

"Each problem has hidden in it an opportunity so powerful that it literally dwarfs the problem.

The greatest success stories were created by people who recognized a problem and turned it into an opportunity."

- Joseph Sugarman

Good Evening, thank you for allowing us this opportunity to present on behalf of the Entrepreneurial Program at Foster Tech Center. My name is Bonita Lehigh and I have been teaching Business Classes and advising for Yearbook over the past 5 years. Along with me are some current, past and future students; as well as some community business representatives who are interested in this student led project. We have been working on this for about a year. The reason we are here tonight is to garner **your** support in our **business concept only**. Nothing more, and nothing less at this point in time. However, please note that the information you are about to receive is proprietary in nature to our corporation. Now, I will turn over part of the presentation to our student body.

The Center for Entrepreneurial Studies



"Created by Students for Students"

Good Evening, my name is C.C., Current and Future Entrepreneurial Program Student.

Welcome to our presentation regarding the Center for Entrepreneurial Studies. The Center for Entrepreneurial Studies (also known as CES) is a Maine non-profit corporation formed in 2018. CES was created by CTE instructor Mrs. Bonita Lehigh and current, past, and future High School Entrepreneurial Program students in response to filling a vast community need. Please note that students who are not even enrolled in Mrs. Lehigh's classes have been contributing to this project and have taken on leadership roles. Essentially, CES was "Created by Students, for Students" and Mrs. Lehigh was our instructor and advisor.

An entrepreneur is a person that creates a business and promotes economic AND human development which is critical to healthy communities. Everything that entrepreneurship does is positive. It increases employment opportunities, financial opportunities, satisfies the job market and most importantly, it provides people with ability and knowledge on how to grow confident and lead. These are transferable skills.

The character traits of an entrepreneur are non-traditional. Entrepreneurs like to buck the system and see things in a different or better way. Changing and redirecting thought patterns from angst to a motivated proud leader is the key. Everybody has their purpose in life.

Why did CES become a corporation?

Good evening, I am T.M., Current and past Entrepreneurial Student. We are starting off this presentation by answering WHY. This helps us to give a better understanding of our business concept. We have learned that in order to be successful, you must first have a why. In all actuality, the bigger the “why”, the more successful one can be.

In the next slide, you will see two statements made by students that we found troublesome. So, Mrs. Lehigh utilized her entrepreneurial mindset and asked us, “how can we possibly solve this problem?” This very same “problem solving process” is being taught to college students at UMF.

Please take a minute to read two statements that were made by our classmates as examples to better understand why we are doing what we are doing.

**“I live in the ghetto. I work as hard as I do,
because I know how I don’t want to live.”**

**“I’m sorry you had to watch your mom go
through withdrawal, it’s so scary to watch when
that happens. I don’t like it when my mom goes
through withdrawal, because it’s like she is
inches from death and there’s nothing I can do to
help her.”**

PAUSE - LET PEOPLE READ THE QUOTES

Bonita Lehigh - As a teacher, parent, and resident who lives and works in this community, I admit when I heard these two statements, it made my heart sink. I knew that I had to respond by finding just the right words and it had to be a positive response. I acknowledged that these statements are not ok, leaving me to say, “What are we going to do to change this?”. Hearing the words, HOW ARE WE going to change this led to brainstorming and students became empowered and invested.

T.M. - Hopefully, now you can somewhat understand where we started from. From here, we started looking at facts.

There are 18 towns, 4 Plantations, & 5 Neighboring towns that make up our Western Maine community.



- Avon
- Carrabassett Valley
- Carthage
- Chesterville
- Eustis
- Farmington
- Industry
- Jay
- Kingfield
- Madrid
- New Sharon
- New Vineyard
- Phillips
- Rangeley
- Strong
- Temple
- Weld
- Wilton
- Coplin Plantation
- Dallas Plantation
- Rangeley Plantation
- Sandy River Plantation
- Livermore
- Livermore Falls
- Dixfield
- Starks
- Vienna

Good Evening, My name is E.W., Future Pre-Engineering Student.

As you can see, there are 18 towns, 4 plantations and 5 neighboring communities that we are generally working with.

The majority of the towns are within Franklin County which happens to be the second least populated county in the State of Maine. Franklin County consists of 1,789 square miles and has approximately 31,000 people residing within.

Next, we had to look at the cited community problems we want to help solve. We referenced the Comprehensive Health Needs Assessment from 2018 and took into account student surveys and perspectives.

- Poverty
- A lack of Support & Resources
- Opioid Addiction & Illegal Drugs
- Failing Health & Disease
- Mental Illness & Depression
- Lack of Opportunities
- Homelessness
- Military Parents with PTSD
- Teen Pregnancies
- Cold Weather
- Alcohol
- Students Leaving Maine
- Human Trafficking
- Aging Homes
- Aging Population
- Lack of Recreation
- Transportation
- Jobs
- Legalized Drugs (marijuana)
- High Energy Costs

Like many rural communities, large and small, the issues we are listing are not foreign to any one of us. Listed here are 20 different problematic issues. Nothing listed here promotes healthy communities. If children are brought into the equation, we have this. (NEXT SLIDE)

“Bored Kids make poor choices”

- Mr. James Black, Principal at Mt. Blue Middle School

We know that all bored students, no matter where they live, can find their way into trouble given the right conditions, however if we changed the culture and expanded opportunities for students and their families, in our rural community, we may be able to make a sizeable impact.

In holding true to an entrepreneurial mindset, we had to then analyze 20 community strengths.

- A beautiful school Campus
- A lot of undeveloped Land
- Caring small communities
- People who believe in Philanthropy
- Small Family Businesses
- Yankee Ingenuity
- Independent Thinkers
- Political Support
- Beautiful Natural Resources- Tourism
- The U.S. “Foodie Capital” is in Portland, ME.
- Holistic & Positive Teachers
- Good School Systems
- Churches & Faith / Youth Groups
- Innovation through Technology
- Entrepreneurship
- Grass root Organizations such as 4-H
- Healthy Families & Mentors
- A Lack of Distractions
- Sports / outdoors activities
- Living a simpler life

Good Evening, my name is M.G., Former Entrepreneurial Program Student

Once we got through 20 strengths and weaknesses, we then had to ask

What could we realistically do?

What would the business we create look like?

What would the ultimate dream scenario look like?

We looked beyond the obstacles, kept our eye on the goal, flushed out multiple processes and learned the this will take determination and perseverance to see our vision through.

**“The only thing necessary
for the triumph of evil is for
good men to do nothing.”**

- *Edmund Burke*

M.G. - We constantly reminded ourselves that we had to out smart and out number the bad community issues. We had to become leaders and enhance our character traits.

**WE WILL BE DEVELOPING
12 ESSENTIAL LEADERSHIP VIRTUES
THROUGHOUT OUR PROGRAM**

- COMPASSION
- COURAGE
- DEDICATION
- DETERMINATION
- DIGNITY
- DISCIPLINE
- INTEGRITY
- LOYALTY
- PERSEVERANCE
- RESPONSIBILITY
- SERVICE
- TRUST

M.G. - The goal for our teachers are to instill human characteristics that

At the end of our research, we learned that West Point Military Academy had 12 leadership virtues that we felt good about aligning with, because they are all very important to possess if you want to become a successful leader.

Now that we have strengths, weaknesses, and leadership virtues behind us, we then asked what would help to foster supportive systems for students. Our answer was simple. (NEXT SLIDE)

**We know hard work and
education both
help to solve problems.**

**Our combined knowledge
will come together to
map out pathways.**

M.G. - It involved hard work and gaining knowledge from a network of community professionals who were like minded and genuinely wanted change right here in our community. The missing link was visibility in the purview of the business community and the wide open space to create a place for real world commercial endeavors. This space we speak of essentially allows the student to dip his or her toe in the water with minimal risk and strong community supports. We already have businesses coming to us asking for us to build a business that does XYZ because it would help support their business. With this being said, this is what we have outlined as CES's areas of focus.
(NEXT SLIDE)

CES COMMUNITY BUILDINGS

MANUFACTURING

Tiny Houses
Spice Cabinets
Maker-Space
Gift Store
Finnish Heat

RECREATION / HEALTH

Aerial Yoga
Walking Trails
Outdoor Recreation
Events - Weddings, Concerts
Archery

OFFICES

Satellite Offices
Welcome Center
FTC Business Students
CPA, Legal
QuickBooks

AGRICULTURAL

Gardens & Greenhouses
Pumpkins
Small Animals
Organic Food
Herbs and Spices

CULINARY CENTER

Dining Facilities
Commercial Test Kitchen
Wood Fired Oven
Tortilla Production

Good Evening, I am L.Y., Internship Student.

Each of these components would be operated by second year CTE students looking to start a business. Again, this work would be completed in the purview of the community.

The keys to our success include:

1. Making for a more robust second year CTE program as opposed to students repeating their chosen CTE program without an advanced curriculum. There were **73** students in the 2018-19 school year who re-enrolled in their chosen FTC Program.
2. Increased options for students who are not thriving in our school setting. There were **25** students who dropped out of school between Sept. and April 24, 2019.
3. CTE students will be interfacing with UMF Interns, community business members and students in a safe internship site overseen by instructors who already have background checks. The interfacing could also increase UMF college aspirations for CTE students as UMF is looking at offering 4 college credits to students who participate in this program.
4. One day, we hope with your support that kids will be able to be dropped off and then be picked up by the late bus Monday through Thursday allowing kids the chance to create businesses after school so that they could one day actually collaborate and keep themselves busy doing productive things they love all while making some money to advance themselves in life, as well as possibly creating a business.

A Farmhouse built in 1850 sitting upon 40 acres of farmland. Starting with 22 acres.

Located on Routes 2 & 4 directly across from Hannaford Market and 1.2 miles from Walmart.

PRIME LOCATION IN THE PURVIEW OF THE COMMUNITY!

1.8 Miles from Mt. Blue Campus
1.9 Miles from UMF



Bonita Lehigh - This is the site we have been working to acquire. The property consists of 2 commercial lots on Route 2 & 4 as well as an additional lot accessible from Whitter Rd. which is 18 acres in size.

On April 30th, 2019, Greater Franklin County Development Council (Charlie Woodworth) accepted CES's business plan and is working to make the plan "bank ready". CES believes that we may be able to better pair students with local contractors through this process as well.

Proposed Site Plans



Bonita Lehigh - These site plans were provided by the McCleery's and we are working to see if this could become a win-win for all parties involved. While we are very aware this is a huge undertaking, but looking at the facts around us, we are selling a dream that will eventually become a reality if we garner support. We have to start somewhere to make a change and difference. There is nothing wrong with nothing ventured, nothing gained and we wholeheartedly believe that the time is now.

Organizations & People in Support of Our Concept.

Mr. Chris Farmer, Skowhegan Savings Bank *	Mr. Rodney Spiller, Forestry
Mr. Bob Green, Cianbro	Mr. Dean Merrill, Forestry
Mr. Emmanuel Pariser, MEANS @ Good Will Hinkley *	Mr. Tom Woodbury, Guidance
Ms. Mary Callan, Gear Up / Syntiro	Mr. Jake Bogar, Pre-Engineering
Ms. Sally Beaulieu, Gear Up / Syntiro	Mr. Mark Witham, Plumbing
Ms. Debbie Gilmer, Gear Up / Syntiro	Mr. Glenn Kapiloff, Adult Education
Mr. Gary Perlson, MELMAC Foundation	Mr. Clyde Mitchell, UMF *
Mr. Matt Reynolds, Jobs for Maine Graduates	Mr. John Messier, UMF *
Mrs. Amber Lambke, Maine Grains	Mr. Louis Carrier, Winthrop Commerce Center
Mr. Albie Barden, Maine Wood Heat Company	Mr. Jared Golden, Congressional Representative *
Mrs. Ann Yorks, Maine Retirement Annuities	Mr. James Blair, USMC White House Comm. Officer
Ms. Cindy Harnden, New Beginnings	Governor Janet Mills *
Mr. Joe Austin, UMF	Senator Lisa Keim *
Mrs. Jennifer Cote Pulk, Business Owner	Dr. Donna Beegle, Communication Across Barriers *
Mrs. Tracie Travers, Jobs for Maine Graduates	Mr. Peter Vigue, Cianbro *
Mr. Lou Simms, Maine Technology Institute*	Mr. Ben Tucker, Senator Angus King's Office

These are people we have networked with and they are in support of our concept. Please consider showing us your support as we know hard work and education will make a difference. **(PLEASE NOTE NOT ALL OF THESE PEOPLE HAVE SIGNED OFF ON SUPPORT OF OUR CONCEPT - THIS IS A WORKING DOCUMENT AND WE ARE IN PROCESS OF OBTAINING SIGN OFFS)**

It's time for a change.

To grow our economy and people.

Now we need to partner with people like you.

We would like to move forward with your support.

Please visit our website at www.cesmaine.com for more information.

Please visit our website because it will give you much more of a perspective of how amazing this project is. We hope to share all working documents for our project with other rural communities who are dealing with very similar issues. Entrepreneurship, economic development and strong supports in the purview of the community is the answer.

Thank you for allowing us this opportunity to present. If you support our concept, we respectfully request that you join our list of supporters today.