

Encouraging Jr. Investors

Financial Education

Students earn gold dollars daily for punctual attendance, assignment completion, and participation. Each participant secures a savings account at a local bank or credit union and makes weekly deposits of their earnings, learning that saving is the key to a profitable business and secure future.

Students learn a financial lesson each day on such topics as goal setting, insurance, investing, stocks, credit, and philanthropy.

One of their favorite lessons is “How to Become A Millionaire by Age 40.” Students also learn to give back by identifying a community organization doing good work and pool their resources to make a small donation.



Results

- \$ Students' financial knowledge rose from 28% to 86% in just six weeks.
- \$ 64% of students did not have a savings account at the beginning of B.L.I.N.G. 100% opened a youth savings account at the community-based credit union. Half of those accounts are still open.
- \$ Because of poor math skills, most students struggled with budgeting and recordkeeping. With more funding, we can provide afterschool instruction to improve math and reading skills.
- \$ 94% of Parents are Satisfied with B.L.I.N.G. (74% “very satisfied” and 20% “satisfied”). 100% would enroll their son or daughter again.

B.L.I.N.G.
Bu\$iness Leader\$hip
In the Next Generation™

Sponsored by:

Academy of Greater > Works
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Give me a fish.—

Teach me to fish.—

“Own the pond.”™

J.L. Berry, Founder

Developing Young Entrepreneurs

Business Training

B.L.I.N.G. is an intensive summer program for inner-city youth in middle and high school who have a desire to become business owners. Students are taught the basic fundamentals of starting a small business, including identifying opportunities, goal setting, costs, financing, marketing, record-keeping, and competition. Instruction is provided by trained and certified teachers.



1st, 2nd, and 3rd Place Winners in the Youth Business Plan Competition proudly display trophies, medallions, and U.S. Savings Bonds.

Each student establishes a business of his or her choice and is then guided through operations. These businesses range from lawn care and pet care to barbering and creating and selling gift baskets, t-shirts, beaded jewelry and even tailor made attire. Selling their goods or services at the Indiana Black Expo Youth Entrepreneur Exhibit is one of the highlights of the program.

Further reasons for the success of B.L.I.N.G. include the notable speakers and field trips each week. Speakers are Indianapolis-based entrepreneurs who have already established their businesses and are willing to share the ups and downs of their road to success.

The final days of the B.L.I.N.G. program are spent preparing for the business plan competition, which is a requirement for graduation. Each student must create and present a compelling business plan to a panel of judges comprised of local community business leaders. It's not unusual to see students passing out business cards and flyers to impress the judges. The judging takes place at Martin University, prior to graduation, and is based on creativity, presentation and business acumen.

Results

- Students post a 94% average daily attendance rate.
- Students' business knowledge rose from 25% to 65% in just six weeks.
- 100% of active participants wrote a youth business plan and 75% presented their plan using *PowerPoint* in the Business Plan Competition.
- No student owned his or her own business prior to participating in B.L.I.N.G. 100% of active participants started a business. 50% of those youth businesses continue to operate today.
- In 2006, 13 different youth business started with several students working as partners. Our expansion goal is to operate four or more different sites in the city with 30 youth businesses.



Make a Donation!

Yes, I would like to make a contribution of \$_____.

Please check one:

- My gift is enclosed to help with cash flow needs.
- My gift will be paid in a total of _____ installments of \$_____ each, beginning _____
- My gift will be paid in one sum on or before _____
- My employer will match my gift. Name of employer: _____

Signature _____

Date _____

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Make checks payable to: **Academy of Greater Works**
P.O. Box 681323, Indianapolis, IN 46268

Academy of Greater Works, Inc. is a 501(c)(3) educational charity. Our vision is to become the first independent school of excellence in the nation with youth entrepreneurship as a primary component of its core curriculum and finance model. >

Prepared for College. Prepared for Life.™