



# Entrepreneurship Development Systems – Growing and Supporting Youth Entrepreneurs in Communities

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# The Six Collaboratives

- Empowering Business Spirit Initiative Collaborative, serving Northern New Mexico counties, pueblos, and tribes. Website: [www.bizport.org](http://www.bizport.org)
- Connecting Oregon for Rural Entrepreneurship Collaborative, serving Lake County, Lincoln County, Northeast, Southwest, and North-Central Oregon. Website: [www.rdiinc.org](http://www.rdiinc.org)
- Oweesta Collaborative, serving Pine Ridge and Cheyenne River reservations of South Dakota (Lakota Sioux), and the Wind River Reservation in Wyoming (Eastern Shoshone and Northern Arapahoe). Website: [www.oweesta.org](http://www.oweesta.org)
- HomeTown Competitiveness Collaborative, serving 15 counties in Nebraska. Website: [www.htcnebraska.org](http://www.htcnebraska.org)
- Advantage Valley Entrepreneurship Development System Collaborative, serving twelve counties in West Virginia, Kentucky and Ohio. Website: [www.advantagevalleyels.com](http://www.advantagevalleyels.com)
- North Carolina's Rural Outreach Collaborative, serving 85 rural counties of North Carolina, including seven rural Native American Tribes. Website: [www.ncruralcenter.org](http://www.ncruralcenter.org)

# CFED's Role

- CFED was contracted by the W.K. Kellogg Foundation to manage the Request for Proposals (RFP) and selection process.
- CFED also coordinated peer learning opportunities, developed convenings, and provided customized technical assistance to the six EDS collaboratives.

# What were we hoping to create?

An EDS framework centered around three **core goals** to:

- develop a pipeline of entrepreneurs by nurturing entrepreneurial aspirations in youth, identifying and supporting potential entrepreneurs, and fostering an entrepreneur-friendly environment;
- implement a system for peer networks, access to capital, and technical assistance providers for all types of entrepreneurs; and
- foster a supportive policy and cultural environment of entrepreneurship

# What are the components of the EDS framework?

- Entrepreneurship education
- Training, technical assistance and coaching
- Access to capital
- Networks and mentoring
- Entrepreneurial culture
- Supportive public policy

# Youth Focus

- **Entrepreneurship education** – strong youth focus across the collaboratives
  - Engaging youth in statewide business plan competitions
  - Developing new youth entrepreneurship curricula
  - Linking secondary and post-secondary entrepreneurship curricula

# Youth Focus

- **Entrepreneurship education** – strong youth focus across the collaboratives
  - Partnering with community colleges and universities to develop certification programs in entrepreneurship
  - Placing coaches and mentors in high schools to better understand and meet the demands of future entrepreneurs
  - Establishing internship programs and youth entrepreneurship grant programs

# Training, technical assistance and coaching

- Increasing the supply of qualified entrepreneurship educators, technical assistance providers and coaches
- Using training to build capacity and leadership of service providers
- Refining intake and referral systems to match clients to providers
- Maintaining open systems – new partners welcome
- Linking entrepreneurs to market opportunities through access to market information
- Providing 3 dimensional coaching that addresses passion, management, capacity and business model
- Facilitating shared coaching in formal and informal ways

# Access to capital

- Promoting community and place-based charitable giving linked to economic development, leadership and entrepreneurship goals
- Encouraging angel investors and venture capitalists to make their own investment in the rural EDS systems and entrepreneurs
- Linking savings mobilization to entrepreneurship through pairing Individual Development Accounts (IDAs) and other savings tools with traditional sources of capital
- Developing a common business loan application
- Providing credit building loans to improve credit ratings of entrepreneurs
- Creating new sources of capital (loans and equity investments) designed for rural entrepreneurs

# Supportive policy

- Creating a fully-funded state position for entrepreneurship education
- Organizing state and Indian business policy summits
- Developing a statewide or tribal entrepreneurship policy agenda
- Promoting the passage of entrepreneurship legislation
- Encouraging tribal councils and state and local economic development agencies to adopt entrepreneurship as a viable economic development strategy
- Assisting tribal councils in adopting Uniform Commercial Codes, three-year staggered terms for Tribal Council members, and other supportive policies

# Outcomes to date

- Entrepreneurship education: Youth are choosing to stay in their communities
- Training, TA and coaching: Hidden market opportunities in rural areas are made visible through reliable market information
- Access to Capital: Financial products and services designed for rural entrepreneurs are more widely available/linked to savings tools
- Networks and mentoring: Resources (guides, toolkits) help service providers and entrepreneurs start networks
- Policy: Tribal, state and local policymakers increasingly recognize the importance of entrepreneurship
- Supportive culture: Entrepreneurs in high amenity rural communities are harnessing their rural places for business opportunities
- Success stories are fostering communities that are more supportive of entrepreneurship

# For more information

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