

# MICROFILM DIVIDER

OMB/RECORDS MANAGEMENT DIVISION

SFN 2053 (2/85) 5M



ROLL NUMBER

DESCRIPTION

2197

2007 SENATE EDUCATION

SB 2197

## 2007 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No. 2197

Senate Education Committee

☐ Check here for Conference Committee

Hearing Date: January 23, 2007

Recorder Job Number: 1734

Committee Clerk Signature

Minutes:

Chairman Freborg opened the hearing on SB 2197, a bill relating to an elementary student entrepreneurship grant program. All members were present.

Senator Wardner introduced the bill. The bill requests a \$250,000 appropriation to the State Board of Career and Technology Education to create a program of grants to qualified entities.

These grants would coordinate with elementary classroom curriculum. The students would create projects that would be shown at an exhibition. Increasing entrepreneurship in our children will help keep them in the state. It gets young people to use their minds.

Senator Taylor asked why the money would go to Career and Technology Education and not the Department of Public Instruction.

Senator Wardner said it is vocational education in economic development. They have a board that could approve the grants.

Senator Flakoll asked if in kind matches qualified.

Senator Wardner said the bill says there should be a match of local funds up to 50%.

Senator Flakoll confirmed the match would be in dollars, not in in kind services or supplies.

Senator Wardner said that is correct.

Senator Flakoll asked if there is a limit on grant size.

Senator Wardner said it is up to the Board of Career and Technology Education. The intent is for it to be spread out over the state.

Senator Flakoll asked if there is a historical basis for the \$250,000.

Senator Wardner said there are some programs in existence; this is a bare bones budget in helping the local programs.

Senator Taylor asked if a match is required at 50%.

Senator Wardner said the policies will be adopted by the Board of Career and Technology Education so we are leaving some flexibility. There has to be some local match.

Senator Seymour testified in favor of the bill. This economic development idea came about in Minot in 1989. It is an exciting program that involves parents, children and teachers.

Representative Monson testified in favor of the bill. In his real life as a school administrator he sees the need to grow our business men and women.

Representative Mueller testified in favor of the bill. He sits in the House Education Committee.

We have creative young people and this is a means to spur them on to greater heights of entrepreneurship. Children who get involved in these kinds of programs do bigger and better things as they grow older. This will help keep people in the state. Career and Technology Education is the logical place for this.

Roger Johnson, Agriculture Commissioner, testified in favor of the bill. (Written testimony attached)

Senator Bakke asked if elementary students showcase their work at Marketplace for Kids.

Mr. Johnson said yes, 17,000 kids bring projects.

Wayne Kutzer, Career and Technology Education, testified in favor of the bill. (Written testimony attached)

Wayne Sanstead, Superintendent of Public Instruction, testified in favor of the bill. (Written testimony attached)

Senator Taylor asked the dollar amount of the grant that is expiring.

Dr. Sanstead said he did not know.

Wayne Kutzer came to the podium and answered that this bill will not replace the entire grant but Marketplace for Kids will get other grants.

John Leininger, Project Director, East Central Dakota Educational Consortium, testified in favor of the bill. (Written testimony attached). He also submitted testimony from Breda Disette, Griggs – Steele Development Director. (Written testimony attached)

Doris Griffin, Co-Chair in Region 3 of Marketplace for Kids, testified in favor of the bill. She also submitted testimony from Brenda Langerud, the other Co-Chair of Region 3 Marketplace for Kids. (Written testimony attached) When she goes into the classroom it is amazing. As soon as she tells the kids about the project, they get very excited. They all carry their projects as far as they can, they involve their parents, they do research, they do writing, they build a model, they make back boards and they have to explain the process in an interview.

Kent Ellis he works with the energy career awareness program and is partner in an oil and gas brokerage firm in Minot and he testified in favor of the bill. His career is a direct result of a project to design a business while in the Grand Forks Schools. He did a project related to the energy industry and it spurred his interest. Today he employs 15 individuals; his daily payroll is approaching \$7500 per day. That is true economic development for the state of North Dakota. He distributed a list of jobs that will be available to high school graduates.

Mary Haugel, 5<sup>th</sup> grade teacher at the West Fargo Public Schools, testified in favor of the bill.

She has been teaching for 30 years. She thinks a lot of the Marketplace for Kids program.

She likes to teach inventing. She was at the first Marketplace for Kids in Jamestown in 1989.

They then started it in Fargo. They had 700 inventors last year and 2000 kids on the field trip. Classes are offered, there are lots of volunteers. This is a great way to show our kids the opportunities in North Dakota. They may leave the state but they come back. The standards of Marketplace for Kids align with those they teach. The students utilize math, science, social studies, and all curricular areas. Kids who struggle with school do well with these projects too. She also distributed testimony from David Kahl, Principal, McKinley Elementary School in Fargo. (Written testimony attached)

Vivian Meyers, Bismarck, testified in favor of the bill. It is a unique opportunity.

Ron Wyman, instructor at Minot State University, testified in favor of the bill. He distributed a history of the SIFE Organization with Marketplace for Kids. (Written testimony attached)

Mary Boekel has a son Oliver who is a ninth grader and participated in Marketplace for Kids in the 5<sup>th</sup> and 6<sup>th</sup> grades. He could not attend so she submitted his testimony. (Written testimony attached) She also submitted testimony from Debbie Richter. (Written testimony attached)

Chairman Freborg closed the hearing on SB 2197.

Senator Flakoll moved a Do Pass and Rerefer to Appropriations on SB 2197. Senator Taylor seconded the motion. The motion passed on a roll call vote 5-0-0. Senator Bakke will carry the bill.

Date: 1/23/07  
Roll Call Vote #: 1

2007 SENATE STANDING COMMITTEE ROLL CALL VOTES  
BILL/RESOLUTION NO. 2197

Senate Education Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number \_\_\_\_\_

Action Taken Do Pass and Refer to Appropriations

Motion Made By Senator Flakoll Seconded By Senator Taylor

Senators	Yes	No	Senators	Yes	No
Senator Freborg	✓		Senator Taylor	✓	
Senator Flakoll	✓		Senator Bakke	✓	
Senator Gary Lee	✓				

Total Yes 5 No 0

Absent 0

Floor Assignment Senator Bakke

If the vote is on an amendment, briefly indicate intent:

**REPORT OF STANDING COMMITTEE (410)**  
January 24, 2007 3:36 p.m.

**Module No: SR-16-1152**  
**Carrier: Bakke**  
**Insert LC: . Title: .**

**REPORT OF STANDING COMMITTEE**

**SB 2197: Education Committee (Sen. Freborg, Chairman) recommends DO PASS and BE REREFERRED to the Appropriations Committee (5 YEAS, 0 NAYS, 0 ABSENT AND NOT VOTING). SB 2197 was rereferred to the Appropriations Committee.**



2007 SENATE APPROPRIATIONS

SB 2197

Job 2310

forgot to turn  
on recorder

so it starts

with Wardner

Still testifying

& Kilgus asked

Questions.

## 2007 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No. 2197

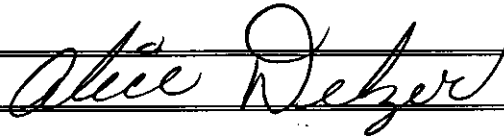
Senate Appropriations Committee

☐ Check here for Conference Committee

Hearing Date: 01-30-07

Recorder Job Number: 2310

Committee Clerk Signature



Minutes:

**Chairman Holmberg** opened the hearing on SB 2197 at 2:45 pm on January 30, 2007 in reference to the Elementary Student Entrepreneurship Grant Program.

**Senator Wardner District 37, Dickinson, ND** introduced the bill and gave oral testimony in support of the bill. He went into further explanation of the bill. The Elementary Student Entrepreneurship Grant Program will be under the authority of the State Board for Career and Technical Education. There would be the issue of matching grants and he explained about the matching grants program. There would be hands on projects, coordination with the elementary classroom in the schools, and different entities could be involved in the program. This program is designed to encourage elementary students to become creative.

Written testimony (1) was submitted on behalf of Dr. Wayne Sanstead, Superintendent Department of Public Instruction (DPI) and founding member of the Board of Directors for Marketplace for Kids and as a member of the State Board of Career and Technical Education in support of SB 2197. His letter states he is very impressed with the spectacular expansion of the powerful Marketplace of Kids Program (MKP) across out state.

**Senator Grindberg** asked questions relating to what organizations could be an entity in this program.

**Senator Wardner** stated area service providers would work with the schools and that there is flexibility in the program, others could be fiscal agent.

**Senator Bowman** asked who oversees the program and could it happen that this program would only be used in a one school district. He was assured by Senator Wardner that would not be the case, the intent is for several smaller grants to be spread out over the entire state.

**Senator Kilzer** asked questions regarding if there was more than 2 groups in one area and if this program includes the parochial schools. He was told that it could happen that more than one group could possibly get the program and it would depend upon the biggest match if that happened and that parochial schools are included.

**Senator Krauter** asked about the language in the bill including parochial schools and questions about the matching dollars up to 50% and whether that is the right terminology in the bill.

**Senator Wardner** stated he may have a point, there may have to be an amendment to the bill, and they felt the State Board of Career and Technical Education would oversee the matching dollars. The language may have to be changed in the bill.

**Roger Johnson, Agriculture Commissioner** presented written testimony (2) and gave oral testimony in support of SB 2197.

**Wayne Kutzer, Director of the Department of Career and Technical Education (CTE)** presented written testimony (3) and gave oral testimony in support of SB 2197. He stated the CTE Board would establish guidelines on how the funding would go out to schools with a major emphasis on continuing the current programming that has received rave reviews with the state and nationally. Our goal is to maintain the great programming within the schools and the regions that MPK has built up over the years.

**Senator Fischer** had questions regarding the matching money for awarding the grants. He also had questions regarding keeping the interest up if this program only goes through the 6<sup>th</sup> grade and if this program is too complicated for these young students.

**Connie Smith, Retired Teacher, Jamestown, ND** testified in support of SB 2197.

**Kent Ellis, Career Learners Program, on behalf of John Leininger, Project Director for the east Central Dakota Educational Consortium** presented written testimony (4) and gave oral testimony in support of SB 2197.

**Senator Krebsbach** asked if these courses are taught during the classroom hours. She was informed that it is a volunteer program after school, parents, extended family, even teachers get involved in the program and it is very successful.

Written testimony (5) was presented from Cindy Hutchins, Principal, Nativity School in Fargo, ND in support of SB 2197.

**Chairman Holmberg** closed the hearing on SB 2197.

## 2007 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No. 2197

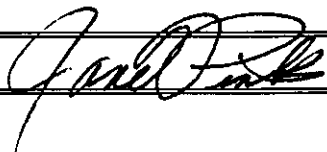
Senate Appropriations Committee

☐ Check here for Conference Committee

Hearing Date: 02-09-07

Recorder Job Number: 3276

Committee Clerk Signature



Minutes:

**Chairman Holmberg** opened the hearing on SB 2197 with discussion.

There were several questions raised about whether the money should pass directly through the schools to marketplace.

**Senator Christmann moved a Do Not Pass. Senator Bowman seconded. A voice vote was taken and the motion failed.**

**Senator Grindberg and Senator Mathern** will discuss a possible amendment for this bill and come back to the committee.

**Chairman Holmberg** closed the hearing on SB 2197.

## 2007 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No. 2197

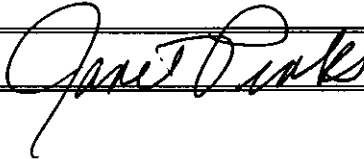
Senate Appropriations Committee

☐ Check here for Conference Committee

Hearing Date: 02/12/07

Recorder Job Number: 3372

Committee Clerk Signature



Minutes:

**Chairman Holmberg** opened the hearing on SB 2197.

**Senator Grindberg** moved a do pass on amend 0101. Senator Mathern seconded.

Discussion was held and an oral vote was taken. An oral vote was taken on the amendment, the motion carried.

**Senator Grindberg** gave background information on the amendment.

**Senator Grindberg** moved a **DO PASS AS AMENDED**, **Senator Seymore** seconded. A roll call vote was taken resulting in 8 yes, 4 no, 2 absent. The motion carried and **Senator Seymore** will carry the bill.

**Chairman Holmberg** closed the hearing on SB 2197.

Date: 2/9/07  
Roll Call Vote #: 1

2007 SENATE STANDING COMMITTEE ROLL CALL VOTES  
BILL/RESOLUTION NO. 2197

Senate Appropriations Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number \_\_\_\_\_

Action Taken

DNP

Motion Made By

Christmann

Seconded By

Bowman

Senators	Yes	No	Senators	Yes	No
Senator Ray Holmberg, Chrm	✓		Senator Aaron Krauter	✓	✓
Senator Bill Bowman, V Chrm	✓		Senator Elroy N. Lindaas		✓
Senator Tony Grindberg, V Chrm		✓	Senator Tim Mathern		✓
Senator Randel Christmann	✓		Senator Larry J. Robinson		✓
Senator Tom Fischer			Senator Tom Seymour		✓
Senator Ralph L. Kilzer	✓		Senator Harvey Tallackson		
Senator Karen K. Krebsbach	✓				
Senator Rich Wardner		✓			

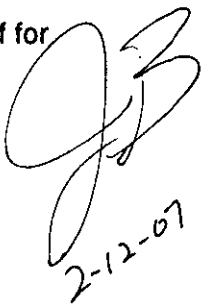
Total (Yes) 5 No 7

Absent 2

Floor Assignment Bakke Edu

If the vote is on an amendment, briefly indicate intent:



  
2-12-07

PROPOSED AMENDMENTS TO SENATE BILL NO. 2197

Page 1, line 10, remove "regional", remove "conferences", and replace "are" with "is"

Page 1, line 11, after "curriculum" insert ", standards, and activities"

Page 1, line 12, remove ", joint powers"

Page 1, line 13, remove "agreements, regional councils, or local economic development organizations"

Page 1, line 14, replace "total regional entrepreneurship conference" with "curriculum and activity costs."

Page 1, remove line 15

Renumber accordingly

Date: 2/12  
Roll Call Vote #: 1

**2007 SENATE STANDING COMMITTEE ROLL CALL VOTES**  
**BILL/RESOLUTION NO. 2197**

Senate Appropriations Committee

☐ Check here for Conference Committee

Legislative Council Amendment Number \_\_\_\_\_

Action Taken DP as amend 0101

Motion Made By Grindberg Seconded By Seymore

Senators	Yes	No	Senators	Yes	No
Senator Ray Holmberg, Chrm		✓	Senator Aaron Krauter		
Senator Bill Bowman, V Chrm		✓	Senator Elroy N. Lindaas	✓	
Senator Tony Grindberg, V Chrm	✓		Senator Tim Mathern	✓	
Senator Randel Christmann		✓	Senator Larry J. Robinson	✓	
Senator Tom Fischer			Senator Tom Seymour	✓	
Senator Ralph L. Kilzer		✓	Senator Harvey Tallackson	✓	
Senator Karen K. Krebsbach	✓				
Senator Rich Wardner	✓				

Total (Yes) 8 No 4

Absent 2

Floor Assignment Seymore

If the vote is on an amendment, briefly indicate intent:

**REPORT OF STANDING COMMITTEE**

**SB 2197: Appropriations Committee (Sen. Holmberg, Chairman)** recommends **AMENDMENTS AS FOLLOWS** and when so amended, recommends **DO PASS** (8 YEAS, 4 NAYS, 2 ABSENT AND NOT VOTING). SB 2197 was placed on the Sixth order on the calendar.

Page 1, line 10, remove "regional", remove "conferences", and replace "are" with "is"

Page 1, line 11, after "curriculum" insert ", standards, and activities"

Page 1, line 12, remove ", joint powers"

Page 1, line 13, remove "agreements, regional councils, or local economic development organizations"

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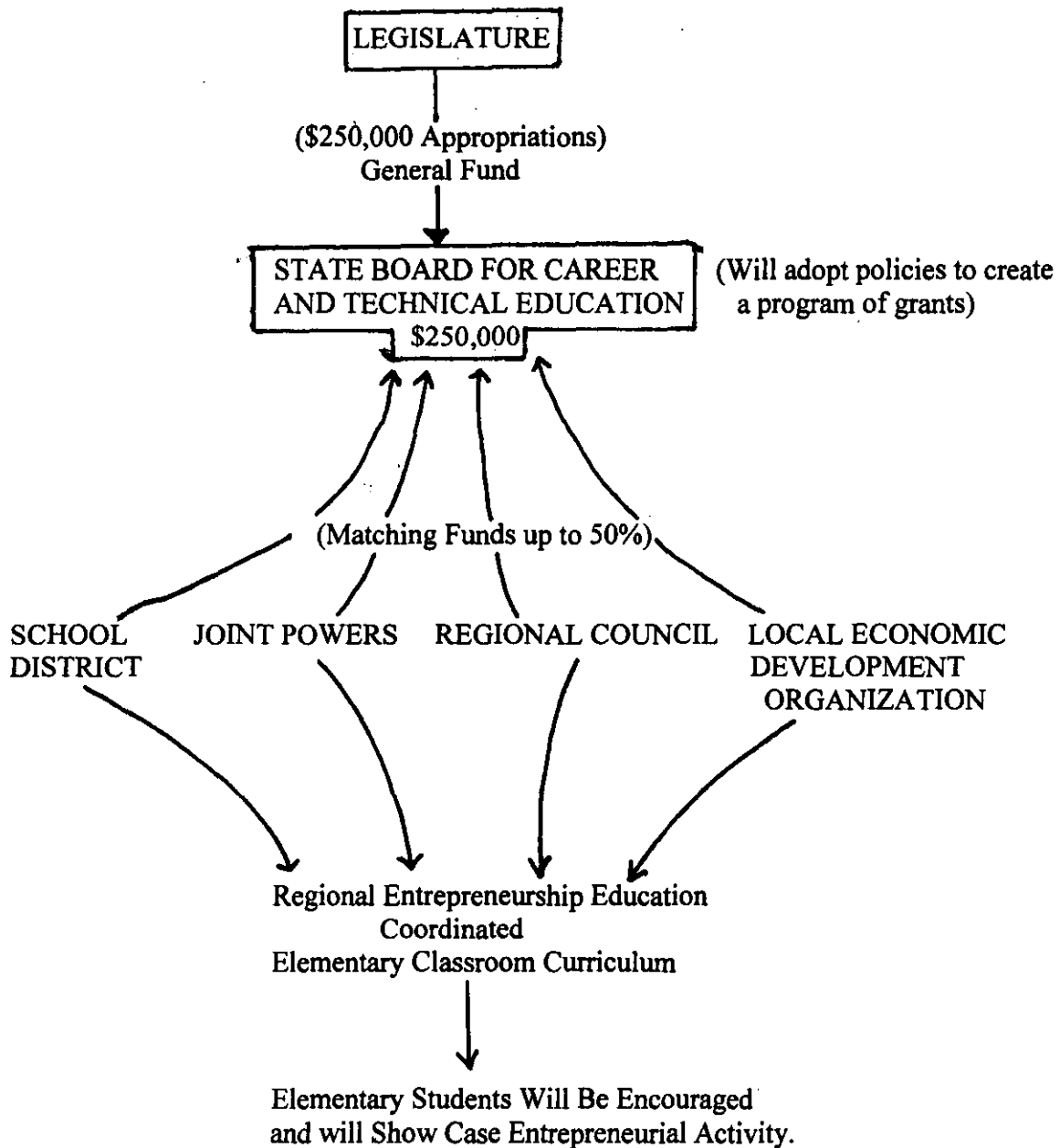
Page 1, remove line 15

Renumber accordingly

2007 TESTIMONY

SB 2197

DIAGRAM OF HOW SB 2197 FUNCTIONS.  
"ELEMENTARY ENTREPRENEURSHIP PROGRAM"





600 E. Boulevard Ave., Dept. 602  
Bismarck, ND 58505-0020

**Testimony of Roger Johnson  
Agriculture Commissioner  
Senate Bill 2197  
Senate Education Committee  
Missouri River Room  
January 23, 2007**

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Chairman Freborg and members of the Senate Education Committee, I am Agriculture Commissioner Roger Johnson. I am here today in support of Senate Bill 2197 which will create a North Dakota elementary student entrepreneurship program under the authority of the state board for career and technical education.

There is tremendous interest in entrepreneurial education in North Dakota. This is evidenced by the demand for and success of the Marketplace for Kids program. Six hundred students attended the first Marketplace for Kids Education Day in Jamestown in 1995. Since that time, nine additional sites have been added and last year more than 9,000 students and 8,000 teachers, parents, presenters and exhibitors and others participated in the program. Marketplace for Kids has been recognized nationally by the Consortium for Entrepreneurship Education as a quality elementary entrepreneurship program that aligns with the national standards of practice for entrepreneurship education. Marketplace for Kids also provides opportunities for alignment with North Dakota's Content and Performance Standards.

There are many others here who will offer testimony on the merits of the program so I will briefly discuss its funding. Marketplace for Kids funding has come from private individuals, businesses, organizations, associations and most significantly from a U.S. Office of Education grant. The three-year grant expires this year. Without it, the future of the Marketplace for Kids program is at risk unless another funding source---such as this bill---is identified. Losing a program like Marketplace for Kids would be a real disservice to our students.

Chairman Freborg and members of the committee, I urge a do pass on SB 2197. I would be happy to answer any questions you may have.

Senate Education Committee  
Testimony on SB 2197  
January 23, 2007

Mr. Chairman and members of the Senate Education Committee, my name is Wayne Kutzer, Director of the Department of Career and Technical Education.

Entrepreneurship is a basic component of the economic engine in our state and our nation. Our economy grows through the innovation of our citizens and development of businesses large and small. Marketplace for Kids has a proven track record of creating awareness and hands on experiences for elementary students in grades 4, 5, and 6. Planting the seed in these young people that opportunities are only limited by their imagination.

This bill will establish funding for a regional entrepreneurship education program that is currently operating in 10 locations across the state. The Department of Career and Technical Education is a logical choice as the fiscal agent for these funds. We have elements of entrepreneurship in all of our programming areas and especially in high school Marketing and Business. This will help build entrepreneurship into a systemic process that moves from the upper elementary to high school and eventually on to college.

Our goal is to maintain the great programming within the regions that Marketplace for Kids has built up over the years. The funding that is contained in this bill, \$250,000 which represents about 50% of the total funds needed, would go out to schools, education associations, regional councils, or local economic development organizations and require a match of up to 50%. The match funds would come from local efforts and from grants that Marketplace for Kids continues to write and use for the operation of all the regional activities.

Marketplace for Kids has an excellent program and these funds would help to continue the program all across the state. I ask for your support and a Do Pass on SB2197.



*Same given to Senate Appropriations*

**TESTIMONY ON SB 2197  
SENATE EDUCATION COMMITTEE**

**January 23, 2007**

**by Dr. Wayne G. Sanstead, State Superintendent**

**328-4570**

**Department of Public Instruction**

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Mr. Chairman and members of the committee:

My name is Dr. Wayne Sanstead and I am the Superintendent for the Department of Public Instruction. As a founding member of the Board of Directors for Marketplace for Kids and as a member of the State Board of Career and Technical Education, I'm please to join in urging that favorable consideration be given to Senate Bill 2197.

The expanded entrepreneurial activities and opportunities that this bill presents for North Dakota elementary students is exciting in that it brings classroom-based "hands-on learning" education projects into a public showcase presentation centered on a marketplace experience for our students.

I've been impressed at the spectacular expansion of the powerful Marketplace for Kids program across our state. It's been both a personal and professional joy to participate in the nine regional school year sites and the one summer program.

Last year more than 25,000 students across the state participated in Marketplace for Kids. I've always said Marketplace for Kids is a premier educational experience, providing for each student the '3 E's' in one day – Energy, Enthusiasm and Education. As our young students showcase their products and inventions, travel from class to class, learn critical thinking, problem solving and innovation methods, they are preparing at an early age to be tomorrow's entrepreneurs.

The statewide financial support provided in SB 2197 will clearly serve to continue what has been a most positive and productive experience for our youth.

**Testimony of John Leininger, Project Director  
East Central Dakota Educational Consortium  
Senate Bill 2197  
Senate Education Committee  
Missouri River Room  
January 23, 2007**

*Same  
given to  
Senate  
appropriations*

Chairman Freborg and members of the Committee, I am John Leininger, the Project Director for the East Central Dakota Educational Consortium consisting of the following school districts: Hope-Page, Finley-Sharon, Griggs Co. Central, Midkota, North Central of Barnes, Kensal, Carrington and New Rockford-Sheyenne. I am here today in support of SB 2197, which provides funding for a student entrepreneurship program.

Our Educational Consortium is the only Consortium in the state to host a summer entrepreneurship program, namely Marketplace for Kids program. Each of our eight school districts has a 21<sup>st</sup> Century Community Learning Center After-School Program which operate year-around programming. Our summer program operates in each school district from 8:00 a.m. to 12:30 p.m. five days a week and includes students in grades K-12.

We have hosted this program, along with a great deal of assistance from the Marketplace for Kids Bismarck staff, for the past three years. Each summer, we have had over 200 students participating in this program. It has been an excellent opportunity to give our students exposure to entrepreneurship and an opportunity for them to use their creativity as they outline and develop a business.

**The younger children may seek assistance from their parents to complete their project after they have identified their business intentions. We have found it to be a great learning experience for the students.**

**Marketplace for Kids is a program that is available to all students across North Dakota and is an entrepreneurial program that will help us keep more of our young people in ND. By exposing our young people to entrepreneurship, many of them will have an opportunity to use their ideas for the development of a business that can start and will remain in our North Dakota communities. Marketplace for Kids is definitely an asset building program.**

**Chairman Freborg and committee members, it is with experience and much enthusiasm that I urge a do pass on SB 2197. Thank you and I would be happy to answer any questions that you may have.**

## **Marilyn Kipp**

**From:** Brenda Dissette [BDissette@griggs-steeleEz.org]  
**Sent:** Tuesday, January 23, 2007 11:32 AM  
**To:** Marilyn Kipp  
**Subject:** SB 2197

Attached is the testimony for SB2197. I would like to have it go on record that I support the proposed funding for youth entrepreneurship education program.

**Brenda Dissette**  
**Marketing & Community Development Director**  
**Griggs-Steele Empowerment Zone**  
**PO Box 335**  
**602 Lincoln Avenue South**  
**Finley, ND 58230**  
**Phone: 701-524-2240 Fax: 701-524-2244**  
**Toll Free: 1-866-852-1135**  
**Website: [www.griggs-steeleez.org](http://www.griggs-steeleez.org)**

**Creating Opportunities...Building for the Future...**

1/23/2007

Mr. Chairman and members of the Education Committee:

My name is Brenda Disette, from Finley in District 23 and I am in favor of Senate Bill 2197 because it provides funding for a program that provides our youth the chance to further develop mathematical, analytical, communication and social skills through student entrepreneurship program. This student entrepreneurship program provides numerous workshops centered on career opportunities, civic involvement and useful information on the how-to's of starting a business. It also allows our youth to be creative, develop management skills, an awareness of business operations, and discover that self employment offers a genuine career alternative.

Youth entrepreneurship programs are critical to keeping our youth in our communities and in North Dakota. The rural community that I live and work in is grateful that there are programs available like the youth entrepreneurship program because it gives the youth an outlet to be creative with their projects and they learn a lot of skills in the process.

Please support SB2197 with a do pass.

**To: Sixtieth Legislative Assembly**  
**Re: Senate Bill No. 2197**  
**From: Brenda Langerud**  
**NDSU Extension Service/Ramsey County**  
**524 4<sup>th</sup> Avenue NE, Box 5**  
**Devils Lake, ND 58301**

Time and time again North Dakotans have proven themselves to be independent, self-sufficient, self-leading individuals who, despite their rural location, are often on the cutting edge of business and technology efforts. Marketplace for Kids provides the skills, background info and emotional boost for North Dakota students to be the leaders in business that this state needs. On another note, I often work with groups that have received grant dollars – Marketplace for Kids is an exception in how diligently they stretch every penny of their grant dollars.

## Marilyn Kipp

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**From:** Brenda Langerud [Brenda.Langerud@ndsu.edu]  
**Sent:** Tuesday, January 23, 2007 9:13 AM  
**To:** Marilyn Kipp  
**Subject:** Senate Hearing

Marilyn, please feel free to use the following statement if appropriate

"Time and time again North Dakotans have proven themselves to be independent, self-sufficient, self-leading individuals who, despite their rural location, are often on the cutting edge of business and technology efforts. Marketplace for Kids provides the skills, background info and emotional boost for North Dakota students to be the leaders in business that this state needs. On another note, I often work with groups that have recieved grant dollars - Marketplace for Kids is an exception in how diligently they stretch every penny of their grant dollars."

Brenda Langerud  
NDSU Extension Service/Ramsey County  
524 4th Ave NE Box 5  
Devils Lake, ND 58301  
Tel: (701) 662-7027  
Fax: (701) 662-7049  
brenda.langerud@ndsu.edu

# THIS YEAR NORTH DAKOTA WILL GRADUATE 8,600 HIGH SCHOOL SENIORS

THE U.S. ECONOMY WILL HAVE JOBS REQUIRING FOUR YEAR COLLEGE DEGREES FOR  
THE FOLLOWING NUMBER OF GRADUATES ENTERING THE CIVILIAN WORKFORCE

Teachers: preschool through grade 12	4.05%	348
Management-related (includes accountants, auditors, etc)	3.80%	327
Health: assessment and treatment (nurses, tech specialists, etc.)	2.26%	194
Writers, artists, entertainers, athletes	1.88%	162
Engineers (all subfields)	1.57%	135
Mathematical and computer scientists	1.56%	134
Social, recreational and religious workers	1.07%	92
Health: diagnosing (physicians, dentists)	0.81%	70
Teachers: college and university	0.74%	64
Lawyers and judges	0.72%	62
Educational administrators and related fields	0.62%	53
Medial and healthcare managers	0.58%	50
Marketing, advertising and PR managers	0.57%	49
Financial managers	0.56%	48
Public administrators and officials	0.54%	46
Property and real estate managers	0.43%	37
Natural scientists (includes chemical, biological and medical)	0.43%	37
Social scientists and urban planners	0.34%	29
Counselors: educational and vocational	0.19%	16
Librarians, archivists, curators	0.17%	15
Total	22.89%	1968

## WHAT ARE THE OTHER 6,632 GRADUATES GOING TO DO?

(Data Source: U.S. Census Bureau, Statistical Abstract of the United States, 2002, Table 588)

*Kent Ellis*



**To:       Sixtieth Legislative Assembly**

**Re:       Senate Bill No. 2197**

**From:     David H. Kahl Sr.**  
**Principal, McKinley Elementary School**  
**2930 8<sup>th</sup> Street North**  
**Fargo, North Dakota 58102**

The education of our youth involves years of academic preparation as we teach them to read, write, speak, listen, to be good mathematicians, to learn about our country and our world and be responsible, trustworthy citizens. Within the realms of each subject matter is a curriculum that is designed to prepare our children to make good choices, investigate and solve problems and become more aware of the opportunities in our World of Work.

As an educator with four decades of experience in the elementary schools of North Dakota, one area that I have often found lacking in our curriculum has been in the areas of economic education, entrepreneurship, inventiveness and authentic learning. In fact, as the former co-director of the Tri-College Center for Economic Education, I found that while we, as educators, have good intentions to familiarize our youngsters with the entrepreneurship process, on how to make good economic decisions, and how to create an invention or product that might make work or some faze of life easier for others, the lack of both a program of study and a vehicle to support such programs were lacking.

It is interesting to note that in almost every story we read to children, or in almost every history lesson or writing assignment, economics are usually involved. How about the story of the "Little Red Hen?" Was her product developed by an assembly line or was she an individual craftsman? What jobs were involved? Would the wheat have grown well on a North Dakota farm?

The teaching of entrepreneurship, economic concepts, inventiveness and creativity have been greatly enriched through a program that has been offered to North Dakota youngsters, known to many as "Marketplace for Kids." My affiliation with this program began in 1989 when the program was launched by various citizen groups and some North Dakota teachers. This first Marketplace event was held at the Jamestown Civic Center. It was at this event that three Fargo Public School teachers, seventy-five children and their personally created inventions (and I) traveled to Jamestown to attend this event. From this very successful event, the program expanded to include the Fargo-Moorhead and the Southeastern North Dakota area. The success of this annual event now involves over 2,500 elementary and middle school children in Region 5. This includes the participation by approximately 800 children who elected to display either their inventions, new products or entrepreneurial endeavors. The children who attend, not only visit the display arena in the host facility to view the latest student-created inventions, they also have opportunities to attend sessions whereby they learn about careers in North Dakota, new businesses, North Dakota opportunities and the offerings of North Dakota outdoor and recreational activities. In addition, farm machinery displays, construction equipment displays and field trips to various businesses along with other opportunities that are too numerous to mention.

Personally, the value of this program to our North Dakota youth is perhaps priceless. With a start-up date somewhere around the middle of February (at least in Fargo and other districts) in the upper elementary grades, the students begin to brainstorm about what could be created that would have the potential to help make work or life easier for some or many people. After making a list of potential inventions, the list is narrowed down to one product which is to be the focus of the students inventiveness and creativity. A proto-type is created followed by the development of a logo and then a final project. Since Marketplace is a non-competitive program, most of the student projects are destined to go on display in the host building. Do any of these projects develop into a saleable product? While

the purpose of Marketplace is to promote and teach creativity, inventiveness and entrepreneurship, some do become marketable items.

A good example of this is my son David Jr., who, because of Marketplace, (as a fifth grader) developed a survey to see if there was a need for a writing kit that he had developed that, (he felt) would aid children and adults in their writing. The survey revealed a need for such a product. He then proceeded to develop a proto-type and an eventual saleable product that he has sold for years. In fact he earned a Bachelor of Science Degree in Economics from Concordia College. He is now completing a doctorate at North Dakota State University in Fargo. His initial incentive to be an entrepreneur started because of his participation in Marketplace for Kids.

It is with sincere enthusiasm that I am pleased to endorse Senate Bill No. 2197 --- The North Dakota elementary student entrepreneurship program. The passage of this bill would allow the continuation of an excellent program that provides numerous opportunities for the elementary children of North Dakota to not only "showcase" their hard work, but also to grow in their awareness of the resources and opportunities in our great state. It is my hope that the comments above reflect my view of this excellent program. I urge its passage.

**David H. Kahl Sr.**

## History of the SIFE Organization with Market Place for Kids

### Introduction to Minot State University

Minot State University is located at Minot, North Dakota. The student population is 3100 students. Minot is located in the north central part of North Dakota with a population of 36,000.

Minot State University uses the following beliefs to guide day-today decision-making.

About **Learning**, they believe that

- >Learning is life long
- >Responsibility for learning is shared (100%/100%) by students and teachers.
- >Learning occurs in a variety of "spaces": the whole world is a classroom.

About **Teaching**, they believe that

- >Teaching is reflective, responsive, and purposeful.
- >Teaching requires passion and compassion.
- >Teachers facilitate learning for students.

Minot State University is an ideal learning environment in which all perceive learning as dialectic and ongoing. They see themselves as active producers of knowledge, of value both to themselves and to others. They know the world as their "classroom." Learning here involves discovery and collaborative work with expert faculty who are passionately involved in scholarship.

### Minot State University- SIFE Campus Organization

SIFE stands for Students In Free Enterprises.

What Does SIFE Do? SIFE students serve their communities by developing projects that are applied to the outside world. These projects help solve real world problems to real people, such as the youth in our communities.

The SIFE program concentrates on five key areas: Market Economics, Success Skills, Entrepreneurship, Financial Literacy, and Business Ethics

### Vision Statement

The vision of SIFE's role would be that every youngster that we had the opportunity to work with would receive an entrepreneurial education and encouragement to become a lifelong partner in building a better North Dakota

### Mission Statement

The mission for SIFE is to foster and facilitate a broad-based effort to recognize and encourage our youth's incentive, critical thinking and problem solving skills.

### Objectives

- >To provide a forum for young innovators and youth leaders to showcase their economic development projects, programs, inventions, and ideas.

*Bon*

>To facilitate the exchange of ideas among youth, educators, and parents, so these new ideas and approaches can be taken back home communities and successfully implemented

### **History**

This is the seventh year of the SIFE program here on campus.

This a brief history of our involvement with Marketplace for Kids

The first exposure to Marketplace for Kids happen to be a very cold day in January 2001. There was a pizza party and about 14 students showed up for the presentation and that generated some interest. Instructor Ron Weinmann, also the SIFE Advisor shared a video that was about Marketplace for Kids. The students like the idea and SIFE was born on the campus of Minot State University.

Eight of the students like the idea and thought it would be a good project for SIFE. An initial contact was made with Marketplace for Kids that we would be interested in doing the program in Minot.

In late February, Marketplace for Kids, along with the Minot Public School system, Minot High School, local business people and our SIFE program sat down and agree to do the program. At that time we became a team member of Marketplace for Kids

The main objective was that our SIFE team would be giving back our knowledge to 4<sup>th</sup>-5<sup>th</sup> and 6<sup>th</sup> graders in entrepreneurship. Our learning experiences would past on to the next generation.

In mid-March, SIFE and other organizations met with Marketplace for Kids at State Fair Grounds. The program was laid out as to what SIFE's part would be. At this time we adapted our plan of action so it would coincide with Marketplace for Kids

On Sunday April 8, 2001 is when the SIFE students along with other organizations begin setting up the classrooms and registering the 4<sup>th</sup>, 5<sup>th</sup>, and 6<sup>th</sup> graders for Marketplace for Kids Day to be held on Monday April 9, 2001.

On Monday morning, the SIFE students had various tasks to do. Either they would be involved in registration, monitoring, or giving workshops. The SIFE project had team members giving workshops on Advertising for Kids, a Marketing Plan for Kids and How Much Did You Really Make. When the SIFE team members were not giving their workshop they were working with the young inventors who had booths set up. The SIFE team was asked to be a judge. This role meant that they would have to pick our 12 inventors out 200 inventors that had booths set up. The winners would then go on to a larger competition.

Marketplace officials stated that approximately 2200 young 4<sup>th</sup>, 5<sup>th</sup>, 6<sup>th</sup> graders with their teachers on field trips representing 32 grade schools. There were 285 booths with 460 students in the booths toured Marketplace for Kids that day. There were many parents, volunteers, and monitors that also were in attendance. This concept hasn't change and only has become stronger and better

In summing up the project for Marketplace for Kids, the SIFE team felt that it was worthwhile project, because it would continue to strengthen our organization for the coming years. The young students who come to Marketplace For Kids in Minot, Devils Lake or any of the other cities in the state are our leaders of tomorrow. The students who were there in the first year at Marketplace for Kids are the juniors and seniors in high school today.

It will be one of our main projects again this year because it meets the objectives of learning and teaching at Minot State University. We have twenty five members in our organization. We have placed at regional competition. We have worked with Marketplace for Kids since 2001 and plan to keep doing so.

Because of our involvement with Marketplace for Kids, The SIFE team on campus received the Yes WE Can 'award' from Senator Conrad in 2005.

We have sent other documentation of our involvement in Marketplace For Kids and you will see how important the program is to the state of North Dakota.

We would like the committee to help with funding because we know that there are many other committees in the state that have set aside a day for the youth to come and participate in Marketplace for Kids.

Thank You

Ron Weinmann

*Ron Weinmann instructor msu*

Roger Johnson  
Agriculture Commissioner  
www.agdepartment.com



Phone (701) 328-2231  
Toll Free (800) 242-7535  
Fax (701) 328-4567

2

600 E. Boulevard Ave., Dept. 602  
Bismarck, ND 58505-0020

**Testimony of Roger Johnson  
Agriculture Commissioner  
Senate Bill 2197  
Senate Appropriations Committee  
Harvest Room  
January 30, 2007**

Chairman Holmberg and members of the Senate Appropriations Committee, I am Agriculture Commissioner Roger Johnson. I am here today in support of Senate Bill 2197 which will create a North Dakota elementary student entrepreneurship program under the authority of the state board for career and technical education.

There is tremendous interest in entrepreneurial education in North Dakota. This is evidenced by the demand for and success of the Marketplace for Kids program. I could detail the merits of the program for you today, but I know your main concern is the request for state funding.

Since its inception in 1995, Marketplace for Kids funding has come from private individuals, businesses, organizations, associations and most significantly from two U.S. Office of Education grants; one for \$298,230, which expired at the end of June; and another one for \$198,400, which expired at the end of last year. We have been told that it is extremely unlikely that this kind of earmark will be possible in the future. Unless this funding comes through, one-half of the regional programs will have to be eliminated, and that would be a real disservice to our students

and to the future of North Dakota. There is a lot of talk about rural and urban economic development, and Marketplace for Kids is certainly one way to help ensure that North Dakota has a vibrant future. When students develop innovative thinking and problem solving skills, they will be inventors, business owners, and service providers that our state needs.

We have thousands of great leadership team members, teachers, mentors, parents and others involved in the Marketplace for Kids program, but these people are volunteers, not fundraisers. It is very difficult for them to raise the all the money needed for the program in their area. We are asking the State to help with this effort and fund approximately one-half the cost of running the program.

Chairman Holmberg and members of the committee, I urge a do pass on SB 2197. I would be happy to answer any questions you may have.



# RED & GREEN

Minot State University's Student Newspaper

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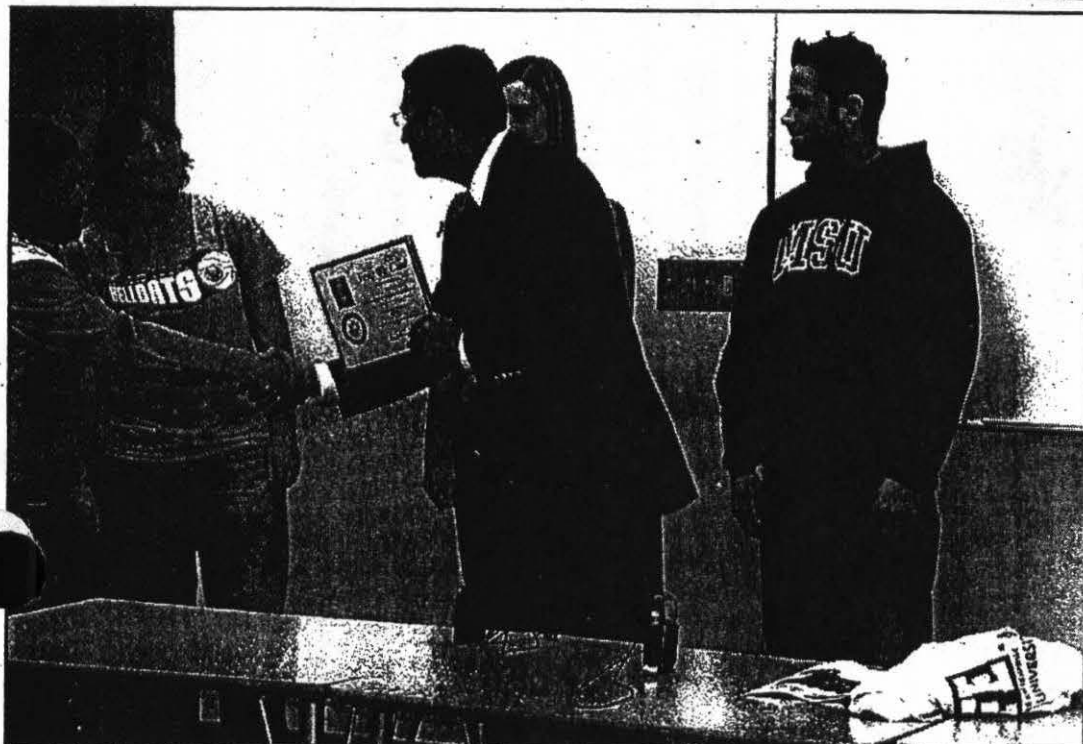


Photo by William Highley

N.D. senator Kent Conrad shakes the hand of Students In Free Enterprise (SIFE) club adviser Ron Weinmann in Old Main room 310 after giving the MSU SIFE club his "Yes We Can" award. Courtney Hellem (left), Krystal Beyerle (middle) and Tom Reid (right) are active members SIFE members posing with Conrad. Conrad uses this award to recognize individuals and groups that help make N.D. a better place to live and work.

## SIFE club recognized by Kent Conrad

### Conrad gives SIFE his 'Yes We Can' award

BY WILLIAM HIGHLEY  
R&G Editor

Minot State University's Old Main got a unique visitor recently.

United States Senator Kent Conrad, D-N.D., was on campus to recognize the community contributions of MSU's Students in Free Enterprise (SIFE). He awarded SIFE faculty adviser Ron Weinman and MSU student members the "Yes We Can"

According to a press release by Conrad's office, the award is presented to individuals and institutions that demonstrate hard work, perseverance and commitment to their community. SIFE is actively involved with Marketplace for Entrepreneurs and Marketplace for Kids, programs Conrad called important in developing North Dakota's economy.

"The students involved in SIFE are making a real differ-

omy," he said. "They are taking what they're learning in the classroom and putting it to work in their community."

He explained why he considered the marketplace projects important to North Dakota.

"Every year I sponsor Marketplace for Entrepreneurs and Marketplace for Kids," he said. "As part of that, we have the business plan competition.

## ... SIFE club

continued from page 1

"We have the inventor's congress, we have the real estate round table, we have a meeting he said.

The North Dakota senator said the goal of marketplace is to educate.

"The whole idea is 'how do we create more opportunity in N.D.?' he said. "How do we build a better economic future? How do we create more jobs? How do we help people who want to start a business jump the hurdles? At marketplace, there were hundreds of classes this year — how to write a business plan, how to do business on the Internet, how to get financing, how to do advertising — all of the elements of business."

Conrad said the marketplace events continue to grow.

"We had 8,000 people in Bismarck for Marketplace for Entrepreneurs," he said. "Marketplace for Kids has grown dramatically. We had 17,000 young people in N.D. involved in Marketplace for Kids last year. We're going to be in Minot this year



"We had 8,000 people in Bismarck for Marketplace for Entrepreneurs. Marketplace for Kids has grown dramatically. We had 17,000 young people in N.D. involved in Marketplace for Kids last year."

we're adding Devils Lake and of course we'll be in Minot."

Krystal Beyerle, MSU student involved with SIFE, said she believes in what SIFE tries to accomplish.

"It's really great for teaching kids about business and how important it is to get involved with things in business," Beyerle said.

Conrad said the two events help in making two recent important economic coups for the state.

"The Intermodal Facility announced at marketplace this year — that will be built in Bismarck — and the announcement (March 24) of the \$50 million biodiesel plant

plant in North America," Conrad said. "The work on those projects was done in part at marketplace."

The new biodiesel plant to be built near Minot will crush and process canola, and plans are to begin building the plant in August. The plant is expected to have the ability to crush and process one-third of N.D.'s yearly canola supply. The plant will create 45 new permanent jobs on location and potentially up to 300 new jobs indirectly involved with the plant's finished product, which is biodiesel.

Conrad answered questions after recognizing SIFE and relayed his thoughts on how to

University System.

"One of the major challenges facing this system is clearly funding," he said. "The state has found it difficult to do what I think really needs to be done to make this [NDUS] the best it can be. That means we need to find new places to help.

"We need the private sector to contribute generously, we need to get the federal government to do more," he said. "That's why we've been engaged in the research corridor, that's why we've been engaged in providing substantial additional funding to institution like this one [MSU]."

Conrad also said helping N.D. college students reduce their post-graduation debt was important.

"We also need to help on the other end of the equation, which is helping students get the money they need," he said. "That's why our delegation just supported an increase in pell grants from \$4,050 per year to \$4,500 per year. That's why we helped the amendment that helped stop the President's proposal to eliminate the Perkins Loan

Program. It's why we supported the retention of TRIO."

For more information about Marketplace for Entrepreneurs and Marketplace for Kids, visit Conrad's Web site at [www.conrad.senate.gov](http://www.conrad.senate.gov). If you would like to know more about SIFE, contact Ron Weinmann at 858-3294 or visit his office in Old Main 301A.



## **SIFE club impresses judges in regional competition**

**BY SARAH GEHRING**  
*Guest Writer*

A Student In Free Enterprise group of Minot State University students won first runner-up at the Regional Exposition competition in Minneapolis, Minn., on March 31.

Brit Lawson, Megan Fix, Krystal Beyerle, Jeremy Thorne, and Jason Trainer competed against 36 teams, representing more than 250 students interested in business, from the Midwest.

The MSU team won for summaries presented of the educational outreach projects, which are designed to teach basic business concepts, and how market economies develop and implement them throughout the year.

Ron Weinmann, who serves as the SIFE advisor, said the competition was fierce.

"The students were judged by a panel of top business and community leaders in the Minneapolis area," he said.

This is not the first major project SIFE has taken on during this academic year. The team organized 12 projects in the Minot community, spending more than 320 hours working on projects that reached at least 530 people. Projects included advising high school and college students about proper uses for credit cards, financing and investing and various other entrepreneurial projects.

In addition to the team's big win, Weinmann received the Sam Walton Fellowship

Award for excellence in advising at the competition.

"I could not be any prouder of my team and their professionalism throughout our stay in the cities," the advisor said.

SIFE was founded in the United States in 1975. Groups are active on more than 1800 colleges and university campuses in 40 countries. A non-profit organization, SIFE works in partnership with business to provide opportunities for students. Students develop leadership, teamwork, and communication skills, all benefits from learning and practicing the principles of the free market economy.

To join SIFE, or for more information about the organization, contact the SIFE team at 858-3294.





2004-2005 Annual Report

MINOT STATE UNIVERSITY SIFE

2004-2005 ANNUAL REPORT

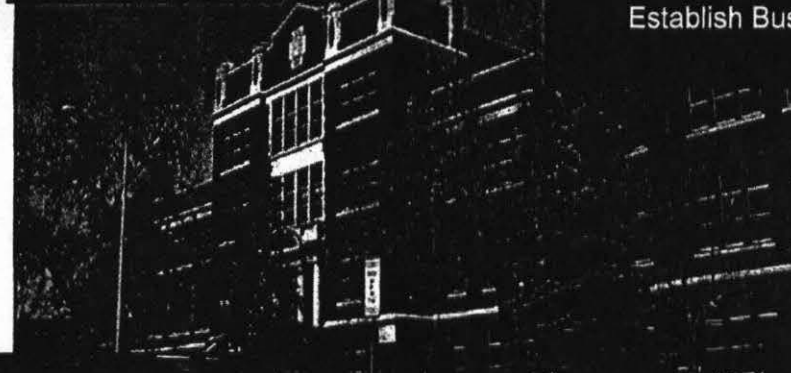
**SIFE**

Changing  
the World.

Minot State University

## MSU SIFE

- 22 Team Members
- Over 12 new members this year
- 7 New Projects
- 5 Continued Projects
- Six Business Advisory Board (BAB) members
- Fundraised over \$1,100
- Reached people aged 10-65
- Over 40+ hours of volunteer work and 380+ hours of project work



## This year's Goals:

Increase membership by 10-20%

Conduct new community  
education projects

Increase outreach by 30%

Establish Business Fund

*"Tell me and I will forget; show me and I might remember; involve me and I will learn." (SIFE)*



## Mission

To foster and facilitate a broad-based effort to recognize and encourage our community's initiative, critical thinking, and problem solving skills, while advancing our own class room knowledge through the development of entrepreneurial activities, the use of technology, and real world experience.

**Project Description****Criteria****Invest Early...Play Later**

Our team held a workshop at a local high school for juniors and seniors on the importance of investing early. Team members talked to the students about saving some of their up-coming graduation money, as well as keeping in mind the current and future state of social security, and how they should not depend on it. Team members educated students on different kinds of investments, while using relevant examples of entrepreneurs that have done well with investments.

**Souris River Botanical Conservatory & Sheyenne River Bison Tech project**

MSU SIFE helped two local organizations to develop a better web presence, as well as assist in on-line marketing of their products. The Souris River Botanical project is a non-profit organization that were taught to develop and maintain a web presence. The Sheyenne River Bison is using the website the market their products and services.

**Opportunity through Entrepreneurship**

One hour long presentation designed to highlight economic opportunities available in Minot and North Dakota. Our team talked with students about finding opportunity where there is none, as well as conducting a simple marketing activity where students presented different ideas and plans to their peers.

**The 4p's**

Two SIFE members created an informative and interactive presentation to middle school children about the importance of product, place, price and promotion. The children applied what they learned while using jelly beans as a fun example.

**The Dangers of Credit Cards**

This is a continuation of a project from last year that went over very well, and our team decided to continue it. The project was presented to a group of high school students and a group of university students to educate them on what the fine print really means.

**Criteria Met:: 1,3,4,5,8****Hours: 30****Members: 3****People Reached: 25**

**Results:** Students learned the importance of investing. Positive feedback from attending teacher, good student participation

**Criteria Met:: 2,3,4,5,6,8****Hours: 30****Members: 1****People Reached: 25**

**Results:** Both the Souris River Botanical Conservatory & Sheyenne River Bison organizations received more hits to their website, and the SRB have gained new customers because of the web-presence

**Criteria Met::****1,2,3,4,5,6,8****Hours: 45****Members: 3****People Reached: 35**

**Results:** Took written comments from students and teachers, all positive. Students learned the important questions to ask when marketing a project.

**Criteria Met: 1,2,3,5,8****Hours: 14****Members: 3****People reached: 24**

**Results:** Children interacted well and learned the 4p's by relating their knowledge to an every day product.

**Criteria Met: 3,4,5,7,8****Hours: 12****Members: 4****People Reached: 60**

**Results:** Students were educated about APR's and other 'fine print' with Credit Cards

**Judging Criteria**

1. How free markets work in the Global economy.
2. How entrepreneurs succeed by identifying a market need and then profitably producing and marketing a product or service to fill that need.
3. The personal Entrepreneurial, communication, technological, and financial management skills needed to successfully compete.
4. Practicing business in an ethical and socially responsible manner that supports the principles of the market economy.
5. Measuring the results of their projects.
6. Utilizing mass media and the internet.
7. Involving non-business majors and utilizing a Business Advisory Board.
8. Communicating their program through their written report and verbal presentation.

## Project Description

## Criteria

Fundraising

Our two major fundraisers this year our hot dog and cookie sale, and our t-shirts. Our team designed MSU SIFE t-shirts that we wear to projects or volunteer events, and have all of our major sponsors listed on the back.

Hours: 150

Members: 9

People Reached: 300

Results: We managed to raise the most money our team ever has.

Criteria Met: 2,4,6,7,8

Hours: 11

Members: 7

People Reached: 500+

Results: This was a great opportunity for us to reach our community, as well as people from all over the state.

Criteria Met: 1,2,3,5,7,8

Hours: 65

Members: 5

People Reached: 60

Results: Participating Businesses learned about their customer base, and how to keep them when trying to compete with large center businesses.

Criteria Met: 1,2,3,5,7,8

Hours: 20

Members: 2

People Reached: 15

Results: Project is on-going and should be completed mid-May.

North Dakota Technology Expo

This is an annual state-wide event held in Minot, that includes different speakers and sessions, as well as trade show. Our team had a booth and was able to explain to people what SIFE is and what we do. We also acted as general volunteer ambassadors for the Expo.

Business Consulting Survey

Five students mailed a questionnaire, from the Economic Development Commission of ND, to 60 rural businesses throughout our community. After receiving 24 responses, the results were analyzed and presented to the businesses.

Production Plan

In conjunction with the consulting class at MSU, two students began creating a production plan for a major company that was looking to have a younger perspective on their operation.

Market place for kids

This is one of our teams longest running projects. It is a large forum and trade show held every year for 4, 5, and 6th grade students where they learn different things. Our team conducts 2 different workshops on marketing plans for the children.

Criteria Met: 1,2,3,4

Hours: 12

Members: 2

People Reached: 1 600

Results: This project takes place on April 5th.

International project

Continuing on with a project from last year, students in Guatemala logged on to our web-site and learned in Spanish how to create a business plan. They have since started their own business and created a web-site in order to sell quality goods and crafts.

Criteria Met: 1,2,3,4,5,6,8

Hours: 12

Members: 4

People Reached: 150+

Results: All contact was through e-mail. This project has allowed an organization to create revenue for their charity.

Judging Criteria

1. How free markets work in the Global economy.
2. How entrepreneurs succeed by identifying a market need and then profitably producing and marketing a product or service to fill that need.
3. The personal Entrepreneurial, communication, technological, and financial management skills needed to successfully compete.
4. Practicing business in an ethical and socially responsible manner that supports the principles of the market economy.
5. Measuring the results of their projects.
6. Utilizing mass media and the internet.
7. Involving non-business majors and utilizing a Business Advisory Board.
8. Communicating their program through their written report and verbal presentation.



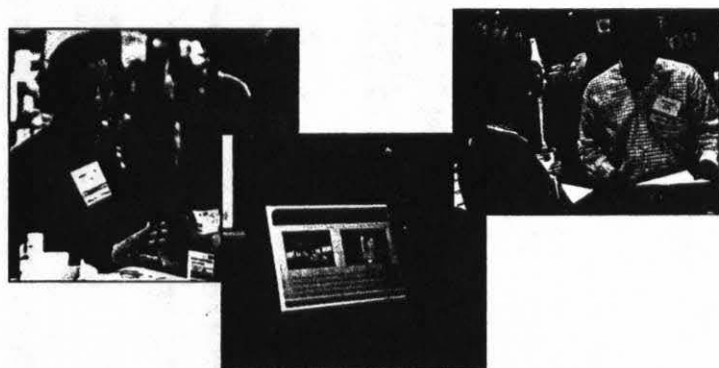


## ***What if you really could change the world?***

The concept is simple—working as teams, SIFE students design educational outreach projects that help individuals in their communities develop a better understanding of the principles of free enterprise and how to empower themselves and achieve their dreams. Through SIFE, you'll participate in one of the largest global student organizations. You'll play an active role in shaping the history of your generation.

## ***What if your college education wasn't limited to the classroom?***

The best way to prepare for the real world is by facing ' world challenges today. That's exactly the opportunity have on a SIFE team. You'll tackle problems and from experiences that you simply can't find in a textbook. Through this intense, hands-on learning experience, you'll develop invaluable teamwork, leadership and communication skills.



# SIFE

## ***What if finding a great job wasn't so hard?***

The best companies in the world recognize the value of SIFE experience and compete very aggressively for the chance to meet and recruit SIFE students. It's often said that building a successful career has a lot to do with "who you know." Here's your opportunity to network with and get to know the leaders of some of the world's best companies.

## ***What if you could be the very best in the world?***

It's as a team that you and your friends will have the opportunity to represent your school in competition against SIFE teams from other colleges and universities. If your team is good enough to be named your country's SIFE National Champion, you will have the once-in-a-lifetime opportunity to compete at the SIFE World Cup (in places like Toronto or Paris) for the title of World Champion.

### **SIFE Facts**

- 1,800 college / university SIFE teams
- More than 40 countries
- More than 800 U.S. teams
- More than 15,000 SIFE students
- 700,000 hours of service by SIFE students last year
- 4,000,000 people impacted last year
- Over \$1 million each year in prize money and awards

**SIFE**  
www.sifeusa.org

## Marilyn Kipp

---

**From:** Debbie Richter [drichter@umdh.org]

**Sent:** Tuesday, January 23, 2007 2:59 PM

**To:** Marilyn Kipp

**Subject:** Marketplace for Kids testimony

Hi. I don't know if this will work—but I hope it helps.

I didn't really think of this earlier—I'm sure you did—that Pat Hatlestad is in Bismarck now and would be a great one to testify in favor since he is actually a committee member!

I hope all goes well!

Thanks for all you do!

Debbie Richter  
Public Information Officer  
Upper Missouri District Health Unit  
110 W Broadway Ste 101  
Williston, ND 58801  
701-774-6408 or 701-770-2241  
drichter@umdh.org

1/23/2007



Marketplace For Kids  
Debbie Richter, Co-Chair, Region 1  
Williston ND

In 2000, as a member of the Williston Chamber of Commerce Leadership Class, I had to choose a Community Enhancement Project to fulfill the program requirements. Although I had never attended a Marketplace for Entrepreneurs or a Marketplace For Kids, I was familiar with the program, having supported them through my employer at the time.

When I called the MFK office in Mandan and asked what it would take to bring Marketplace For Kids to Williston, Marilyn Kipp said, "All you have to do is ask!"

So, I called on some very talented people, formed a committee and Marketplace For Kids in Williston, Region 1, will celebrate its 6<sup>th</sup> anniversary on April 24<sup>th</sup>. This event has affected hundreds of students, as participants and volunteers, and hundreds of adults as teachers and volunteers. Williston State College has gone the extra mile in generously hosting the event each year on its campus. This exposes those hundreds of students to an excellent facility of higher education in NW North Dakota. We really couldn't do this without the support of the college!

Our first Region 1 Marketplace For Kids participants are graduating from high school, and have been volunteering their time at the event now that they are older. It's very exciting to see their participation in the event is popping up on scholarship applications!

Many still talk about their "projects." The event has a profound effect on those who participate. It's fun, it's creative, and it's all about bringing out the best in the students!

Region 1 receives some funding from a few local sources, but would never happen without the financial support of the state of ND. And what an investment! The continued support of ND's creative kids is imperative! Marketplace For Kids gives them an outlet to showcase their entrepreneurial skills, and a place to hear how important they are to North Dakota's future.

Region 1 Marketplace For Kids greatly appreciates your support.

# Marketplace for



Growing Young Entrepreneurs!

[www.MarketplaceForKids.org](http://www.MarketplaceForKids.org)

## STATEWIDE LEADERSHIP TEAM

### REGION 1 CO-CHAIRS

Dr. Dawn Olson, Williston  
Debbie Richter, Williston

### REGION 2-MINOT CO-CHAIRS

Wendy Altendorf, Minot  
Lorna Van de Streek, Minot

### REGION 2-BOTTINEAU CHAIR

Aimee Erdman, Bottineau

### REGION 3 CO-CHAIRS

Doris Griffin, Devils Lake  
Brenda Langerud, Devils Lake

### REGION 4 CO-CHAIRS

Mary Lien, Grand Forks  
Kevin Ohnstad, Grand Forks

### REGION 5 CO-CHAIRS

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Marketplace of Ideas/Marketplace for Kids, Inc.  
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# Marketplace for Kids

## 2006 Statewide At-A-Glance (Williston, Minot, Bottineau, Devils Lake, Grand Forks, Fargo, Jamestown, Bismarck Dickinson and Cooperstown)

<b>TOTAL ATTENDANCE</b>	<b>17,582</b>
Number of Students with Projects	3,169
Number of Students without Projects	5,233
Number of 2 <sup>nd</sup> /3 <sup>rd</sup> Grade Student Observers	990
Number of Teachers/Advisors/Chaperones	1,368
Number of Parents/Guardians/Visitors	4,819
Number of Volunteers	682
Number of Opening/Closing Ceremony Participants/Guests/VIPs	614
Number of Leadership Team Members	104
Number of Presenters/Exhibitors	603
Number of Projects	1,988
Number of Participating Schools/Homeschools	170
Number of Classrooms	176

Senate Education Committee  
Testimony on SB 2197  
January 30, 2007

Mr. Chairman and members of the Senate Education Committee, my name is Wayne Kutzer, Director of the Department of Career and Technical Education.

SB 2197 will establish funding for a regional entrepreneurship education program that is currently operating in 176 classrooms, representing 70 districts, each which culminates in 10 regional events across the state. This isn't a one time event but an entire curriculum that schools use for months prior to the regional event.

The Department of Career and Technical Education is a logical choice as the fiscal agent for these funds. We have elements of entrepreneurship in all of our programming areas and especially in high school Marketing and Business. This will help build entrepreneurship into a systemic process that moves from the upper elementary to high school and eventually on to college. The CTE Board would establish guidelines on how the funding would go out to schools with a major emphasis on continuing the current programming that has received rave reviews within the state and nationally. Our goal is to maintain the great programming within the schools and the regions that Marketplace for Kids has built up over the years.

The funding in this bill is \$250,000 which represents about 50% of the total funds currently used by local schools and regions. It breaks down to about \$12,500 per region per year. The current biennial expense budget for all activities is \$542,000, or \$27,100 per region per year. These funds are used for curriculum and activities associated with the events in each of the regions. No funding is spent on transportation, teachers, or volunteers - that is the responsibility of the local schools. The match funds would need to be raised by the local schools and through grants which Marketplace for Kids continues to apply for.

We have in attendance volunteers, teachers and members of the statewide leadership team and one will speak briefly about MPK. I would be glad to answer any questions that you may have.

TO: Sixtieth Legislative Assembly

RE: Senate Bill No. 2197

FROM: Cindy Hutchins  
Principal, Nativity School  
1825 11<sup>th</sup> St. S.  
Fargo, North Dakota 58103

It is with conviction and first-hand experience that I endorse Senate Bill Number 2197---The North Dakota elementary student entrepreneurship program. The passage of this bill would allow the continuation of an established, highly effective program that provides the young people of North Dakota the opportunity to play a vital role in forming the future of their state.

I have been an educator in North Dakota for 30 years. Throughout these years I have seen educational programs and initiatives, geared toward engaging children, come and go. Many disappear through lack of long-term benefits for students and the community. Such is not the case with Marketplace for Kids. This past spring over 2,000 students in Region 5 alone participated in this excellent program. The 4<sup>th</sup>, 5<sup>th</sup> and 6<sup>th</sup> graders had the opportunity to display and explain their entrepreneurial endeavors as well as learn about their importance in the future of their state. Students learned about careers in North Dakota, new business ventures in North Dakota, economic needs in North Dakota, educational opportunities in North Dakota and ways to be a contributing citizen in North Dakota.

This initiative has been highly effective, has an excellent track record and is making a difference. I urge you to pass Senate Bill No.2197---The North Dakota elementary student entrepreneurship program.

# Marketplace for



Growing Young Entrepreneurs!

## The Magic of Entrepreneurship...

Name: \_\_\_\_\_

School: \_\_\_\_\_

City: \_\_\_\_\_

Section: \_\_\_\_\_ Row: \_\_\_\_\_ Seat: \_\_\_\_\_

Monday, May 1, 2006  
University of Mary  
Bismarck, North Dakota

### TABLE OF CONTENTS

A Few Reminders.....	2
Opening & Closing Ceremonies.....	4
Class Schedule.....	6
Class Descriptions & Presenters.....	8
Careers on Wheels Exhibitors.....	12
Careers on Wheels Scavenger Hunt....	15
Education/Information Exhibits.....	17
Report Card.....	19
Project Map.....	22
Project Guide.....	23
Special Thanks.....	35
Marketplace of Ideas/Marketplace for Kids Partners.....	36
Region 7 Leadership Team.....	39
Map of University of Mary Campus....	40
<a href="http://www.MarketplaceForKids.org">www.MarketplaceForKids.org</a>	

2006

Contact Marketplace office for copy

Region 7

Dreams do Come True!

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Marketplace for Kids is a 501(c)3, Nonprofit Organization and an Equal Opportunity Program.

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