Creating a comprehensive community development model by positioning schools as hubs for teaching and learning and sustainable development.
Vision: To empower tomorrow’s global citizens.

Mission: The LEAP model empowers educational excellence and economic and community development through comprehensive education, health, personal, and professional development programs for inner city families and students, from cradle to college.
A Focus on Pipeline Development
The Rutgers/LEAP Pipeline to College

- 0-2 Years: Infant Toddlers
- 3-4 Years: Pre-Schoolers
- 5-12 Years: K-6 Graders
- 13-16 Years: 7-10 Graders
- 17-18 Years: 11-12 Graders
- 19-25 Years: College
- 25 Years: Graduate School

Rutgers-Camden ELRA
Elementary School
Rutgers-Camden LEAP
Early College
Rutgers-Camden and others institutions of higher education

Rutgers Centers of Excellence
Enrollment Profile of the Birth-12th Pipeline

• 2,000 students Birth through 12th

• LEAP Academy
  – Lower Elementary Campus (K-3)
  – Upper Elementary (4-6)
  – Intermediate High School (7-9)
  – High School (10-12)

• Early Learning Research Academy
  – Infants (6 months - 1 year)
  – Toddlers (age 1-3)
  – Preschoolers (ages 3-4)
Core Components of LEAP Model

**Organizational Factors**
- Entrepreneurial Governance
- Sustainable Educational Pipelines
- Systems Accountability

**Student Factors**
- College Access for All Students
- Structured Extended Learning Time
- Data Driven Instruction through Assessment Feedback

**Stakeholder/Alliance Factors**
- Parents Engagement
- Social/Community Alliances
- Partnerships with Institutions of Higher Education

**Teacher Development Factors**
- Performance Based Compensation
- Teacher Development Opportunities
LEAP Values

1. Student Achievement – Comes first
2. We do what ever It takes to get the job Done.
3. We take the High Road
4. We are a Family
5. Positive and Caring Culture
6. We are all Accountable
7. Transparency with each other
8. Improvement is ongoing
9. Diversity is our Strength
10. We are one Team
Five Guiding Principles of the LEAP Model
1. Accountability for People, Time, Money and Programs
2. Pipeline of College Access for all students PreK-16
3. Teacher Development and Support
4. Parental Engagement
5. Early Learning means Later Earning
100% in 2005
100% in 2006
100% in 2007
100% in 2008
100% in 2009
100% in 2010
100% in 2011
100% in 2012
100% in 2013
100% in 2014
100% in 2015
100% in 2016
Transforming Cooper Street and the Educational Corridor
Rutgers Community Leadership Center Camden

(Infants-PreK) 501 Cooper Street
SCHOOLS AS NEXUS FOR COMMUNITY DEVELOPMENT
FABLAB Mission: To be the LEAP Academy hub for innovation, entrepreneurship, and creativity by providing real world problem solving experiences to our community.
• **Instructional Support**
  – **Project Based Learning**
  • “teaching method in which students gain knowledge and skills by working for an extended period of time to investigate and respond to an authentic, engaging and complex question, problem, or challenge” (Buck Institute for Education).
  
  – **Class support**
  • Rutgers Fellows Program
  
  – **Teacher led PD**
• Community Empowerment
  – Urban Food Forest
  – NJ Makers Day
  – Portable Water filter
  – 3D printed microscope
  – Drone obstacle competition
## Logic Model of Outcomes

<table>
<thead>
<tr>
<th>Children &amp; Youth</th>
<th>Families</th>
<th>Community</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Better outcomes for children and youth</strong></td>
<td><strong>Better outcomes for families</strong></td>
<td><strong>Better outcomes for the community</strong></td>
</tr>
<tr>
<td>Strong Early Childhood Programs</td>
<td>Quality health services</td>
<td>Safe schools and neighborhoods</td>
</tr>
<tr>
<td>High Performing Schools</td>
<td>Social service programs</td>
<td>Business development</td>
</tr>
<tr>
<td>Effective K-12 programs</td>
<td>Adult learning opportunities and Job readiness training</td>
<td>Crime prevention</td>
</tr>
<tr>
<td>Higher high school graduation rates</td>
<td>Neighborhood based employment opportunities</td>
<td>Local/community based leadership development</td>
</tr>
<tr>
<td>Successful transitions from high school to college/career</td>
<td>Legal services</td>
<td>Better housing options and support for residents</td>
</tr>
<tr>
<td>Academic enrichment programs</td>
<td></td>
<td>Community Building and Ownership</td>
</tr>
<tr>
<td>Social, recreation and character building for children and youth</td>
<td></td>
<td>Interagency Collaboration</td>
</tr>
</tbody>
</table>
• A collaborative, comprehensive approach, with intentional alignment across institutions and contexts (e.g. family, school, the broader community), instead of piecemeal, uncoordinated efforts;

• Participation by diverse partners instead of single-sector initiatives;
• A focus on geographically defined areas instead of being too broad in scope;

• A governance structure that includes a lead organization to drive the effort instead of a leaderless coalition;
• Cross fertilization between students and faculty to engage in research, service learning and community development;

• An asset-based approach that builds on existing resources and strengths rather than considering communities as deficits to be remediated; and
• Active engagement by residents instead of purely top-down decisions;

• Flexible, non-categorical funding from diverse sources instead of restricted funds that constrain nimble actions
Entrepreneurial Assets

Providing incubation and lab-based resources to the region

South Jersey Technology Park at Rowan University

Startup acceleration program growing entrepreneurship across campus.

HATCHHOUSE AT ROWAN UNIVERSITY

Providing $5M in financial resources to regional entrepreneurs

Rowan University

Partnering entrepreneurs/SME’s with students to

A comprehensive resource for entrepreneurs

Rowan University CENTER FOR INNOVATION & ENTREPRENEURSHIP

Combining campus resources for entrepreneurs.

Rowan University

WILLIAM G. ROHRER COLLEGE OF BUSINESS

Provides a relevant education for economic growth in the region.

Rowan University ROWAN INNOVATION FUND

Career preparedness

Rowan University ROHRER COLLEGE OF BUSINESS Center for Professional Development

Entreprenurship across the campus.
Program started in 2004.
Initiated with a grant to train and support faculty.
Focused on RCB disciplines.

Total Submitted - 407
Total Accepted - 221
Faculty Involvement 9%
Benefits of the RCB Project-Based Learning Program

- Provides Real-World, Real-Time Data
- Ancillary soft skills.
- Opportunity for employment or Internship

- Provides entrepreneurs and SME’s a service to help grow their ventures.
- Opportunity to “Give-Back”.
- Provides a “younger” perspective.
- Access to commercial databases

- Provides an opportunity for community involvement
- Branding
- Differentiation
- Supports University Strategic Pillar

- Economic Growth and Engine for Region
- A Beneficial Resource

“The students were very professional and provided research to grow my company”
Christy Chang – Healthy Tans, Ventura Tans, Deptford, NJ

“Working with a real company to create a real-life marketing plan is extremely valuable”
A student from the Marketing Plan class
Career preparedness

Stephen M. Kozachyn
Executive Director External Affairs and Center for Innovation and Entrepreneurship
(856) 256-4126
kozachyn@rowan.edu
Entrepreneur Works:
Creating Economic Opportunity in Greater Philadelphia
Through Microlending & Business Development Services

April 2017
Entrepreneur Works is a nonprofit organization that offers access to small business loans, training, and one-on-one counseling to hundreds of entrepreneurs each year, empowering small business owners from all walks of life to prosper and build sustainable communities.

Entrepreneur Works creates pathways of opportunity for talented entrepreneurs. Across the Philadelphia region our clients start and grow small businesses, creates jobs for themselves and their neighbors, and strengthen the local economy.
Entrepreneur Works
Client Profile
(FY 2016)

• 68% are from low-income households

• 83% identify as minority

• 60% are women
Types of Businesses Our Clients Start Include…

- Catering/Restaurants
- Child Care
- Janitorial Services
- Hair Salons
- Coffee Shops
- Massage Therapy
- Transportation Services
- Jewelry & Accessories
Business Needs:

- Access to Capital
- Access to Knowledge
- Access to Markets
- Access to Technology
Entrepreneur Works provides:

- Loan Capital
- Training
- Business Counseling
- Networking Opportunities
ENTREPRENEUR WORKS

Financial Products:

- Vendor Loans (up to $1,000)
- Machinery & Equipment Loans (up to $15,000)
- Startup Loans (up to $15,000)
- Small Business Loans (up to $50,000)
- Women’s Advantage Loans (up to $50,000)
ENTREPRENEUR WORKS

Business Support Services:

Business Skills Training Courses & Workshops

Business Counseling and Technical Assistance

Business Networking & Relationship-Building Opportunities
Business Support Approach:

- Client-Focused
- Practical & Affordable
- Outcomes-driven
ENTREPRENEUR WORKS

Key Accomplishments (1999-2017):

• More than 4,600 have benefited from our programs
• 451 microloans advanced (for a total of $1.6 million)
• 86% repayment rate since inception
• 98% repayment rate FY2017
ENTREPRENEUR WORKS

Recent impact of our programs & services:

• Average business start rate (CY 2015): 52%
• Average business survival rate (CY 2015): 81%
• Total jobs created or retained by client businesses surveys (CY2015): 123
• Mean revenues generated by full-time (full-year) businesses (CY 2015): $125,000
• Cost per job created or preserved: $1,300-$1,800
• Cost per business assisted: $5,000-$7,000
For more information, please visit:
www.myentrepreneurworks.org
The Impact Economy
What Is It and What Does It Mean for Greater Philadelphia
Do well by doing good.
The concept of shared value blurs the line between for-profit and nonprofit organizations. New kinds of hybrid enterprises are rapidly appearing...

Increasing opportunity for private sector engagement and investment in solutions needed to address societal/community priorities... "

- Michael Porter, 2011

The fourth sector.
Impact is sector neutral
And reinforces a cycle of success... for businesses, investors and communities
Our audience is changing

• Millennials will comprise more than one in three of adult Americans by 2020.

• Millennials will make up as much as 75% of the U.S. workforce by 2025.

From Brookings: “11 Facts about the Millennial Generation” (June 2014)
And it’s focused on progress through business

• 89% expressed a stronger likelihood that they would buy from companies that supported solutions to specific social issues. *

• 63% of Millennials want their employer to contribute to social or ethical causes they felt were important. About half of older Gen Xers and Boomers felt the same.*

* From Brookings: "11 Facts about the Millennial Generation" (June 2014)
Founding Partners
Growing the Impact Economy in Greater Philadelphia

From “Growing the Impact Economy in Greater Philadelphia,” July 2016

Collaboration is at our core.

Our size: well suited to scale solutions, nimble to affect change.

Our diverse growing ecosystem.

Our intellectual energy.

Our government, non-profit and business organizations: pioneering Fourth Sector strategies.
MISSION:
To increase investment in impact companies and organizations in Greater Philadelphia

To provide a front door for the region’s impact economy efforts and interests;

To promote the region’s impact economy.
Growing the Impact Economy in Greater Philadelphia

Primary objectives:

- Connect and collaborate
- Grow the number of successful impact start-ups
- Engage established enterprises in impact objectives
- Increase the flow of impact investment capital
- Position as a leading center of impact economy
What’s moving forward

**ImpactPHL Ventures:**  
A regional investment partnership for emerging and growth technology-based, impact enterprises. (US EDA, Ben Franklin, Drexel University; Investors Circle; Halloran Foundation; others)

**Impact Investment Breakfast Series:**  
An event series/network with a common focus on social enterprise, entrepreneurship and impact investing. (Halloran, Binswanger/A Way to Donate)

**Village Capital: Health & Fintech Accelerators:**  
Philadelphia-based programming & investment (Ben Franklin with Village Capital, corporate & university partners)

**Best For PHL: Regional campaign** to engage wide variety of companies as a force for good, using B Lab’s assessment tools (B Lab, Ben Franklin, SBN, Chamber, Strategy Arts & other partners)

**Chamber ImpactPHL Award:**  
Part of Chamber of Commerce’s Excellence Awards, to recognize the company most actively creating a positive impact. Nominees screened via the B Lab Quick Assessment survey. (GPCC, B Lab)
The nonprofit organization leading a global movement to use business as a force for good.

Headquartered in Philadelphia!
Best for PHL

To encourage and support companies to measure, grow and communicate their impact;

B Lab Impact Assessment tools help companies evaluate & capture their impact.

Best for PHL partners:
Support company efforts to increase their impact;
Honor and celebrate those making a strong impact;
Leverage their stories to invite others to do the same.

Our year 1 goal is 250 companies participating. Help us get the word out!
FinTech Program with Village Capital

Ben Franklin is partnering with global impact investment group Village Capital on a fintech-focused accelerator program unique to ventures based in the Philadelphia region.

Distinctive:

- VilCap’s innovative peer-based due diligence review and evaluation model determines which companies will receive small ($25K) investments.
- First full local replication of the VilCap program.
- Extraordinary diversity of advisors engaged in program.

Cohort of entrepreneurs will participate in intensive April – June learning program.
ImpactPHL Ventures

A Ben Franklin-managed *investment consortium* to invest in regional technology-based start-ups and growth companies that are ready to identify and measure their *economic, environmental, social, and governance (E²SG)* impact.

- **Goal:** More funds from more investors invested in regional impact companies
- **Progress:** Capital Raise & Early Integration
- **Focus:** Simplicity and streamlined launch
  - Build from Ben Franklin systems and process
  - Reasonable costs & Flexibility
- **Long term goal:** First phase of a larger effort to create a large capital pool that attracts significant capital to the region for impact investments of multiple types.