TEMPERATURE SOARS AND SO DOES THE FOCUS ON ENTREPRENEURSHIP

Yes, the heat and humidity here in the heartland are at their zenith as the dog days of summer have arrived. Students and their families are in the “Back to School” fever, with all the excitement and anxiety that accompanies the start of a new academic year.

But, the focus on entrepreneurship and entrepreneurship education never took a holiday. In fact, this summer was filled with summer camps, curriculum development, economic development meetings, and professional development opportunities.

It seems that everywhere you look, entrepreneurship is being mentioned in a newspaper or magazine or featured on a television or radio program. From a word that few could pronounce or even spell, entrepreneurship has blazed its way into the collective consciousness of people not only in Nebraska and the United States, but globally as well. We (as in the United States) can’t rest on our past accomplishments as innovators and creators of new products and services. Other nations realize that it is the entrepreneurial spirit that will be the economic driver of the 21st Century.

In this “Back to School and College” issue, we’ll look at some of the unique and exciting activities that took place across the state and nation this summer. And, we’ll look ahead to upcoming events that you will want to note on your calendar.

It’s hot and just getting hotter in the realm of entrepreneurship education. These are energizing times. Come join in the fun!

ENTREPRENEURSHIP CENTER STAGE AT THE NEBRASKA STATE FAIR CYBERFAIR

If you are an entrepreneur, no matter what age, (or know one who has a great product or service that others should know about) read on...

Mark your calendars for the Nebraska State Fair (August 24-September 3, 2007) in Lincoln, Nebraska. Nebraska 4-H and many partner organizations will be focusing on entrepreneurship for the second consecutive year. And, it promises to be bigger and better, with more partners, more entrepreneurs, and more fun, interactive exhibits.

Non-Stop Fun is the theme for this year’s state fair and that’s exactly what you can expect from the CyberFair pavilion.

Entrepreneurs both young and old are encouraged to share their stories and expertise at the 4-H CyberFair during weekends of the 2007 Nebraska State Fair.

(Continued on page 2)
Beatrice - The U.S. Department of Agriculture has awarded Southeast Community College and its partner, Beatrice Area Chamber of Commerce, a grant to develop an assistance program for start-up and expansion of small businesses in Beatrice and Gage County.

The U.S.D.A. program, entitled the Rural Business Enterprise Grant, is intended to support economically depressed rural areas in building entrepreneurial communities. Retention of new business is critical for the stability and growth of smaller communities.

The grant will provide $27,800 to stimulate economic development through new business development in Gage County. Funds will be used to hire a business development specialist.

Lori Warner, President of the Beatrice Area Chamber of Commerce, will provide leadership for the new Gage County Business Development Program. Services will be offered by appointment or on a drop-in basis at the Chamber office, 226 S. 6th Street, Beatrice.

Services provided to small business ventures through REAP (Rural Enterprise Assistance Project) will continue to be available at the Beatrice Area Chamber of Commerce office by appointment as before. The two programs will complement each other in providing additional services for Gage County entrepreneurs.

Tim Mittan, Director of the SCC Entrepreneurship Center, will assist in the start-up phase of the Gage County Business Development Program. The SCC Entrepreneurship Center, located at 285 S. 68th Street in Lincoln, offers college classes, short-term workshops, individual assistance, and incubator office space for new businesses.

Southeast Community College’s Small Business Academy will provide short-term workshops in Beatrice on how to develop, manage and grow a successful business. The first workshop in the series is scheduled for October 2007.

For more information about Southeast Community College small business workshops, contact Kelly Morgan, SCC-Beatrice Continuing Education Director, 4771 West Scott Road, Beatrice, NE., 402.228.3468.

ENTREPRENEURS CENTER STAGE AT CYBERFAIR

(Continued from page 1)

Entrepreneurs are invited to apply for booth space in the CyberFair Building on the dates of August 25, 26 or September 1, 2, or 3. The exhibits will be open from 10 am until 9 pm. Exhibitors do NOT have to be members of 4-H or 4-H leaders, so don't think of that as a limiting factor.

Young entrepreneurs 17 and younger can actually sell their wares. Entrepreneurs 18 and older can exhibit their products, hand out marketing materials and business cards and samples, but cannot sell in the building. Don’t worry about not selling directly from the exhibit though, because the networking and p.r. opportunities are limitless. The best marketing is personal, one-to-one marketing!

This is a great opportunity for entrepreneurs to share their experiences with youth who are interested in starting their own business as well as an opportunity to showcase their own entrepreneurial venture. Booth space will consist of an 8’ table, skirted and covered. There is no charge for the space. Free gate passes will be given to each person exhibiting in the building.

If you have an entrepreneurial business and would be willing to come to the fair to share your expertise, you are encouraged to contact Nancy Eberle at 402.736.4691 or neberle@mainstaycomm.net with the following information:

1. The day or days you would be able to exhibit at CyberFair: August 25, August 26, September 1, September 2, or September 3.
2. A brief description of your business including what makes your business unique.
3. The area of the state in which your business is located: Central, Southeast, Northeast, or Western Nebraska.

Space is limited. Don’t procrastinate!
ATTEND THE 2007 NEBRASKA RURAL INSTITUTE, WINNERS WORKING TOGETHER, SEPTEMBER 17-19

Working together will be a centerpiece for workshops throughout this year’s Nebraska Rural Institute in Holdrege, Nebraska. Whether it’s deciding when and how to collaborate on issues of local interest or finding ways to reach a consensus in a group setting, Institute participants will truly explore creative collaborative capabilities.

With a program featuring two keynote speakers, Mark Drabenstott, Director of the RUPRI Center for Regional Competitiveness, and Jerry Nagel, President of Northern Great Plains, Inc., this year’s Institute has the winning combination of presenters and workshops.

Why attend the Nebraska Rural Institute?

The Rural Institute is a place to share ideas with other professionals, plus develop new skills and knowledge in the area of rural development and network with peers.

And, the Institute isn’t just a “sit and get” experience confining you to a conference room. You can hop on a bus to join one of the two mobile workshops offered at the Nebraska Rural Institute. This year’s workshops will focus on water and eco-tourism, and regional economic and development successes in and around the Holdrege area. Both tours will depart promptly at 10 a.m. on Sept. 18 and arrive back in Holdrege at 5 p.m.

Participants on the water and eco-tourism workshop will travel the beautiful Alma trail, view Hunter’s Cove near the Harlan Dam, discuss the issues facing the Republican River watershed, tour Nature’s Mosaic in Axtell and much more.

Participants on the regional successes workshop will tour Holdrege’s own Allmand Bros construction-equipment manufacturing, visit Bertrand Ethanol, learn about the Elwood Homestead Housing Project, discuss Dawson Area Development projects in Lexington and more.

Regardless of the tour, mobile workshop participants are certain to experience new rural and economic development techniques that they can apply in their own communities. But space is limited. Sign up now!

The Nebraska Rural Institute is sponsored by the Partnership for Rural Nebraska and the Nebraska Development Network Central region. The Institute is co-sponsored by Nebraska Public Power District and Nebraska Municipal Power Pool Energy.

Institute Agenda

Monday, September 17, 2007
11:00 a.m. Registration begins
1:00-1:15 p.m. Welcome
1:15-2:30 p.m. Mark Drabenstott—Working Together Regionally
3:00-5:00 p.m. Jerry Nagel—Let’s Talk About the Future
6:00 p.m. Dinner/Evening Activity

Tuesday, September 18, 2007
8:30-9:30 a.m. Jerry Nagel—Importance and Methods of Quality Community Dialogue
10:00 a.m.-5:00 p.m. The Future of Water and Eco-Tourism
10:00 a.m.-4:00 p.m. Regional Successes
10:00 a.m.-4:00 p.m. On-site sessions
   Alan Baquet and Belinda Rinker—Tools and Skills for Appreciative Facilitation; Connie Hancock—Make a Winning Pod Cast

Wednesday, September 19, 2007
8:30-9:30 a.m. Randy Cantrell and Bruce Johnson—Successful Strategies To Attract New Residents To Your Community
10:00-11:00 a.m. Jay Knobbe—Leveraging Technology to Help Your Community
11:00 a.m.-12:00 p.m. “Winning Entrepreneurs” Panel—Alan Shundoff, Intellicom; Doug Keller, Eustis Body Shop; Phil Soreide, One Good AdGuy
12:00 p.m.-1:30 p.m. Rick Sheehy, Nebraska Lieutenant Governor
ENTREPRENEURSHIP CAMPS FLOURISHED ACROSS NEBRASKA THIS SUMMER

Summer in Nebraska is not a time when our youth are just kicking back and taking it easy; especially those with an entrepreneurial spirit just waiting to burst forth.

The first phase of pilot testing the new Entrepreneurship Investigation (ESI) curriculum developed by Nebraska 4-H and several partner organizations has served as the launching platform for several Entrepreneurship Camps in communities throughout the state. Two of these were recently featured in the local press and the enthusiasm from the young people who participated is obvious.

Once you read the stories, it’s almost sure to spark your own interest in not only the summer camp concept, but also the Entrepreneurship Investigation curriculum.

Exhibit A:
An ESI Camp was held in David City for middle school youth and featured in the Banner Press. The camp was funded in part by a grant from the Nebraska Department of Economic Development administered by the Nebraska Rural Development Commission.

"The camp, with ESI short for Entrepreneurship Investigation, was a collaborative approach between several local, regional and state organizations. It is intended to help young people explore their options in small towns across the state, where many young people leave town for higher paying jobs in the city." according to Larry Peirce, Editor, The Banner-Press, David City, Nebraska.

Exhibit B:
In Hartington, Nebraska, yet another camp met with great success. Cedar County middle school youth and high school freshmen were able to experience some of what it's like to establish a business in a rural community.

Students in grades 6-9 were fully engaged in the four-day camp where they developed a product and business plan while working out marketing and promotion ideas for their product or service.

To read more from the actual articles, go to

David City ESI Camp: [http://www.htccommunity.org/files/ESIcamp.pdf?PHPSESSID=57c3e36d86f2a437095e35e783d9f98d](http://www.htccommunity.org/files/ESIcamp.pdf?PHPSESSID=57c3e36d86f2a437095e35e783d9f98d)

Hartington ESI Camp: [http://www.siouxcityjournal.com/articles/2007/07/19/news_living/local/e52993089e0ed7ed8625731d000f05b8.txt](http://www.siouxcityjournal.com/articles/2007/07/19/news_living/local/e52993089e0ed7ed8625731d000f05b8.txt)

For more information about the ESI Curriculum, you may contact Patricia Fairchild at 402.472.4067 or pfairchild@unl.edu.

OMAHA MAKES FAST COMPANY LIST

Barcelona, Miami, Dakar...and Omaha?! Omaha is a city “on the verge” according to Fast Company magazine. Three primary elements identify a Fast City, based on factors identified in The Rise of the Creative Class by Richard Florida. The magazine started with data from Carnegie Mellon assistant professor Kevin Stolarick, who was identified as “the numbers guru behind the book.

Opportunity—“a culture that nurtures creative action and game-changing enterprise.”

Innovation—“Fast Cities invest in physical, cultural, and intellectual infrastructure that will sustain growth.”

Energy—“That ethereal thing that happens when creative people collect in one place.

Barcelona, Spain; Miami, Florida; and Dakar, Senegal were identified as Culture Center “Fast Cities.”

And, not so surprising to Nebraskans, Omaha is noted as “On the Verge” of joining this international group.

ESI CURRICULUM ENTERS PILOT PHASE

The excitement is tangible as the EntrepreneurShip Investigation (ESI) curriculum is being piloted in communities throughout Nebraska.

ESI is an entrepreneurship program specifically targeted for middle school aged youth. One of the many unique aspects of the curriculum is that it has been designed to be used by 4-H leaders within their programs and by teachers.

The project was first envisioned April 2003 in response to the question, “What would be different within a 4-H Entrepreneur Project.”

Mission

The mission of the curriculum is twofold:
- To help youth learn to think as an entrepreneur at a very young age
- To help youth identify success as remaining in their own communities as an entrepreneur

Methodology

The curriculum design team and writers began their work and constantly reviewed to make sure that the curriculum would be:
- Accessible and affordable to anyone, any time, any place
- Competency based and sequential—youth would be able to explore opportunities through starting their own business
- Aligned to the national Content Standards for Entrepreneurship and Nebraska State Standards
- Community-based
- Integrated with technology usage as a management and marketing tool

Audience

The target age groups are 10-19 and will be accessible through home schools, youth organizations, schools and 4-H clubs. It can also be used by local community organizations/associations to promote youth entrepreneurs and extension community resource development educators. It is especially designed to aid rural communities in their economic development efforts and to keep youth in rural communities.

Partners

The key partners in this effort have been former Congressman Tom Osborne’s Office, Home Town Competitiveness, Nebraska Entrepreneurship Task Force-NET Force, Nebraska Department of Education/Nebraska Career Education, Nebraska 4-H and Extension, and University of Nebraska-Lincoln departments including the Center for Applied Rural Innovation (CARI) and Nebraska’s Rural Initiative.

Overview

The curriculum allows individuals to experiment with their own skills and interests. The overarching goals are for youth to think like an entrepreneur at a very young age and to help youth understand that they can control where they want to live by being their own employer.

Perhaps the most unique feature is that the curriculum is community friendly. Care is given for the youth to explore and involve their own community in search of its history, culture and opportunities. Technology is treated as a tool and resource.

ESI Curriculum Training

The first training was held in the heart of Nebraska on May 22nd at the United Methodist Church in Ord and subsequent trainings have taken place at the Nebraska Career Education Conference in Kearney (June 4) and Central Community College (July 26).

Reviews have been extremely positive and 4-H leaders and teachers alike are excited about its potential.

For more information about the ESI Curriculum, you may contact Patricia Fairchild at 402.472.4067, pfairchild@unl.edu.
Curriki.org is an expanding resource for entrepreneurship curriculum

**Why was Curriki started?**

Curriki was conceived from the idea that technology can play a crucial role in breaking down the barriers of the Education Divide—the division of inequality that prevents children worldwide from access to quality education.

Today, educators are searching for ways to deliver first-class, cost-effective learning resources and opportunities to their students. Learners are becoming discouraged by the mounting costs for textbooks, and the availability of other credible resources.

**What is Open Source Curriculum (OSC)?**

First, think of open source technology. Open source refers to a method that opens up access to source materials or codes. It is created by a development community rather than a single vendor and is typically programmed by volunteers from many groups. The code of open source software is free and available to anyone who would like to use it or modify it for his or her own purposes.

By using the open source process for education, Curriki.org empowers educational professionals to become an active community in the creation of world-class curricula.

**How is Curriki different?**

1. The site focuses on a complete curricula solution, not just a textbook or lesson plans, but a comprehensive course of instruction and assessment. Curriki.org will include easy-to-use tools for creating curriculum packets out of content assets available on the site.

2. They believe they have a unique approach to curriculum development, distribution and evaluation that is represented by the organization's 3-D model: curriculum Developed through community contributors, Delivered globally and whose impact is Determined by project and by each individual.

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Curriki Partners

Curriki is working with a variety of partners to contribute a diverse collection of curriculum to the repository. A few are shown below.

The Consortium for Entrepreneurship Education, one of the newest partners, has just embarked on placing curriculum on the site.

Templates

Templates have been added to enable users to easily contribute content and courses, with more on their way. Functionality and resources will continue to be modified and improved, so that users will be able to contribute to and access open source textbooks. Using Curriki tools, they will also have the capability to collaborate and communicate about curriculum online.

Contributing to Curriki

There are a variety of ways to contribute curricula at www.curriki.org. You can use the sites’ online tools to share resources you’ve found with others. On a larger scale, you can write a textbook or build a curriculum.

Starting early next year, the unique Textbook Wiki will enable groups of teachers or professors to take a curriculum framework and use the tools to create and edit a book map, or sections and pages of an instructional textbook.

Currikulum Builder enables users to select individual lesson plans, course syllabi, learning activities, scope and sequence hierarchies, and other educational elements found at www.curriki.org to build a complete, fully-integrated curriculum.

Big Question…
Who Evaluates Site Materials?

According to the FAQ section of the site, “Curriki is led by a seasoned team of experts in the education and technology arenas. Their experience as teachers, authors and technologists has given them the hands-on understanding of what it takes to make quality and easy-to-use curricula. Led by its Chief Academic Officer, Curriki will expertly manage the curricula to ensure the community makes the best decisions. The right leadership, tools, and community will enable the development and distribution of quality curricula.”

Worth Checking Out!

If you haven’t taken a moment to check this site out, it’s worth your while. AND, don’t stop there. Join the community by contributing your own great resources and lesson plans.

You have great ideas, resources, and teaching strategies...here’s the way to share them worldwide.
MARKETPLACE NEBRASKA
2ND ANNUAL EVENT PROMISES TO BE BIGGER AND BETTER

MarketPlace 2008 is coming to the New World Inn in Columbus, Nebraska on Wednesday, February 27, 2008. Save the date, and check back for updates as planning for another extraordinary event gets underway.

Over 500 participants braved a fast-approaching blizzard last year and took part in this highly successful event. And, the planning began almost immediately after the closing session of the 2007 event to make this year’s even bigger and better.

Attendees of all ages were present from ten states including Colorado, Iowa, Kansas, Missouri, Oregon, Utah, South Dakota, Wisconsin, Wyoming, and over 134 Nebraska communities. People from Canada were also there!

The planning committee is working diligently to offer a dynamic, educational, and varied hands-on program designed for entrepreneurs of all caliber. Whether you have a start-up or existing business, agricultural or community-based, sessions to help improve your bottom line will be available. Multiple concurrent sessions will run throughout the day. A series of tracks feature financing, marketing, community capacity, agriculture, policy/trends, and business development.

"The MarketPlace Conference illustrates a couple of important points for rural Nebraska. First, when you can bring 500 people together to focus on rural entrepreneurship it shows a mobilized citizenship. Rural Nebraska is ready for the next step into the future. Second, the diversity of agencies, non-profit organizations and rural business owners highlights how rural Nebraskans are working together to create a positive future for themselves and their children. I sincerely left the conference motivated and energized after seeing the existing successes and thinking about all of the possibilities."
—Dr. John C. Allen, Director Western Rural Development Center Utah State University

For more information and ongoing updates about this special event, check out this website: www.marketplacenebra.org

NATIONAL ENTREPRENEURSHIP WEEK
FEBRUARY 23-MARCH 1, 2008

The Consortium for Entrepreneurship Education, State Leadership Teams, and many partners will continue the celebration of the Annual National Entrepreneurship Week this year from February 23 to March 1, 2008. The Nebraska Department of Education/Nebraska Career Education is a member of the Consortium for Entrepreneurship Education

This celebration continues the effort first established and encouraged by the U S House of Representatives in HR 699 of June 2006 (co-sponsored by former Congressman Tom Osborne).

This will be our 2nd annual event, and it promises to grow exponentially as schools (K-16), non-profits, government agencies, entrepreneurs, and communities continue and expand celebrations and recognitions of entrepreneurship in America on throughout this week. State Leadership Teams were formed in 34 states last year to build collaboration in support of their entrepreneurial culture. NET-Force (Nebraska Entrepreneurship Task Force) served as the Nebraska State Leadership Team for Entrepreneurship Week.

To indicate your interest in being a National Entrepreneurship Week Leader at the local, state, and/or national level(s) contact Cathy Ashmore at cashmore@entre-ed.org (Consortium Executive Director) or Gregg Christensen, Entrepreneurship Education Specialist at the Nebraska Department of Education, gregg.christensen@nde.ne.gov.

Details, including a press release available for immediate use, are at www.entre-ed.org/E-week08.
Venture Creation

Many people think that entrepreneurs are individuals who are incredibly creative, develop something totally new that has never been seen before, and take huge risks to bring that “something new” to market.

A better description of an entrepreneur would be “someone who makes something better.” Why? If you look around you, you’ll find many entrepreneurial ideas and ventures are simply adapting something already in existence, adding a new feature, enhancing a design, or marketing the “right product, to the right target market and the right time.”

The Cupcake Craze

In the last few years, one of the hot new entrepreneurial ventures, is a case in point of “making something better.” Yes, it’s cupcakes!

Cupcakes have gone upscale, in a similar way that the simple cup of coffee evolved into a huge business model spawning giants like Seattle’s Best, Starbucks, and others.

With cupcakes, it may be that it’s a form of comfort food...harkening us back to the memories of our childhood and the wonderful smell and taste of homemade cupcakes fresh out of the oven. But, these now scrumptious delights sell for $1.50 each, $2.50 each, and more!

Cases in Point

Entrepreneur magazine (November 2006) is one of several publications that have written about the “Cupcake Phenomenon.” Author Sara Wilson, in an article entitled, “Take The Cake,” writes about the New York City origins of one cupcake entrepreneur. She also offered case after case of how employees gained experience and expertise, then started their own entrepreneurial ventures. As with all good ideas, each gave rise (no pun intended) to other cupcake emporia. The article highlighted the amazing business progression and the value of mentoring of these individuals:

1996—Magnolia Bakery, founded by Allysa Torey and Jennifer Appel, opened its doors in New York City. Their “hook” was offering an array of “freshly made cupcakes, artfully displayed in a 1950s setting.”

1999—Appel ventured off to start Buttercup Bake Shop, another cupcake hit.

2003—Friends Peggy Williams and Debbie Weiner, who had worked at both Magnolia Bakery and Sugar Sweet Sunshine, started Sugar Sweet Sunshine. They caught the attention of customers with a ’60s and ’70s vibe and giving their cupcakes unconventional names like “Ooey Gooey” and “Bob.”

2003—Lauren Reece, a manager for four years at Magnolia Bakery, started Billy’s Bakery. What she is proud of is her ability to meet the needs of customers with special orders; making her business less of a “cupcake factory.”

2003—Mark Libertini, a former manager at Buttercup Bake Shop, co-founded Little Cupcake Bakeshop with brothers Luigi and Salvatore LoBuglio. Year-end projected sales according to Libertini were to be in the six figures!

The Lincoln Public School’s Entrepreneurship Focus Program was recently named the newest chapter of SAGE (Students for the Advancement of Global Entrepreneurship.)

This program provides an arena for high school students, college students and business leaders to interact and cooperate to make our community a better place through entrepreneurship education and community service projects. Students from EFP completed projects related to entrepreneurship, community service, international business, civic engagement in a democracy, and environmental awareness. Five students from EFP were invited to attend the national SAGE competition in New York City during Memorial Day weekend to present this year’s program of work. All the students competing in SAGE also attend the Entrepreneurship Focus Program.

The Entrepreneurship Focus Program students participated in many different activities to be recognized as a SAGE group. They started three businesses, created a business fashion show, taught entrepreneurship in the middle schools, recycled, learned about international trade requirements when dealing with beef, and co-sponsored with Southeast Community College’s SIFE chapter a community awareness showing of the “Lost Boys of Sudan.” This community awareness event took place May 23 at the Malone Community Center.

The five students representing Nebraska in the National SAGE competition were Michael Barton-Pius X, Courtney Palmer-Lincoln High, Michael Sands-Lincoln High, Daniel Katt-Lincoln North Star, and Melissa Offner-Lincoln Southeast.

For more information about SAGE, EFP or the community awareness program at the Malone Center, contact Angie Rushman at 402.436.1715.

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For timely information on topics related to entrepreneurship and entrepreneurship education (K-20) at the local, state, regional, national and international levels and to share information with others, sign up for the Nebraska Entrepreneurship Education Listserv log on to:
http://lists.k12.ne.us/mailman/listinfo/entre-ed

Skills for Lifelong Learning, Earning, and Living

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