YOUNG UTAHPRENEURS
GRANT BIDDERS’ MEETING

January 13, 2020
Support programs

Support staff

Support afterschool field

Convene & connect

Best practices

Afterschool & school-day alignment

Nonprofit since 2006
Background of the grant

» Mott Foundation
» High school entrepreneurship
» Teach 21st Century skills
» $5,000 mini grants
» 1:1 match
Impact Utah high school students’ entrepreneurial mindset.

Increase entrepreneurship opportunities in the out-of-school time space for high school students.

Increase the number of high school students in Utah exposed to entrepreneurship opportunities and programs.
PROGRAM BENEFITS

- UEPC will create a one-pager for each grantee.
- Youth will receive incentives by participating in the pitch competition.
- New partnerships with industry.
- Sustainable infrastructure.
- Free training and curriculum.
REQUIREMENTS & EXPECTATIONS

- Increase the depth and breadth of entrepreneurship programming in your program.
- Participate in a Pitch Competition.
- Participate in free training provided by VentureLab and Young Entrepreneur Institute.
REQUIREMENTS & EXPECTATIONS

● Participate in pre and post VentureLab surveys.

● Participate in a focus group with UEPC.

● Participate in a mid-year check-in.

● Submit a final narrative and expense report.
APPLICATION COMPONENTS

» Program and main contact information
» Organization description
» Project description
» Partners
» Outcomes
» Sustainability
» Budget
Program Expenses:
- Staff salaries
- Instructor stipends/salaries
- Teacher salaries (CTE teachers)
- Transportation
- Snacks
- Prizes/incentives
- Curriculum
- Equipment
- Mileage reimbursement
- Supplies/materials (consumables such as paper)
- Event costs
- Printing
- Marketing

Indirect Expenses:
Proposals will not be considered with indirect costs above 10%
- Computer software
- Maintenance/office repairs
CURRICULUM: Young Entrepreneur Institute

- Youngentrepreneurinstitute.org
  - Toolkit
  - Curriculum
  - Support
Young Entrepreneur Institute Pitch Challenge
Young Entrepreneur Institute Pitch Challenge
CURRICULUM: Venturelab

Venturelab.org

- Helping youth develop an entrepreneurial mindset and skillset
- Training and resources
- Curriculum
- Support
ENTREPRENEURIAL MINDSET

Being entrepreneurial isn’t just about starting companies. It is about having a vision and making it a reality. It is a way of thinking that can be learned and practiced.

1. CURIOSITY
Always ask “what if” and “why” and seek new and creative ways of learning and doing.

2. GROWTH MINDSET
Recognize your potential for learning and achieving anything and the power to stretch your brain and sharpen your mind.

3. COURAGE
Dare to step out of your comfort zone(s) to accomplish great things.

4. PERSISTENCE & GRIT
Learn to work through failure to create solutions for the problems you are passionate about.

5. OPPORTUNITY-SEEKING
Actively observe, identify, and act on circumstances where you can innovate or solve a problem.

6. PROBLEM-SOLVING
Proactively develop creative solutions to the problems around you.

7. REDEFINING FAILURE
See failure as a learning opportunity and a launchpad for your next success or discovery.

8. OPTIMISM
Be confident and hopeful in your ability to innovate and your potential for making an impact.

9. RESOURCEFULNESS
Develop quick and clever ways to overcome challenges (and don’t worry, you can always iterate).

10. ADAPTABILITY
Make smart changes when challenges arise without losing heart or giving up.

11. EMPATHY
Think about other people’s needs and feelings and keeping these in mind when solving a problem.

ENTREPRENEURIAL SKILLSET

With an entrepreneurial mindset, you’re halfway there to bringing your innovative ideas to life. All that’s left is learning the practical tools, or skills, that successful entrepreneurs have in their toolbox.

1. CREATIVITY
Being creative means being bold and imaginative and not limiting your thinking to what’s already been done.

2. TEAMWORK
It’s rare for someone to accomplish great things by themselves—seek out teams with diverse perspectives, skills, and talents.

3. IDEA GENERATION
The key to innovation is to let your mind spread its wings and fly. The more ideas the better—wild and silly ideas welcome!

4. OPPORTUNITY ANALYSIS
Entrepreneurs look for and analyze different patterns and trends to see if an idea will be successful and if it’s the right time to get started.

5. MARKET RESEARCH AND CUSTOMER VALIDATION
It’s important to gather information about your potential users so you can turn your idea into something that they will want!

6. DESIGN THINKING
To develop effective solutions, entrepreneurs need to put the user first and seek out feedback in order to design with users in mind.

7. PROTOTYPING
Entrepreneurs create prototypes—simple models to explain their idea, get feedback, and learn how their product can be improved.

8. BUSINESS MODEL METHODOLOGY
Business models help answer questions like: What will it cost to make your product? What should you charge?

9. PITCHING
Rallying people around your idea is critical! Effective “pitches” to potential users and investors are clear, short, and persuasive.

10. PUBLIC SPEAKING
When you have opportunities to speak about your idea, you want to do so as effectively as possible (this takes practice).
HOW TO APPLY?

utahafter-school.org/program-resources

ALL LINKS ARE ON OUR WEBSITE.
QUESTIONS?
CONTACT

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