

**Georgia Entrepreneurship Leaders Came to the Norfolk FORUM
to share their Entrepreneurship Leadership Initiative with educators across the nation....**



The Georgia Team included:

Front- Left to Right - Sheri Smith, Kelly Bramlett, Stephanie Barber, Barbara Gaertig, Julia Menefield, Mary Ellen McClanahan. Back -Left to Right - Bob Smith, Matt Jelley, Connie Bragg, Tom Randolph, Paul DeLargy.

The Consortium for Entrepreneurship Education is proud of the leadership demonstrated by the state of Georgia as they take on the statewide initiative to make Georgia "THE #1 DESTINATION for ENTREPRENEURS".

This dynamic new initiative included House Bill 165 that was read and adopted March 30, 2009. It requested four year colleges and universities of the University System of Georgia to help make Georgia #1 DESTINATION FOR ENTREPRENEURS in the United States of America. Resolution 165 was championed by Bob Smith, Carl Rogers, Amos Amerson, Bill Hembree, and Mike Cheokas. The effort has been broadened to reach all educational levels with support for entrepreneurship education.



Georgia Governor Sonny Perdue has been a vocal supporter of entrepreneurship for his state, annually supporting National Entrepreneurship Week in cooperation with the Department of Education, REAL Enterprises and the Economic Development networks statewide. Shown here was the Governor signing the Georgia Proclamation for National Entrepreneurship Week 2007 (the first year of celebration nationwide).

Governor Perdue formed the Georgia Network for Small Business and Entrepreneurship, which included 21 state agencies. Each agency was requested to plan and implement their plan on how they could support small business and entrepreneurship.

One state agency, the Department of Economic Development under the leadership of Mary Ellen McClanahan, developed and implemented the Regional Small Business and Innovation Program, "Entrepreneurship Friendly" (EF) initiatives. 129 of Georgia's 159 counties participated in the EF process and are now certified EF counties. The "Entrepreneurship Friendly" EF Program has been actively working to implement its goals.

1. The community-based program provided help in creating an entrepreneur environment, building entrepreneur and small business strategy into the community's overall economic development strategies.
2. The EF program has taken Georgia's communities through proven methods designed to establish an entrepreneur support program, help them better understand their existing entrepreneur environment and develop sustainable, effective local strategies.
3. The objectives of the EF program involve:
 - a. Georgia's "Entrepreneur Friendly" Communities
 - b. "Entrepreneur Friendly" Implementation Fund (EFIF) Grant
 - c. "Entrepreneur Friendly" Best Practices
 - d. How to Sustain an Entrepreneur Environment
 - e. Youth Entrepreneurship Information

The Georgia Department of Education was also one of the state agencies in the Governors Small Business and Entrepreneurship Network. During the EF process local county educators were involved in bringing about awareness of the importance of entrepreneurship and the role of educators at the kindergarten through high school level. The DOE had a representation on the network.

The strategy is to provide awareness and information that is very specific to the 22 organizations that are now involved to make Georgia the #1 Entrepreneurship State. The activities already implemented are:

1. Weekly, very short entrepreneurship support statement to each of Georgia's 175 members of the House of Representatives and to the 58 members of the Georgia Senate.
2. Contacting members of the Governor's Entrepreneurship Network through Mary Ellen McClanahan
3. Contacting all Georgia Mayors
4. Contacting all Georgia County Commissioners
5. Contacting all Chambers of Commerce
6. Contacting Georgia SBDC network
7. Contacting all non EF counties

This year they have all received information about the Resolution to make Georgia #1 and specific information about their possible role and a request for involvement.

Eleven of the organizations identified in the strategy to make Georgia #1 are involved directly in education, and nine of the organizations are subsets of the Georgia Department of Education. The following divisions of education that are involved are statewide

1. Local school superintendents and their organizations
2. Local curriculum directors and their organizations
3. Guidance counselors and their organizations
4. 16 regional education service agencies
5. Local elementary principals and their organization s
6. Local middle school principals and their organization s
7. Local high school principals and their organization s

In addition to these activities the Georgia DOE Division of Career, Technical, and Agricultural Education has the responsibility for the entrepreneurship program through the Georgia Career Pathways effort and are committed to support the statewide entrepreneur effort to be #1.

27th Annual Entrepreneurship FORUM

A team of Georgia Leaders attended the 27th Annual Entrepreneurship FORUM to share their goals, initiatives and accomplishments with entrepreneurship educators from all over the nation.

Note that details from the FORUM are posted on the Consortium website at www.entre-ed.org/network/forum.htm . This includes complete videos of the presentations of the Georgia major speakers, pictures of the conference and its participants, and PowerPoints from some of the presenters.

First we met GEORGIA State Congressman Bob Smith who is determined to encourage every county in the state to demonstrate that entrepreneurship is the key to job creation and economic development ... both now and in the future. Bob Smith has served in the Georgia House of Representatives since 1998 and currently serves as the Vice Chairman of the Appropriations Committee. He has a passion for supporting entrepreneurship and recently passed House Resolution 165 to make Georgia the number one destination for entrepreneurship nationally. He and a Georgia Entrepreneur, Peter RajECKi, were the conference Keynoters.



Then we heard from **Georgia's entrepreneur supreme.... Peter RajECKi**, who comes from a very poor childhood in Germany to become an American sports star and successful entrepreneur... through pure guts! Peter became the first soccer type kicker for the University of Georgia and later kicked for the Washington Redskins. He now is CEO of Estrol lubricants and has developed biodegradable lubricants. He is a unique entrepreneur who has provided motivational inspiration for people at all ages. Peter believes "only in America" could he have achieved his dreams. His story demonstrates why American complainers need to wake up to our unique opportunities and why Georgia is determined to be leaders in entrepreneurship.

Eleven EF counties have been selected from the 129 EF counties because of their outstanding efforts to support entrepreneurship. Recently nine of these counties sent presenters to the Consortium for Entrepreneurship Education Forum on November 6-10, 2009 in Norfolk, VA. In addition to these nine presenters, House of Representative Bob Smith of Georgia was the keynote speaker and Peter RajECKi, a former Georgia Bulldog kicker and entrepreneur made a motivational presentation that was outstanding. The Forum provided Georgia educators the opportunity to state their case on becoming the #1 entrepreneurship state. In addition to being the keynote speakers on Sunday, Nov 8, they were well represented throughout the conference as session leaders as follows:

Georgia is #1 in Entrepreneurship...Why? - Mary Ellen McClanahan, Director, Community & External Alliances, Atlanta, GA



Georgia created the “Entrepreneur Friendly” Initiative to build an entrepreneurial culture, to think non-traditionally and to fully understand the impact of entrepreneurship. Education is key and along with other innovative approaches and partnerships, Georgia is happy to share the ‘how tos’, the ‘wows’ and the ‘don’t dos’.

Create Your Own Job and Job for Others Julia Menefield, East Athens Development Corporation, Athens, GA

Discuss our comprehensive approach to micro business development with services targeted to those thinking about starting a business (pre-venture), launching entrepreneurs and finally to existing businesses seeking assistance to expand operations (i.e. adding an employee or keeping an employee) and or to improve profitability and sustainability. The activities for this program fall into two broad categories: Training and Technical Assistance; Micro Enterprise Business Institutes & Outreach Advocacy and Access to Capital.



Blocking and Tackling Entrepreneurship - Peter Rajecki CEO, Estrol Lubricants, Bogart, GA

Meet with Peter Rajecki to discuss the strategy for creating his business...."Developing Passion, Creating a Game Plan, Overcoming Obstacles, Re-Inventing Oneself, and Achieving Your Goal".

Building the Entrepreneurial Spirit in Georgia - Connie Bragg, Bradwell Institute, Hinesville, GA - Let me explain the Liberty County Entrepreneur Friendly Process that is helping make Georgia # 1 in Entrepreneurship.



SUCCESS Depends on Leadership - Paul DeLargy, GA REAL Enterprises, Athens, GA

Success often depends on teachers that take a risk and provide leadership, not just waiting for those at the top to be the leaders in creating entrepreneurship education programs. This session will share specific examples of teacher leadership that made a difference for Georgia.



Home of the Mountain Top Café - REAL for Special Needs - Kelly Bramlett, Stephanie Barber, Kennesaw Mountain High School, Atlanta, GA

We have created a vocational curriculum that teaches real life, functional, social, personal finance, and transition skills to high school special needs students. The students operate a real business (a coffee shop)

in the school. Students learn how to operate a real business while still in the safe environment of the school. Students operate a cash register, make change, fill recipes, deliver coffee, restock, talk to customers, clock in, and receive a paycheck and lots more. There is no better way to teach job skills than to practice them in a real world setting. Join Us to learn more about **Serving Up Success.**



Georgia Teacher Training & Entrepreneurship Advisory Board - Sheri Smith, Riverwood International Charter School, Atlanta GA

Let me introduce you to our state advisory committee for Georgia. I will share some background as to who we are, what our goals are, and how we hope to promote entrepreneurship education in the state of Georgia. Sheri is an outstanding entrepreneurship teacher and also a trainer of teachers for several years at the National Entrepreneurship Teacher Training Institutes. She also serves on the DOE Division of Career, Technical, and

Agricultural Education Advisory committee and has the ability and knowledge to be very helpful in helping the department's support of entrepreneurship.

Integrating Entrepreneurship from a Global Perspective - Sheri Smith, Riverwood International Charter School, Fulton County, GA

Creating international partnerships can seem like a daunting task to an entrepreneurship teacher. Yet, taking part in these experiences is an enriching teaching tool. Learn how entrepreneurship teachers can establish global business partners, use technology to stay connected, and make connections across curriculums.



Project Synergy - Thomas Randolph and Matt Jelley - Dade County Middle School, Trenton, GA

Project Synergy is an effort to connect the worlds of education, business, government, and community. The project is founded upon the desire to foster student innovation as it connects to the real world. *Project Synergy* seeks to unite education, business, government, and community in a celebration of student achievement and present a visible model of holistic participation in the nurturing of our children.

"Get REAL Saturdays" Preparing for the Workforce - Barbara Gaertig, Barnett Shoals Elementary School, Athens, GA

Entrepreneurship Education is a Solution for Students With Autism Spectrum Disorder. The children are given opportunities to practice important skills for successful participation in school and community settings as well as for future employment. Simultaneously, parents gather to share information and take part in workshops presented by teachers and guest speakers....building important networks.

**CELEBRATE
NATIONAL ENTREPRENEURSHIP WEEK**
February 20 - 27, 2010

Find suggested activities and events on the Consortium website at www.nationaleweek.org

To post your website and activities on the Georgia Page contact ...

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