During the month of March, my sponsored project- based *Michigan's Entrepreneurial Spirit* curriculum was piloted by the Godfrey Lee Middle School T.E.A.M. 21 after school program. T.E.A.M. 21 is an award winning, partnership lead program serving at-risk youth in Wyoming, Michigan.

During the pilot, over 45 middle school students (grades 6-8) participated in opportunities to: have an introduction to owning a business, work collaboratively, think creatively, lead, solve problems, and create.

In addition, students practiced real-world employability and business skills like goal setting and greeting customers. Activities covered in the program include review of business basics like goods and services, effective practices of business owners, and ideas for youth business products and services.

Students had an opportunity to prepare their own business plan complete with product research, marketing, finance, and other important business development details.

Data is key to any program. Data from the pre and post student surveys showed the students **made significant gains** in their understanding of the business ideas introduced including:

- In their understanding of Entrepreneurship (+62%)
- Read and learned about famous Entrepreneurs (+600%)
- Knowing some practices of effective business owners for meeting customers and clients (+100%)
- Knowing what a business plan is and how and why it is important to have one (+110%)
- Knowing what Free Enterprise is and how it is part of the our economy (+700%)
- Would like to be an Entrepreneur (+250%)

(+ % data increase based on pre-vs-post survey data from ordered scale category "strongly agree")

Encouraging data also showed the students **made significant gains** in practices that students can apply each day in their lives at home and school including:

- Having a good attitude toward school (+128%)
- Knowing what goals are and that they have recently practiced setting goals (+180%)
- Wanting better grades in school (17%)
- Motivated to learn with project-based learning (+100%)

(+ % data increase based on pre-vs-post survey data from ordered scale category "strongly agree")

TOMMY BRANN
TUEBOR
CIRCUMSPICE
STATE REPRESENTATIVE

I met with all students on April 11, 2017 and spoke to them about some of the opportunities that await them in their future and about the foundational skills they are building in school and home that help them prepare. Some skills we discussed are good business skills include: attendance, being prepared for class, listening, goal setting, working hard, etc. Students also shared several of the business ideas that they had based their projects.

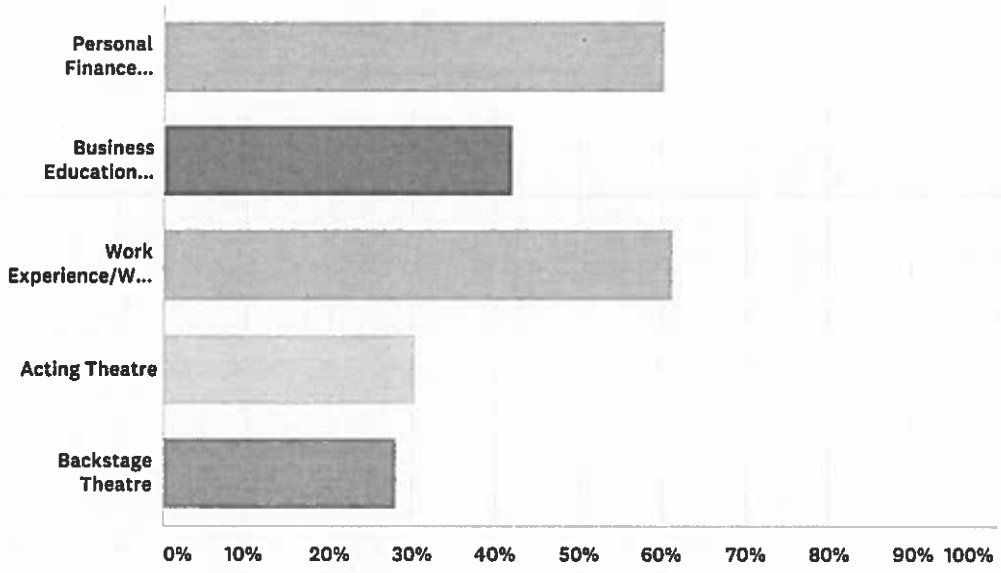
It was my pleasure to give every student a copy of my book, *"Mind You Own Business"* and a Certificate of Completion for the *Michigan's Entrepreneurial Spirit* program.

Appreciations goes to:

- Dr. Carol Lautenbach, Assistant Superintendent of Godfrey Lee Public Schools for authorizing and supporting the pilot
- Anthony Valdez the Godfrey Lee T.E.A.M 21 Site Coordinator and his group leaders who implemented the Michigan's Entrepreneurial Spirit program and worked with the students
- Godfrey Lee Middle School T.E.A.M. 21 students for engaging, creating, learning, and growing
- Peg Cramer, Educational Consultant for Michigan's Entrepreneurial Spirit curriculum development and pilot management

Q10 I would like to see the following classes added at Kelloggsville High School (check all that apply).

Answered: 261 Skipped: 44



ANSWER CHOICES	RESPONSES	
Personal Finance (financial planning, life skills related to money management, etc.)	60.15%	157
Business Education (marketing, advertising, etc.)	42.15%	110
Work Experience/Work Internship	61.30%	160
Acting Theatre	30.27%	79
Backstage Theatre	27.97%	73
Total Respondents: 261		