



LEAP Enterprise Model



Creating a comprehensive community development model by positioning schools as hubs for teaching and learning and sustainable development.



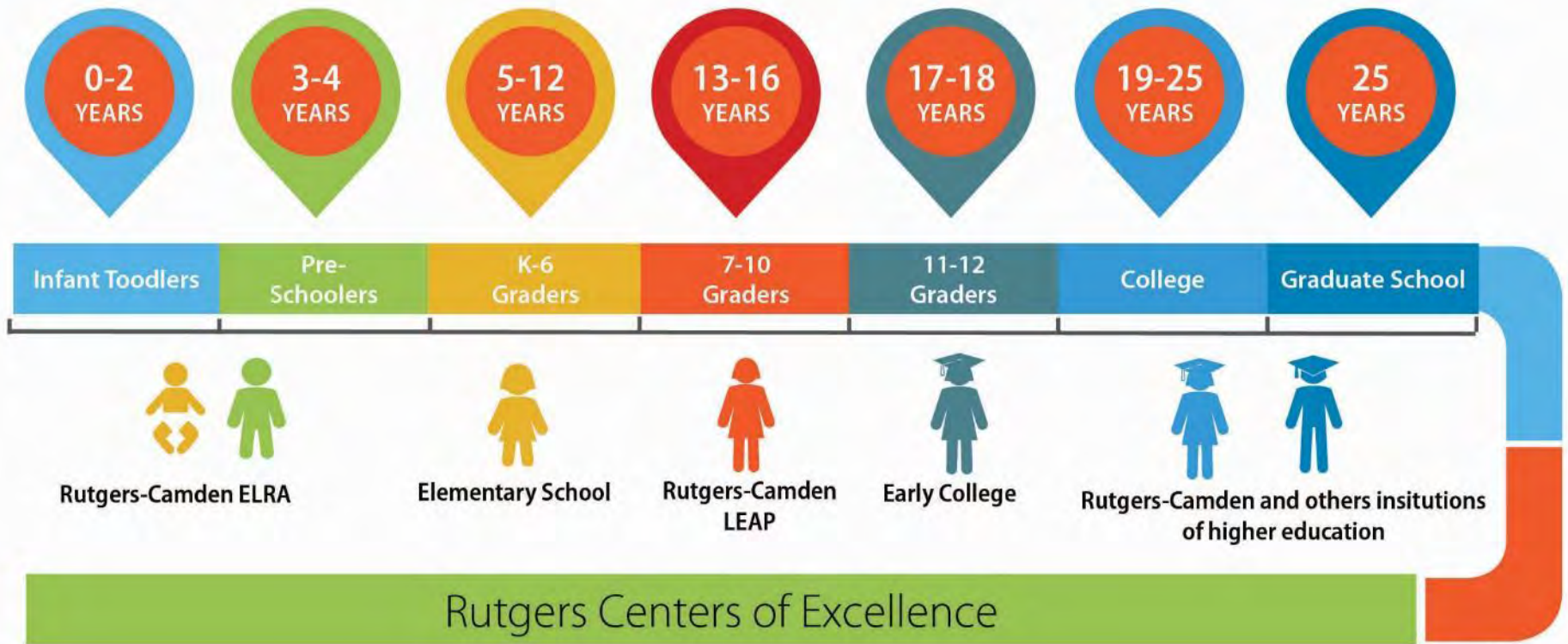
Vision and Mission

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

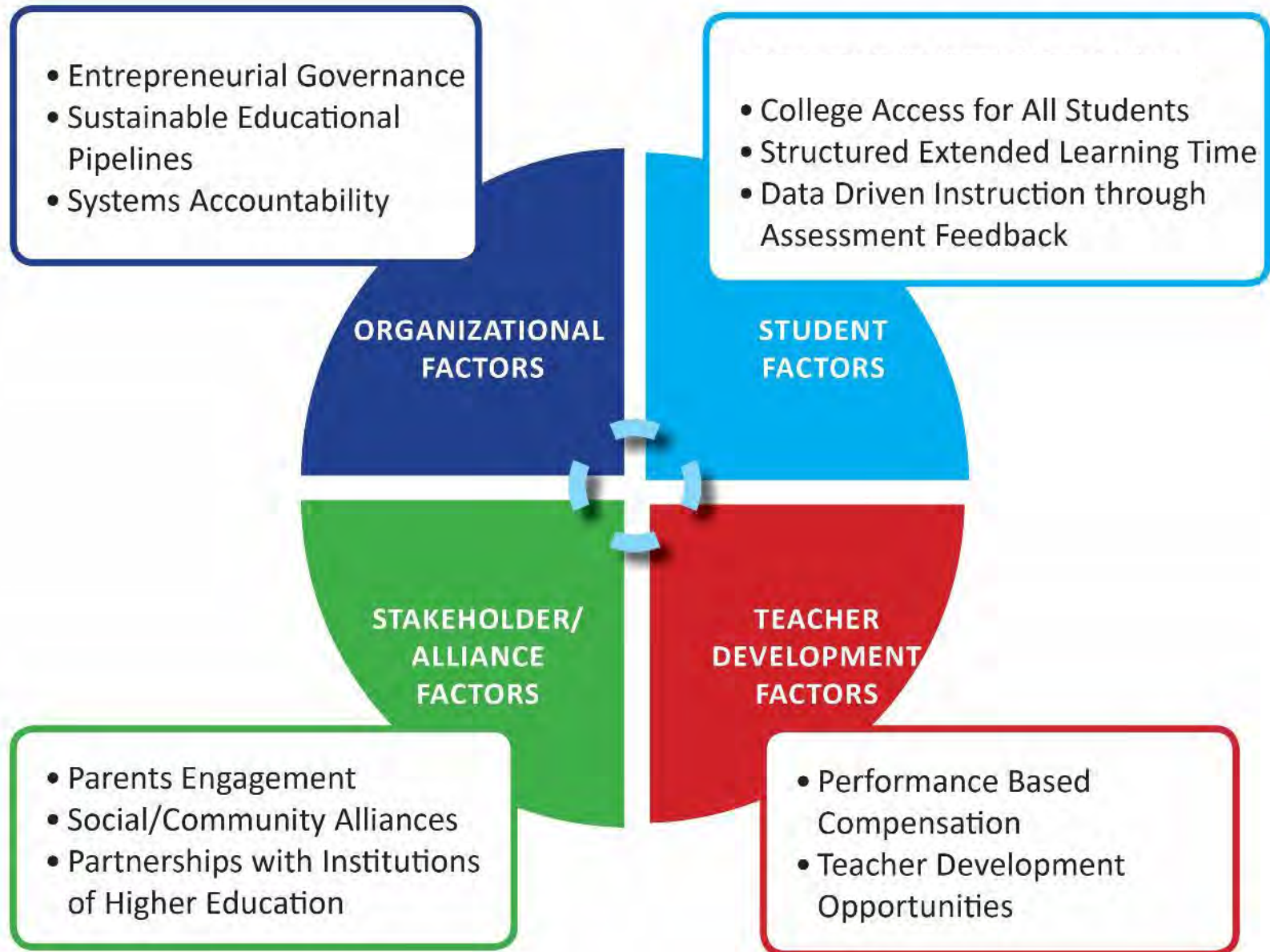


Enrollment Profile of the Birth-12th Pipeline

- **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



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



IMPACT



- 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

RUTGERS

Community Leadership Center
Camden



(K-3): 639 Cooper Street

RUTGERS

Community Leadership Center
Camden



(4-6): 549 Cooper Street

RUTGERS

Community Leadership Center
Camden



(7-8) 528 Cooper Street

RUTGERS

Community Leadership Center
Camden



(9-12) 130 North Broadway



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.

RUTGERS

Community Leadership Center
Camden



- 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

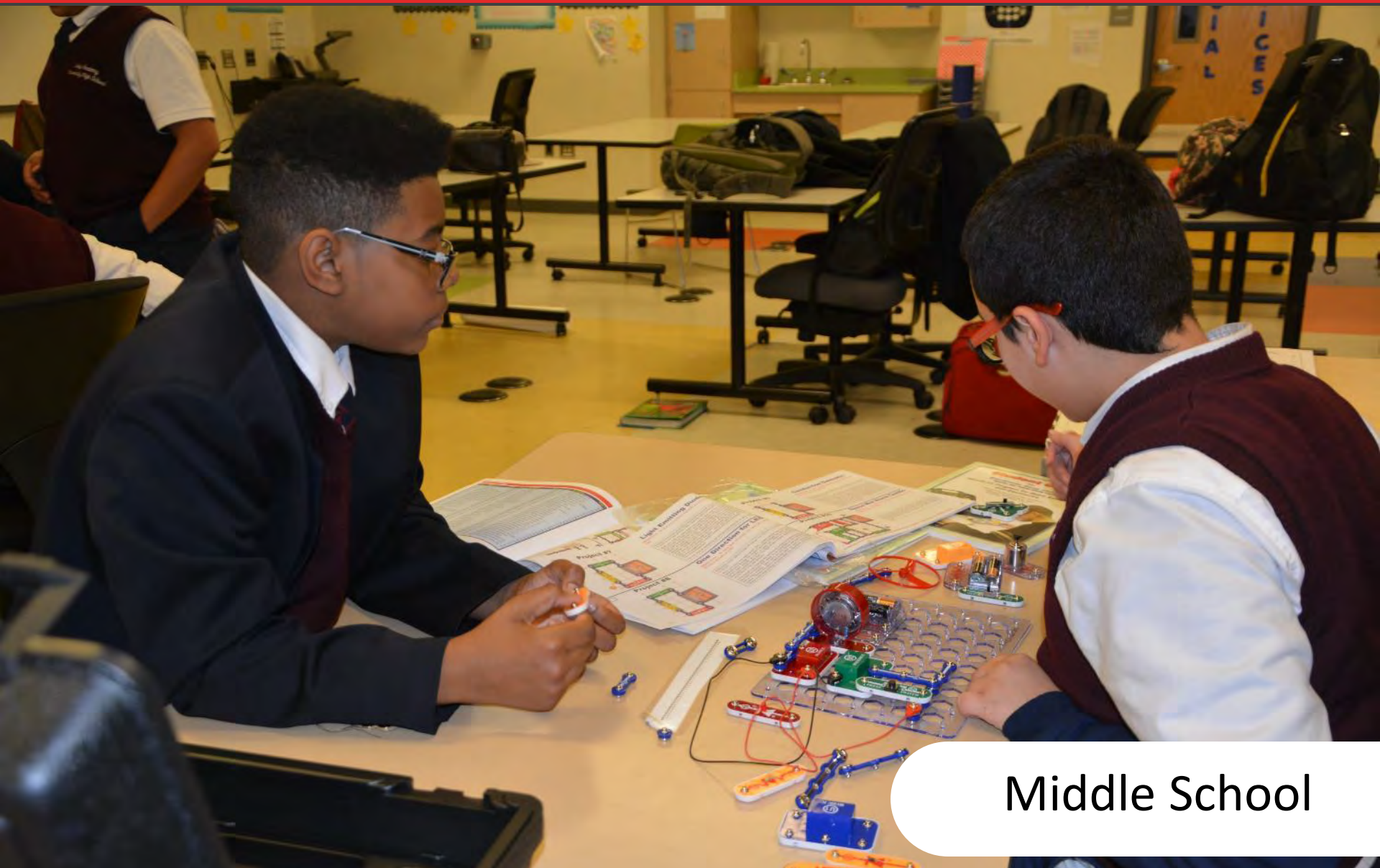




Lower Elementary



Upper Elementary



Middle School



- **Community Empowerment**

- Urban Food Forest
- NJ Makers Day
- Portable Water filter
- 3D printed microscope
- Drone obstacle competition





RUTGERS

Community Leadership Center
Camden



Logic Model of Outcomes

Children & Youth

Better outcomes for children and youth

Strong Early Childhood Programs

High Performing Schools

Effective K-12 programs

Higher high school graduation rates

Successful transitions from high school to college/career

Academic enrichment programs

Social, recreation and character building for children and youth

Families

Better outcomes for families

Quality health services

Social service programs

Adult learning opportunities and Job readiness training

Neighborhood based employment opportunities

Legal services

Community

Better outcomes for the community

Safe schools and neighborhoods

Business development

Crime prevention

Local/community based leadership development

Better housing options and support for residents

Community Building and Ownership

Interagency Collaboration

- 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





Rowan University Entrepreneurial Assets



Providing incubation and lab-based resources to the region



Startup acceleration program growing entrepreneurship across campus.



A comprehensive resource for entrepreneurs



Providing \$5M in financial resources to regional entrepreneurs



Partnering entrepreneurs/SME's with students to



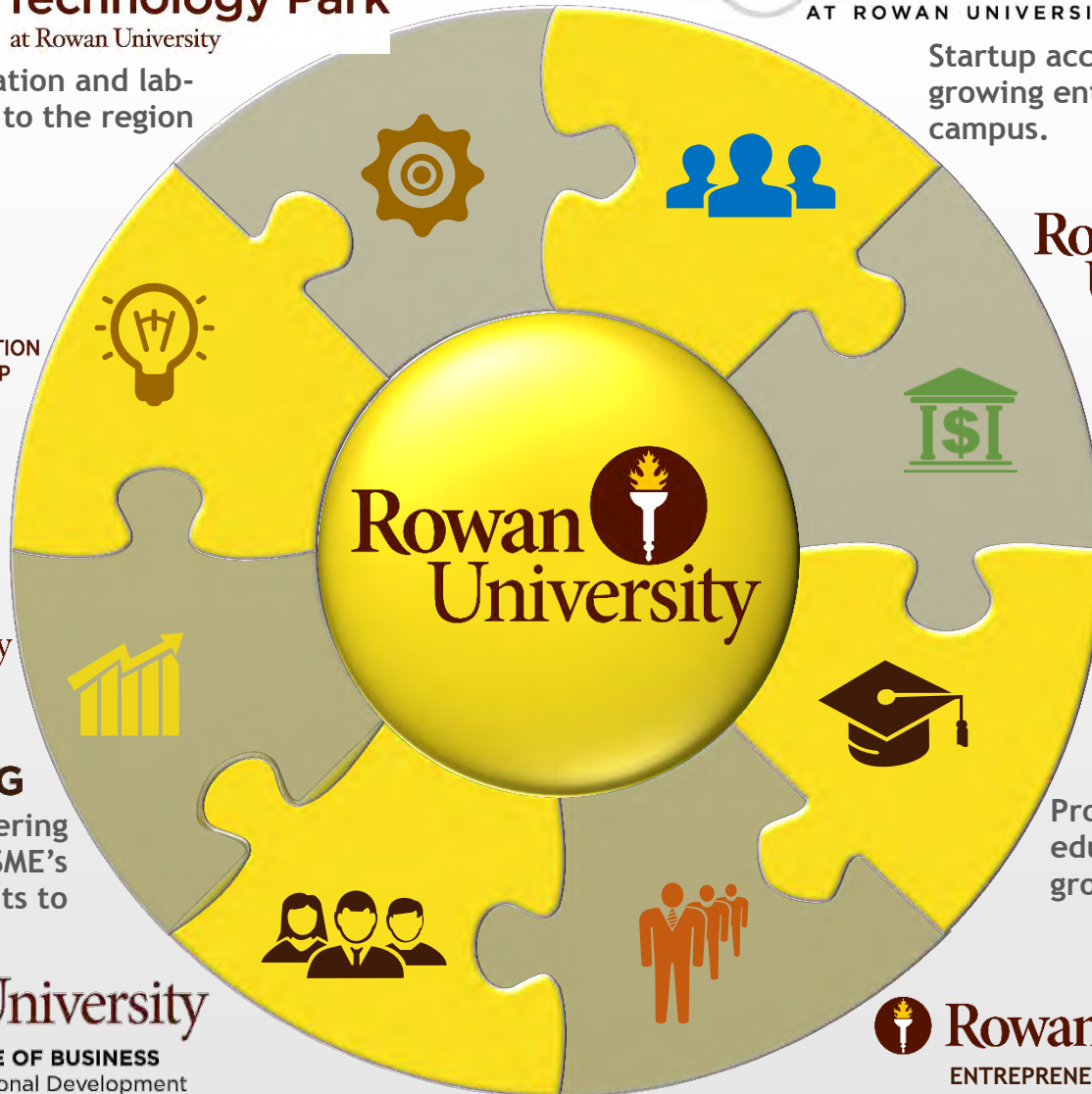
Provides a relevant education for economic growth in the region.



Career preparedness



Combining campus resources for entrepreneurs.



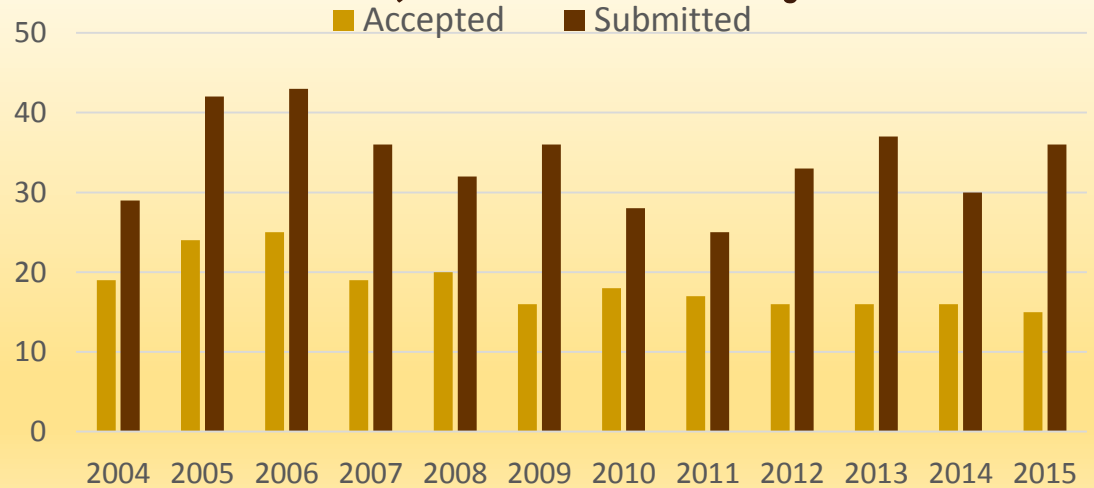
PBL Dashboard

Points Of Interest

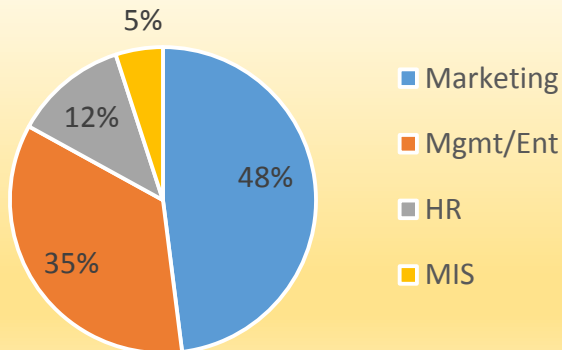
- Program started in 2004.
- Initiated with a grant to train and support faculty.
- Focused on RCB disciplines.

Total Submitted - 407 } **54%**
 Total Accepted - 221 }
 Faculty Involvement **9%**

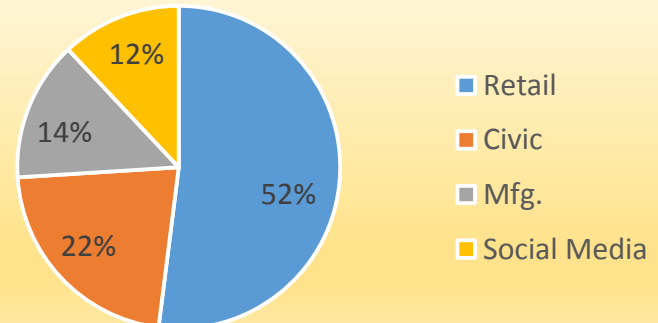
Project History



Projects By Discipline



Projects By Industry



Benefits of the RCB Project-Based Learning Program

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



STUDENT

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



CLIENT

**Project-
Based
Learning**

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



ROWAN

- Economic Growth and Engine for Region
- A Beneficial Resource



REGION

“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

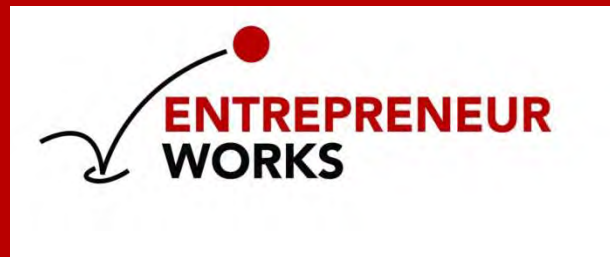


WILLIAM G. ROHRER
COLLEGE OF BUSINESS

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Entrepreneur Works:

**Creating Economic Opportunity in Greater Philadelphia
Through Microlending & Business Development Services**



April 2017

ENTREPRENEUR WORKS

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

Entrepreneur Works Client Profile (FY 2016)

- 68% are from low-income households
- 83% identify as minority
- 60% are women



ENTREPRENEUR WORKS

Types of Businesses Our Clients Start Include...

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



ENTREPRENEUR WORKS

Business Needs:

- Access to Capital
- Access to Knowledge
- Access to Markets
- Access to Technology



ENTREPRENEUR WORKS

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 Networking & Relationship-Building Opportunities

Business Counseling and Technical Assistance



ENTREPRENEUR WORKS

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**



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The Impact Economy

What Is It and What Does It Mean
for Greater Philadelphia



Ben Franklin
Technology Partners
Southeastern Pennsylvania

Impact**PHL**[™]

**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.

Technology

Manufacturing

Consumer

Financial
Services

Corporate

Impact is sector neutral

Health

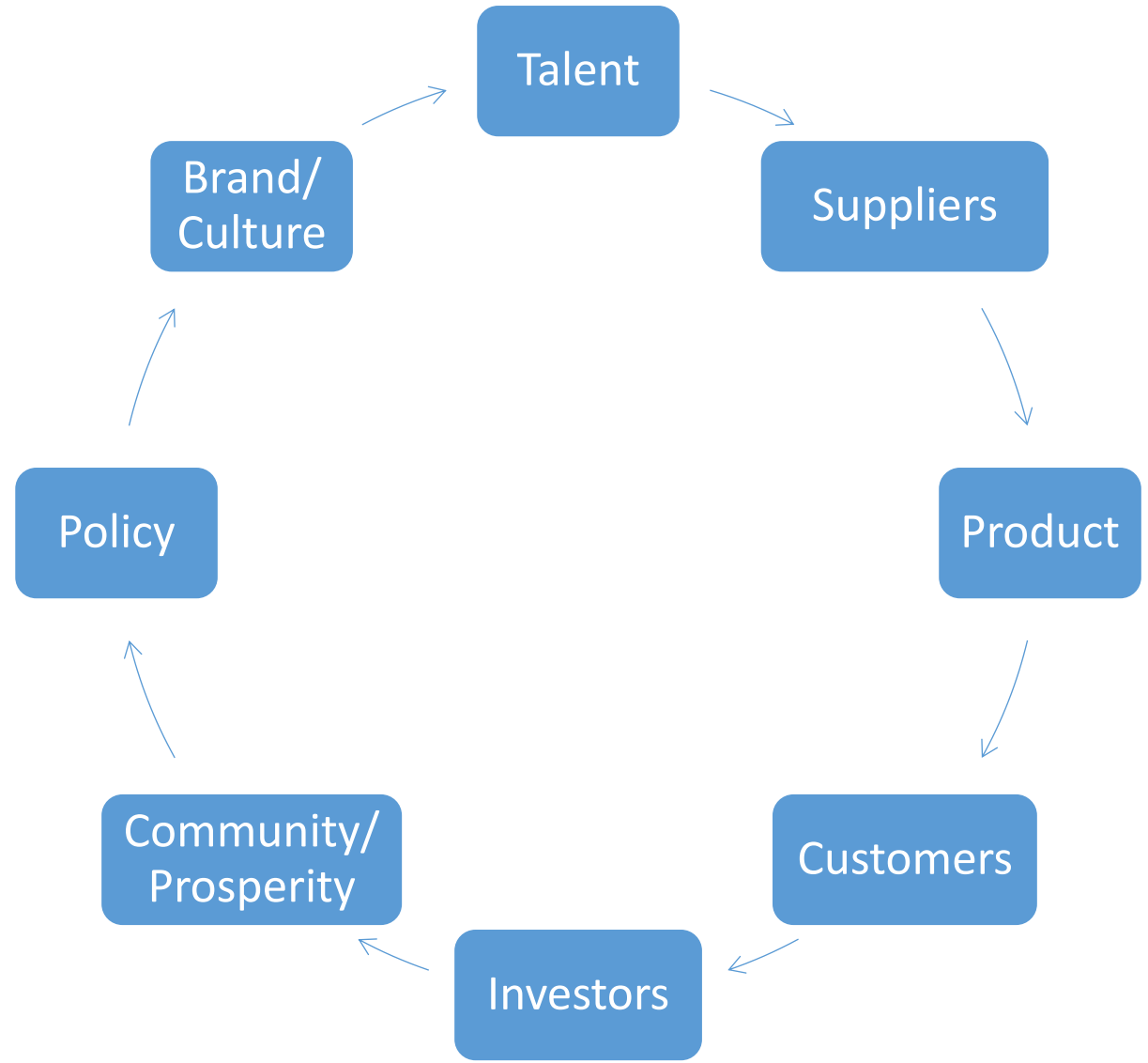
Environment

Diversity

Community

Civic

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



Ben Franklin
Technology PArtners
Southeastern Pennsylvania



Dilworth
Paxson LLP



Economy
League

GREATER
PHILADELPHIA



THE
GERMINATION
PROJECT



HALLORAN
PHILANTHROPIES



INVESTORS' CIRCLE
PHILADELPHIA
LOCAL NETWORK



PATIENT CAPITAL FOR A SUSTAINABLE FUTURE



Growing the Impact Economy in Greater Philadelphia

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

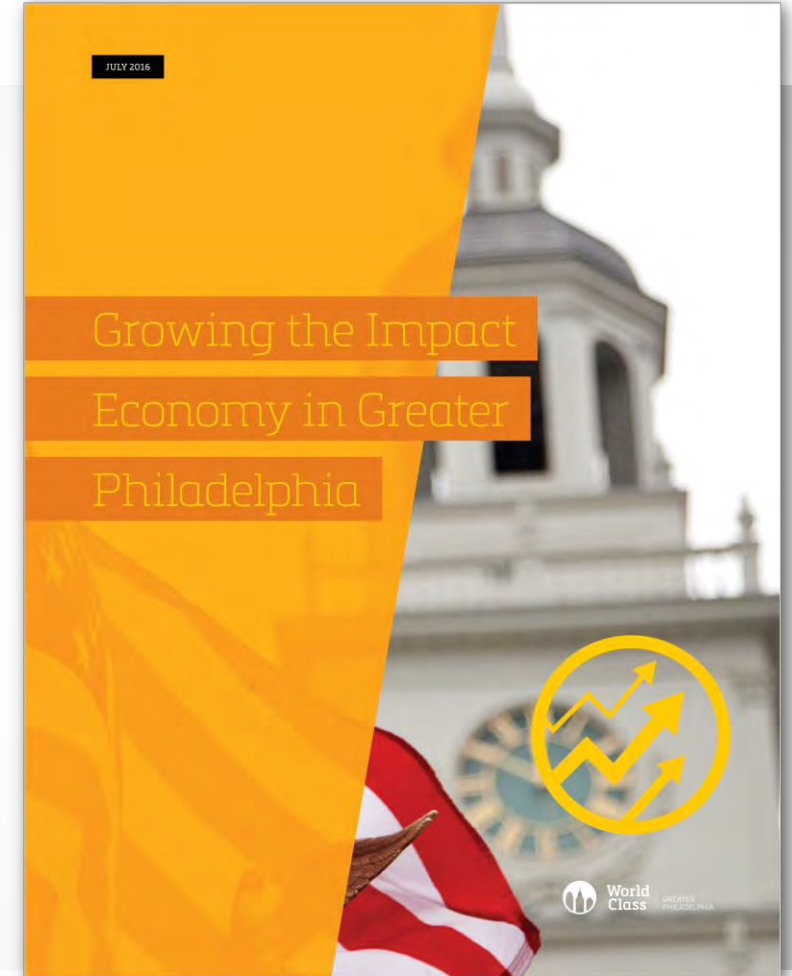
Collaboration is at our core.

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.



ImpactPHLSM

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)*

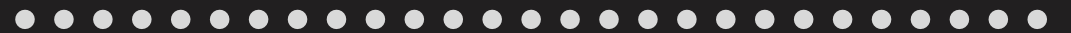


Lab



the change we seek

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

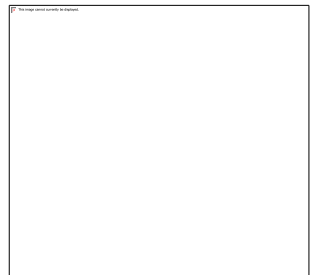
Cohort of entrepreneurs will participate in intensive April – June learning program.



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.



An aerial view of the Philadelphia skyline, featuring prominent skyscrapers like the Comcast Center and the Philadelphia City Hall. The image is overlaid with a teal-to-purple gradient. The text 'ImpactPHL' is centered in a white, serif font. A small 'SM' trademark symbol is located to the upper right of the 'L'.

ImpactPHLSM

ImpactPHL.org | [@ImpactPHL](https://twitter.com/ImpactPHL)