

Block Funding Request March 8, 2018 Board Meeting

Project Title: INCubatoredu Classroom Redesigns for 2018-2019 Academic Year

Project Description & Background

In 2013, INCubatoredu created a curriculum and began a program at Barrington High School which consisted of juniors and senior enrolled in an entrepreneurship course supported by a community of business owners who served as mentors, coaches and sometimes provided startup funding for student business ideas. The INCubatoredu program grew into a sustainable model for high school entrepreneurship education. Recently, INCubatoredu changed its name to Uncharted Learning reflecting the expansion of curriculum to elementary and middle schools and added an accelerated course for high schools. To date, 110 schools nationwide have implemented the programs. Uncharted Learning has 50-member schools in Illinois who have funded the curriculum costs, redesigned classrooms and continue to run the program.

Building the foundation of the pathway concept has been a collaborative effort between INCubatoredu providing curriculum, professional development and models for community engagement; the Coleman Foundation supporting capital for classrooms and helping make connections to community organizations; schools providing teacher salaries, ongoing curriculum costs and professional development and administrative support; and local business professionals providing mentoring and coaching to students. Prior Coleman funding has supported the capital costs to redesign the classroom, purchase furniture, and technology capabilities. These schools continue to offer entrepreneurship courses and support the INCubatoredu program in their classrooms, through professional development and engagement of business professionals and entrepreneurs.

In generally, the costs to implement INCubatoredu range from \$40,000 to \$70,000 (per school), which includes curriculum cost and capital expenditures for the classroom redesign (an important element of the program). Typically, the schools purchase the curriculum and cover the cost of teacher's salaries, administration, general expenses, etc.

Through an evaluation process, INCubatoredu discovered that schools with student enrollment in free or reduced lunch programs of 15% or higher are strained or challenged to obtain dollars to implement the program. Considering the Coleman Board's expressed preference to support under-served or under-resourced schools in Illinois, prior Foundation awards were directed at schools having 15% (or higher) enrollment in free or reduced lunch programs. In the past two years, schools receiving grant awards have student, which range from 23% (Oak Park River Forest) to 92% (Michele Clark, Chicago Public School). Following is a summary of grants, which CFI awarded to high schools in Illinois.

Academic Year	Number of Schools	Funding Award
2015-2016	11 (various amounts)	\$265,000
2016-2017	5 (\$20,000 each)	\$100,000
2017-2018	9 (7 @ \$15,000 2 @ \$10,000)	\$125,000
2018-2019	t/b/d	t/b/d
Total	25 schools	\$490,000

Future Funding: 2018-2019 Academic Year

Recommendation: Block Funding Request of \$100,000

We ask the board to consider approval for a block of funds up to \$100,000 for schools in Illinois with preference to the Chicago metro area to implement the program during the 2018 -2019 academic year. Block funding would allow us to receive proposals to be considered at a Current Grant Committee meeting with sufficient time for schools to begin classroom redesign before the start of the 2018-2019 school year. Along with INCubatoredu, we are exploring about 10 schools in Illinois that would qualify for funding. Most likely, funding would support capital, but may vary based on the specific need of the school and block funds available.

Current Grant Committee

Due to the expansion of INCubatoredu schools and the large number of students, which completed the program and gained experience in entrepreneurship, there is the opportunity to continue the pathway concept and connect students to collegiate programs. The INCubatoredu program has produced a critical mass of students with entrepreneurship experience which has spurred discussion about how to connect students to collegiate e-ship programs and how colleges and universities can look to these graduates as potential recruits. Having this critical mass of students may allow us to gather data on students, such as: those starting businesses, continuing education, enrolling in post-secondary entrepreneurship programs and connecting to community-based programs. We are awaiting a proposal from Uncharted Learning detailing this opportunity. As CFI continues to be a connector to entrepreneurship educational partners, an opportunity may arise to engage collegiate partners to support or enhance curriculum.

INCubatoredu Schools Past Accomplishments

Coleman made the first grant to support schools implementing the INCubatoredu program in August 2015. Following are examples of school and student accomplishments thus far:

- Wheeling High School - A student's business won first place in the INCubatoredu national competition. The student also won first place in Future Founders competition and went on to win \$150,000 from three sharks at the Shark Tank competition on Sunday, January 28, 2018. Martin Dimitrov is now a student at University of Illinois-Chicago.
- Michele Clark – First Chicago Public School, which is implementing INCubatoredu. Recently, the school showcased the entrepreneurship program and invited Mayor Rahm Emanuel to the school. As you might imagine, media was there following the mayor.
- St. Patrick High School - Alumni engagement was a major success. More than 30 volunteers participated, and they all committed for the next school year. Received \$15,000 from private donors to support INCubatoredu.
- Carmel High School - By the end of the school year, each team had developed a product and business plan to the point where they could seek outside investors to further their business goals. The teams were well prepared for their investor pitch night.
- Hononegah Community High School ran the program for four years before they had funds to redesign and furnish the classroom. Coleman support helped to complete the classroom renovations. Teachers recognized greater student engagement after the room was configured to a team-oriented work environment with availability of technology.

- Woodstock High School had over 29 local business professionals involved in the program as either a coach, mentor, board of advisor, or community champion. Teachers realized how important a defined space was to the success of a new course. The school hosted two open houses for other schools that were looking to adopt the INCubatoredu course. Attendees expressed that the open house was helpful to implementing the program at their schools.
- High School District 211 includes five schools, with two class sessions per school: Palatine, Schaumburg, Hoffman Estates, Fremd, and Conant.
 - Thirty-two teams resulted in 32 proposed businesses for the 2016-2017 school year. These businesses were funded to continue business development with the launch of a Minimum Viable Product (MVP). Funding of the MVPs, approximately \$12,000, was donated by local private donors and business owners.
 - A panel of private funders were invited to the student business presentations. The panel decided to fund one team at \$25,000 and receive support from mentors and experts to launch their business.
 - 136 entrepreneurs and business experts served as coaches and mentors that guided students through the process of ideation, market research and business plan development. 130 of the 136 business volunteers committed to continuing with the program for a second year.
 - Entrepreneurship teachers worked with the Career and Technical Education teachers in STEM pathways, such as Advanced Manufacturing, Bio-technical Engineering, Computer Integrated Manufacturing, Information Technology to bring students from various fields together to work on product development.
- High School District 214 includes six schools: Rolling Meadows, John Hersey, Buffalo Grove, Elk Grove, Wheeling, and Prospect. District 214 took entrepreneurship to full scale; all schools in the district offer Entrepreneurship courses.
 - Forty-nine teams proposed businesses at the conclusion of the 2015-2016 school year. These businesses competed for funding to continue with the launch of a Minimum Viable Product.
 - District-wide implementation of entrepreneurship courses has resulted in a total enrollment of 276 students. Each section of 25-31 students has five-six business teams.
 - District 214 has entered into a dual credit agreement with National Louis University for entrepreneurship courses.
 - With the addition of the Entrepreneurship courses in the Business Management and Administration, the district has opened enrollment to students in Career and Technical Education (CTE) career pathway, such as Manufacturing, Engineering, and even the Arts. CTE students are now allowed to enroll in Entrepreneurship courses.
 - All business volunteers committed to participating in the program for the next school year even though the time commitment was increased due to larger number of students enrolled.