

Approved: 3/17/93  
Date

## MINUTES OF THE HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT.

The meeting was called to order by Vice-Chair Bob Mead at 3:30 p.m. on March 10, 1993 in Room 423-S of the Capitol.

All members were present except:

Representative Wanda Fuller  
Representative Gary Haulmark  
Representative Jerry Henry  
Representative Greg Packer

Committee staff present: Lynne Holt, Legislative Research Department  
Bob Nugent, Revisor of Statutes  
Ellie Luthye, Committee Secretary

Conferees appearing before the committee:

Rick Yeager, Director of Corporate Communications, KOCH Industries  
Steve Mariotti - National Foundation For Teaching Entrepreneurship (NFTE)  
Kevin Greaney - (NFTE)

Others attending: See attached list

Vice-Chairman Mead welcomed Representative Nancy Brown to the committee, stating Representative Brown had been temporarily assigned to Economic Development in the absence of Chairperson Representative Wanda Fuller who recently had surgery.

The Chair called upon Rick Yeager, Director of Corporate Communications of KOCH Industries. He stated KOCH Industries was proud to be associated with NFTE because they think it demonstrates how private initiatives can effectively address public problems. He further stated the NFTE program had been in Wichita for one year and had already reached a number of young people at risk and that it had the potential to reach a great deal more. He then introduced Steve Mariotti, the founder of the National Foundation For Teaching Entrepreneurship, to the committee.

Mr. Mariotti gave a background on the Foundation, saying it had been started in 1986. He stated the mission of the Foundation is to work with at risk youth, children who have dropped out of school or are incarcerated. The program works with these youth and help them to start small businesses.

He stated the Foundation was an outgrowth of his work as a teacher in special education in Ft. Apache in the South Bronx, working with youth who were very angry and had a lot of emotional problems or who were incarcerated for drug crimes or auto theft and such, and realizing that standard school curriculum was not effective with this group. He cited statistics that showed across American today only about 5% of special education Caucasians graduate and the percent is lower with Hispanics and black.

He showed two videos that had been televised on the ABC Nightly News with Peter Jennings entitled America Agenda. The videos gave several examples of the types of entrepreneur ventures the young people participated in.

He showed the committee a 'biz bag' which every student receives which contained all the things a young person would need to start a business, pencils, pens, a watch, calculator, sales receipt book, dictionary, and a book giving instructions you could refer to as well as a book giving the profile on other successful entrepreneurs.

He stated NFTE is now in 7 cities, Newark, New Jersey, New York City, New York, Chicago, Illinois, Oakland, California, Wichita, Kansas and the twin cities and it is his goal to take the program to every state.

## CONTINUATION SHEET

MINUTES OF THE HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT, Room 423-S  
Statehouse, at 3:30 p.m. on March 10, 1993.

It was his feeling that upon completion of this program, and starting their own business, the youth had a better attitude, regained self esteem, sharpened their personal and basic learning skills and also teen pregnancy was reduced.

Mr. Mariotti then introduced Kevin Greaney from Wichita who gave a brief presentation on how the young people are chosen to participate in this program.

He states NFTE first meets with the local school boards to get their approval to take the program to the schools and then meet s with the principals of each school who recommends 10 teachers to go through the training program. Following this training the teachers and guidance counselors select the young people who will participate.

Mr. Mariotti listed 4 guidelines which to him indicates 'at-risk' youth: 1/ low reading levels 2/ low family income level 3/ poor school attendance and 4/ 1 parent family. He states it costs approximately \$1,000 per child to put them in the program and currently they have a budget of \$2,000,000.

Following this presentation, Mr. Mariotti stood for questions from the committee.

The meeting adjourned at 4:45 p.m.

The next meeting is scheduled for March 11, 1993.

## GUEST LIST

**COMMITTEE:**

## Economic Development

**DATE:**

3-10-93

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