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Adjusted Allocation: 0.00

Remaining: -843,000.00
Applicants shall respond to the prompts or questions in the areas listed below in a narrative form.

A) APPLICANT INFORMATION - General Information, Experience and Capacity

1. Project Title: Building Entrepreneurs

2. Executive summary: Provide an executive summary of your project proposal and which goal(s) in question you seek to achieve. Please limit your response to no more than three sentences.

This innovative idea will allow us to increase student achievement by creating an Entrepreneurship class and a k-12 financial literacy curriculum to give our students real life experiences by allowing them to conduct all business operations of a fitness center. We will serve our community by building a recreation center and attached bus garage that will allow us to generate revenue and decrease expenditures. This innovative project unlike many projects focuses on generating revenue and connecting it to students learning while decreasing expenses in the area of transportation and being able to direct more resources to the classroom.

3. Total Students Impacted:

- 868

4. Lead applicant primary contact: - Provide the following information:

First Name, last Name of contact for lead applicant: Michael Pohlman
Organizational name of lead applicant: Marion Local School District
Unique Identifier (IRN/Fed Tax ID): 048553
Address of lead applicant: 7956 State Route 119 Maria Stein, OH 45860
Phone Number of lead applicant: 419-925-4294
Email Address of lead applicant: pohlmann@marionald.org

5. Secondary applicant contact: - Provide the following information, if applicable:

First Name, last Name of contact for secondary applicant: N/A
Organizational name of secondary applicant: N/A
Unique Identifier (IRN/Fed Tax ID): N/A
Address of secondary applicant: N/A
Phone number of secondary applicant: N/A
Email address of secondary applicant: N/A

6. List all other participating entities by name: Provide the following information for each additional participating entity, if applicable: Mention First Name, Last Name, Organizational Name, Unique Identifier (IRN/Fed Tax ID), Address, Phone Number, Email Address of Contact for All Secondary Applicants in the box below.

7. Partnership and consortia agreements and letters of support: - (Click on the link below to upload necessary documents).

* Letters of support are for districts in academic or fiscal distress only. If school or district is in academic or fiscal distress and has a commission assigned, please include a resolution from the commission in support of the project.

* If a partnership or consortium will be established, please include the signed Straight A Description of Nature of Partnership or Description of Nature of Consortium Agreement.

UploadGrantApplicationAttachment.aspx

8. Please provide a brief description of the team or individuals responsible for the implementation of this project including relevant experience in other innovative projects. You should also include descriptions and experiences of partnering entities.

The successful implementation of the "Building Entrepreneurs" project will be the responsibility of the entire Marion Local school district. We will work together to create curriculum that ensures each student receive financial literacy and that our high school students have the materials they need to manage, market, staff, and financially analyze the operations. They will be accountable to the teacher, principal, superintendent and treasurer for all areas as we establish a student activity group for their class. We currently work with many other student activities in which we have an advisor and students make decisions on how to spend money. These organizations generate revenue through fund-raisers, but this will be a business operation that will have greater educational impact on the students. The students signed up for the Entrepreneurship class will be the individuals responsible for implementing along with each k-12 teacher developing financial literacy units.

B) PROJECT DESCRIPTION - Overall description of project and alignment with Outcomes

9. Which of the stated Straight A Fund goals does the proposal aim to achieve? - (Check all that apply)

- Student achievement
- Spending reductions in the five-year fiscal forecast
- Utilization of a greater share of resources in the classroom

10. Which of the following best describes the proposed project? - (Select one:)

- New - never before implemented
- Existing and researched-based - never implemented in your district or community school but proven successful in other educational environments
- Mixed Concept - incorporates new and existing elements
- Enhancing/Scale Up - elevating or expanding an effective program that is already implemented in your district, school, or consortia partnership

11. Describe the innovative project.

In this project we will create an Entrepreneurship class at the high school for the 14-15 school year. The students enrolled in this class will be responsible for all facets of running the business including managing the facility, staffing, finances, and marketing. The art class will be involved for graphic designing for marketing purposes, the journalism class will also be involved for business communications, and the human physiology and health classes will be involved through exercise science. The entire district k-12 will develop units for financial literacy which will be directly related to the recreation center to allow our students to gain real world problem solving skills. A student activity account will be set up to create goals and objectives and controlling the financial account. This innovative idea will ultimately be monitored by the teacher and administration for accountability reasons, but will be student centered in our approach that they are running the business. Our students will develop skills that will make them college and career ready. A problem exist that our students do not have enough opportunities to get real world experiences in our rural area. With this innovative idea the hands on learning opportunity allows them to become future business leaders. Another problem area exist with our students receiving proper financial literacy. We plan to use the business scenarios in which our students have to problem solve as a team to overcome obstacles related to the business. This will allow them some day to become responsible citizens that do not live beyond their means. Finally, a problem exist in our community that we are under served in the area of recreation facilities for our community and we have witnessed such a need because of individuals wanting to use our hallways for walking, weight room for exercising, etc.. We have a void and I want our district to fill that void while allowing our student achievement and readiness for the real world to increase. On the opposite end of this complex will be a bus garage in which we will be able to centrally locate our fleet of buses in order to reduce our spending for rental space and maintenance on our weathered buses from the outdoor elements.

12. Describe how it will meet the goal(s) selected above. - If school/district receives school improvement funds/support, include a brief explanation of how this project will advance the improvement plan.

The goals of our project "Building Entrepreneurs" is to improve student achievement, create a student centered learning environment, increase financial literacy, develop future business leaders, serve our community, reduce cost, and create revenue. Our projects goal will improve student achievement by allowing our students to see all facets of running a business and experiencing first hand marketing, financing, accounting, managing, and human resources. The student centered approach will allow our students to take ownership of their own learning and guide our teachers to transition from distributing information to facilitating learning. Our students will put their talent, skills and knowledge into practical applications. Students will be more college and career ready because of the experiences they had in each of the above listed areas. Second, our project will increase financial literacy with all students, because our k-12 teachers create units at an appropriate level to guide our students by teaching...
**D) IMPLEMENTATION**

13. Financial Documentation - All applicants must enter or upload the following supporting information. Responses should refer to specific information in the financial documents when applicable:

   a. Enter a project budget

   b. Upload the Straight A Financial Impact Template forecasting the expected changes to the five-year forecast resulting from implementation of this project. If applying as a consortia or partnership, please include the five-year forecasts of each school district, community school or STEM school member for review.

   c. If subsection (b) is not applicable, please explain why, in addition to how the project will demonstrate sustainability and impact.

14. What is the total cost for implementing the innovative project?

   **843,000.00** *Total project cost*

   * Provide a brief narrative explanation of the overall budget. The narrative should include the source and amount of other funds that may be used to support this concept (e.g., Title I funding, RTT money, local funding, foundation support, etc.), and provide details on the cost of items included in the budget (i.e. staff counts and salary/benefits, equipment to be purchased and cost, etc).

   The overall budget consists of $841,000, which includes $850,000 for the materials and labor of constructing a Recreation/Fitness center and connected bus garage, $150,000 for equipment in the facility such as free weights, Nautilus, and furniture, $39,000 for architect fees which is 6% of the construction cost, and $4,000 for curriculum costs in order to develop an entrepreneurship class and a k-12 financial literacy program.

15. What new/recurrent costs of your innovative project will continue once the grant has expired? If there are no new/recurrent costs, please explain why.

   **19,340.00** *Specific amount of new/recurrent cost (annual cost after project is implemented)*

   * Narrative explanation/rationale: Provide details on the cost of items included in the budget (i.e. staff counts and salary/benefits, equipment to be purchased and cost, etc.). If there are no new/recurrent costs, please explain why.

   To staff the Recreation/Fitness center with a student employee, we would keep it open 40 hours a week for $15 an hour for a total cost of $1,640. I can fund this with the revenue we take in by charging $10 a month for students, $25 a month for adults, and $40 a month for families. This is a new cost, but can easily be absorbed by the revenue generated.

16. Are there expected savings that may result from the implementation of the innovative project?

   **112,260.00** *Specific amount of expected savings (annual)*

   * Narrative explanation/rationale: Provide details on the anticipated savings (i.e. staff counts and salary/benefits, equipment to be purchased and cost, etc.)

   On average we will save $112,260 per year. If factored in the savings over five years at a total of $383,300 and added in the additional revenue we will generate at $173,000 and added them together for a grand total of $556,000 a year. I divided that by five to get the average savings a year. We have been on a rotation to replace a bus every other year and I will be able to extend this rotation to every third year because of saving the weathered buses. Our buses in our fleet that are older are traded in because of rotten floor boards not because of high mileage. The weather effects our fleet and shortens the life cycle by making us replace sun baked seats, moisture in our floor boards, etc. I will save on paying rent for our current locations and also save in repair cost and bus supplies when fuel lines freeze up, moisture gets into gauges and seats go bad all because of weather. Having buses in one central location will add to the efficiency and security of our operations.

17. Provide a brief explanation of how the project is self-sustaining. If there are ongoing costs associated with the project after the term of the grant, this explanation should provide details on the cost reductions that will be made that are at least equal to the amount of new/recurrent costs detailed above. If there are no new/recurrent costs, explain in detail how this project will sustain itself beyond the life of the grant.

   This project is self-sustaining because of the revenue that will be generated from the memberships. The membership dues will pay the student salaries to staff the front desk and extra profit will be placed in the student activity account for future maintenance and purchases. It is also self-sustaining by the cost savings we will incur with the bus garage in the areas of repairs, supplies, new bus purchases, and rental space. It is a requirement by the state to offer our students financial literacy and this is how we will accomplish it. The entrepreneurship class will be easily sustained because we have staff to take on this task and students will sign up for this student centered environment that will allow them to gain hands on experience. Our community is very supportive and have always been actively involved in our district. Currently many of our community members have to drive a distance to fitness centers which makes it demanding on individuals that have limited time. Our community values exercise and living a healthy lifestyle but unfortunately live in a rural area that is under served in that particular area.

**C) SUSTAINABILITY - Planning for ongoing funding of the project, cost breakdown**

18. Fill in the appropriate dates and an explanation of the timeline for the successful implementation of this project. In each explanation, be sure to briefly describe the largest barriers that could derail your concept or timeline for implementation and your plan to proactively mitigate such barriers. In addition, the narrative should list the stakeholders that will be engaged during that stage of the project and describe the communication that occurred as the application was developed.

Describe the ongoing communication plan with the stakeholders as the project is implemented. (Stakeholders can include parents, community leaders, foundation support and businesses, as well as educational personnel in the affected entities.)

* Proposal Timeline Dates

   Plan (MM/DD/YYYY): 10-1-13

   * Narrative explanation

   Communication began with our administrative team in developing an innovative project that would increase student achievement, reduce spending, and create a lasting impact on our students in the classroom. We communicated ideas in which we could get students more college and career ready and develop an innovative idea that would create problem solvers in which we were told by leading industries in our area that students coming out of high school lack. We then decided to create a revenue generating business run by the students in our district in which they run all facets of the operation which will be overseen by the administration. In order to have the aspect to reduce spending we created a bus garage that we are in dire need of to save money in our transportation department.

   Implement (MM/DD/YYYY): 1-6-14

   * Narrative explanation

   We will bring together our district leadership team which consists of administrators and teachers to structure the program. At this time we will get all key stake holders in this project such as our head of maintenance to coordinate the building process. Curriculum will be set for the new Entrepreneurship class with the business teacher and at this time we will develop financial literacy units with other teachers in all grade levels. We will begin to implement the financial aspects of the program in the Treasurers office and begin to inform our community of the innovative project and what implications it has for our children and community.

   Summative evaluation (MM/DD/YYYY): 1-6-14

   * Narrative explanation

   The evaluation of the project will be ongoing throughout the entire process. We will meet as a district leadership team periodically and a meeting with the maintenance supervisor overseeing the building project will happen daily. During full implementation of the project in which students are engaged in the business process we will evaluate by meeting with the teacher and reviewing the curriculum. Success will be based on students increase in the aspects of operating a business, enrollment in the class, and our students overall financial literacy. We will also evaluate the cross-curricular units that are developed as a result of this facility and how it is being utilized. Memberships and financial analysis will take place between the students, teacher, and central office to look for trend data and bottom line profit. Finally, we will evaluate the transformation with our entire staff moving to a more student centered learning environment. Teachers will be expected to facilitate learning and not just distribute knowledge to our students.
19. Describe the expected changes to the instructional and/or organizational practices in your institution.

From an instructional standpoint it will allow our staff and students the opportunity to have hands on experiences without leaving our campus. This opportunity will allow for a student centered classroom in which they are more responsible and take greater ownership in their learning. It will allow for collaboration and problem solving skills that will create higher level thinking for our learners. We will foster relationships with our community and teach our students better communication skills. Our teachers will be more engaged in cross curricular units and truly enhance the project based learning in our district.

Formative assessment will be more evident as we assess students progress and gauge how they are grasping all aspects of the business model. Teachers will facilitate learning instead of distributing information to the students. It will truly be a life changing experience for our students, staff, and community as we prepare them to be college and career ready.

20. Describe the rationale, research or past success that supports the innovative project and its impact on student achievement, spending reduction in the five-year fiscal forecast or utilization of a greater share of resources in the classroom.

I have witnessed first hand vocational culinary programs run a for profit restaurant and allow students to conduct many facets of the business. I want to model this concept, but with a recreation center for our community. Our district is high achieving but has gaps with our gifted and students with disabilities. We can close these gaps by offering this opportunity to allow students to have hands on experiences. This innovative idea can easily be differentiated for all levels of learners in that they will all make strides in achieving at a higher level. We have been a district committed to closing the gaps through our transformation team established by Race to the Top. We have transitioned to the new standards, developed “I can” statements that allows our students to easily understand the state standards, created more collaboration with staff, improved teaching through the new Ohio teaching evaluation model, and have developed new modified block scheduling to improve student achievement. Financially we have made multiple cuts such as eliminating administrative costs, a bus route, staff taking pay and step freezes, eliminating inefficient programs, and cutting staff. This has allowed us to allocate more funds towards the classroom and with this innovative project we will be able to make one step closer to having a greater share of resources to educate our students.

21. Is this project able to be replicated in other districts in Ohio?

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22. If so, how?

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23. Describe the substantial value and lasting impact that the project hopes to achieve.

The number one lasting impact is the experience our students will receive and that they will leave our building more college and career ready. We are providing our students with the tools to become future entrepreneurs that will promote growth in our economy. They will see value in money, teamwork, work ethic, and all aspects of a business. My vision is for the human physiology class to learn more about exercise science, the technology class to create a website for this facility, the journalism class to write articles for communication purposes, the physical education class to teach proper exercise techniques, the health class being involved in nutrition, utilizing the facility to fight childhood obesity, and allowing the business classes to manage all areas of business to run the facility under the direction of the administration. I see the already supportive community utilizing this facility and maintaining the school as a focal point in their lives. Our community will see first hand the work of our students, and our students will have the skills to succeed in the 21st century. Finally, I see teachers changing the way they instruct our students and moving from distributing information to allowing their class to be students centered in which they can facilitate learning and allow our students to seek their own knowledge.

24. What are the specific benchmarks related to the fund goals identified in question 9 that the project aims to achieve in five years? Include any other anticipated outcomes of the project that you hope to achieve that may not be easily benchmarked.

Student achievement is our highest priority benchmark in that this opportunity will allow our students to learn in a variety of ways. We will be able to close our achievement gaps for gifted and students with disabilities, and our already high graduation rates will be maintained. Spending reduction will take place through better efficiency in our transportation department and it will all be easily sustained through revenue that is generated from this business opportunity operated by our students. Finally, the collaboration with our community will be key as we serve them in an area of need and allow our students to interact with our students and prepare them in an area of need and allow our students to interact with our students and the workforce prepared.

25. Describe the plan to evaluate the impact of the concept, strategy or approaches used.

* Include the method by which progress toward short- and long-term objectives will be measured. (This section should include the types of data to be collected, the formative outputs and outcomes and the systems in place to track the program's progress).

The evaluation of the project will be ongoing throughout the entire process. We will meet as a district leadership team periodically and a meeting with the maintenance supervisor overseeing the building project will happen daily. During full implementation of the project in which students are engaged in the business process we will evaluate by meeting with the teacher and reviewing the curriculum. Success will be based on students increase in the aspects of operating a business, enrollment in the class, and our students overall financial literacy. We will also evaluate the cross curricular units that are developed as a result of this facility and how it is being utilized. Memberships and financial analysis will take place between the students, teacher, and central office to look for trend data and bottom line profit. Finally, we will evaluate the transformation with our entire staff moving to a more student centered learning environment. Teachers will be expected to facilitate learning and not just distribute knowledge to our students.

By virtue of applying for the Straight A Fund, all applicants agree to participate in the overall evaluation of the Straight A Fund for the duration of the evaluation timeframe. The Governing Board of the Straight A Fund reserves the right to conduct evaluation of the plan and request additional information in the form of data, surveys, interviews, focus groups, and any other related data to the legislature, governor, and other interested parties for an overall evaluation of the Straight A Fund.

**PROGRAM ASSURANCES:** I agree, on behalf of this applicant agency and/or all identified partners to abide by all assurances outlined in the Assurance section of the CCIP. In the box below, enter “I Accept” and indicate your name, title, agency/organization and today’s date.

Accept, Michael Pohlman, superintendent, Marion Local school district, 10-25-13.