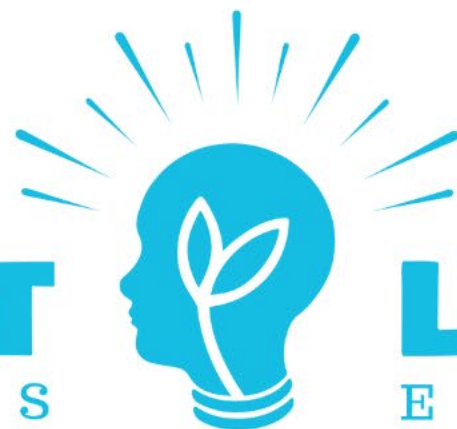


**HEAD START**

I N B U S I N E S S



**LANCE-TOI**

E N A F F A I R E S

[www.headstartinbusiness.com](http://www.headstartinbusiness.com)

[www.lancetoiennesaffaires.com](http://www.lancetoiennesaffaires.com)

# What to Expect?

- What is Head Start in Business?
- Collaborative Agreement: What's in it for you, the CFDC?





## HELPING ENTREPRENEURS GROW, ONE IDEA AT A TIME.

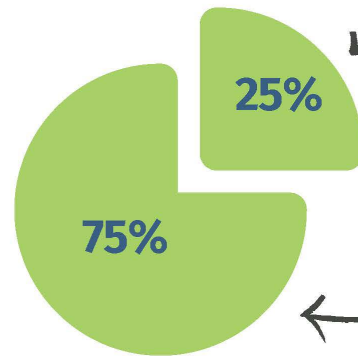
Head Start in Business boasts an exceptional lineup of workshops for youth aged 5-18, as well as an incredible summer camp for entrepreneurial-minded youth aged 9-13.





# DATA REPORT

Schools reached in  
our catchment area  
since 2018



## SINCE 2018:

- Over 175 partnerships were developed and maintained.
- HSIB delivered over 780 workshops to over 13,700 participants.
- Over 110 schools reached in our region since 2018 and counting!

**BETWEEN 2018 AND 2023, HSIB HELPED  
OVER 190 YOUTH OPEN MICRO BUSINESSES!**

**OVER 57,000 YOUTH HAVE  
PARTICIPATED IN HSIB  
WORKSHOPS SINCE 2002!**

The project  
looked a little  
different  
before 2020!

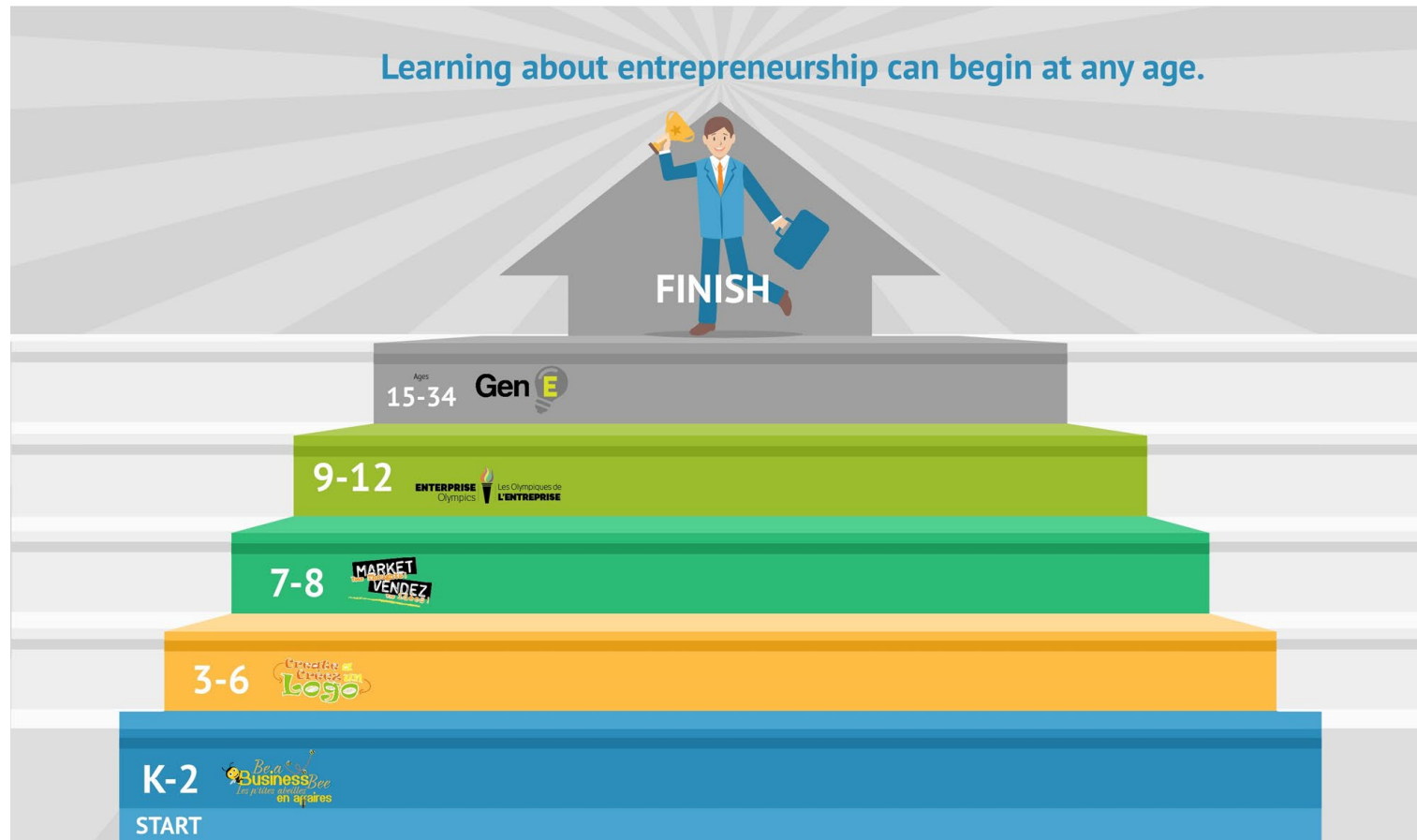
In person delivery of 9 activities and workshops

A team of 6+ to deliver across the region in person

Host two major events: Enterprise Olympics East and West

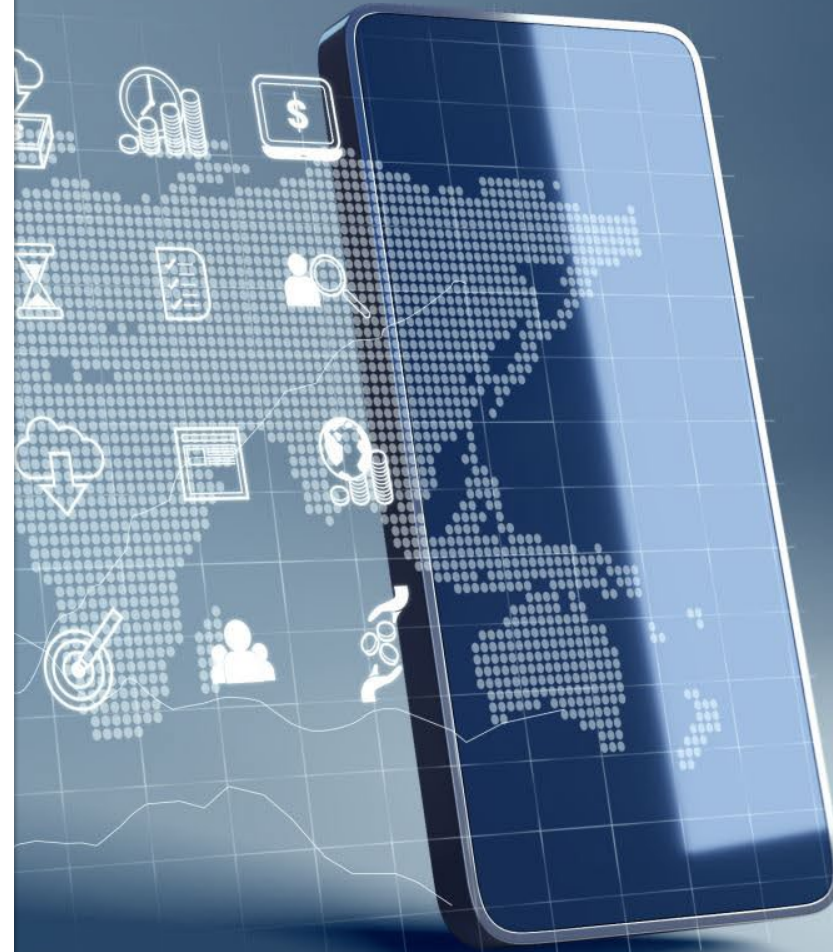
Host Youth Enterprise Camps

# Before 2020



# How HSIB has evolved since 2020

- Strong continuum of six curriculum connected webinars
- Available on-demand and Online only – in both official languages!







## WORKSHOP CONTINUUM



**BE A  
BUSINESS BEE**  
Kindergarten -  
Grade 2



**CREATE A  
LOGO**  
Grades 3 & 4



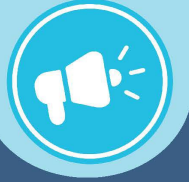
**BIZ BUDGET**  
Grades 5 & 6



**MARKET  
YOUR  
THOUGHTS**  
Grades 7 & 8



**PITCH  
30**  
Grades 9 & 10



**GET FUNDED**  
Grades 11 & 12



**OFFERED  
VIRTUALLY!**

3

# HSIB TODAY!

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# Elementary School Programs

## WORKSHOP DETAILS



### BE A BUSINESS BEE

Kindergarten -  
Grade 2

The Be a Business Bee workshop introduces youth to the world of entrepreneurship through a series of modules. The workshops provide youth the opportunity to engage in a play based learning experience focused on: community, business, entrepreneurship and much more!

#### HOW IT WORKS

Be a Business Bee is based on 3 modules that require approximately 60-90 minutes each.

#### CURRICULUM CONNECTIONS

- Social Studies
- the Arts
- Language



Grades  
3 & 4

### CREATE A LOGO

Create a Logo introduces youth to business marketing through the use of logos. In this workshop, youth will identify and name a business that they believe could work in their community, write a paragraph describing what their business is about and design a logo that reflects their business. This activity based workshop encourages youth to reflect on the possibility of entrepreneurship as a career!

#### HOW IT WORKS

Create a Logo is designed to be a 60-90 minute workshop.

#### CURRICULUM CONNECTIONS

- English
- Media Literacy
- Social Studies
- the Arts





# Elementary School Programs

## WORKSHOP DETAILS



### BIZ BUDGET

Grades  
5 & 6

Biz Budget is a workshop that encourages youth to explore the basics of business finances through a series of fun activities! Youth will be able to identify if their business budget breaks even, has a profit or a loss. The workshop encourages youth to make informed financial decisions and identify possible causes or solutions to their financial outcomes.



### HOW IT WORKS

Biz Budget is designed as an interactive 60-minute workshop.

### CURRICULUM CONNECTIONS

- Math
- Social Studies
- Oral Communication

Grades  
7 & 8

### MARKET YOUR THOUGHTS

Market Your Thoughts is a workshop that introduces intermediate youth to creative marketing through various media sources. Youth will identify a business opportunity that they believe could work in their community and create a multi-media business plan describing their business.



### HOW IT WORKS

Market Your thoughts is designed as an interactive 60-90 minute workshop.

### CURRICULUM CONNECTIONS

- English
- Media Literacy
- the Arts
- Social Studies

# Secondary School Programs

## WORKSHOP DETAILS



### PITCH 30

Grades  
9 & 10

Pitch 30 is a workshop that focuses on public speaking in relation to entrepreneurship. Youth will participate in a variety of idea generating activities resulting in a business plan and pitch.

#### HOW IT WORKS

Pitch 30 is designed as an interactive 60-minute workshop. SHSM certificates available.

#### CURRICULUM CONNECTIONS

- Entrepreneurship
- Oral Communication
- Media Literacy
- Writing



#### BUSINESS - SPECIALIST HIGH SKILLS MAJOR

Sector recognized certification and/or training courses/programs: Public Speaking

Grades  
11 & 12

### GET FUNDED

Get FUNded introduces youth on how to get funding for their future or present business ventures. It showcases different funding options and the benefits of accessing our partners, the Community Futures Development Corporation. Youth will understand the difference between loans and grants as well as complete their very own financial documents such as cash flow projections and a loan application.

#### HOW IT WORKS

Get Funded is designed as an interactive 60 minute workshop. SHSM certificates available.

#### BUSINESS - SPECIALIST HIGH SKILLS MAJOR

Sector recognized certification and/or training courses/programs: Specialized Business program

#### CURRICULUM CONNECTIONS

- Financial Accounting Fundamentals
- Accounting For a Small Business
- Entrepreneurship
- Entrepreneurship: Venture Planning in an Electronic Age.



# Collaboration – What's in it for you?!

1. Meet your KPI for youth entrepreneurs while generating revenue for your CFDC

- Option 1:

- Monthly reimbursements of 25% of purchases from your catchment area

- Option 2:

- Purchase coupons to distribute to the schools in your region as desired. (25% discount for collaborative partners)





# Collaboration – What’s in it for you?!

2. Have access to all materials required to facilitate these tried and true workshops.

\* Facilitation resources:

- Power Point Presentation (with complete speaker notes)
- Facilitation Manual
- Student workbook





# Hire an employee? But why?

Short term or summer employees:

- \* HSIB encourages collaborative partners to apply for wage subsidies to hire short-term or summer employees to deliver HSIB in your catchment area. ([Canada Summer Job Grant – applications in December](#), [Summer Experience Program – Applications in January](#))

- \* Employees will have access to all training materials and resources available through HSIB on the TEAMS platform.

- \* Split time for these employees between HSIB and other projects that your office is under-taking.



# Hire an employee? But why?

## 2023 Summer Employee results

### 1. Summer Experience Program – North Claybelt CFDC

1. 238 hours of wage subsidies (approx 8.5 weeks – Fridays off un-paid – we provided a wage top off to \$20/hour)
2. 8.5 week results: **9 events/activities to 225 participants**
3. **Cost to the CFDC: \$2,508.42 (total: \$6,320.42)**



# Hire an employee? But why?

## 2023 Summer Employee results

### 1. Canada Summer Job Grant

1. Applied for 2 positions of 16 weeks at 35 hours per week (Kirkland Lake and South Temiskaming) – Approved for 2 positions of 8 weeks – successfully filled 1 of the 2 positions
2. 8 week results: **14 activities to 183 participants**
3. **Cost to the CFDC: \$2,415.30 (total costs: \$6,755.38)**



# What's the Catch?!

## The Catch:

- \* We encourage you to follow our social media page and share our regular posts to your CFDC page and socials.
- \* Share HSIB with your network (we have email templates for various audiences that you can use)
- \* Share recommended contacts with us and we will do the outreach for you (Until December 2024)

(Average time requirement: 30 minutes a month or less)



# Let's work together to share entrepreneurship with the youth in Ontario!

## Collaborative Agreement:

- Digital document
- Hard copies available on-site

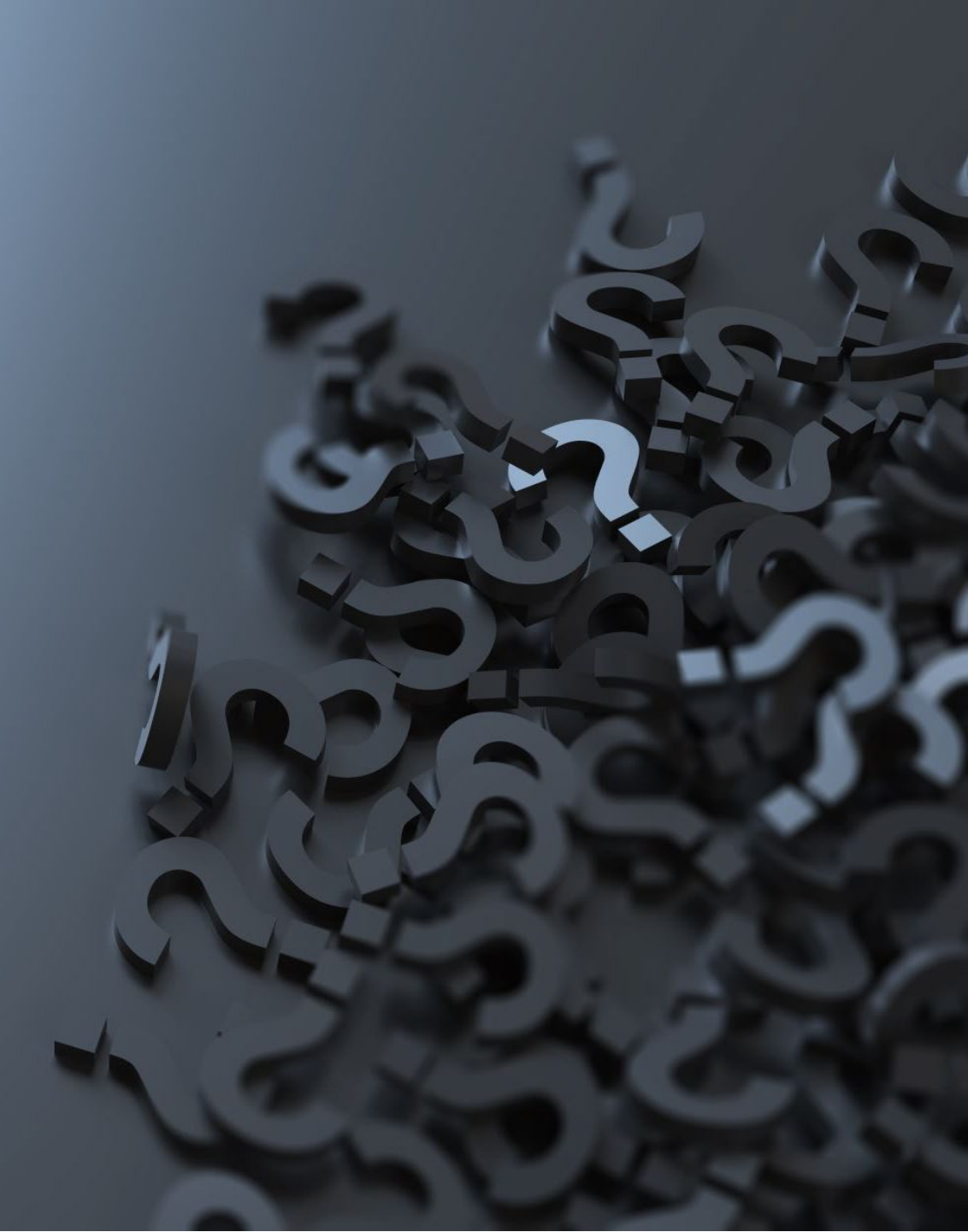


Scan this code for the HSIIB website



Scan this code to request a digital copy of the  
Collaborative Agreement





- Questions and Comments?