



DENVER PUBLIC SCHOOLS **BUSINESSCONNECT**

BusinessConnect Industry Summit - Spring, 2017

Introductions

Student Speakers

Students came with a project that they presented to the group to get feedback. This is happening in the entrepreneur experience for FBLA.

Lilly, Robert, and Elijah are from DSISD and started RavenInk

They work together to create t-shirts, stickers, banners, posters, and banners.

They went over their business model and brought some of the merchandise they'd created. They created a management structure to help simplify the design and production process. This team of students work with the teachers and school leaders to run the business. Various schools and companies are contracting these students to produce merchandise.

Some of the struggles the students brought up included:

Not having enough time during the school week

Up-front funds to pay for shirts to sell

Lots of work for the few hands that are involved

Successes:

Making different products using different techniques including wet print, dry print, and more.

Feedback:

How much business do you want? Production is fast and design is slow, so they're trying to move around the roadblocks. Their cost per shirt is \$1.50 to produce and \$6 to sell.

How much would it cost to get the softer shirt? Possible, just more expensive.

Would you want us to spread the word? Yes, but just to order ink, I have to go to 4

different people. They're getting stuck

Young Americans Bank talked about how students can get bank accounts and how they can support innovative student ideas.

How can we improve these summits?

Discussion about when the best days to meet could be.

How do we increase student participation?

People talked about the different possible roadblocks students face (like transportation and summer sports...)

Different people talked about how they're tackling their particular groups of students and what things are most interesting.

Review from the internship from last summer and what students said after:

Looked at data that reflected how students responded to their internship.

Asking the question how the teachers can support students by knowing how to answer a phone, email, do a timesheet and more. How do you teach students some of this stuff before they get to their internship?

Industry and teachers alike are needing to know how to grade and evaluate soft skills. The CareerConnect team will be sharing their curriculum.

Talked about the need for teachers to teach the basic business skills in the classroom so that they can get the job they want. Some teachers are trying to teach the basics to the students but many of them don't seem to see the value.

Many actual, real world experiences are more important and helpful for students to learn from the classroom. Students need to get out and see what it's like in the real world.

Invitation to industry and educators to join the leadership committee.