before. The video was prepared by the Career Counselor, the Chairperson of the Business Department, and the person in charge of the Instructional Media Services Department.

Since the grant was for promoting entrepreneurship through vocational education classes, vocational teachers were asked for names of former students who had gone into business for themselves. Once this was determined, letters were sent asking them to permit us to involve them in the video presentation. The ones who responded favorably were filmed and given the opportunity to make a few comments.

This process was followed with filming classrooms, outside facilities, selecting music that would interest students, writing and editing the script, determining the sequence of programs, selecting different leads for each program, placing the voice and the video together, and finally recording a completed video.

When: Beginning in December, a schedule was prepared to determine the amount of time necessary to complete the project and show it before the 1988-89 Scheduling process started. It was deemed necessary for the audio-visual person to shoot footage during winter breaks. For the month of January, everything was scheduled that was mentioned in the "What" section of the tip sheet. Also, it was during this time that individual 8½ x 11 sheets were prepared on each

course offering to be handed to students after the video (the student could select according to preference). In addition, half sheets were given to them to fill out if there was a desire to visit any of the vocational classes. This was arranged through the students' unit counselor.

Where: The video was shown, the handouts were made available. the sign-up half sheets were presented to the 10th grade English classes in the Social Studies Room of the Library--one class per period. This was done to be able to have more interaction with the students rather than a large group meeting.

The 11th grade students were shown the video in large groups in the Little Theatre. The same materials were made available to them.

Why: The video was made for several reasons:

1. Promote entrepreneurship through vocational education,
2. Promote all vocational education offerings available to our students,
3. Encourage students to see first-hand what the classes are like,
4. To make learning enjoyable.

How Much:	Video Tapes	\$ 50.00	
	Processing/Duplicating Film	60.00	
	Transportation (filming)	25.00	
	Transportation (supplies)	5.00	
	Handout Materials (materials/processing)	319.00	
	Music/Audio Tapes	21.00	
	Equipment Usage/Sound	520.00	(\$65 x 8)

Contact: Name Robert E. Yocum School Phone 216 261-2900
Address 711 East 222 Euclid, OH 44123



School: Toledo Public Schools

Project Title: Entrepreneurship= Starting Your Own Business

Purpose: To introduce students to entrepreneurship concepts and terms. To help students explore characteristics of entrepreneurs and begin to process various self-assessment tools. To expose students to local entrepreneurs who own their own businesses and are former graduates of Toledo's Small Business Association, the Minority Small Business Association, and the Women's Small Business Association to speak to students at the three large conferences as consultants.

Who: Vocational students from the nine high schools in the Toledo Public School System will be invited to participate in three conferences hosted by three of the high schools, Start, Libbey and Waite. A total of 675 students, 75 from each high school, will be invited to attend the conferences.



Toledo Public Schools Manhattan and Elm Streets, Toledo, Ohio 43608 (419)473-3145

Career Development and Guidance

Jama O. Roman
Director

Ellen J. Bick
Mary Lou Smiley
Lorita L. Wesley
Coordinators

James Flanagan
Special Needs

Verna Demko
Secretary

TO: Entrepreneurship Conference Participating Teachers
FROM: Corinne Wootley
DATE: January 22, 1988
RE: Entrepreneurship Conference

On Wednesday, March 23, 1988, the Career/Economic Department will be hosting an Entrepreneurship Conference at Libbey High School. The purpose of the conference is to help you and your students understand the process, problems and procedures used in becoming an entrepreneur. We are inviting you and your students, as identified below, to be participants in this worthwhile activity.

Bus transportation will be provided for the students and teachers from DeWitt and Macomber/Whitney on March 23rd at 9:00 a.m. After attendance is taken, all students and teachers traveling to the conference will be expected in the Libbey Cafeteria by 8:30. The conference will culminate at 10:30, and all participants will be back at their respective schools by 11:00 for lunch.

All students and teachers from the host school should be in the cafeteria by 8:30 and will return to class at 10:30.

A preconference activity has been scheduled for the students and teachers in order to help them understand the concepts of entrepreneurship. This activity will be conducted by me, the Economic Coordinator, and is being held at your school on the following date:

- Macomber/Whitney -Tuesday, March 8, 1988
9:00 - 10:00--Cafeteria
- DeWitt -Monday, March 21, 1988
9:00 - 10:00--Cafeteria
- Libbey -Tuesday, March 22, 1988
9:00 - 10:00--Cafeteria

Please arrive at the preconference promptly so that we can complete the activity within the allotted time schedule.

Additional information will be sent concerning the agenda for the Entrepreneurship Conference that you will be attending March 23, 1988.

Permission forms have been enclosed for your students. All traveling students will need to process a form. Some host students may need to complete a form if they are not in the vocational block for the entire morning. Please process these forms as soon as possible.

We sincerely hope that you will gain valuable insights from this program.

Teacher: _____ and Students: _____

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BEST COPY AVAILABLE

What: All nine high schools will be provided with one hour classroom lesson on entrepreneurship prior to the conferences. This preconference lesson will provide for the students an opportunity to do a self-assessment on entrepreneurship qualities and characteristics, provide statistics on local and national entrepreneurs and explore the risks and rewards of entrepreneurship. Examples of the lesson materials is available in the booklet, Entrepreneurship= Starting Your Own Business.

TO: Entrepreneurship Conference Participating Teachers
 FROM: Corine L. Wooley
 DATE: February 23, 1988
 RE: Entrepreneurship Reminder

Entrepreneurship Preconference

Day and Date _____
 School and Location _____
 Please have students bring a pencil since they will be working in an activity book during this preconference.

Entrepreneurship Conference

Day and Date _____
 Host School _____
 Conference Time and Location _____
 Bus Pickup Time and Location _____

The buses will return the students and teachers to each home school for the 1:30 lunch period. Please make sure that your students have their permission forms processed and are in your possession before you leave your home school.

Since visitors from the business community are involved in this activity, I will be stressing with the students their responsibility for proper behavior during the conference. I would appreciate your additional support concerning this matter.

I thank you for your support and cooperation that you have given me during this project.

Sincerely,

Corine L. Wooley
 Corine L. Wooley
 Career/Economics Coordinator

February 9, 1988

Dear Colleagues

On Thursday, March 10, 1988, the Career/Consumer Department will be hosting the Entrepreneurship Conference at Start High School. The purpose of the conference is to help you and your students understand the process, problems and procedures used in becoming an entrepreneur.

Following is the agenda for the morning.

- 8:30 - 9:40 Assembly and registration for Start, Bowsher, and Rogers teachers and their students in the cafeteria.
- 8:40-9:45 Conference preview and introductions.
- 8:45-9:15 Guest speaker Mr. Ed Haynes-representative of F.R.M.P.C.
- 9:15-10:15 Panel of local entrepreneurs (former graduates, where possible)
- 10:15-10:30 Question and answer session
 Evaluation process and dismissal

Enclosed is a list of the main speaker and panel members that will be appearing at the Start conference.

We sincerely hope that you will gain valuable insights from this program.

Sincerely,

Corine L. Wooley
 Corine L. Wooley
 Career/Consumer Coordinator

Enclosure

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All nine high schools will participate in one of the two hour conferences hosted by three of the schools.

When: The three conferences are scheduled on the following dates:

Where: March 2, 1988 Host School-Waite High School
 Visitor-Scott High School
 Visitor-Woodward High School
 March 10, 1988 Host School-Start High School
 Visitor-Rogers High School
 Visitor-Bowsher High School
 March 23, 1988 Host School-Libbey High School
 Visitor-Macomber-Whitney High School
 Visitor-DeVilbiss High School

All visiting schools will be provided with bus transportation for the students and teachers invited to attend the conference.

January 27, 1988

ENTREPRENEURSHIP CONFERENCE
 (Permission Slip for Class Release)

Assistant Principal of Curriculum
 High School

Date _____

Attached are copies of letters sent to each teacher in your school who will be attending the entrepreneurship conference. Permission forms have also been sent so that the students will be processed properly.

Following is a list of the teachers that are participating in this activity:

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

SCHOOL _____	TEACHER'S INITIALS _____
NAME _____	1st hr _____
DATE OF CONFERENCE _____	2nd hr _____
TIME OF CONFERENCE _____	3rd hr _____
LOCATION _____	4,5/6 _____
CAREER AREAS _____	7-8 hr _____
PERSON IN CHARGE OF CONFERENCE _____	9th hr _____

The above mentioned shall be excused from regular classes for the Entrepreneurship Conference on the date and time indicated. He/she is excused by the school's administration, but missed assignments and/or tests are required to be made up. He/she should also realize that he/she is representing _____ High School and should conduct himself/herself accordingly.

STUDENT RESPONSIBILITY AGREEMENT

I, _____ request permission to be absent from the following class hours on _____ to participate in the activity indicated above. I accept responsibility for both my personal conduct and academic work.

 (Student Signature)

I hereby authorize my child _____ to participate in the trip to _____ on _____ (Date).

I understand that should it be necessary to seek emergency medical services or administer first aid to any of the participants during the course of this activity, it will be done in accordance with the directives of the EMERGENCY MEDICAL AUTHORIZATION FORM on file in the school.

 (Date)

 (Signature of Parent)

Why: These entrepreneurship conferences will provide various resource people from the local community, for the following purposes:
 ---to present role models in entrepreneurship and small businesses
 ---to provide community and school resources with current information about job opportunities in small businesses in Toledo, Ohio
 ---to create question and answer sessions for students and the local entrepreneur panel members
 ---to develop awareness of possible resources dealing with entrepreneurship opportunities in all career areas

MAIN SPEAKER AND PANEL MEMBERS

Start Entrepreneurship Conference

March 10, 1988



Toledo Public Schools Manhattan and Elm Streets, Toledo, Ohio 43608 419-473-3165

Main Speaker

Mr. Ed Haynes - representative of the T.R.M.P.C. organization
 owner - Quality Building Supplies
 539 Smith Street
 Toledo, Ohio 43624

Panel Members

Mr. John Day, Start class of '64
 owner of Video Connection Towns 50 Video Connection Stores
 3123 Sylvania Avenue in Northwest Ohio, Southern
 Toledo, Ohio 43613 Michigan, and Western Indiana)

Nationwide Mail Order Video Company

Gaspari's Pizzeria
 (Kenwood, Perrysburg, East side, South Toledo)

Chalet Restaurant (Sylvania, Ohio)

Real Estate Holdings

Mr. Al Peake, Start class of '67
 owner of Al Peake & Sons, Inc.
 144 South Huron Street
 Toledo, Ohio 43602

Mr. Tony Myers, Bowsher class of '69
 Vice President - Charge of Sales
 Decor-wear Screen Print
 1944 W. Central Avenue
 Toledo, Ohio 43606

L&M Fund Raising
 6877 Old US, Route 223
 Ottawa Lake, Michigan 49257

Sales Representative -
 Mercury Printing Co.
 149 Euclid Avenue
 Toledo, Ohio 43605

Santony Promotions
 3734 Perlawn
 Toledo, Ohio 43614

Mr. Mark Schneiderbauer, Bowsher class of '71
 owner of Comar Photography
 3769 Beverly Drive
 Toledo, Ohio 43614

Career Development and Guidance

Jane D. Norman Director February 8, 1988

Ellie J. Beck
 Mary Lou Swisher
 Corine L. Woolley
 Coordinators

Janet Flanagan
 Special Needs

Verne Ombino
 Secretary

Mr. Ed Haynes
 Quality Building Supplies
 539 Smith Street
 Toledo, Ohio 43624

Dear Mr. Haynes,

Thank you for your willingness to participate in the Start Entrepreneurship Conference, as the main speaker, on March 10, 1988. The conference agenda and a list of the participants is attached.

You should arrive at Start by 8:25 a.m. and will be free to leave as soon as your presentation is completed.

I would like you to emphasize the main concepts of entrepreneurship, the negative and positive points of owning a small business, and local statistics on area businesses.

If you would like to contact any panel member, feel free to do so. I can be contacted at the Career Office, Toledo Public Schools, 473-3165.

Sincerely,

Corine L. Woolley
 Career/Consumer Coordinator

Enclosure

TW

The BEST place to learn

How Much: The main cost is the bus transportation provided for the visiting students and teachers at the three conferences. Consultation recognition was provided for the three main speakers and all panel members. Printing costs for the booklets depended upon the number of booklets produced for each school.

Contact: Name Corine Lee Woolley School Phone (419)473-3165

Address c/o Career Development
DeVilbiss High School
3301 Upton Avenue
Toledo, Ohio 43613



OPTION 5

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Pickaway-Ross VEPD

Project Title: "Successful Local Entrepreneurs"

Purpose: -To inform and acquaint students with a variety of local entrepreneurial ventures.

-To help students determine characteristics of successful entrepreneurs.

-To simulate an experience with an entrepreneuria' challenge.

-To help students form a linkage with successful entrepreneurs.

Who: Pickaway-Ross junior and senior vocational students.

What: Entrepreneur Fair

When: May 3, 1988

Where: This conference will be held at the Pickaway-Ross Joint Vocational Center.

Why: In the Pickaway/Ross county area there are numerous successful small businesses which are locally owned. Due to the structure of our vocational education programs, students from the Pickaway-Ross Joint Vocational Center are already working closely with small businesses, and/or will be finding employment with local businesses upon graduation. The Entrepreneur Fair will provide an additional dimension to the students' vocational program and will give students an opportunity to reflect upon entrepreneurship as a possible career option.

How Much: \$500.00

Contact: Jane L. Hines School Phone: (614) 642-2550 ext. 235

Address: 895 Crouse Chapel Road Chillicothe, Ohio 45601

OPTION 4

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Pickaway-Ross VEPD

Project Title: "Young Entrepreneurs"

Purpose: To inform and acquaint:

-students with an understanding of the basic concept of small business and entrepreneurship,

-students with an understanding of the fundamentals of starting a small business.

Who: Interested Pickaway-Ross junior and senior vocational students.

What: Young Entrepreneurship Conference

When: May 3, 1988

Where: This conference will be held at the Pickaway-Ross Joint Vocational Center.

Why: In the Pickaway/Ross county area there are numerous successful small businesses which are locally owned. Due to the structure of our vocational education programs, students from the Pickaway-Ross Joint Vocational Center are already working closely with small businesses, and/or will be finding employment with local businesses upon graduation. The conference will provide an additional dimension to the students' vocational program and will give students an opportunity to reflect upon entrepreneurship as a possible career option.

How Much: \$500.00

Contact: Jane L. Hines School Phone (614) 642-2550, ext 235.

Address: 895 Crouse Chapel Road Chillicothe, Ohio 45601



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

SIX DISTRICT COMPACT

School: (Cuyahoga Falls, Hudson, Kent, Stow, Tallmadge, Woodridge)

Project Title: Entrepreneurship Conference '88
VISIONS OF YOUR FUTURE

Purpose: The purposes of the Entrepreneurship Conference '88 were three-fold:

1. To promote Entrepreneurship as a viable career option
2. To increase awareness of entrepreneurial opportunities
3. To provide role models of successful entrepreneurs, at the local, national and international levels.

Who: "See other side"

What: "See other side"

When: The Entrepreneurship Conference '88 was held Tuesday, April 12, 1988, 8:30 a.m.-12:00 noon.

Where: Stow High School - Auditorium/Lecture Room
Stow, Ohio

Why: The activity assisted in meeting needs within the Six District Compact schools to promote entrepreneurship, to pursue non-traditional career opportunities and to investigate small business ventures.

How Much: \$1,200.00 - Honorariums and supplies.

Contact: Name Mary Jane Stanchina School Phone (216) 633-7911
Six District Compact
Address 486 East Avenue, Tallmadge, Ohio 44278

Who: There were 145 gifted and talented students, 9-12th grades, from the Cuyahoga Falls, Hudson, Kent, Stow, Tallmadge and Woodridge high schools who participated in this conference. Each high school designated a contact person who was responsible for identifying students to attend, using the following descriptions:

Risk Takers	Task Completer
Creative	Resilient
Independent	Flexible
Self-starter	High Ability/Talent
Persistent	(Not necessarily just "Good Grade Getters")

Six District Compact Superintendents, conference planning committee members, chamber of commerce directors, and Kent State University personnel also attended.

What: The topics and presenters for the conference were identified as noted by the following agenda:

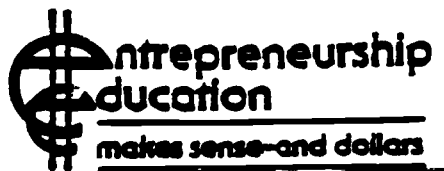
WAKING UP TO THE VISION - William Shelton
CHARACTERISTICS OF AN ENTREPRENEUR - Joan Thomas
THE FIRST VENTURE - Burton Morgan
PANEL OF ENTREPRENEURS - Libby Hume
Wade Johnson
Cheryl Paul
PRESENTATION OF FAMOUS ENTREPRENEURS - Students in Free Enterprise
ENTREPRENEUR QUESTIONNAIRE - Students In Free Enterprise
ESSAY CONTEST - Students In Free Enterprise

The Marketing Education classes from Stow and Tallmadge High Schools assisted with conference registration, hospitality and other tasks.

In addition to the program/demonstration, the Students In Free Enterprise introduced each speaker and acted as small group facilitators per session.

Participants completed a formal conference evaluation "on site". As well, each district planning committee member completed a local follow-up evaluation discussion noting strengths, weaknesses and ideas for future conferences/meetings. A "Follow-Up Report" was developed and sent to all speakers and participants.

External publicity for the conference extended to all area newspapers, radio and television stations; internal publicity included school in-house newsletters and staff bulletins.



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lorain County Joint Vocational School and Lorain County School's Gifted Consortium.

Project Title: Break-through Ideas: How to be an Entrepreneurial Einstein

Purpose:

- a) To provide students models and information about small businesses in Lorain County.
- b) To present entrepreneurship as a career option for students.
- c) To actively involve students in small business decision-making through simulation activities.
- d) To examine and compare individual personality styles to those of successful entrepreneurs.

Who: Eighty Gifted High School Juniors and Seniors from five county districts.

What: (see attached agenda)

When: 2 sessions -- January 14, 1988 9:30 - 1:30
February 11, 1988 9:30 - 1:30

Where: Lorain County Community College, Elyria, OH

Why:

How Much:

Contact: Name David A. Bragg School Phone (216) 774-1051
Ext. 218
Address 15181 Route 58, South, Oberlin, OH 44074

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Lorain County Joint Vocational School

Project Title. Be All That You Can Dream

Purpose: To provide students information on small businesses in Lorain County.
To present entrepreneurship as a career option for vocational students.
To actively involve students in small business decision-making through simulation activities.

Who: Sixty J.V.S. juniors representing 18 vocational programs.

What: (See attached letter and agenda)

When: April 12, 1988 8:00 a.m. to 2:00 p.m.

Where: Lorain County JVS, Oberlin, Ohio 44074

Why:

How Much: Consultant Cost - \$350
Materials Cost - \$150

Contact: Name David A. Bragg School Phone (216) 774-1051
Address 15181 Route 58, South, Oberlin, OH 44074 Ext. 2



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Northwest Local School District

Project Title: "Entrepreneurship For Teachers"

Purpose: To help secondary and vocational teachers understand what entrepreneurship is and what economic concepts relate to it, as well as teaching strategies to be used in the classroom.

Who: Calvin A. Kent, Ph.D., National Center for Entrepreneurship in Economics Education, Center for Private Enterprise, Baylor University.

What: In-service

When: Wednesday, May 4, 9:00 a.m. to 3:00 p.m.

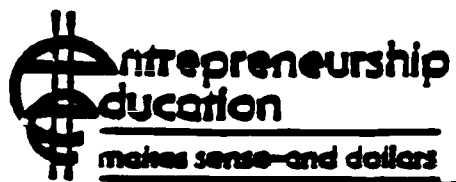
Where: Ramada-Inn on I-71 and Pfeiffer in Meeting Room A.

Why: To give teachers instruction and materials in how to implement entrepreneurship in their classrooms, since 30% of 1990 graduates will own their own businesses.

How Much: Consultant Fee \$750.00

Contact: Name Judy L. Brown School Phone (513)923-1000

Address 3240 Banning Rd., Cincinnati, Ohio 45239



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

- School:** Great Oaks Joint Vocational School District
(Diamond Oaks, Laurel Oaks, Live Oaks, Scarlet Oaks)
- Project Title:** In-service on Entrepreneurship Teaching Materials
- Purpose:** Each of the participants currently teaches a year long Entrepreneurship course. Course curriculum has already been developed and teaching strategies designed. What is needed are appropriate, current materials for classroom infusion and sufficient motivation and stimulation for teachers. Teachers need a better understanding of the teaching materials available to teach this course.
- Who:** All instructors currently teaching Entrepreneurship at Diamond, Laurel, Live, and Scarlet Oaks.
- What:** A series of in-service sessions for vocational instructors teaching the year long (one semester junior year, one semester senior year) Entrepreneurship Course
In-service included:
1. "How I Did It" presented by Bob Pulte, Oldsmobile, Inc., covering techniques for starting and running successful business and some suggestions for teaching Entrepreneurship
 2. In-service on the Video program "I Can Do It!" The American Entrepreneurship Series. Parts of this video were shown to staff and ideas were discussed on activities to use to reinforce the concepts introduced by Ed Lewis, Judi Wineland, and Stew Leonard in the video. Instructors also shared other ideas used in teaching the Entrepreneurship program.
 3. In-service on "Unlocking Your Potential" video program. Same format was followed as in item number 2.
 4. IMC instructional Media Coordinators worked individually with instructors on implementing new materials.
- When:** In-services were held during January-April at the various campuses.

Where:

Two in-services were held at each of the four campuses Diamond, Laurel, Live and Scarlet. Only the district-wide in-service was held at Scarlet Oaks for instructors from all four campuses.

Why:

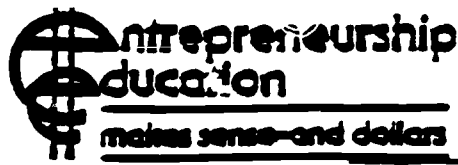
Currently all students in the Great Oaks Joint Vocational School District take a year long Entrepreneurship course (one semester during their junior year and one semester during their senior year) taught by vocational instructors. Although many of the instructors have first-hand experience at being entrepreneurs, the majority have had little or no "formal" instructions in Entrepreneurship. Initial curriculum development was conducted by a team of four vocational instructors, a Reading Coordinator, a Business and Marketing Education Supervisor, and a Career Education Coordinator. They drew on a number of sources while constructing a set of Learning Activity Guides (LAGs) and Teacher Activity Guides (TAGs). Up-to-date, interesting and motivating material needs to be purchased to enhance the curriculum. In-service, therefore, is needed for staff development and the infusion of both the newly developed curriculum and current worthwhile teaching materials to ensure quality education.

How Much

\$2,000 or (\$500.00 per campus) was used for this grant.

Contact:

**Gary Gebhart, Assistant Director
Live Oaks C.D.
5956 Buckwheat Road
Milford, Ohio 45150**



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

School: The Chagrin Valley Compact

Project Title: Entrepreneurship Fair

Purpose: To give students information about beginning a small business. Local business people talked about their particular career area, how they started in business, and what it takes to be successful in your own business.

The speakers used display materials and visual aids to enhance their presentation. Most students were very familiar with the businesses that were featured.

Who: Students at Kenston High School and the students that attend the Chagrin Valley Vocational Compact participated in the project.

What: The program consisted of business people representing the following career areas:

Photography
Interior Design Consultant
Engineering Consultant
Fashion Design
Musician-Entertainer
Advertising Business Owner
Small Business Consultant
Landscaping Business Owner
Auto Restoration
Free Lance Journalist
Health Service Business
Construction Business
Nanny School Administrator and Owner

Small group presentations were made. Each speaker conducted at least three presentations.

The keynote speaker and performer was Alex Bevan. Alex is a true entrepreneur in the music, entertainment, and recording industry. He talked about his struggle to operate his own business in the entertainment industry. He also performed for our students in between his talks about entrepreneurship to demonstrate what he does in his business.

As a follow up to these activities, various references and visual materials will be available to the students through vocational classes, library, and business classes.

When: The activities took place April 4th, 5th, and 6th at Kenston High School.

Where: Kenston High School in Chagrin Falls.

How Much: The \$500.00 grant covered the cost of the keynote speaker and materials for follow up.

Contact: Name: David Beten School Phone: 216-543-9021
School Name: Kenston High School
Address: 17425 Snyder Road, Chagrin Falls, OH 44022

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

- School:** The Chagrin Valley Compact
- Project Title:** Teacher Inservice - "Entrepreneurship Workshop"
- Purpose:** To continue to supply to instructors new ideas, resources, and materials to help the infusion of entrepreneurship into their curricula. To learn first-hand from a panel of local entrepreneurs about starting a business and the skills they need to teach in order to help students with this process. To learn about BYOB (Build Your Own Business) and other seminars offered locally by the Ohio Small Business Management Program. To provide a forum for exchanging successful entrepreneurial ideas.
- Who:** All Vocational Education Instructors at the Chagrin Valley Compact plus a few specially invited academic instructors.
- What:** The afternoon program consisted of several segments:
1. The background of entrepreneurs in Lake and Geauga Counties and what resources are available through Auburn Career Center's Small Business Management Program.
 2. Representatives of the Cleveland Center for Economic Education discussed what entrepreneurship really is and what it involves. Strategies for teaching the skills necessary to start your own business and provided some resources and the means to obtain others.
 3. Resource persons from Lakeland Community College and Kent State's Geauga Campus explained the resources they have available for teachers and entrepreneurs.
 4. A representative from the United States Small Business Administration explained the part their organization plays in the education and support of entrepreneurs.
 5. A representative of the Geauga County Community and Economic Development Department explained what efforts have been taking place in Geauga County and what resources they have available for schools and entrepreneurs.

Following dinner the entire group will interact with a group of Geauga County entrepreneurs. Topics to be discussed include how the individuals got started in their business, what they learned in school that was helpful, and what things they would like to have learned in school that was not covered.

The panel consisted of four individuals:

1. Mrs. Pat Tamburo is a wife and mother that has started a public relations firm that she operates out of her home.
2. Diane Kramer is a wife and mother that operates a secretarial service out of her home.
3. John Mraz is a senior in Kenston High School's Culinary Arts program. John operates a catering service out of his home. He serves parties ranging from a few to as many as 200 guests. John plans to go on to a culinary institute after graduation.
4. Dan Johnson was a student from the Berkshire High School vocational agriculture program where he began his small engine sales and service company, First Quality Sales. Dan is one of the entrepreneurs presented in the "Risks and Rewards of Entrepreneurship" publications.

When: The workshop was held on March 23, 1988 from 3:00 until 8:15 P.M.

Where: The Punderson Manor House at Punderson State Park in Newbury, Ohio.

How Much: The \$500.00 grant covers the costs of speakers' stipends and materials. The cost of the meal was covered by the Career Education Department of the Geauga County Board of Education.

Contact: Name: David Beten School Phone: 216-543-9021
School Name: Kenston High School
Address: 17425 Snyder Road, Chagrin Falls, OH 44022



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Four County JVS

Project Title: Entrepreneurship Pictionary

Purpose: Build entrepreneurship vocabulary and terms. Use of creative thinking skills to build a visual image of the words. Turning abstract ideas into useful data.

Who: Entire class; plays in groups of three. Six people per group.

What: Simulation exercise to encourage an awareness of the terms used in business.

When: As needed. Suggest to be used by the unit, or as an incentive.

Where: In class

Why: To build an awareness of the terms they will encounter. To develop interest in the project.

How Much: Duplicating costs, file cards, rubber cement, probably \$10 to \$15.

Contact: Name Jim Battershell, John Piverotto School Phone (419) 267-3331
Address Box 245-A, Archbold, Ohio

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Four County JVS

Project Title: "Mean Jeans"

Purpose: This simulation will give the students first hand experience in entrepreneurship. The interaction, buying and selling teach marketing concepts and need for world of business. Gilda Boyer, developer of this simulation is a resident of our area and willing to help develop this in our school.

Who: Entrepreneurship classes

What: Simulation

When: Last nine weeks

Where: Four County JVS

Why: To develop an awareness for how business works and keeps America working

How Much: Cost of simulation and speakers fees and materials.

Contact: Name Jim Battershell, John Piverotto School Phone (419) 267-3331

Address Box 245-A, Archbold, Ohio 43502

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Four County JVS

Project Title: Guest Speakers

Purpose: To expose students to people who have been successful in business. To show students people can and do succeed, with luck, determination, and a lot of old time hard work.

Who: Entrepreneurship Classes

What: Talk, question, and answer

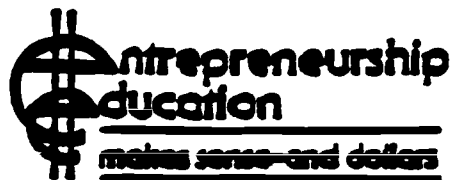
When: Last nine weeks

Where: Four County JVS

Why: To inform and inspire students

How Much: Lunches and transportation

Contact: Name Jim Battershell, John Piverotto School Phone (419) 267-3331
Address Box 245-A, Archbold, Ohio 43502



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-Western City School District

Project Title: Inservice

Purpose: To provide vocational instructors information and materials so they can infuse the instruction of entrepreneurship into their related classroom and for instruction of the newly established course - Entrepreneurship (Mind Your Own Money)

Who: The senior vocational instructors were the targeted personnel.

What: Concepts and principles found in various resource and published materials on Entrepreneurship were reviewed for use in the classroom.

When: Winter and Spring, 1988

Where: During instructors' curriculum meetings at the three high schools and the vocational school.

Why: To provide students the best curriculum for instruction of Entrepreneurship in order to properly motivate and inform them of the vast opportunities that are available in the world of work.

How Much: \$500

Contact: Name Mariwyn Hauelsen School Phone (614) 875-2318

Address 2975 Kingston Avenue Grove City, OH 43123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-Western City School District

Project Title: **Media**

Purpose: To produce a video presentation for use as an informational and motivational tool for students and adults concerning vocational opportunities at the Hayes Technical High School.

Who: Graduates of Hayes Tech who have become successful entrepreneurs were the participants in the tape.

What: A photo journalist engineered the production of the VCR tape.

When: Winter and Spring, 1988

Where: The video shots were taken at the entrepreneurs' places of business as well as video shots in the vocational labs at the school.

Why: To provide another public relation's tool for informing students, adults, and employers of the advantages of vocational training.

How Much: \$1,000

Contact: Name Mariwyn Haueisen School Phone (614) 875-2318

Address 2975 Kingston Avenue, Grove City, OH 43123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-Western City School District

Project Title: Special Program

Purpose: To provide an opportunity for female and minority students to listen and speak with successful professionals in non-traditional careers.

Who: Female and minority professionals and entrepreneurs were the presentors at a seminar and hosts/hostesses during field trips.

What: The students were involved in a seminar and field trips which provided the opportunity for individual and group discussions.

When: February and March, 1988

Where: The seminar was held at a local church and various business and industries in the employment community were the sites of field trips.

Why: To provide the opportunity for students to be inspired and motivated for establishing their future work goals in non-traditional careers.

How Much: \$500

Contact: Name Mariwyn Haueisen School Phone (614) 875-2318
Address 2975 Kingston Avenue, Grove City, OH 43123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-western City School District

Project Title: Young Entrepreneur's Conference

Purpose: To provide youth an opportunity to receive facts about the needs of employees to become successful workers and entrepreneurs.

Who: The presentors of the conference were successful entrepreneurs and professionals in business and industry. Employers who hired our successful graduates were priority speakers.

What: The conference was held for senior vocational students for one-half day.

When: February, 1938

Where: The conference was held at a local church.

Why: To provide the opportunity for youth to learn about the skills, knowledge, and attitudes that are necessary to become a successful employee and a future entrepreneur.

How Much: \$300

Contact: Name Mariwyn Haueisen School Phone (614) 875-2318

Address 2975 Kingston Avenue Grove City, OH 43123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-Western City School District

Project Title: Brochure

Purpose: To provide information for the purpose of recruiting prospective students to enroll in vocational programs and to inform adults of the opportunities that exist for youth in the district.

Who: A graphic artist assisted in the design of the brochure for business and marketing programs.

What: The brochure was designed and printed.

When: Winter and Spring, 1988

Where: The brochure will be distributed to students at Franklin Heights, Grove City, and Westland High Schools and to adults in the community.

Why: To provide current information about new and/or revised business and marketing programs that are offered to 11th- and 12th-grade students.

How Much: \$200

Contact: Name Mariwyn Hauelsen School Phone (614) 875-2318

Address 2975 Kingston Avenue Grove City, OH 43123

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: South-Western City School District

Project Title: Career Day

Purpose: To provide youth an opportunity to receive information about the different vocational programs offered in our district and to become aware of the successful graduates who are now entrepreneurs or business administrators/supervisors.

Who: Entrepreneurs and business professionals who were graduates of the district's vocational programs were speakers at the Career Day.

What: A Career Day was planned in the respective high schools and vocational school.

When: The career activities have been conducted during January and February in conjunction with the district-wide recruitment schedule.

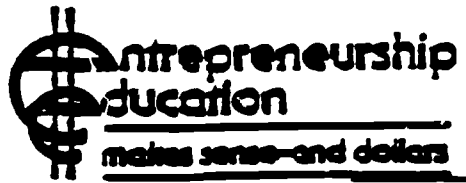
Where: Franklin Heights, Grove City and Westland High Schools and Paul C. Hayes Technical High School

Why: To provide the opportunity for youth to learn about the value of vocational education training relevant to their life's work and their future goals.

How Much: \$500

Contact: Name Mariwyn Haueisen School Phone (614) 875-2318

Address 2975 Kingston Avenue Grove City, OH 43123



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Polaris Career Center

Project Title: Vocational Teachers and Counselors Internship/Visitation

Purpose: To provide our instructors/counselors with exposure to current trends in their service area. Opportunity to increase their awareness of managerial components of vocational training. Visitations provide an opportunity to observe the daily activities of the entrepreneur and to develop an understanding of a variety of vocational fields.

* * * * *

Who: Vocational teachers and counselors

What: Instructors/counselors visiting local entrepreneurs and working with them to develop and understanding of business operations and current trends in their service area. Counselor visitations and tours of local entrepreneurs.

When: Technological updates arranged first semester of the 1987-88 school year and visitations arranged during the second semester of the 1987-88 school year.

Where: Local entrepreneurs/businesses

Why: To assist our instructors/counselors in including entrepreneurial and man opportunities. Technological update training getting instructors/counselors to articulate with industry.

How Much: The \$500 was to provide transportation to and from businesses, materials, and substitute teachers.

Contact: David Kleinschmidt, Principal (216) 243-8600
Polaris Career Center
7283 Old Oak Blvd.
Middleburg Heights, OH 44130

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Polaris Career Center

Project Title: Media Presentation on Vocational Graduates Who Have Become Entrepreneurs

Purpose: To feature a vocational education (Polaris) graduate who has gone on to become a successful entrepreneur.

* * * * *

Who: Recent Polaris graduates/entrepreneurs

What: Slides, pictures and fact sheets profiling Polaris graduates/entrepreneurs. Local businesses that are entrepreneurs.

When: Program to be completed during the 1987-88 school year for presentation in the fall of 1988.

Where: Slides and photographs are available to each of the six home schools that are part of the district in the Polaris VEPD Career Education Office, for use as a guidance counselor resource to be shown and displayed to civic groups through speakers' bureau and student recruitment activities.

Why: The featuring of entrepreneurs provides both high visibility and credibility for students, parents and general public.

How Much: The \$1,000 includes photography, slides, handouts and media releases.

Contact: David Kleinschmidt, Principal (216) 243-8600
Polaris Career Center
7283 Old Oak Blvd.
Middleburg Heights, OH 44130

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Polaris Joint Vocational School District

Project Title: Entrepreneurial Career Day

Purpose: To enhance our students' understanding of entrepreneurial principals, specifically in the following areas:

- Business Planning
- Business Record Keeping
- Financial factors to consider
- Sources of Capital
- Forms of Business Organization
- Insurance Needs
- Marketing New Businesses
- Taxes
- Where to Get Help

Who: Instructors recommended seniors having a sincere interest and ability to research and plan their own business.

What: An all day Entrepreneurial Career Day was scheduled and presented by the Small Business Administration for students covering the areas listed above. The Career Day included lecture, discussion, and a question and answer period about generalized and/or specialized concerns and/or interests. It also included the following presentations on:

- 1) Management:
Looked at success factors - learning how to predict pitfalls and how to avoid them.
- 2) Planning:
Described marketing, competition, suppliers, projecting income, costs and financing.
- 3) Records:
Provided information for decisions about taxes, income statements, balance sheets, receivables, payroll and insurance.
- 4) Finances:
How much money is available and how do you know how much money you need?
- 5) Sources of Capital:
Borrowed, Banks, S.B.A., etc.
- 6) Forms of Business Organizations:
Advantages and disadvantages of each.
- 7) Insurance:
Kinds and costs
- 8) Taxes:
Federal, State, Local Tax Laws

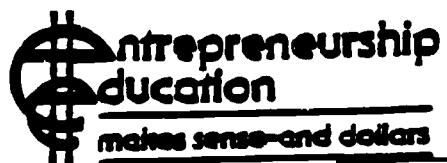
When: Spring of '88

Where: Cleveland, Ohio -- Small Business Administration Office(s)

Why: We worked with the Small Business Administration because they could provide specialists in every important planning area of entrepreneurship and up-to-date information about state and federal regulations.

How Much: Each participant received materials valued at \$15.00

Contact: **Name** Mr. David Kleinschmidt **School Phone** (216) 243-8600
Address 7285 Old Oak Boulevard, Middleburg Heights, OH 44130



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Muskingum Perry Career Center

Project Title: Media Presentation on Vocational School Graduates

Purpose: The purpose of the media presentation on vocational graduates was to recruit prospective students to all areas of the career center. By showing the relationship between learning skills and beginning a business, the media presentation will show the full range of opportunities available for students choosing the career center for their education.

Who: This presentation was prepared by a local ad agency to be shown to prospective students and their parents.

What: Slide/Tape and video

When: Student Visitation Day, Second Choice Recruitment, and Parent Meetings

Where: Home schools, Muskingum Perry Career Center, and local Zanesville Community Meetings

Why: To show the important correlation between learning skills and using those skills in your own business

How Much: \$1000.00

Contact: Name: Dan Hartman or Georgiana Mangels
School Phone: (614) 454-0101
Address: Muskingum Perry Career Center
400 Richards Road
Zanesville, Ohio 43701

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Mid-East Ohio Vocational School District

Project Title: Community Based Promotional Program

Purpose: To encourage students to enroll in vocational programs to learn vocational skills and the development of their entrepreneurial potential.

Who: Local ad agency composed the ads that appeared on radio stations in the district

What: radio commercials

When: early evening spots

Where: Guernsey, Muskingum, Noble, and Perry, Counties

Why: to increase enrollment of potential entrepreneur students

How Much: \$200.00

Contact: Name: Dan Hartman or Georgiana Mangels
School Phone: (614) 454-0101
Address: Muskingum Perry Career Center
400 Richards Road
Zanesville, Ohio 43701

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

TIP SHEET

School: Mid-East Ohio Vocational School District

Project Title: Entrepreneurship Fair

Purpose: To promote local entrepreneur graduates during the
Chamber of Commerce Salute to Industry Week

Who: Local examples of entrepreneur graduates

What: Mall exhibit featuring entrepreneur success stories

When: April 7-10, 1988

Where: Colony Square Mall

Why: to promote entrepreneurship of the community and the
school district

How Much: \$500.00

Contact: Name: Dan Hartman or Georgiana Mangels
School Phone: (614) 454-0101
Address: Muskingum Perry Career Center
400 Richards Road
Zanesville, Ohio 43701

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

TIP SHEET

School: Mid-East Ohio Vocational School District

Project Title: Teacher Inservice for Infusion Strategies

Purpose: To develop entrepreneurship teaching units to be in vocational curriculums

Who: Teachers at Muskingum Perry Career Center, Guernsey Noble Career Center, and other interested district teachers

What: A 10 hour inservice

When: During March and April

Where: Marketing Education Lab

Why: To encourage the use of entrepreneurship materials and units to be used in vocational classes

How Much: \$1000.00

Contact: Name: Dan Hartman or Georgiana Mangels
School Phone: (614) 454-0101
Address: Muskingum Perry Career Center
400 Richards Road
Zanesville, Ohio 43701

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

TIP SHEET

School: Mid-East Ohio Vocational School District

Project Title: Young Entrepreneurs Conference

Who: 100 Students from Muskingum Perry Career Center
and Guernsey Noble Career Center

What: Local Entrepreneurs to present their success stories.
Display to stimulate students interest
Slide-Tape presentation
VCR presentation

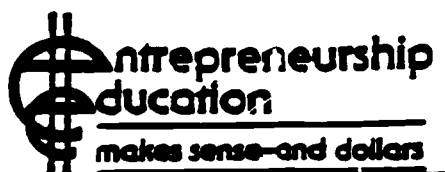
When: Entrepreneurship Week March 21-25

Where: Community Room

Why: To stimulate interest of students to become
entrepreneurs

How Much: \$300.00

Contact: Name: Dan Hartman or Georgiana Mangels
School Phone: (614) 454-0101
Address: Muskingum Perry Career Center
400 Richards Road
Zanesville, Ohio 43701



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: BUCKEYE JOINT VOCATIONAL SCHOOL.

Project Title: "VOCATIONAL TRAINING AND THE ENTREPRENEUR" VIDEO/STARTING YOUR OWN BUSINESS SEMINAR

Purpose: SO MANY PEOPLE HAVE THE FALSE IDEA THAT WHEN ONE STARTS A BUSINESS IT IS EASY; VACATIONS, MONEY, MONEY, AND SITTING BACK WHILE EVERYONE ELSE DOES THE WORK. HOWEVER A TRUE STATEMENT FROM THE SMALL BUSINESS ADMINISTRATION IS THAT APPROXIMATELY 50 PERCENT OF ALL SMALL BUSINESSES FAIL WITHIN THE FIRST TWO YEARS. BECAUSE THE BASICS OF ENTREPRENEURSHIP CAN BE TAUGHT, THE REASONS SMALL BUSINESSES FAIL COULD BE FRASED. FOR THIS REASON, WE WANTED TO DEVELOP AN ACTIVITY WHICH WOULD GIVE FUTURE ENTREPRENEURS AT BUCKEYE JOINT VOCATIONAL SCHOOL AN OPPORTUNITY TO SEE WHAT OWNING A BUSINESS IS TRULY LIKE SO THAT THEY WOULD NOT BE ENTERING IT BLINDLY.

Who: PROJECT CHAIRPERSON: LARRY REISS, STUDENT PROJECT CHAIRPERSON: TRACY BENCH, PRODUCTION OF THE VIDEO: WJER PRODUCTIONS, AND CUSTOM COMMUNICATIONS, THE FOUR ENTREPRENEURS: TROY KAHLER, JACK RODGERS, STEPHAINE JACOBS, AND HARRY SHAW, GUEST SPEAKERS FOR THE SEMINAR: C. WILLIAM WEBER, BOB SCANDLON, AND GAYLE MANN.

What: THIS PROJECT WAS TO CONSIST OF FOUR FORMER BUCKEYE JOINT VOCATIONAL SCHOOL STUDENTS WHO WOULD APPEAR IN OUR VIDEO. THESE FORMER STUDENTS WOULD BE ONES WHO HAVE STARTED THEIR OWN BUSINESSES. THE VIDEO WOULD THEN BE SHOWN AT THE SEMINAR.

When: THIS SEMINAR WOULD BE HELD FEBRUARY 12, 1988 BEGINNING AT 8:30am AND CONCLUDING AT 11:30am. THIS ACTIVITY WAS SET UP ON THIS DATE TO COINCIDE WITH NATIONAL DECA AND FREE ENTERPRISE WEEK.

Where: THIS SEMINAR WOULD BE HELD AT BUCKEYE JOINT VOCATIONAL SCHOOL IN ROOM 121, THE BUCKEYE ROOM. THIS WAS ARRANGED TO MAKE IT CONVIENIENT FOR ALL WHO WISHED TO ATTEND.

Why: IN ORDER TO EDUCATE FUTURE ENTREPRENEURS ABOUT OWNING A BUSINESS, THE SEMINAR ALONG WITH THE PRODUCTION OF THE VIDEO WAS ARRANGED. THE VIDEO WOULD BE SHOWN AT THE SEMINAR, ALONG WITH THREE GUEST SPEAKERS, ANOTHER VIDEO, A QUESTION AND ANSWER PERIOD, AND FREE LITERATURE.

How Much: \$1000.00-VIDEO
500.00-SEMINAR
\$1500.00- TOTAL

Contact: Name LARRY REISS School Phone (216) 339-2288

Address 545 UNIVERSITY DRIVE NE NEW PHILADELPHIA, OHIO 44663



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: COLUMBUS PUBLIC SCHOOLS

Project Title: Marketing Entrepreneurship--"A Focus on Current Trends"

Purpose: To help Marketing Education students:

- have a better understanding of the various facets, opportunities and rewards of owning a business
- to encourage students to use current resources in making career decisions regarding owning a business

Who: Approximately 350 senior Marketing Education students from fifteen high schools and four career centers

What: This activity centered around a one-day conference that featured a speaker from the greater Columbus Area Chamber of Commerce. This person highlighted the economic growth of the Columbus area and the role that entrepreneurs play in our community. Small group sessions were conducted by 6 entrepreneurs or business experts that focused on various types of businesses. In addition, each participant received the current (November 1987) issue of Forbes Magazine. The magazines were used as a basis for discussion in the classroom after the conference

When: November 13, 1987

Where: Columbus State Community College

Why: It was anticipated that students will:

- have a better understanding of entrepreneurship
- understand the qualifications for owning a business
 - Financial
 - Personality
- observe and identify characteristics of successful entrepreneurs
- understand current business and economic trends

How Much:

Forbes Magazine	-	\$1,400
Portfolio	-	1,056
Supplies	-	200
		<hr/>
		\$2,656

Contact: Name R. David Rankin School Phone (614) 464-9901
Address Columbus Public Schools
546 Jack Gibbs Blvd., Columbus, OH 43215



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Penta County Vocational Schools

Project Title: Media Presentation on Vocational Graduates who have become Entrepreneurs

Purpose:

1. Compile the names and addresses of Penta graduates who are entrepreneurs.
2. Photograph graduates and interview them.
3. The photographs would be framed and hung on the wall entitled "Penta Entrepreneurs".
4. The Entrepreneurs' pictures and their business stories would also be used in a slide presentation shown to vocational classes, open house programs and to community groups.

Who: Project Coordinator, Peggy Susor, took the list of Entrepreneurs compiled by the staff and interviewed and photographed the graduates.

What: After the graduates were interviewed and photographed, the negatives were developed in 8 x 10 photos and slides. A script for the slide program was also written and taped.

When: Fall and Winter 1987-88.

Where: The identified graduates were mostly in Northwest Ohio to save time and mileage.

Why: To focus attention on the graduates who used their vocational skills to open their own business. Their business stories are very interesting and educational for the vocational students.

How Much: \$1,000

Contact: Name Marlene Jones School Phone (419) 666-1120 Ext.20

Address Penta County Vocational Schools, 30095 Oregon Road,
Perrysburg, OH 43551

OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Penta County Vocational Schools

Project Title: Young Entrepreneurs Conference

Purpose: The Conference was planned for students who are thinking seriously about owning their own business someday. The program featured a banker, an accountant, an attorney and entrepreneurs who have graduated from Penta County. The participants were given the necessary information to start their own business. The Penta Adult and Continuing Education Small Business Coordinator, Dick Everhardt, served as Conference Director.

Who: Penta County Vocational Students

What: A 2-1/2 hour conference on 3 days

When: February 9, 16, and March 1, 1988

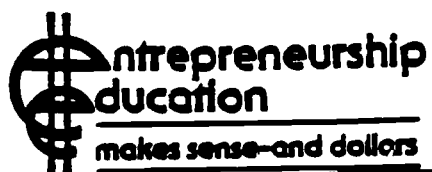
Where: Penta County Vocational Schools

Why: The conference was planned to supplement the entrepreneur lessons taught by the vocational teachers.

How Much: \$500.00

Contact: Name Marlene Jones School Phone (419)666-1120 Ext.

Address 30095 Oregon Road, Perrysburg, OH 43551



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Dayton City Schools

Project Title: Entrepreneurship Day

Purpose: To provide motivation and entrepreneurship information to Dayton Marketing Students. This was accomplished through a panel presentation by four local entrepreneurs.

Who: Sponsored by Economic Education and O.W.A./Marketing Education

What: Panel Presentation by local entrepreneurs

When: Thursday, February 25, 1988

Where: King Cole Banquet Room, Kettering Towers, Dayton, Ohio 45406

Why: To offer realistic entrepreneurship information and motivation to Dayton Marketing students.

How Much: South-Western Entrepreneurship Text-workbooks \$969
Risks & Rewards - Teachers Set (9) 531

Contact: Name Wanda Y. Johnson School Phone (531) 262-2930

Address Dayton City Schools, 2013 W. Third Street, Dayton, Ohio 45417



OHIO ENTREPRENEURSHIP INNOVATIVE PROJECTS

Tip Sheet

School: Maplewood Area Joint Vocational School

Project Title: From School to Work to Entrepreneurship

Purpose: Slide presentation to show students learning a skill or trade at Maplewood how to develop that skill into a business.

Each program was investigated to find different categories a person could use to have their own business. Example:

Horticulture Business

- Lawn Care
- Landscaping
- Flower Arranging
- Funeral arrangements, etc.

Who: All programs at Maplewood

What: Slide Presentation

When: Vo-Ed Week

Where: Pictures were taken in Portage County

Why: To show correlation between a Maplewood program and owning a business.

How Much: \$833.00

Contact: Name _____ School Phone () _____
Address _____