

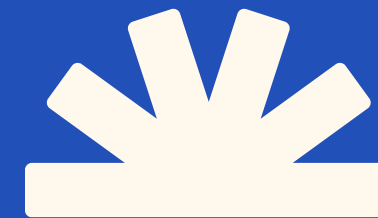
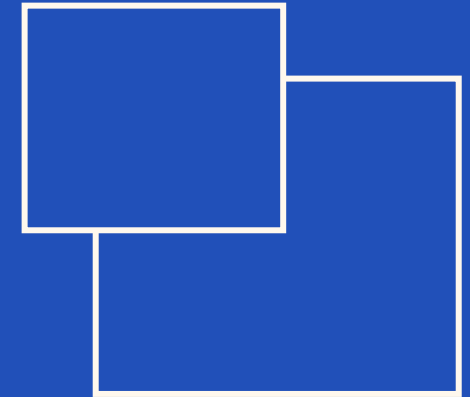
Securing Administrative Buy-In

**Student Led
Business**

Presented By:
Luke Skobel

Overcoming
Administrative doubts
and making visions
visible

Prepared for
ASCEND Indiana



Goals & Objectives



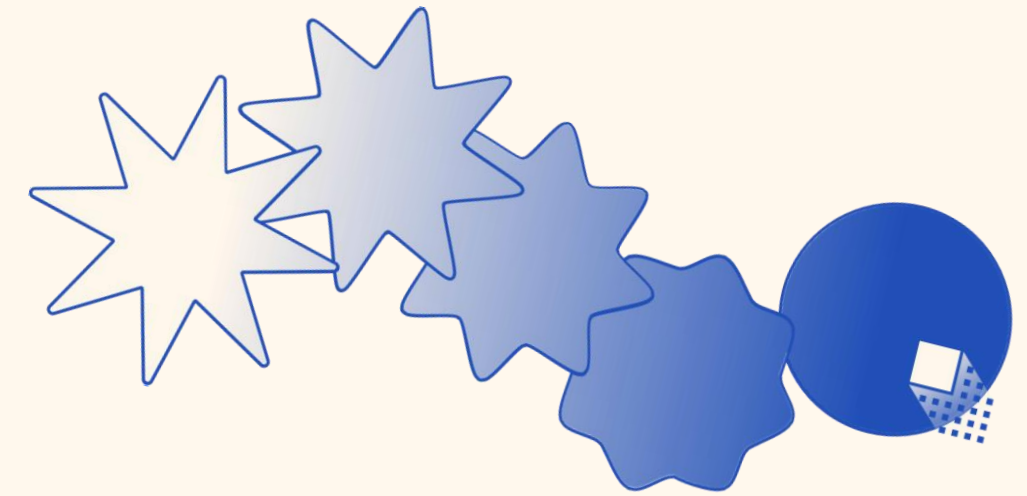
Identify Common Administrative Concerns

Learn IC's Path Around Hurdles

Identify Solutions to Common Hurdles



What Does Buy-In Really Mean?



**Support is More
Than
Permission**

**Successful Programs Need
Administrators Who Will**

**Advocate
Commit Resources
Long-Term Support**

**Admin are much more likely to say yes when they
can see value and understand the risk**

Think Like an Administrator

How does this benefit students?

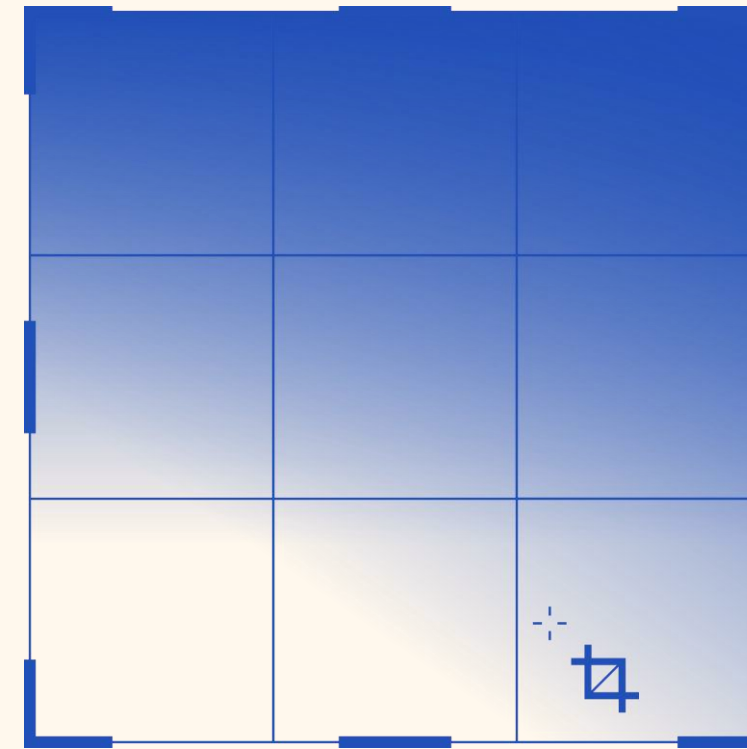
How does it align with school, district, & community values?

Is it safe and sustainable?

How is the program being paid for?

Who is responsible?

Identify Key Obstacles



What do Key Stakeholders Need to Know

Our program encountered some early challenges with business and financial procedures at the corporation level. Rather than trying to solve those concerns on our own, we identified successful, established student-led business programs and connected our key stakeholders with their counterparts in those districts.

Those peer-to-peer conversations helped answer technical questions, address concerns, and demonstrate how similar challenges had already been successfully navigated elsewhere.

Identify the obstacle, then connect the right people with someone who has already solved it.

Build the Case

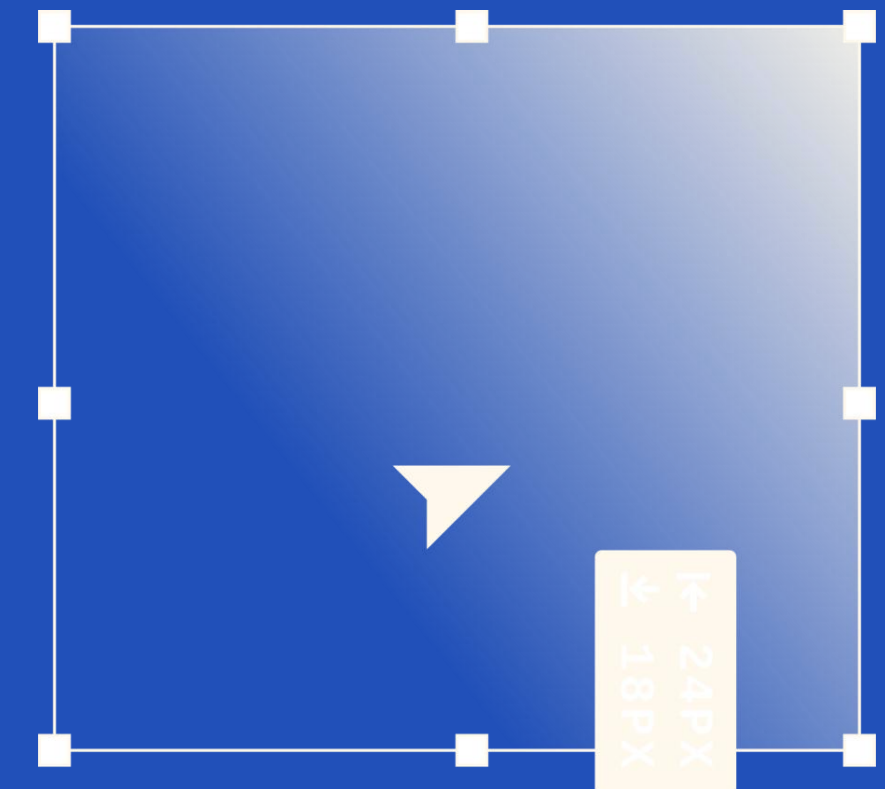


Student Story + Evidence + Community Connection = Compelling Case

Our students will gain the soft skills like communication, problem solving, and confidence to be successful in their unique futures.

We can utilize and 8 student leadership team and 50-60 student workers to run our business everyday. Our students are managing sales, running production, managing inventory, creating marketing and providing excellent customer service. They are applying classroom lessons to real world applications that will serve them well after they leave HS.

We have identified 10 community partners to help us launch and sustain this program. Giving our students opporutnities to network and collaborate with professionals from our community.



Community support is strongest when the SLB connects to the identity, strengths, and priorities of the community it serves.

Find Your Fit

We are a rural school with a strong agricultural tradition and an established FFA program. Creek Cattle Company was a natural fit. Because the program connects to something our families, local businesses, and community already value, it has generated tremendous support and created authentic opportunities for students.

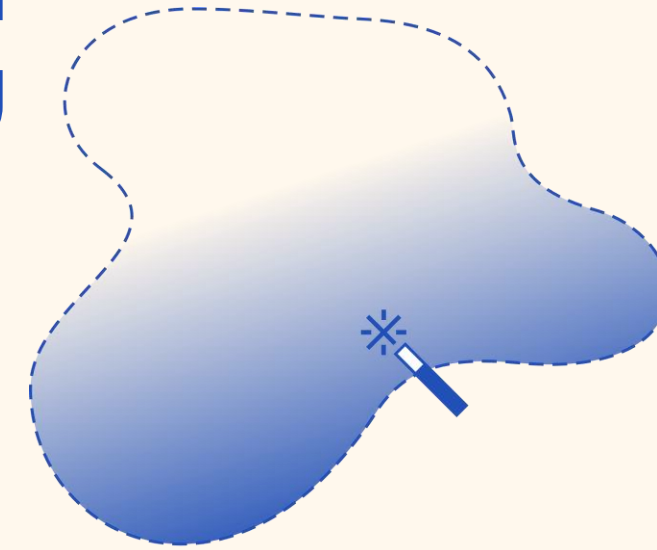
Community support starts with community relevance.



Don't just ask, "What business could we start?"

Ask, "What would our community get excited about supporting?"

It's Show AND Tell; Not Just Tell



Involve Key Stakeholders

Research and find similar programs that are going well. Go for a visit and take your administration and key stakeholders.

We visited Maconaquah HS & their Cattle Farm multiple times. We brought superintendent, school board members, & teacher to see it first hand.

Prior to Creek Manufacturing we visited Patriot Manufacturing at Owen Valley HS.

Use Students

01 Students led the tour

02 Explained processes & answered questions

03 Demonstrated ownership & employable skills

Student outcomes often sell the program better than a presentation ever could.

Showing Student Evidence



Stakeholders respond to stories and evidence

01

Students demonstrating communication, problem solving, etc.

02

Use post HS Evidence to sell impact of programs

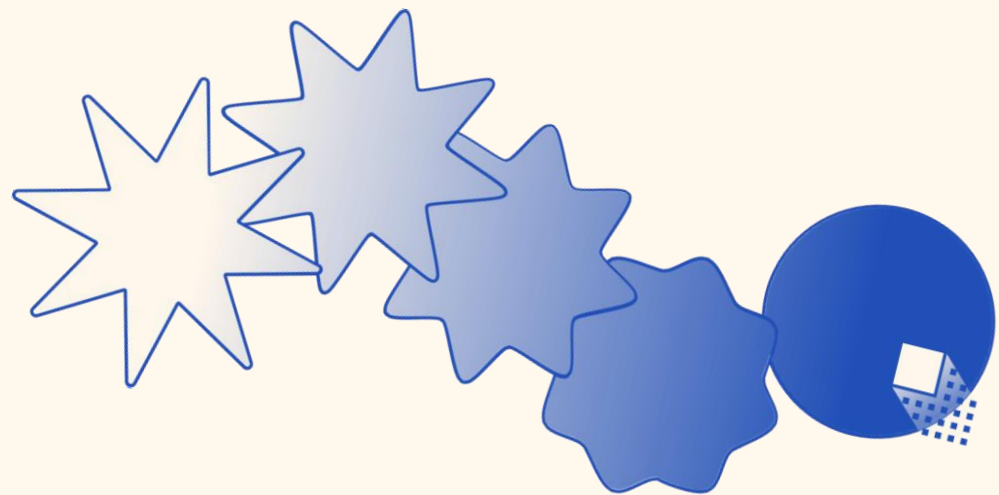
IC Examples

01 Ag Extension Office and REMC

02 Firefighter

03 Electrician

Action Steps



Find Successful Programs

➔ Indian Creek High School

➔ Brown County High School

➔ Owen Valley High School

➔ Perry Central High School

Prepare Answers

➔ Safety

➔ Supervision

➔ Financial

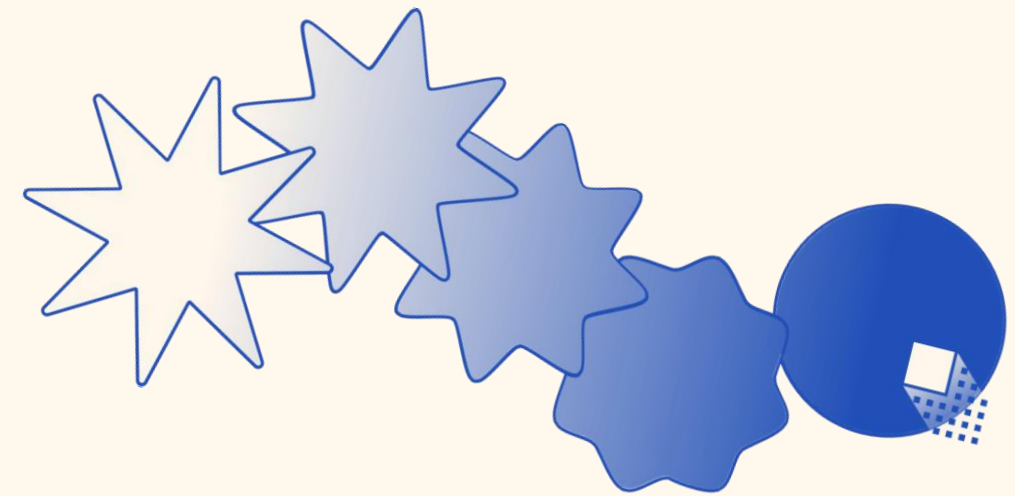
➔ Sustainability

Identify Community Connections

➔ Local Financial Partnerships

➔ Local Expertise Partnerships

➔ Find the Fit



Thank You!

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