



Meeting September 19, 2014

Career Pathways Institute, Grand Island NE

9:30 AM

Attending: Scott Baillie, Jon Borden, Monica Braun, Gregg Christensen, Nancy Eberle, Kathy Eitzmann, Linda Hartman, Jennifer Hoagland, Doris Lux, Stephanie Nichols, Susan Pallas, Brooke Lenhoff, Shawn Kaskie, Jen Wolf, Erin Redemske, Darren Robinson, Kelsey Hemmann, Cindy Johnson, Valerie Bren, Bradley Keasling and Kevin Hagemoser.

Welcome – Gregg welcomed the attendees and invited everyone to introduce themselves with their name, place of work and one exciting thing that has happened in their life in the area of entrepreneurship recently.

Nancy Eberle – University of NE Lincoln Extension – happy that the Blueprint entrepreneurship curriculum developed for high school aged youth is now out for sale.

Shawn Kaskie – University of NE-Kearney Center for Research and Development. Shawn was unable to stay for the entire meeting so gave his report in his introduction. UNK did a Lemonade Day event for elementary students. They also host an entrepreneur round table. They have a high school “New Venture Adventure Day” event on October 9th in which students from area high schools will be engaged in a full day working to create a mock business idea. Last year fourteen high schools were involved. They are also hosting the 4th Annual 2014 Business Idea Contest. The contest is open to anyone, ages 13 and older, with a new business idea. Participants must submit a 2 minute video, posting it on YouTube, no later than October 27th by 5PM. The Top 10 business ideas will be presented during an entertaining event similar to the "Shark Tank" television program. Contestants must be present at the event to win. This event is open to the public. They have a \$1,000 first prize, \$500 second prize and \$200 3rd prize.

Jen Wolf – Dawson County Area Economic Development and past NEDA president – Received an RBEG grant to allow them to put in an incubator for the Entrepreneurship Center.

Stephanie Nichols – Dawson County Area Economic Development – reported that the local schools had been through a reVISION process which opened up the doors for entrepreneurship education. Gothenburg just started a new class using the Blueprint curriculum.

Darren Robinson – EDCBC – The Career Pathways Institute opening in the Grand Island area allowed them to look at the similar possibility for the Kearney public schools. Kearney also went through the reVISION process to deeply examine their existing career-technical education programs and whether they were aligned to economic and workforce needs as well as student career interests. Based on this work, Kearney passed a bond issue for a new high school built around Small Learning Communities and Career Academies. To support the new high school’s programming, Kearney High received a \$1.75 million donation from Scott D. and Rochelle Morris, to add a new wing that will emphasize training that focuses on manufacturing and technology.

Kelsey Hemmann – EDCBC – Learning about Accelerate Nebraska and the Connect the Dots 4-H curriculum from UNL.

Jon Borden – Phelps County Area Development - Jon has just joined the staff and is in the process of learning the scope of his job responsibilities.

Valerie Bren – Grand Island Chamber – Excited that the work the Chamber and area business and industry did on planning and creation of the Career Pathways Institute facility was successful. Now they are looking at opening up a new center for entrepreneurship in GI.

Monica Braun – REAP – reported on some of the loans and business help resources they offer through her organization

Doris Lux – Columbus Entrepreneurship Center – Teaches classes on entrepreneurship for high school in a year-long program. She has nine students enrolled this year. She is doing business coaching in Seward, Columbus, and Schuyler.

Gene Manhart – Central Community College in GI – Reported that it is exciting to see that students are now coming in asking for entrepreneurship classes which is a shift from what he has seen in the past.

Susan Pallas – Southeast Community College – Not exactly entrepreneurship related, but she IS getting married in six days!

Linda Hartman – Southeast Community College – Excited that they have a new director hired (Steve Bors). Also had with her a new book they just adopted for their Entrepreneurship program called “All In Startup”.

Brooke Lenhoff – Southeast Community College – They have an NBDC Office in their center. Zack Zimmerman from that center received a “leadership award” and Brooke received a “Women’s Champion” award for working with female entrepreneurs.

Kathy Eitzmann – Southeast Community College – Introduced herself.

Scott Baillee – Southeast Community College – Reported that SECC recently upgraded their distance learning capabilities to high definition.

Jennifer Hoagland – Central Community College – Hastings – They have an Intro to Entrepreneurship Class which is now a gen-ed core class. They have a Small Business Institute on campus with a local board. Don Hulme has a business incubator on campus and is advertising for new tenants.

Kevin Hagemoser – NE Enterprise Fund -- NEF gives micro loans to small business startups in NE.

Erin Redemske – Federal Reserve Bank Public Affairs – They are working on entrepreneurship education. They had a summer intern who created three entrepreneurship videos in the Omaha area. These will be available for public viewing soon.

Cindy Johnson – GI Chamber of Commerce – introducing a young entrepreneur academy to put into the high schools.

Agenda Review – Gregg reviewed the agenda – there were no additions.

Minutes of the May 16, 2014 meeting were approved as emailed.

Entrepreneurship Video Series: Gregg reported that the virtual industry tours videos continue to be produced. The first four Career Cluster videos are online and have been well received. Round 2 videos focused on four more clusters are in final editing and will be posted soon. The Round 2 videos focus on Architecture and Construction, Ag, Food and Natural Resources, Health Sciences and STEM (Science, Technology, Engineering and Math). The third round will include an Entrepreneurship set focused on 3 entrepreneurial ventures in Nebraska.

NEET Update – Gregg asked Erin to discuss her ideas around a “Best Practices Forum. At the Fed, she, Dell Gines and Megan Manning are looking at supporting a forum to highlight best practices in entrepreneurship education and also economic development. The Fed would be willing to help with funding for this event. They could pick up rental space, meals, printing etc., but could not pick up sub pay or transportation. They are looking at a 1 to a 1 ½ day experience. She asked for the group to give her input on their thoughts or ideas for the forum. Ideas and comments generated from the group were:

- Feature case studies
- Piggyback onto another conference if possible
- Maybe take teachers out to the business world to see and learn
- Document best practices
- NE Entrepreneurship website – they try to keep things fresh – all providers need to use and help keep the site current
- SCORE and SBA were listed as possible resources
- Prime audience should be middle school, high school and 2- and 4-year postsecondary along with economic developers and chamber members
- US has dropped to 12th in the world in entrepreneurship activity – this is important work
- Fed did a “Grow Your Own” conference which was successful
- Maybe could hold the Forum/Summit during Entrepreneurship Week
- Need to include basic as well as “track” offerings. Would there be a chance to include or add a youth track down the line sometime?
- The National Entrepreneurship Education Forum’s new format of traditional presentations, round tables and “Ted Talk” format short presentations may serve as a good model for a Nebraska Summit/Forum.

The consensus of the group was that this was a good project and we should move ahead on it.

Members who volunteered to work on the project from NETForce were: Nancy, Doris, Valerie, Jon, Kevin, Gregg along with Dell and Erin from Federal Reserve.

CPI Panel Discussion: Panelists were: Dan Phillips, CPI Coordinator, Cindy Johnson, Grand Island Chamber and Robin Dexter, Grand Island Public Schools.

Robin noted that Perkins Grant funds, ARRA federal funds, local business donations and school district resources provided the funding for the CPI facility on Adams Street. The Department of Education-Nebraska Career Education section was a key resource for the center as well. They received an NCE Innovation Grant which allowed them to meet to plan the steps to put CPI into place. They used the Battelle study to help focus on their priority needs i.e. ag, mechanical, food processing, biosciences, business management and administration, precision metals, engineering, software and computer technology, transportation, warehousing and distribution services. They also knew they had to have a “WOW” factor and felt that the building would fit that need.

Grand Island focused on high skill/high wage occupations initially. They looked at the Harvard study “Pathways to Prosperity’ and the Career Cluster Model from NDE. They visited career centers in other states. A poll of their business partners indicated that they needed to emphasize soft skills/career readiness skills in all the program’s curriculum. These business partners are integral to the success of the center and come in often to help with demos on how to use the equipment and offer work possibilities to the students upon completion. Students have a Pathway Certification of Skills certificate when they graduate as well as the option for college credit to be used towards continuing education.

Grand Island High School also has pathways programs at the main high school that complement those at CPI and also offers programs at the CCC-Grand Island campus. They continue to also provide services to students through age 21 and have an 85% job placement rate.

Dan mentioned that there is an application process. Students must be Juniors or Seniors. They must submit references and complete an online survey. The Center looks at grade averages, behavior history and career and general interests. The buy-in from the student and their parents is huge. Most of the students come in at the beginning of the school year. They do allow some mid-term entry if it is for IT training. The school day at CPI is either 7:45 to 10:30 am or 12:15 to 3 pm. The remainder of the day for the student is spent at their home high school. Students from area high schools also can participate in the CPI pathways. CPI currently has 160 students, but could grow to 225 – 250. A bit of additional staffing could allow for up to 300. They do have open space in which they can expand and if they did so they could accommodate 450-500 students. Dan gave 72 tours this past year as many school districts are looking at this model. Some of the CPI students are not only doing their classes at CPI and the local school, but are working at internships and work outside of the school day. Classes at CPI are capped at 14 students. CPI would like to add technical reading and writing classes.

Each year they bus all of the 8th grade students from middle schools in the Grand Island area to CPI for tours. This is a great opportunity for those young students to learn about the facility. The cost for the Center to the student is only for the dual enrollment fees, but they did have a local donor set up a scholarship endowment for the students so these fees have been covered to date. With increased enrollment, the dollars for the fees will become competitive as they don't have enough \$\$ to cover everyone.

On Monday, September 22nd, CPI will be hosting the Skills USA Conference and are expecting over 500 students to participate.

Cindy Johnson mentioned that the open house was very well received from CPI. They made an effort to include all area schools, not just Grand Island – including hanging every school banner in the entry way to make people feel welcome.

To give some background on the ideas behind the development of CPI, the chamber had spent time visiting the manufacturing firms in the area and realized that the age of the workers in these firms were all middle aged or older. There was no pipeline in the GI area to replace these workers when they retired. The conversation started at that point and it was obvious to them that they needed to develop, capture and retain skilled workers. The Chamber, Economic Development, local leaders, business reps, Dept. of Labor and Community College sent reps on a learning and exploration trip to EVITS in Arizona to see what other entities had created to address the needs of their community. They came to the conclusion that the schools needed to do a shift from “certificate degrees” to “training.” From there the seed grew - which resulted in CPI.

New Resource – Gregg mentioned that there is a new resource called “Habitudes” which is a book and curriculum to enhance career readiness skills in students. The author is Dr. Tim Elmore. Train the Trainer workshops to prepare teachers across the state to use the materials started at this year's NCE Conference and continue to be held by request across the state.

Break for Lunch

HP Life E-Learning – Kim Norbuta from NACCE joined us via GoToMeeting to demonstrate HP's online curriculum which is an open educational resource for entrepreneurs. The NACCE Conference in Phoenix AZ on October 12-15 called “Creating Economic Vitality through Entrepreneurship” will offer session on HP Life. The curriculum and website are sponsored by Hewlett Packard. The curriculum is titled “HP Life E-learning – The Story”. NACCE is a partner for this program. You can find it on their website: www.naace.com. The program focuses on social and global awareness as well as basics. There are 25 courses – which take about 30 minutes each to complete. You can go to www.life-global.org/go/naace for course descriptions and information. This is very simple to use. The site includes some educational tools as well. This was developed to be fun and engaging. Could be a good tool for pre-screening candidates for incubators as well as for entrepreneurship classes or independent study.

NEET – The NEET Committee was charged to go back to the drawing board to see what else could be developed to replace the entrepreneurship forum originally developed, but dropped because of low registrations. The group

had discussed a bus tour of entrepreneurial ventures in Nebraska. Gregg and Nancy have met to discuss what could be done. Gregg noted that Carol Ringenberg with Nebraska Career Education has planned and conducted a project called The Nebraska Food Project in which Family and Consumer Science Teachers, Counselors and Agricultural Education teachers have toured food production and related businesses to deepen their understanding of the impact and scope of Nebraska's agriculture-related farms, production facilities and other businesses. The Nebraska Food Project bus tours were conducted in 2013 and 2014 during the summer and were very successful. Nancy has conducted ag tours in Nebraska for many years.

The possible title for a similar entrepreneurship exploration could be "Accelerating Entrepreneurship in Nebraska – an E-4 Expedition". The proposed tour would have 25-30 participant and last 2-3 days. The goal would be for it to be a 3 year project with the tour taking place in various areas of NE. Gregg and Nancy discussed the Omaha area as year 1, SE and Central Nebraska for year 2 and Western NE as year 3. Invited would be high school, post-secondary and counselors for schools. Nancy looked at some budget figures for her tours and we felt that a budget of \$25,000 might be sufficient. We would try to find a funding source or sponsorships. A plan for potential tour stops and entrepreneurs to visit needs to be developed. A list has been started, but more input is needed. Networking will be a key component for the tour.

A suggestion was made to "theme" the tours. The need for a fiscal agent to handle the donations and financial transactions was also discussed. The Central Community Foundation might be interested at no fee. Doris Lux is investigating this possibility. Other suggestions were the Nebraska Community Foundation, but there would be a fee. The University Foundation (if UNL is involved with tour) would not charge a fee and 4% guaranteed interest would accrue annually. The Nebraska Council of School Administrators charges a flat \$10,000 fee.

Possible sponsors could be the following foundations: Sherwood, Cooper, Coleman, Kauffman, Kellogg, Engler, Nebraska Community Foundation and the Krieger Family Foundation.

The group gave a thumbs up on this project.

Member updates -

Nancy Eberle - University of NE Extension - See report attached.

Doris Lux – CCC – Reported that the Columbus SCORE chapter received the "most active chapter in the country" award. She has started the entrepreneurship workshops. The Incubator is tightening up their documentation. She is working on a Career Day in Ord next week.

Don Hulme – See report attached.

Gregg Christensen – NDE - Mentioned he had attended the Ord ESI camp and was amazed at the quality of the youth attending. A Nebraska Loves Public Schools video was created at this ESI camp. He, Diane Vigna and Nancy Eberle are working segments of the program for the annual Business Discovery Day event on October 22nd in Ord.

Election of Officers: Gregg reported that Brooke Lenhoff has agreed to serve in the "At Large" position of the board for another two years. Motion made, seconded and carried to elect Brooke to that position. A Chair Elect is still needed to be nominated. Judy Amoo was nominated, seconded and the motion carried to offer the position to Judy (who could not attend today). If for some reason she cannot serve, we will try to offer nominees via e-mail in order to fill the position.

Dates to remember:

Global Entrepreneurship Week – November 17-23rd, 2014

National Entrepreneurship Week – February 21-28, 2015

Next meetings:

January 2015 -- Innovation Campus in Lincoln – Nancy will set up. The date of January 23 would be our first choice with January 30 as an alternative. Nancy will try to bring in an “Engler Student Panel” along with the director Tom Field for this meeting.

Spring 2015 – Not decided

Fall 2015 – Dell Gines with Federal Reserve in Omaha

Submitted by
Nancy Eberle, Secretary

Gregg added a NETForce section on the Nebraska Entrepreneurship Education website so meeting agendas, materials, minutes and other information can be more readily accessible. The agenda and most of the materials handed out and discussed at the meeting are available here.

Click [here](#) or copy and paste <http://www.education.ne.gov/entreped/NETforce.html> into your browser to access the NETForce section.

Other Attachments: CCC Hastings Report

UNL Extension Report

REAP Report

Central Community College-Hastings Campus Report

Don Hulme

Planning an e-ship luncheon to be held during e-ship week, February 2015. Small businesses will present their start-up and growth plans.

The "Intro to E-ship" class is being held this semester with 15 students.

The 8-10 week "Starting a new Business" workshop is now planned for next year.

One of our Incubator tenants continues their operations, and one tenant is moving out. This will provide space (5000 sq. ft.) for a new tenant(s). Developing a more formal arrangement with the proposed Hastings-area office-type incubator.

In conjunction with SBA and SCORE, a lunch-and-learn program to discuss SBA loans will be held in Hastings, on October 15, 2014.

The CCC-SBI loan program to small businesses continues.

REAP Report

Monica Braun

Business Plan Basics in progress in Broken Bow (9/8 – 10/13).

Start Up seminars have been held in Tecumseh and Beatrice

Now offering On-line Training through ed2go. Access through www.cfra.org/wbc - click on online training link – or www.ed2go.com/reapwbc

Continued Bookkeeping/Quick Books Training and Technical Assistance.

Reprinted Bookkeeping Basics for Business Success – 4th Edition.

UNL Report for NETForce

Nancy Eberle

September 19, 2014



Blueprint for Success

Pilots with 10 schools were completed by January, 2014. Blueprint is now available for sale on the marketplace website – or by clicking on the icon on the ESI website – esi.unl.edu. Currently the price is \$15 per student/and/or instructor code. These codes are good for one year from date of purchase at which time they will sunset unless they are renewed. The curriculum was made available in June of 2014.

ECAP (Entrepreneurial Community Activation Process)

ECAP is in its second year of piloting with an additional four communities. These communities consist of differing population bases and different locations within the state. The hope is that the “process” used can be replicable throughout the state and nation. All communities have shown “impact” as a result of the ECAP process and they continue to work on their action plans and goals.

CVI – Community Vitality Initiative

UNL Extension has developed the Community Vitality Initiative as a major focus for their educators and staff in the future. CVI at the current time, envisions three major outcome areas:

- Develop and/or grow rural Nebraska Businesses
- Engage youth and young adults in rural communities
- Create 21st Century communities that attract and retain young people

Sub Groups are being formed in each outcome area – working on initiatives such as additional leadership training and tools, community awareness, business development and resource lists, disaster awareness materials and youth and young adult entrepreneurship and career readiness.

STATE FAIR ESI (EntrepreneurShip Investigation) SHOWCASE

On August 24, 24 youth entrepreneurs who have used the ESI curriculum were invited into the State Fair to set up their displays and sell their “wares” to the general public. This was a great opportunity for these new business owners, most of which were middle school aged youth. We continue to try to showcase their individual businesses by postings on our ESI Facebook Account. If you would like to learn more about these young people and their businesses, join our Facebook page: <https://www.facebook.com/groups/24289450882/>

For more information about any of these programs, please contact: Nancy Eberle, Special Projects Coordinator, University of Nebraska - Lincoln – Extension; neberle@mainstaycomm.net
Office – 402-736-4691 Cell – 402-366-8001