

SmartStart

ASB Smart
Start Primary
Enterprise
Education

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2010 PrEP Competition Winners
PrEP Experiences
2010 ASB Community Enterprise Winners

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LEADERS IN ENTERPRISE
AND FINANCIAL EDUCATION

A message from the Primary Enterprise and Financial Education Team

Sharron Buer, Jo Faulkner and Mary Gilfillan

As we are fast approaching Christmas, we are beginning to reflect on what has been a busy but exciting 2010.

During April, Lyn Morris (National Director for Secondary Financial Education) and I completed a scoping mission for the United Nations Development Project (UNDP), to assess the possibility of implementing financial education into the Fiji curriculum from Years 1-13. We were delighted to recently hear that we have been awarded the first phase of the two year project. This will be an exciting opportunity for all Fijian school children to increase their financial capability.

Throughout the year we have been busy supporting teachers that registered for the ASB Community Enterprise Programme. We were astounded by the very high standard of the thirty-eight social enterprise projects that we received in the September holiday break. There are certainly some very talented and passionate Year 7/8 students in New Zealand schools. It was a very difficult task for the ASB and YE Trust marking teams to select the top ten projects for implementation. The winning teams have been busy completing their projects and many of the teams have already been presented their awards at celebration ceremonies. We have included a feature on the inaugural competition on page nine.

We loved receiving your stories, articles,

digital pictures of your enterprise programmes in action, and entries to the ASB SmartStart competitions. We have featured the winners on page three.

In 2011 we will be simplifying the naming of the primary programmes. We will not be continuing with the SmartStart branding. There will be one market-based enterprise programme (PrEP), with a short one-week option PrEP Express, formerly named 'Business for Kids'. The Community Enterprise programme and competition will again be on offer for schools that would like to engage in enterprise education. This is a wonderful opportunity for schools to work closely with the local community. Further resources will be developed for the Primary Financial Education (FED) Programme and we will keep you updated regarding these.

We will also be developing some new material throughout 2011, in partnership with the classroom teachers, to support the delivery of PrEP via inquiry learning, technology, social sciences and environmental education. We are very aware that the primary curriculum is crowded, and it is our intention to ensure that PrEP remains relevant to your curriculum delivery, and something your students look forward to participating in.

Best wishes for a safe and restful holiday break. We look forward to working with you.



PrEP Competition Winners 2010

A big thank you to all schools who entered into the PrEP Competitions. We congratulate the following winners:

Best PrEP Photo:

Peachgrove Intermediate

The Kakepuku Mountain Group, consisting of Kieran Wells, Jordyn Coxhead and Pascal Naidu, captured this photo (pictured right) of the wonderful art work displayed by the team "Native New-Zealand".



Highly Commended:

College Street School Room 1

Most innovative product/service:

Wharepapa South School

'Faizers' from Wharepapa (pictured right) created reusable moulds from recycled wood to create plant pots. Each mould could be used over and over again as needed.



Highly Commended:

Mount Maunganui Intermediate

Best presentation of product/service at market:

Mount Maunganui Intermediate

'Crafty Cards' comprised of Raquel Leopold, Taylor Faulkner and Barbara Batley used a market barrow to display their products at Market Day (pictured right). All the cards were clearly and effectively displayed for all to see.



Highly Commended:

St John's Girls' School

Most appealing marketing/advertising:

St John's Girls' School

St John's Girls' School (right) advertised their Market Day with a series of radio jingles composed by the students of the school and televised advertisements to raise awareness of their event. These jingles were clearly communicated, entertaining and overall fantastic.



We look forward to seeing the high quality of entries in 2011!



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Mount Maunganui Intermediate

'GOLDEN GARDENS'

Here is our business, "Golden Gardenz", at the 2010 PrEP night. We had eight, high quality birdhouses, including a barn and a cottage with a thatched roof, along with a few plain wooden ones. After a while the bird houses started to sell at 20-25 Tang (Tang is the PrEP currency). They were a very successful business! We sold half our birdhouses in the first half hour. The last one that sold was the barn which we auctioned. The final price was 25 Tang.

How we made them?

- 1) Cut the wood with a jigsaw.
- 2) Glued the sides and the two parts of the roof together.
- 3) Nailed the wood we just glued.
- 4) Nail-gunned the roof to the sides.
- 5) Made the back.
- 6) Made the front.
- 7) Drilled a hole in the front and put the jigsaw in to cut out a circle.
- 8) Glued the front and back to the body of the birdhouse.
- 9) Decorated as wanted.
- 10) Abracadabra - a Birdhouse.

PrEP Team:

Sophia Taylor: CEO

Isabella Kain: Supervisor

Agatha Zielinski: Accountant

Sophie Ellis: Resource Manager

Sarah Taylor: Shareholder, worker



From left: Agatha Zielinski, Isabella Kain, Sarah Taylor, Sophie Ellis

OUR PREP SOCIETY



For the last 10 weeks we have been participating in PrEP. I was in the warehouse and had to sell different resources to everyone. Some of the things people made were heat sacks, fridge magnets, shell balls, pillows and flax flowers. On market day I had to work in the cafe which involved selling biscuits and making tea and coffee. At Market Day there was a range of stalls from hot dogs and drinks to insect bite relief and cell phone covers. Everyone involved in PrEP had a lot of fun.

Seth Lyttle

Left: Oscar is working hard at his stall selling bamboo bird feeders and wooden puzzles.

College Street School

'GECKO MOVIE THEATRE':

Room 1 at College Street School made two movies during PrEP.

The first movie was titled "Number One." In this movie, a ghost comes out of a treasure chest and goes into the forest to scare the animals. However a witch scares the ghost and he runs back to hide in his chest. It was filmed on location in the native garden behind their classroom.

The second movie was titled "Leua's Magic Bus." Just like Noah, Leua saves the animals from drowning in a flood by picking them up in his magic bus.

To advertise "Leua's Magic Bus", students from Room 1 drove the bus around school and took turns to be in the bus. Everyone also carried a poster cut out in the shape of a bus with all the important information on it. As they drove around the school, they sang one of the songs in the movie and dressed up as the characters they played.



Tickets were sold during Market Day and then the movie screened during lunchtime. The movies were also burnt onto CD and DVD. All the students of Room 1 bought a CD and the rest were sold on Market Day. A copy was also given to people as a thankyou present. The local kindergarten was invited to come and watch and overall the day was a big success.

Peachgrove Intermediate

On the 22nd of September, students of Peachgrove Intermediate took part in a PrEP Market Day. The currency we used were called "Barhams" which was named after our very own Principal. One NZ dollar was 5 Barhams. This is the first time that PrEP has happened at Peachgrove Intermediate. About 150 students and 7 teachers took part on this day. People taking part had to exchange their NZ dollars at the Reserve Bank of Kakepuku before they entered the market. Over half the businesses were food stalls including jewellery and clay work. A total of 5,000 Barhams was raised. This was a good learning experience for students to learn how to start a business, plan for it, advertise and sell what they had created. Each CEO had their own banking books and log book to keep track of their small businesses. Products were available to be purchased from the in-class warehouse. The company called "Native New-Zealand" was the best company on the day.

Kieran Wells, Ben Alker, Ashley Jones and Henry Radcliffe.



Left: Peachgrove PrEP team selling Mexican Nachos

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St John's Girls' School - 'Rebel Kids Sports Shop'



'The Healthy Bug Bar':

This venture researched muesli bar recipes looking at ingredients and packaging. An economical health slice was adapted as our health bar. It was baked by the girls and stored while packaging was created. Cardboard bugs, including butterflies, beetles and caterpillars were cut and coloured. The muesli bar was wrapped and attached to the body section at the back. These looked great suspended from leaves and branches in a display.

'Mini Gym':

This venture sent home a notice asking parents to loan us gym equipment to set up on the day as a mini gym. We were lucky to receive a variety of equipment which was fun to use. They charged a fee for time usage. A local dentist provided a box of mini toothpastes which were sold both individually and in a competition.

'Extreme Fruit Drinks and Healthy Recipe Books':

This venture displayed attractive jugs of fruit punch with slices of lemon and orange floating on top. This was sold in paper cups. The girls experimented with some different drinks and settled on this one (budget lemonade and tropical fruit juice). The recipe book was created from favourite recipes and a collection of healthy kids recipes from our school library. The group created their own cover and using their ICT skills, accessed pictures to accompany the recipes. This book sold out in minutes!



'Stress Balls or Squishes':

After researching a variety of stress balls on the internet we decided to make a selection and trial them amongst classes within our school. A survey was created and completed by class members. The balloons were filled with different materials including rice, flour and cornflour. The most popular stress ball was the one filled with flour. It seemed to have the greatest appeal in 'squishiness.' Class time was set aside to fill and decorate them. This venture proved to be the most popular; in fact, orders were collected well before Market Day. These sold out quickly and a list of post production orders was made!



'Second-hand Sports Gear and Mini Monsters Golfers':

This venture originally planned a mini golf course on the back field. Unfortunately heavy snow caused this plan to be abandoned. Their other option was selling second-hand sports equipment and clothing. An earlier notice in the school newsletter meant that gear continued to arrive at school from our school families providing a good variety of gear to sell on the day.

Wharepapa South School

'FAIZERS'

PrEP is a business where primary students have to make a product that is good enough to sell at the market. Our company was called 'Faizers' because it sounded good and most importantly it joined our names together. My only employee was Faiz. I chose to work with him because he didn't really have any ideas to do at the start and I knew he would work hard and bring in jokes whenever possible. We never had anyone that had to come and help from another group.



Our products were eco pot-making kits that I got out of a magazine. Our product never changed from the start. Our business plan stayed mostly the same except we mucked around with the price a bit - it was originally \$12 but we ended up selling them at \$8 each. Our currency was Sans which I won luckily with pictures from around the school. Our equipment was a rasp, a saw, a vice, a hammer and a chisel. We manufactured our product by first sawing off pieces of fallen Blackwood branches which we recycled from my house when half a tree fell down. We chiseled off the bark and cut down about a centimeter into the branch on all sides nearer to the top than the bottom. We chiseled down from the top till we hit the gap we had made so it formed the basic shape of the mould. We then rasped around the handle and the bottom to make them smooth. We oiled the mould to bring out the colour in the wood and let it dry. Once it had dried we packaged it in a zip-lock bag along with seeds, string and an instruction sheet. We marketed our product at market day which we advertised in the newsletters. Our product sold so well that we started to take orders but we didn't sell anymore after that. Altogether we made \$50 profit.

Oliver Saunders

Samuel Marsden Collegiate School

'BAMBOOZLE'

'Bamboozle' was an enterprise group of seven girls. They created a game show based on the school library. The school librarian had said that there was a need to cull some books. This was seen as an opportunity to entertain while at the same time collecting votes as to which books could be retained and which could be removed from the library. The girls presented lively amusing skits illustrating the story in each book. The show was compered by a student librarian. The show was filmed by students in front of a live audience and replayed on Market Day at a cost of 10 Marzies (our currency) per person.

Glenys Johnston
Teacher

Waimea Intermediate

Room 16 at Waimea Intermediate used Enterprise learning as a focus of learning during Term 3. We had a "Crazy Cookie" theme this year and held three very successful market days. Students invested \$4 each for their start-up capital and a percentage of the company profits was donated to Refugee Aotearoa NZ when the companies were dissolved. As well as completing PrEP tasks, we used skype to find out more from the Intellectual Property office in Wellington on copyright, trademarking and patents.

Judy Larkins
Teacher



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St Mark's Church School

MARKET DAY LEARNING 'POTS AND PENCILS'

We had started most of the proto types and the only thing we had to start was our pencil cases. Elle painted the inside of our pencil holder, Emily painted the pencil cases and the rest of us were on the floor thinking of some ideas. We had not traded with anyone so it was surprising when we were asked to trade something for the sparkles. We agreed to trade and the 'Wonderland of Art' traded us lions for the sparkles.



We started to price things we needed to buy to make our product. It was quite hard because we needed to think about if we really needed the materials and if so were we able to afford them. Once we had priced our items, we all got together and discussed how we would pay off our debt. It took us a long time to think about this and then I thought that the boss could pay the employees a little less and then we will have enough money to pay our overheads. I learnt that you must shop around to get the best price for your product because that will be the difference in your profit.

Elle & Hailey

Winton School

Term 2 was the first time the PrEP programme was conducted in Winton School for the Year 7/8's. It was a huge success! We created our own currency 'Kiwianas' and exchanged this for real money on our market day. Ventures ranged from such things as 'Stylista Hair Salon', 'The Sugar Shack' and 'Fizz' selling school stationary, slushies to hacky sacks and stress balls.

We opened to the public on our market day and made an impressive amount of money. Some stalls even sold out! Once we covered our expenses and each group took a small cut of their profit, we donated the rest to our new school library where we purchased some cool giant bean bags! PrEP was an awesome experience in financial literacy, careful planning, preparation and teamwork!

Belinda Brown
Year 8 Teacher



ASB Community Enterprise

ASB Supreme Award for the ASB Community Enterprise Team of the Year goes to 'Meet Our Locals' team from Twyford School, Hastings.

The 'Meet Our Locals' team from Twyford School have been awarded 'ASB Community Enterprise Team of the Year 2010' for their outstanding social enterprise project planned for the Environment, Conservation and Outdoor Education Trust (ECOED).

The team came up with an innovative, well researched design for an eel viewing platform, to be constructed at the Pan Pac Opouahi Kiwi Crèche, near Tutira, north of Napier.

"The students' business plan was presented in a very professional manner and their research and partnership with ECOED was outstanding!" said ECOED General Manager, Alastair Bramley. "The Department of Conservation was also very supportive of their project design" he added.

At the Kiwi Crèche, ECOED aims to teach young New Zealanders about the outdoors and to care for their environment. The native long finned eel (an endangered species) lives in the lake at the Opouahi Kiwi Crèche. Currently it is difficult for groups to get close to the eels, so the new platform will provide greater access to view, feed and learn more about the eels, raising awareness of their vulnerability.

The ASB Supreme Award prizes were presented by Terry Shubkin: (CEO); and Sharron Buer: (National Director, Primary Programmes) from Young Enterprise Trust, at a special school assembly held on Friday 29th October at Twyford School.

The team will implement their project during Term Four 2010, and all involved will be looking forward to its completion and the benefits it will bring to the local community.

Winning ASB Community Enterprise teams, their teachers and beneficiary organisations (not ranked):

School	Teacher	Beneficiary Organisation
Twyford School (Hastings)	Judy Mathews	ECOED
Waimea Intermediate School (Nelson)	Judy Larkins	Refugee Services Aotearoa NZ
Springbank School (Kerikeri)	Michelle Chapman	Bay of Islands Hospital
St Margaret's College (Christchurch)	Natasha Leith	Canterbury Plunket
St Margaret's College (Christchurch)	Natasha Leith	Mainly Music
St Margaret's College (Christchurch)	Shirley Smith	Cholmondeley Children's Home
Taradale Intermediate (Napier)	Felicity Martin	Carlyle Kindergarten
Paroa School (Greymouth)	Gemma Bublitz	Solid Energy Rescue Chopper
Paroa School (Greymouth)	Gemma Bublitz	Kumara Community Trust
St Paul's Catholic School (Ngaruawahia)	Kim Death	Ngaruawahia Playgroup

Full details of the winning projects will be published in an electronic newsletter to be sent to registered ASB Community Enterprise schools in December.

Young Enterprise Trust thanks the staff and students who provided information, articles and photographs for this publication.

For further information about our programmes, please email: sharron.buer@yetrust.co.nz

Graphic Design: Fiona Cornish & Mary Gilfillan, Young Enterprise Trust



Back row (from left): Carol Maunder (Branch Manager, ASB Hastings), Matt McGowan, Judy Mathews (Teacher), Sally Mirams, Danielle Pirie, Sharron Buer (YE Trust), Alastair Bramley (General Manager, ECOED), Ross McLeod (Principal). Front row (from left): Dominic Nash, Connor McLeod, Jakob Gibson



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