



## **YEP FALL HIGH SCHOOL ENTREPRENEURIAL TRAINING & BUSINESS PLAN COMPETITION ANNOUNCEMENT**

**Get help in high school classrooms – teach your students entrepreneurship!**

### **Overview**

Each fall, the Youth Entrepreneurship Program (a program by the Business & Entrepreneurship Center at Napa Valley College) provides in-class training for high schools, helping students learn small business skills through creating a business plan. In September, we confirm those classes/teachers who we'll work with and assign them a Business Advisor – one of our trained business plan experts who will provide in-classroom support for 6 to 8 weeks – typically once a week for an 8 week period. The in-classroom training and support normally starts at the beginning of October and ends in December. We work both with high schools as college students (this document focuses on high schools).

Throughout this period, the Business Advisor helps guide the students to create their own business plan (typically alone or in small groups of 2 or 3 students). At the end, in early December, the students submit their business plans to the YEP Annual Business Plan Competition, which gives students a lot of excitement, since it is a competition to win \$500 plus entry into our Summer Business Boot Camp.

### **Availability**

We support classes in Napa, Sonoma, Marin, Contra Costa, Alameda, and Solano counties. Most of our high schools are in Napa and Sonoma. Here are some of the schools we have regularly worked with over recent years:

- Casa Grande HS, Petaluma
- St. Helena HS, St Helena
- New Tech HS, Napa
- Napa HS, Napa
- Windsor HS, Windsor
- Vintage HS, Napa

Please note: we have limited resources, so we work with schools on a first come basis!

### **Benefits**

- Support for your class from trained business pros.
- Relevant learning experience: Business Advisors provide entrepreneurial training, skills relevant to starting a business and operating in the business world – in short, helpful for all students!
- Flexibility to deal with your specific class: Business Advisors are flexible to work with the needs of your class. Students learn the full business planning process, taking their idea (typically one that they have chosen based on personal interests and skills) and creating it into a business plan.
- Hands-on support: In addition to the training, the Business Advisor also works one-on-one with the students and may bring in additional support if needed.



- Excitement for students: The business plan competition garners a lot of excitement and attention and gets students enthusiastic about the experience. It can be life changing for students!
- Open door for serious students: The annual Business Plan Competition allows students to move forward with an idea and compete for money and prizes. Five high school teams will go on to compete, all will be winners and the top business plan wins \$500 plus free entry to the 2016 Summer Business Boot Camp plus assistance to continue working on their business plan.

## **How it Works**

**Step 1: Sign up.** From the beginning of school though September, we partner with high school classes/teachers. Any class that is interested requests our services. We have limited resources, but we try and accommodate as many classrooms as possible.

**Step 2: Get partnered with a Business Advisor.** Your classroom will have an assigned Business Advisor for to work with. The Business Advisor will contact you to work out when they will come to the class and any specifics about the training that is unique to your class. You should plan on 6-8 weeks of in-class support.

**Step 3: Class visits begin.** Typically, the Business Advisor starts coming into the classroom in early October, once a week. During that class time (on average, 1-1/2 hours), the training focuses on learning entrepreneurship by leading students through the business plan process. This starts with students coming up with a business idea (individually or in small groups typically of 2-3) and then going over the planning process step-by-step throughout the next weeks.

As the classroom gets further into the business planning process (toward the latter part of November), the focus becomes more one-on-one to help the students create the business plan. With this one-on-one coaching in mind, the assigned Business Advisor may also bring another person or two if needed to help the students one-on-one with final business plan preparation.

**Step 4: Finishing & submitting/presenting the business plan.** Students submit their business plans (often a graded project), which also is entered into the YEP Business Plan Competition. Most classes require a business plan presentation to the class and then a written business plan for the competition. This year's due date for the competition is Thursday, December 3rd. Finalists are announced by the end of the next day, Friday, December 4th. All students who complete the business plan receive a certificate of achievement.

**Step 5: Business Plan Competition.** There are 5 finalists (individuals or small groups) for the competition and they have 1 week to get their presentation in order. On Saturday, December 12, they will present their business plans in person to a team of judges at Napa Valley College. All finalists are winners, with the first prize winner scoring \$500, entry to the YEP 2016 Summer Business Boot Camp, and further business advising to continue working on their business plan.

Though this year hasn't been added yet, you'll see details about the competition at our website:

<http://www.nvcyep.org/business-plan-competition/>



### **Helpful to Know**

- Students work best individually or in small teams of 2 or 3. Groups should not be larger than 4.
- The Business Plan Competition is open to students 14 to 27.
- Any monetary prizes will not be increased if the competition winner is a team as opposed to an individual (i.e. a team of 3 means they must split the prize).
- For the first place winner, if it is a team, each member of the team will win entry to the 2016 Small Business Boot Camp.

### **Contact**

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