2015 SENATE EDUCATION

SB 2216

2015 SENATE STANDING COMMITTEE MINUTES

Education Committee
Missouri River Room, State Capitol

SB 2216
1/21/2015
Job # 22284 (56:17)

☐ Subcommittee
☐ Conference Committee

Committee Clerk Signature	

Explanation or reason for introduction of bill/resolution:

INITIAL HEARING
To provide an appropriation for junior achievement grants

Minutes: 4 attachments

Chairman Flakoll called the committee to order at 11:00am with all committee members present.

Sally Paulson, Director of the Junior Achievement of Bismarck-Mandan *(see attachment #1)*
Paulson: For years we've had the problem of out migration of our young people. We believe that the Junior Achievement program helps put a curve on that.
Chairman Flakoll: On the back of your testimony, there is an excel spreadsheet. Is that the intent? There is $600,000 for the appropriation. You were thinking that those are the ones who may participate?
Paulson: Those were our actual numbers for last school year. We are projecting expansion for the next 4 years, so that is where that number comes from. It covers the additional costs for training our volunteers across the state.
Chairman Flakoll: Where do you get the money from now?
Paulson: We have support from our local businesses. Last year was the last time we had to turn down local classrooms because we didn't have the funding to participate.
Chairman Flakoll: How is it determined who may or may not participate?
Paulson: We offer this to every teacher in the school system. I send out registration forms and curriculum information in the beginning of the year. We do K-6 grades and then 8th grade personal finance at all Bismarck Public Schools. There are additional programs that continue into the high school level, but we can't continue it because of funding.
Senator Oban: What happens to the kits after the students use them?
Paulson: We leave some in classrooms because of the reusable materials and recycle the rest.
Senator Oban: Who writes the curriculum?
Paulson: It is done through Junior Achievement Worldwide. That organization works with each state to make sure the standards are met.

Chairman Flakoll: Are there materials specific to one's community?
Paulson: Yes, each grade level has its own curriculum. It progresses and grows a larger focus throughout grade levels.
Chairman Flakoll: Are these Monday through Friday programs?
Paulson: Correct, within the school day. A teacher and volunteer collaborate with the best schedule. The time and length is flexible.
Vice Chairman Rust: Teachers have had to carry more and more workload throughout the years. Are you finding that that is the case with teachers and this program?
Paulson: We are finding the opposite. This program adds a different dimension to what they are already teaching in the classroom. Junior achievement is one of the only programs that align with state law.
Senator Marcellais: What types of businesses are involved in this program?
Paulson: They can range from corporate banks to small local businesses. In order to have the work force we want, they know the need to invest and are willing to do so whether financially or voluntarily. However like many organizations, money is tight, and things are starting to dry up for us.
Senator Marcellais: How many businesses involved approximately?
Paulson: I will try to get you that information.
Chairman Flakoll: What about homeschool participation?
Paulson: We haven't been approached with that.

(20:45) **Annette Bendish**, Junior Achievement Volunteer and Board Member *(see attachment #2)*
Bendish: My son does go to a private school, and they do have this program in the private school system in Bismarck. For homeschool students, there is a provision in Century Code that does allow those homeschool students to attend courses in the public schools if they so choose.
Chairman Flakoll: How would the money get distributed? Does that chain of dollars impact the relationships?
Bendish: These dollars go to the Junior Achievement program that purchases the kits, and then I as a volunteer work with Sally and our local Chamber office to get my kits and get matched with that classroom. The money does not get appropriated to our schools. It is through the local Junior Achievement programs.

(23:35) **Tamera Uselman,** Superintendent of Bismarck Public Schools
Uselman: I'm testifying today with Kathy Rooke, the Principal at Northridge Elementary. Junior Achievement is in her portfolio. This program benefits these students with real-life skills such as personal finance and being conservative.
Kathy Rooke, Board of Directors for Junior Achievement *(see attachment #3)*

Chairman Flakoll: If this is so important, why don't you as a school district budget for it?
Uselman: This program is an enhancement to what we do. Bismarck Public Schools has a relatively low fund balance, and we see a growth of 250-350 students a year. We don't currently have this in our budget.
Chairman Flakoll: What is your current annual budget for your school district?
Uselman: $142,468,000 roughly.

(30:30) **Keith Schmaltz**, Board of Junior Achievement, Northwest Contracting
Schmaltz: Northwest contracting sponsors the program. It's not only important to me personally but as a business. This is important for our community and region.

(32) **Shaneille Ulmer**, Board Member, Kupper Automotive
Ulmer: I've been on the board for about 5 years and lived in Bismarck for about 6. This was a great opportunity for me to get involved with the community and volunteer. I work at Kupper Automotive so this is good way to bring my business to the students. It's an important aspect for the community, especially with the issues of civics testing as one of the requirements for graduation.
Chairman Flakoll: How long has your company been involved?
Ulmer: about 8 years
Chairman Flakoll: do you have any employees that have been in the junior achievement program?
Ulmer: I'm not certain but we are approaching 250 employees so it is possible. However there are 4 or 5 volunteers like me in my company.

(34:55) **Shane Hafner**, Financial Advisor, Former Teacher
Hafner: There is importance and connection I observed as a high school teacher in bringing in outside professionals to assist my instruction. Our teachers are effective and as effective as they are, it is difficult to bring in those real-life experiences at times. I've been in classrooms with this program from Kindergarten through the freshman level. To hear second graders use the terminology and understand what an "entrepreneur" is at that grade level for example, is exciting. When we challenge our elementary students, they are able to meet those challenges and expectations which is the whole mission for the Junior Achievement level as they progress through high school. As a professional now, I work a lot with young families and spend a lot of my time educating adults. We need to interject it at an earlier age.

(37:55) **Kevin Hullet**, President of the Bismarck Mandan Chamber *(see attachment #4)*
Hullet: I am here in support of this bill. As an organization in 2009, we looked at how we can hold on to our young people. There is this Junior Achievement program, a Student Chamber program for high school juniors and seniors, and from there they can graduate out into our Young Professional program. It has been fun watching students come through our program, and there are success stories.
I want to provide an amendment to the bill for your consideration. Today we raise dollars to support the program, and we have a lot of classrooms we could be serving that we are not. It's not always the school district that offers Junior Achievement. In Bismarck Mandan the program is administered through the Chamber of Commerce. This amendment is to clarify the funding to the entities that provide this program as opposed to the school district.
Senator Marcellais: How many board members are there?
Hullet: There are 12 Board members who come from a variety of businesses and entities throughout the community.
Senator Marcellais: Are they elected or selected?
Hullet: They are mostly selected. We have board terms and rotate off after 3 years.
Vice Chairman Rust: It talks about 4 programs. Is it the intent to designate these dollars to go to only the programs in Bismarck, Grand Forks, Minot and Fargo?

Hullet: As of now, that is correct. If other communities were interested, they could certainly start a program.
Vice Chairman Rust: That is selective.
Hullet: Right now there 4 programs that are reaching thousands of kids per year. I do hope for the progression around the state.
Chairman Flakoll: Please find out when each of those programs originated.
Senator Marcellais: What about accountability with a reporting mechanism?
Hullet: I would defer to the Department of Public Instruction. They provide a number of flow through grants that go to the entities and it is up to the entities to report back to the boards that receive the grants or to the Department of Public Instruction.
Chairman Flakoll: Are there online capabilities?
Hullet: That is a question for someone else.

(47:30) **Annette Bendish** with NDSBA is called back to the podium
Chairman Flakoll: there are number of people who come into the school building who are not employees. How is that handled to protect the safety of children?
Bendish: The teachers are always in the room. That is part of JA policy. From the school district side, the requirements in statute for Criminal History record checks relate to those employees who have continuous unsupervised contact with those students. These temporary volunteers do not apply.
Chairman Flakoll: Are there online capabilities?
Bendish: There is not an online component because it is a hands-on experience.
Chairman Flakoll: From an open enrollment standpoint, can a student open enroll for just this portion?
Bendish: The open enrollment statute is very specific. There are specific deadlines that must be met. It would only relate to attendance for an academic year, not a program. However our school districts could enter into some sort of agreement relating certain components of curriculum.

(50:30) **Sally Paulson** was called back to the podium
Paulson: The volunteers do sign a volunteer conduct standards paper to verify that they will not have any contact with those students outside of the classroom. As far the issue of it being exclusive to the 4 communities, that's part of why we're here. We want to expand for more programs. At this point we cannot do it strictly because of financial reasons. The want and interest is out there in other areas around the state, and we have been contacted, but we are not financially able.
Senator Davison: What is the cost to start a new program?
Paulson: The only cost associated with starting a new program is the cost of the classroom kits. We don't charge to train our volunteers, but of course it is just the space and time that it takes to volunteer. You will never see Junior Achievement throwing huge banquets or parties because we run such a lean operation.
Senator Oban: I'm wondering about the state-wide impact. Is that reflected in the projections you gave us in the spreadsheet?
Paulson: Yes, we are looking to expand the program and would love to get into the smaller towns surrounding Bismarck.
Senator Oban: Do you also reach out to the schools on the reservations?

Paulson: yes we have. We worked with folks over in Standing Rock and would like to continue it, but have lost contact with them.

(54:35) **Stephanie Gullickson** with the Department of Public Instruction was called to the podium
Gullickson: we do have reporting requirements on our flow through grants. We currently have 14 flow through grants and we would structure this one similarly. There is an annual reporting requirement on cost of participant and outcomes of the grant. Then we report on that during our bill hearings.
Chairman Flakoll: Have you seen the amendments?
Gullickson: Yes. From the Department standpoint, as long as the money would go from the Department of Public Instruction to the chamber, then they would of course take care of the program. The bill is prescriptive and our flow through grants are not as much.

Chairman Flakoll ends the hearing on SB 2216.

2015 SENATE STANDING COMMITTEE MINUTES

Education Committee
Missouri River Room, State Capitol

SB 2216
1/27/2015
Job # 22665 *(6:12)*

☐ Subcommittee
☐ Conference Committee

Committee Clerk Signature	

Explanation or reason for introduction of bill/resolution:

COMMITTEE ACTION

Minutes:

No attachments

Senator Schaible makes a motion for a Do Not Pass for SB 2216.
Vice Chairman Rust seconds the motion.

Chairman Flakoll: I would note that if set up priorities in spending. If we send everything down to Appropriations, they will decide for us.
Senator Schaible: Junior Achievements is a wonderful program, but this is very limited for benefitting the whole state. Is it the state's responsibility to fund and take over these projects? I don't see a reason for the state to get involved in this program.
Vice Chairman Rust: I agree. It looks like it is for 4 schools, so I have some problems with that.
Senator Oban: I think the program is wonderful. It benefits my community, but my concern is that we can essentially fund 10 well trained teacher positions for this if we wanted to go forth with this. I did visit with some of the principals. A lot of them have had great success with working with this program and some of them deal with volunteers who aren't so good. That is my concern, putting this money into something that doesn't have trained teachers. It's a lot of money for a few communities.
Vice Chairman Rust: When I think of teachers right now, their plates are full. I don't want to go down that road of having that be one more thing that will take away teachers' priorities in the classroom.

A vote was taken: Yes: 6, No: 0, Absent: 0
Senator Schaible will carry the bill.

Date: 1/27/2015
Roll Call Vote #: 1

2015 SENATE EDUCATION COMMITTEE
ROLL CALL VOTES
BILL/RESOLUTION NO. 2216

Senate Education Committee

☐ Subcommittee

Amendment LC# or Description:

Recommendation: ☐ Adopt Amendment
☐ Do Pass ☒ Do Not Pass ☐ Without Committee Recommendation
☐ As Amended ☐ Rerefer to Appropriations
☐ Place on Consent Calendar

Other Actions: ☐ Reconsider ☐

Motion Made By Senator Schaible Seconded By Vice Chairman Rust

Senators	Yes	No	Senators	Yes	No
Chairman Flakoll	X		Senator Marcellais	X	
Vice Chairman Rust	X		Senator Oban	X	
Senator Davison	X				
Senator Schaible	X				

Total (Yes) 6 No 0

Absent 0

Floor Assignment Senator Schaible

If the vote is on an amendment, briefly indicate intent:

REPORT OF STANDING COMMITTEE

SB 2216: Education Committee (Sen. Flakoll, Chairman) recommends **DO NOT PASS** (6 YEAS, 0 NAYS, 0 ABSENT AND NOT VOTING). SB 2216 was placed on the Eleventh order on the calendar.

2015 TESTIMONY

SB 2216

#1

1/21/2015

Senate Bill 2216
Testimony in Support
Committee: Education
Date: January 21, 2015
Sally Paulson, Director-Junior Achievement of Bismarck-Mandan

Mr. Chairman and members of the committee. Good morning. My name is Sally Paulson and I am the Director for the Junior Achievement program in Bismarck-Mandan. Today, I am here in support of Senate Bill 2216 to expand the Junior Achievement program in the state of North Dakota.

Junior Achievement is a program that teaches students about business, economics, trade and finance. Through JA, business community volunteers provide a real world illustration of business concepts and enhance the curriculum taught in our schools. Our program in Bismarck-Mandan began in 1991 with 6 classrooms. Last year we reached over 5,500 kids in 218 classrooms.

The expansion of the JA program in our community began in earnest in 2009. It was then the business community expressed to the Chamber that students needed to gain additional understanding of business concepts; entrepreneurship and finance. At the same time, our local school systems began revamping their high school business curriculum to better prepare students for post-secondary education programs. When combined with our student chamber and young professional program, it creates a continuum of business and leadership opportunities starting in grade school progressing through to young adulthood.

Let me briefly outline the Junior Achievement program. It begins when a teacher partners with JA and requests a volunteer to offer their curriculum in their classroom. The curriculum is geared to a specific grade level and builds from one grade to the next. All JA curriculum also aligns internally with North Dakota standards. Over the course of five, one hour sessions, the volunteer is in the classroom teaching the prepared curriculum.

At the completion of the curriculum, many volunteers provide additional learning opportunities to their students such as taking them on a field trip to their business. In addition to forming a bond with the students, many of our teachers and volunteers are together for many years. Our longest serving volunteer has completed 23 years and taught 26 classrooms.

Today, I am here to ask the state to partner with Junior Achievement to enhance our ability to offer this program. While supported by the business community, the cost of the classroom kits continues to increase and today, one classroom kit costs $200. Your partnership through the department of public instruction will assist us in continuing to expand the understanding of business and entrepreneurship in North Dakota. Thank you for your attention and I will be happy to answer any questions.

INVEST | INVOLVE | INSPIRE

Junior Achievement of the Upper Midwest
PO Box 1675
1640 Burnt Boat Drive
Bismarck, ND 58502-1675

January 21, 2015

Thank you so much for receiving this information about Junior Achievement in North Dakota.

In the 2013-2014, in Bismarck-Mandan alone, we were in 218 classrooms, reaching over 5,500 students in grades K-6 and the 8th grade Personal Finance curriculum. When I took over this program ten years ago, were in 22 classrooms and we continue to grow by leaps and bounds each year. It is a great problem to have! Unfortunately though, as we continue to grow, the need for financial support also continues to grow. Each Junior Achievement kit is priced at over $200 and when we add in the time of the volunteers, training, etc., it comes in at around $500 per classroom. While we have had amazing community support throughout the years, we have recently lost some supporters from different areas.

The Bismarck-Mandan area is a "satellite" office for Junior Achievement of the Upper Midwest. The only "district" office is located in Fargo. The other offices, which include not only us, but Minot and Grand Forks are satellite offices and receive no funding from the district level. At one time, I was able to write and receive grants from some major foundations, such as the Walmart Foundation, Otto Bremer, Best Buy and more, but the main office in Maple Grove, MN now does not allow us to write them at our level. This has really tied our hands for some large contributions and has caused us to really scramble to make the money up with our local businesses.

I have not only included in this packet information about the numbers we are serving in the state, I have also included testimonials from many volunteers and educators who currently work with Junior Achievement and see the benefits for our future workforce. I would venture to say that with the amount of students we reach with JA, we are second only to the schools themselves in educating our young people about business, entrepreneurship and ethics. We are putting faces to organizations and allowing the students to gain first-hand, real life examples from the business world. If we want to keep our young adults in our state, we must invest in them and let them know that North Dakota is a great place to live and work. We absolutely know this as adults, but we are working with our future workforce…the "next generation" of leaders and entrepreneurs.

Once again, thank you for your time and would welcome any further questions you might have about Junior Achievement.

Sincerely,

Sally Paulson

Sally Paulson
Program Director-Junior Achievement
PO Box 1675
Bismarck ND 58502-1675
www.bismanja.org

2/16

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JUNIOR ACHIEVEMENT OVERVIEW

What is Junior Achievement?

Junior Achievement is a non-profit organization dedicated to educating and inspiring young people K-12 to value free enterprise, business, and economics to improve the quality of their lives. In partnership with business and educators, JA brings the real world to students, opening their minds to their potential.

Why should I be a volunteer for Junior Achievement?

Volunteers are vital to JA. Today's kids need role models from the business community more than ever before. JA volunteers ensure that kids have an understanding and appreciation for the many wonderful opportunities that they have available to them in our free enterprise system. By teaching kids about our economic world and how they can most effectively participate in it, JA volunteers keep kids on a positive track.

How much time does this take?

Junior Achievement's programs for the average volunteer commitment time are as follows:

Classroom Volunteer: Depending on the age of the students, volunteers make between 5-6 visits to their classroom. Each visit lasts approximately 60 minutes. Teachers and volunteers can schedule visits that works best for their schedules, Junior Achievement lessons are flexible enough they can be taught over 5-6 weeks making one visit a week, all in one week visiting once a day or a variety of ways. Volunteers work with the JA staff person to select a classroom in which they want to work.

How do I get involved with JA?

It's easy to become a JA volunteer. Regardless of your background or experience, Junior Achievement provides the training, materials, and support you need to make a difference! To get involved with JA contact Sally Paulson at: **701-223-5660** or see our website at: www.bismanja.org or send an **e-mail** to: **spaulson@bismarckmandan.com.**

Junior Achievement

THE BENEFITS OF JUNIOR ACHIEVEMENT

To Local Students

Junior Achievement programs contain many of the components considered most effective in reducing dropout rates: an opportunity to connect with positive role models, activities with tangible results and lessons easily related to real life. Kids say that the JA business volunteers speak with authority about the real world. A teacher from Minneapolis stated:

> *"There is a sense of awe that comes with Junior Achievement volunteers, an example that makes a deep impression, one that money cannot buy. Despite those who paint a dismal picture of American education, together, JA volunteers and schools are reaching kids and making them responsible and productive citizens. It is a partnership that works."*

The benefits for the kids are many. They have the opportunity to gain hands-on business experiences, practice leadership skills, develop human relations skills and make contact with business people. Student participants are also eligible for Junior Achievement scholarships.

To Local Companies

Many job applicants' reading, writing and math skills are found to be inadequate by prospective employers. American businesses spend $100 billion per year to teach skills to their employees. "Junior Achievers" are highly motivated and eager to take on responsibility. The bottom line: Junior Achievement prepares tomorrow's entrepreneurs and managers – today. The public sector simply cannot do the job without the support of businesses. Committing support and resources to Junior Achievement can help organizations meet their goals of community relations and employee development. Participating in Junior Achievement is a great way for companies to build relationships with the education community. In addition, JA will assist companies in building community awareness for their efforts and involvement. It just makes good sense to support Junior Achievement.

TO LOCAL EMPLOYEES

Employees who participate tell us it is a wonderful opportunity to help kids get on the right track and they find the experience very rewarding. Volunteers feel great knowing they have made a lasting impression on kids' lives. After sharing their experiences about the business world, volunteers go back to work with an increased sense of pride about their company. In addition, volunteers have an opportunity to develop in a number of areas that can help them in their professional careers, including:

organizational skills	planning	project management
listening skills	presentation skills	verbal communication
leadership	motivating people	problem-solving
cultural awareness	flexibility	managing people

Junior Achievement

JUNIOR ACHIEVEMENT PROGRAM OVERVIEW

Elementary School Program:

▲ *Ourselves* – Kindergarten – Students are introduced to basic personal economic issues and the roles individuals play as workers, consumers, and family members.
▲ *Our Families* – Grade 1 – Students learn about the role of families in the local economy, the jobs they have, and their economic needs and wants.
▲ *Our Community* – Grade 2 – Students take part in activities that demonstrate the responsibilities of and opportunities available to citizens in their economic community.
▲ *Our City* – Grade 3 – Students conduct business operations, make city-planning decisions, and examine economic development issues.
▲ *Our Region* – Grade 4 – Students learn about state economies, the economic resources of regions, and decisions businesses must make about buying and selling resources.
▲ *Our Nation* – Grade 5 – Students carry out activities for operating a business in the U.S. economy, including management marketing, production, and sales presentations.
▲ *JA Global Marketplace* – Provides practical information about the global economy and its effect on students' lives.
(**Used in the 6th Grade in Bismarck-Mandan**)

Middle Grades Program

▲ *Personal Economics* – Helps students assess personal skills and interests, explore career options, learn job-hunting skills and discover the value of an education. They also learn about budgets, personal and family financial management, and the use and abuse of credit.
▲ *Enterprise In Action* – Teaches students the principal characteristics of the American economic system and the role of business. Students learn the steps in organizing a business and producing and marketing a product. They also study the social responsibilities of business and the role of government in the U.S. economy.
▲ *The International Marketplace* - Helps students appreciate how they are connected, through trade, to people and cultures throughout the world. The program illustrates how countries' resources affect their cultures, governments, and economy. It also examines the benefits of international trade key global economic issues.
▲ *JA Global Marketplace* – Provides practical information about the global economy and its effect on students' lives.
(**Used in the 6th Grade in Bismarck-Mandan**)

High School Program (None of these are offered yet in the Bismarck-Mandan area)

▲ *Economics* – Economics is a one-semester course for 10th through 12th grades in which students relate economic concepts and business principles to real life situations. The class may run a Student Company and take part in computer-based simulations in which students operate companies in a highly technological industry and apply economic policies to guide the national economy.
▲ *Company Program* – Students operate their own company as part of a school-based organization, club, or classroom enterprise or as an after-school activity. During a semester or over 15 weeks, they sell stock to raise capital, elect officers/management teams, buy materials, market a product or service, pay a dividend to stockholders, and liquidate their company.
▲ *JA Success Skills* – Focuses on developing students' interpersonal effectiveness. Through an assessment, students identify the strengths and unique potentials of their interpersonal skills, and examine how their skills match careers of interest to them, develop resumes, and practice their skills in mock job interviews.
▲ *JA Personal Finance* – Students learn to make informed decisions about the effective use of income to reach personal financial goals. This program is a unique online curriculum, which integrates a variety of Internet-based activities with the financial concepts that are necessary for student success. **(Done in Bismarck-Mandan 8th Grade)**

▲ *JA Titan* – This is a web-based business simulation where students learn how to make decisions about price, production, capital investment, marketing and research, and development for a fictional Holo-Generator™.

Junior Achievement

Junior Achievement Classroom Volunteer's Testimonials

Tracey Weber-Kadrmas, Lee & Jackson

"I just wanted to take a few moments and share with you my thoughts on the Junior Achievement Program. As business professionals we often forget how much we have learned and how much experience we have gained until we share that with a young mind. The Junior Achievement Program allows us to step away from the business world for a few moments and take an hour or so to enjoy teaching some of our community's future business leaders, voters and community members. Often times, in my experience, I found myself learning just as much from the students as they may have from me. Thanks for your commitment to the Junior Achievement Program."

Wes Engbrecht-Capital Electric Cooperative

"The true benefit of the Junior Achievement program lies in the connection between the students and the business community. For a student to learn about their local or national economy and business from a member of that community brings it home to them in a real way. A light goes on in that student's mind that connects real life with school and it allows them to make a leap in understanding that may not have been there before. It's a true marriage of education and business that transcends the typical learning environment.

In the seven years that I have taught J.A., I have seen those classes (grades 1-5) gain an understanding of business concepts. It has been one of the most rewarding experiences of my professional career. I'm more than comfortable knowing that these bright, thoughtful students will be responsible for our world in the future."

Tiffany Boehm-Edgewood Vista

"I have been a Junior Achievement volunteer for the past two years and I am looking forward to another opportunity to work with Junior Achievement again. Junior Achievement is an amazing opportunity for both the volunteer and the students. It is a truly rewarding experience to assist a local school in reinforcing the importance of the educational system as well as the importance for everyone to interact professionally and for the greater good of the community. This experience also helps broaden the views and ideas that each student has on what is out there in our communities. I enjoyed my experience so much the first year that I did not hesitate to volunteer again and recruit others to participate as well. I think that the experience is hard to put into words at times for the volunteer so I would ask co-workers of mine to come with me to a class as my assistants. This one time we did an exercise about different types of production lines as we owned a donut shop. We did some great activities that did get the kids very excited and engaged. I brought with my Dining Services Director who came in her Chef's coat and explained the importance of what she does at our facilities. You can see the children light up when she was talking to them. This co-worker of mine enjoyed herself so much and truly believe in what Junior Achievement is all about that she asked to help me again next year. I am lucky enough to volunteer in the same school that my children go to and sometimes when I walk through the school I get children from my JA class stopping me in the halls saying, "Mrs. Boehm, when are you coming back to class?". I

truly believe that Junior Achievement plays a positive role in supporting our educational system and I will continue to offer to be a volunteer."

Megan Boger-Starion Financial

"Junior Achievement is a fun, well-structured program that truly benefits all who are involved, and most importantly, teaches students valuable life lessons that they may not otherwise learn. As a volunteer, JA gives me the opportunity to make an impact in a classroom full of bright, young minds! Not only do I love getting out into the community, but JA has helped me improve my presentation skills, boosted by confidence and made me feel more like a leader. Junior Achievement also gives the teachers a reason to reinforce lessons brought to the class by a JA volunteer, and they appreciate a new face in the classroom as that always makes the kids more excited to learn. The lessons and activities are so fun and interactive that it doesn't seem like learning to the students. The fact that the kids look forward to me coming, give me hugs and say that JA day is their favorite of the week reassures me that my small time commitment makes a big difference."

Shaneille Ulmer-Kupper Automotive Group

"Through Junior Achievement, I am able to leave from behind the desk and bring my workplace experience to a classroom. Over the last four years, I have professionally grown through mentoring classrooms and teaching them more about how to run a business, different zones in a community, the importance of balancing a checkbook and debit card and more. Personally, I didn't hear about any of this until the junior high level. Junior Achievement lets us bring financial literacy into classrooms at a younger age, preparing students to be ready for real world experiences."

Annette Bendish-NDSBA Legal Counsel

"I love spending time in my son's classroom and Junior Achievement gives me the opportunity to do that while teaching him and his classmates valuable lessons about their community, business, and economics. I have been a volunteer for several years and the students are always excited about the program. The appreciation that the students and the teachers have for the time I spend with them keeps me coming back year after year and has lead me to volunteering for a roll on the Bismarck-Mandan Junior Achievement Board."

Zachary Frey-Age 8-St. Mary's Grade School

I like Junior Achievement because we learn about why our community is special and businesses in our community. All of my friends love when we have Junior Achievement in our classroom each year and I love that my mom gets to spend time in my classroom.

Carmen Banta-HDR, Inc.

"I have been involved with Junior Achievement for the past 3 years. Over that period of time, I have had the privilege to teach in more than 7 classrooms ranging in age from 2nd through 5th grade. In my opinion, the curriculum provided is vital to develop well-rounded, informed students. The JA curriculum teaches practical, real-life, applicable skills that would not be taught in the classroom if Junior Achievement was not available. I was inspired to teach Junior Achievement after going through the program myself in Junior High. Junior Achievement laid the foundation for my interest in business and ultimately the major I chose in college. As a result, I want to make sure Bismarck-Mandan students are able to experience this fantastic program! It is important to give our students the tools they need to balance a checkbook, understand what it takes to start a business, and explore different careers. I am excited for my son to go through the program one day, and I'm thankful for the volunteers who continue to teach so JA can be provided in our classrooms!"

Sherri Frieze-ND Division of Economic Development & Finance

"This is a wonderful experience for us newcomers. It has kept me coming back for the 3rd year now. I am still probably considered a newbie on the block, but so far it all seems so FRESH and ENLIGHTING! Being called a "hero" by your own kids just doesn't get any better. It gives me joy each week, as I look forward to the next lesson; wondering how I am going to prepare for it, and make it FUN; so that it is not just a talk session, but a hands on and participating session for each child.

I do take my time when it comes to preparation with my classroom. I am a very thorough person, just who I am; it is part of my job etiquette. I need to know what I will be doing and how it will be done before I go into a room so it takes me awhile to go through my lessons. So these 30 minute lessons probably take me 2 hours to really think it through and some definitely longer if I go online and cut items out. But, an enjoyment, none the less. But it is a privilege to help our teachers grow the minds of our "Future!"

Shane Hafner-Securian Financial and JA Board of Directors member

"I am a parent of elementary age children and I am a JA volunteer and board member. I have seen the impact of the program first hand on the lives of my children. The concepts that are introduced through the JA program are appropriately challenging for them and would not be introduced as early in their educational career otherwise. The JA program is a wonderful supplement to the traditional curriculum. As a financial advisor, I see the importance of consistent financial planning education equal to the importance of reading and writing, math and science. We need to continue to give our young children the proper tools to be successful in life. Financial education is vital."

Jill Castleberry-Owner of JJ's Cakery and JA Board of Directors member

"I got involved with the Junior Achievement Program about 4 years ago as a volunteer and soon after as a board member. With its emphasis on preparing students for the global economy, I felt that Junior Achievement was necessary for all students and was excited to be a part of this great program. I have

spent time in many different classrooms and have taught a few of the different curriculums with topics dealing with entrepreneurship, globalization of businesses, financial planning and budgeting. It is very gratifying to know that my volunteering with the students through the Junior Achievement lessons is having a positive influence on their viewpoint of community, business as well as economics. I feel very fortunate that I have been able to be a part of the Junior Achievement program and will continue to volunteer and serve on the board so that we can continue to bring Junior Achievement to the students of Bismarck Mandan."

Donette Peterson-Director of Human Resources-Missouri Valley Petroleum

"As a Junior Achievement volunteer I went into the program thinking how much I would help the children in the class I was assigned to. Well imagine my surprise when I finished the program thinking I learned more than they did! It was so refreshing to see how excited these children were to have information outside of their normal studies to learn. They really were engaged in the format and information that I had to share with them. Part of the program gives the student an opportunity to share their real life experiences when dealing with being a good citizen and how community and business are a big part of their life.

As a volunteer it couldn't have been any easier. Everything I needed was supplied to me in my kit and I needed very little prep time to get ready for the class. In today's busy world of work and family having this course work prepared in this manner was key to the success of the program.

Junior Achievement is an excellent program and needs the support of state and local governments to continue the great resource it provides to the children of North Dakota."

Peg Haug-Director of Human Resources-Easter Seals Goodwill of ND

"I loved my time as a Junior Achievement volunteer! I worked with 3rd graders on the topic of 'Our City.' The students were very excited about their new adventures in the classroom. Exposing them to business, politics and community service at a young age is a tremendous opportunity to get them thinking about the future of 'our city.'"

Brian Ritter-President and CEO of the Bismarck-Mandan Development Organization (BMDA)

"As the economic development organization for a community sporting a 2.2% unemployment rate, workforce development is one of our highest priorities. Unfortunately, that's not an issue that can be addressed overnight or even over an entire year. It's an issue that must be addressed consistently over time and by the entire community. Fortunately, we already have a tool to help us do that and that's the Junior Achievement program.

By sending volunteers from the workforce into classrooms across Bismarck-Mandan, we are exposing students of all ages to different careers along with the skills they'll need in those careers. This is important because the knowledge they gain now will help shape their career and educational paths as they complete high school and consider their post-secondary options. That's why programs like Junior

Achievement are exactly what we need at this point in our State's history. I would strongly encourage you to support Junior Achievement as well."

Kelvin Hullet-President, Bismarck-Mandan Chamber of Commerce

Grooming Leaders in Bismarck-Mandan

"As part of the Chamber strategic plan adopted in January of 2014, a specific objective is to "Build Visionary Leaders for the Region". To succeed in this directive, the Chamber adopted a continuum of leadership model that introduces business leadership at an early age through Junior Achievement (JA). If students are interested in business, they can follow through by participating in the Student Chamber Leadership program, graduate to Young Professionals and then apply to be a participant in the Bismarck-Mandan Leadership program. The ultimate goal is to assist individuals interested in serving in the community on volunteer leadership boards and elected office.

JA is a program the Chamber utilizes to introduce students to business concepts in grades four through six. The curriculum for these programs begins with a basic introduction to the community, it then proceeds to the state and nation and concludes in Sixth grade with some basics on how the world economy is interlinked. Introducing these concepts at an early age allows students to understand the basic concepts of the economy that are further refined in high school economics classes."

Bismarck-Mandan Teacher Testimonials

Denelle Scheerle-Christ the King-Mandan-3rd Grade

"Junior Achievement gives 3rd graders the opportunity to learn about their community. The curriculum is set up as an interactive program which allows those kinesthetic learners to be active learners. Students can hear from the volunteers about their profession which a textbook cannot compete with. There is a bond that develops between the JA volunteer and the students. Each student receives an award at the end of the 6 weeks which makes them feel important. I ask that you consider all these benefits when giving additional funding to support our local Bismarck-Mandan Junior Achievement program."

Carmela Ballantyne-Dorothy Moses-4th Grade

"I would like to take this moment to write about the importance of Junior Achievement within the classroom setting. I have participated in the JA program for the past eight years. Lucky for me I have had the same volunteer from the community come into my classroom and share the program material with each one of my classes. I have taught 1st, 2nd, 3rd, 4th, and 5th grade in the past eight years and it has been a real treat to work with the curriculum and materials for all of these grade levels.

The JA program material ties nicely into the North Dakota Content Standards and is a great benefit to my students. To have a volunteer come into the classroom and work with me in a partnership setting to benefit my students is a great blessing.

I will always participate in this program. It is a win/win situation for all. My volunteer benefits, I benefit, and my students benefit."

Patricia Klein-3rd Grade-Jeanette Myhre-Bismarck

"I am very appreciative of the Junior Achievement Program in my classroom. It is so rewarding to have my 3rd grade students learn about being part of a community. The lessons are well planned and motivating. I have had the same volunteer for three years and together we have extended the classroom lessons to taking the students on a learning trip to visit various businesses in downtown Bismarck. It is truly wonderful for students to experience "hands on" learning with Junior Achievement! Thank you for providing this opportunity for students in Bismarck Public Schools."

Louise Ryberg-1st Grade-Cathedral School

"Last year was my first experience with Jr. Achievement and I have to say, it was AWESOME! The lessons were so appropriate for first grade. Our presenter was good about taking each child's input. My class could not wait for the "Community Lady" to come back."

Tammy Pope-1st Grade-Saxvik

"Give me a thumbs up for learning and community relationships! Junior Achievement is a vital part of our elementary career. Bismarck is moving to 21st century learners and doing "real life" projects that

kids have a stake in. The Jr. Achievement falls into this model PERFECTLY. The lessons and timeline are age appropriate to skills the kiddos need/use for a lifetime.

The kids are excited and motivated to see/hear from our presenters. They love it when they see the presenter in the community and connect that they are a citizen living in our area-giving back and being a community person."

Val Miller-3rd Grade-St. Joseph

"I've had Jr. Achievement for the past 4 years and hoping for many more. Both of the business people that have been willing to come in were/are terrific. They really enjoyed the students and the students certainly looked forward to their visits. They love having guests and respond well to a fresh face in the classroom. The lessons are very specific and get the kids excited about their community. Building the city and talking about the different zones is certainly a favorite. I hope that this program is able to continue. I've seen positive results in my third grade classroom."

Amber Carr-2nd Grade-Pioneer

"The most excited I have seen 2nd graders for Social Studies is when a volunteer from the community is coming to teach them about how our community works.

The enrichment this program provides is a wonderful asset to our Social Studies curriculum that cannot be replaced. A big thanks for having Jr. Achievement in Bismarck/Mandan."

Louise Ryberg-1st Grade-Cathedral School

"Last year was my first experience with Jr. Achievement and I have to say, it was AWESOME! The lessons were so appropriate for first grade. Our presenter was good about taking each child's input. My class could not wait for the "Community Lady" to come back."

Theresa Quist-2nd Grade-Sunrise

"My students look forward to seeing Shae Helling, our Junior Achievement volunteer, each week, and they ask every day when he is coming! It is so nice to have this role model for my students! My second graders have been talking about communities and volunteer work in their lessons with Shae. Now, my students have created a volunteer project to help others. They brainstormed the whole project from who to help to what they could do to help. They are truly spearheading the project. They will be making fleece tie blankets for their class Christmas party, and parents are coming to help. Parents are donating the supplies, and it is turning into a family event. All blankets will be donated to children who are spending the holidays in local hospitals. It is amazing what young minds can think up when they are exposed to positive experiences and role models like the ones JA provides!

Kristen Herman-2nd Grade-Centennial

"It is a great for students to see and use real-world experiences. They can really relate how things work in a community when they act out or do the things that real workers do. The students love to see and meet new people (Junior Achievement teacher) and like to hear about where they work and what they do in the community. It is nice for me as a teacher, to see how my students respond to other instructors and for me to be an assistant to the Junior Achievement teacher. The students enjoy a break from their everyday teacher. I highly recommend this to other teachers as the lessons hit many different social studies standards in second grade."

Diana Nelson-3rd Grade-Ft. Lincoln

"Jr. Achievement has been a VALUABLE part of my third grade Social Studies curriculum for years! Because third grade is all about COMMUNITIES, what better way to make it come alive than have a community representative teach it! The hands-on tools that the kits provide make the learning fun for students. It has been a huge enhancement to my classroom!"

Meagan Binegar-1st Grade-Sunrise

"As a first year teacher, especially in this day and age of higher order thinking and 21st century skills, I am always looking for ways to make our learning relevant to the real world. When I am given the opportunity to bring members of the community though JA into my room to enhance our learning, I jump on it. I appreciate their time volunteering and the students are motivated by the idea of an adult member of the community visiting to teach us about something they know about. The options JA provides are also conducive to the content we are covering in the classroom. This program gives teachers a way to further enhance the learning that goes on in our classroom."

Gail Rothschiller-4th Grade-Robert Miller

"I think the Junior Achievement Program is a great addition to my fourth grade curriculum. It connects real life to the classroom by allowing my students to be business people for a short time, with all the real possibilities, good or bad, that running a business entails. The students also make a personal connection to our Junior Achievement person. They ask questions of our JA person, and relate life skills of money management, interpersonal relationships, and our global community to their small world."

Dale Hoerauf-Director of Career and Technical Education for Bismarck Public Schools

"The North Dakota Legislature believes that teaching Financial Literacy to students is an essential standard. The volunteers of Junior Achievement have been able to deliver meaningful financial literacy lessons to students in the 8th grade. Students are taught how to start a budget process, savings and investing. The hands on lessons help students grasp the meaning of these important learning activities though volunteers in the Bismarck/Mandan areas. Thanks to the Chamber for organizing and partnering with Bismarck Public Schools using the Junior Achievement format."

Terry Kuester-Principal of Liberty Elementary and former JA Board of Directors

"As a Bismarck elementary principal and former Junior Achievement board member, I would like to express my appreciation for the educational benefits of Junior Achievement. In education, we work diligently to communicate real life application of the skills we teach in our classrooms each¬¬¬ day. Junior Achievement supports this effort because of its focus on work-readiness, entrepreneurship and basic financial literacy skills. Not only does Junior Achievement meet its primary goal of education, it also builds a stronger community. Whether in rural North Dakota or a larger urban setting, we need to be intentional to bridge the gap between school and business. Junior Achievement is an effective program to do it. I fully support Junior Achievement as both an educator and a community stakeholder."

Kathy Rooke-JA Board of Directors and Principal of Northridge Elementary

"My name is Kathy Rooke, and I currently serve on the Board of Directors for Junior Achievement. I am also a former fourth grade teacher, who welcomed Jr. Achievement volunteers to work with the students in my classroom for many years. Presently, I serve as the elementary principal for Northridge Elementary School in Bismarck, where I encourage teachers to take advantage of the Junior Achievement Program for our Northridge students.

Junior Achievement provides an excellent curriculum which aligns with the North Dakota State Standards and Benchmarks, including the Common Core Standards. This alignment was very important to me as a classroom teacher and continues to be vital to me as a principal. In the program, volunteers provide hands-on experiences for our students and help them realize the importance of entrepreneurship, work readiness, and financial literacy. Junior Achievement's mission is, "To inspire and prepare young people to succeed in a global economy." The mission of Junior Achievement connects to the mission of the Bismarck Public Schools, which is, "All students will have the academic, social, and personal skills to be career, college, and community ready." It is important that our students understand their potential and are prepared for the world of work. If our students begin to develop an understanding of financial management habits and recognize the importance of entrepreneurship, they will be on the road to a successful future in our global community. During my years as a fourth grade teacher, my students were very excited to have the Junior Achievement volunteer visit our classroom. The lessons that were taught in fourth grade introduced children to the relationship between natural, human, and capital resources found in different regions of the United States. The students also explored regional businesses that produce goods and services for consumers. All of this instruction connected to the fourth grade standards. The volunteers were well trained, and the students gained much from their instruction. The materials were age-appropriate and motivating for the students. The students often talked about their Junior Achievement experiences. As a classroom teacher, I was able to connect fourth grade social studies lessons to the knowledge that the students had gained through the Junior Achievement Program. These types of connections and experiences are very important for our students. I am a strong proponent of the Junior Achievement Program for our students. As an elementary

principal, JA board member, and former classroom teacher, I support the mission and work of Junior Achievement. I hope that you will consider funding for Junior Achievement. It is a valuable and inspiring program."

Michael Heilman-Director of AdvancED North Dakota and former Asst. Supt. of Bismarck Public Schools

"In education we frequently talk about the value of relevance, The Bismarck/Mandan Chamber program, Junior Achievement, has provided relevance in the business curriculum to both students and teachers. Education is most meaningful when we can connect the classroom with real life experience; this is what Junior Achievement does."

Tamara Uselman-Bismarck Public Schools Superintendent

"Junior Achievement has impacted Bismarck Public Schools in a positive way. BPS career education classes at the middle school include units on personal finance (financial literacy). Over the last four years, a group of financial partners in the Bismarck community provide the personal finance lessons to the class using the Junior Achievement curriculum. These are volunteers from various banks and financial institutes who teach the lesson. In the Bismarck Mandan area, 218 classrooms in the Bismarck-Mandan schools, have employed Junior Achievement curriculum, taught by our "real life" business partners. The result is that over 5,500 students have been impacted by the JA curriculum. At BPS, we are thankful for this partnership!"

2013-2014 Actual Classrooms			Total Costs
Bismarck	218		$ 43,600.00
Grand Forks	120		$ 24,000.00
Minot	150		$ 30,000.00
Fargo	350		$ 70,000.00
Total	**838**		$167,600.00
Cost per kit	**$ 200.00**		
Added as an example of actual costs			
2014-2015 Projected Classrooms			
Bismarck	350		$ 70,000.00
Grand Forks	150		$ 30,000.00
Minot	180		$ 36,000.00
Fargo	350		$ 70,000.00
Total	**1030**		$206,000.00
2015-2016 Projected Classrooms			
Bismarck	375		$75,000
Grand Forks	175		$35,000
Minot	200		$40,000
Fargo	375		$75,000
Total	**1125**		**$225,000**
Total Amount Requested:			**$600,000**
This will cover the cost of kits (@$200) plus the cost			
of expansion of classrooms and training of volunteers.			

#2

1/21

Senate Bill 2216

Senate Education

January 21, 11:00 a.m.

Chairman Flakoll and members of the Committee, my name is Annette Bendish. I am a parent, a Junior Achievement Volunteer, and a Bismarck Mandan Junior Achievement Board Member. I support this appropriation and think it is vital to continuing to provide this program to the students of Bismarck and Mandan and other communities in North Dakota.

My son is a third grader at St. Mary's Elementary in Bismarck. I have been a Junior Achievement volunteer in his classroom for the past two years and will again be in his classroom this year. In addition to volunteering for his 1st and 2nd grade classes I have worked with 3rd, 4th, and 5th grade classes.

My son continually tells me how much he enjoys the program and how excited he is for my weekly visits. It is amazing opportunity for me to spend time in his classroom, to observe the classroom dynamics, and to become familiar with his peers. He has already asked several times this school year if and when the Junior Achievement Program will start.

The Junior Achievement program gives me the opportunity to share information with the students about work-readiness, entrepreneurship, and financial literacy skills. I believe the Junior Achievement program has a positive and lasting impact on student's economic and entrepreneurship skills, career choices, and success. It is truly amazing to witness the excitement these students have for the Junior Achievement program.

This concludes my written testimony. I would be happy to answer any questions you may have.

#3
1/21/2015

Senate Bill 2216
Senate Education
January 21, 2015

Members of the Senate Education Committee:

My name is Kathy Rooke, and I currently serve on the Board of Directors for Junior Achievement. I am also a former fourth grade teacher, who welcomed Jr. Achievement volunteers to work with the students in my classroom for many years. Presently, I serve as the elementary principal for Northridge Elementary School in Bismarck, where I encourage teachers to take advantage of the Junior Achievement Program for our Northridge students.

Junior Achievement provides an excellent curriculum which aligns with the North Dakota State Standards and Benchmarks, including the Common Core Standards. This alignment was very important to me as a classroom teacher and continues to be vital to me as a principal. In the program, volunteers provide hands-on experiences for our students and help them realize the importance of entrepreneurship, work readiness, and financial literacy. Junior Achievement's mission is, "To inspire and prepare young people to succeed to in a global economy." The mission of Junior Achievement connects to the mission of the Bismarck Public Schools, which is, "All students will have the academic, social, and personal skills to be career, college, and community ready." It is important that our students understand their potential and are prepared for the world of work. If our students begin to develop an understanding of financial management habits and recognize the importance of entrepreneurship, they will be on the road to a successful future in our global community. During my years as a fourth grade teacher, my students were very excited to have the Junior Achievement volunteer visit our classroom. The lessons that were taught in fourth grade introduced children to the relationship between natural, human, and capital resources found in different regions of the United States. The students also explored the regional businesses that produce goods and services for consumers. All of this instruction connected to the fourth grade standards. The volunteers were well trained, and the students gained much from their instruction. The materials were age-appropriate and motivating for the students. The students often talked about their Junior Achievement experiences. As a classroom teacher, I was able to connect fourth grade social studies lessons to the knowledge that the students had gained through the Junior Achievement Program. These types of connections and experiences are very important for our students. I am a strong proponent of the Junior Achievement Program for our students. As an elementary principal, JA board member, and former classroom teacher, I support the mission and work of Junior Achievement. I hope that you will consider funding for Junior Achievement. It is a valuable and inspiring program.

#4
1/21/15

Proposed Amendment to SB 2216

Page 1, Line 8 and 9

1. The superintendent of public instruction shall award annual grants under this section to the four ~~school districts~~ programs that offer junior achievement ~~programs~~ at the elementary level, at the middle school level, and at the high school level.