

Welcome to the Online Pitch Competition

Congrats on making it to the top 20!



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CHALLENGE:**
SOLUTIONS FOR
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Leah Deppert, Director of Marketing & Communications, NACCE



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Anelisa Lauri, Project Consultant, NACCE



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Before we get started...

- This session is being recorded.
- You will receive the slides and recording approx. 24 hours from now.
- Please submit your questions and comments via your GoToWebinar dashboard.
- Share your insights on Twitter with the hashtag #StudentEshipChallenge – tag @NACCE and @HPLIFE_Program



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Thank you, HP Foundation!



Ina Progonati
HP LIFE Partnership Consultant



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Thank you, Judges!



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Review of Online Pitch Competition Format

- Each team will have 3-4 minutes to pitch their business idea
 - We will give you a 30-seconds left chat reminder.
- All judges together will have 2 minutes to ask questions
- We will announce team rankings on the 21st



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Next Steps

- We will announce team rankings on the 21st



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Top 5 Teams

- Continued Professional Development via HP LIFE Courses and Virtual Mentors from HP Employees
- Attend NACCE 2019 in Newport Beach, CA from October 13-16
 - Exhibit
 - Guest speakers + Workshops
 - Cash prizes



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Teams 6+

- Continued Professional Development via HP LIFE Courses
- Online Pitch Competition – Round 2
 - Gift cards
 - Business development



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Team #1 – 1:30 PM

Monika Voutov and Salina Ballew-Ritchie

MiraCosta College (California)

Instructor: Christina Sharp



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KNOW by MiraCosta College

Monika Voutov
Salina Ballew-Ritchie

Oceanside, CA



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Assessment Results
of Immigrant students
in Our Local Community

English Language 14%
Mathematics 5%
who meet/exceed the local
standards

They need us!



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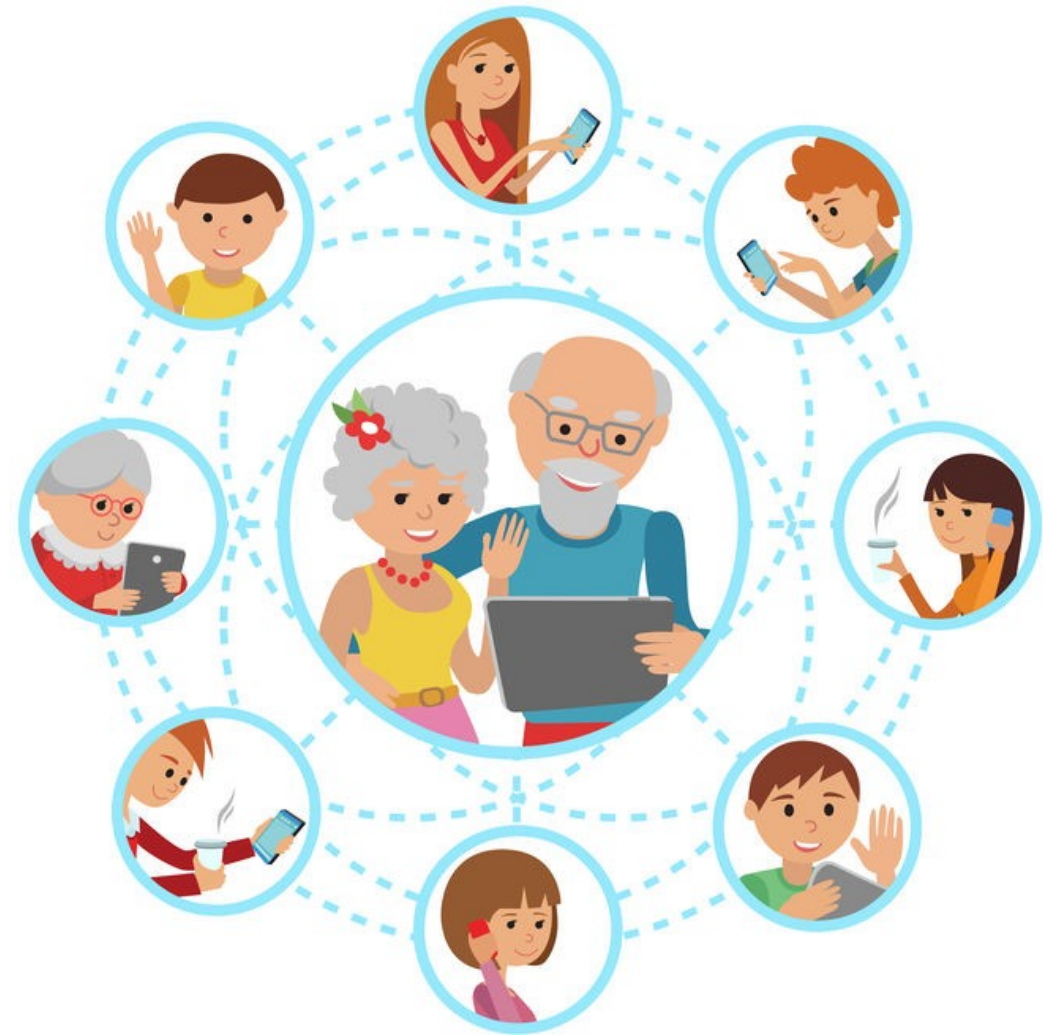
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KNOW Cares

- ✓ Platform that creates personal ONE TO ONE connections
- ✓ Completely FREE
- ✓ Lifetime Knowledge Spreading
- ✓ Secure, reliable, real-time
- ✓ Shaping better futures
- ✓ Enables disadvantaged students
- ✓ POSITIVITY in a world of negativity



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One Classroom at a time!

- ✓ We will start small
- ✓ Within our Local Community – our College and elementary schools
- ✓ We will seek minimal funding
- ✓ We will seek maximum help within the available resources – our people
- ✓ Word of Mouth – Proven marketing method for decades
- ✓ Embed it as a service learning opportunity



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Team #2 – 1:40 PM

Cathy Taylor, Vanya Malmstead, Joe Bedford & Jameisha Robinson
Pellissippi State Community College (Tennessee)
Instructor: Mark Fuentes



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East TN Tutor Network



Team: Catherine Taylor (Team Lead), Vanya Malmstead, Joe Bedford,
and Jameisha Robinson

Special Topics in Accounting Class (Prof. Mark Fuentes), Pellissippi State
Community College, Knoxville TN



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Problem

- According to the THEC, 46% of college freshman in the state lack sufficient basic math skills, as evidenced by section ACT scores < 19 .
- 30% lack sufficient reading skills.
- Currently available tutoring options are expensive, available at limited times, and may be intimidating for struggling learners.



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Solution

- We want to create an online platform to INSTANTLY connect students with tutors. No schedule limitations.
- Less expensive than existing options.
- Utilizes an app, technology most high school students are comfortable and familiar with.
- Provided for under-resourced learners at no charge.



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Next Steps

- We should advance because our idea is an innovative solution to a fundamental problem.
- Our primary needs now are twofold:
 - Startup funding.
 - Strategic partners with a vested interest in the outcome we seek (educational, government, philanthropic).
- THANK YOU FOR YOUR CONSIDERATION!



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Team #3 – 1:50 PM

Jeanette Greene, Angela Heaverlo, David Scott & Tabitha Uremonich
Pellissippi State Community College (Tennessee)
Instructor: Mark Fuentes



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Kids Tech



Jeanette Greene (Team Lead), Angela Heaverlo,
David Scott, Tabitha Uremovich

Special Topics in Accounting
Professor: Mark Fuentes
Pellissippi State Community College
Knoxville, TN



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Why are children struggling to learn Math and Reading?



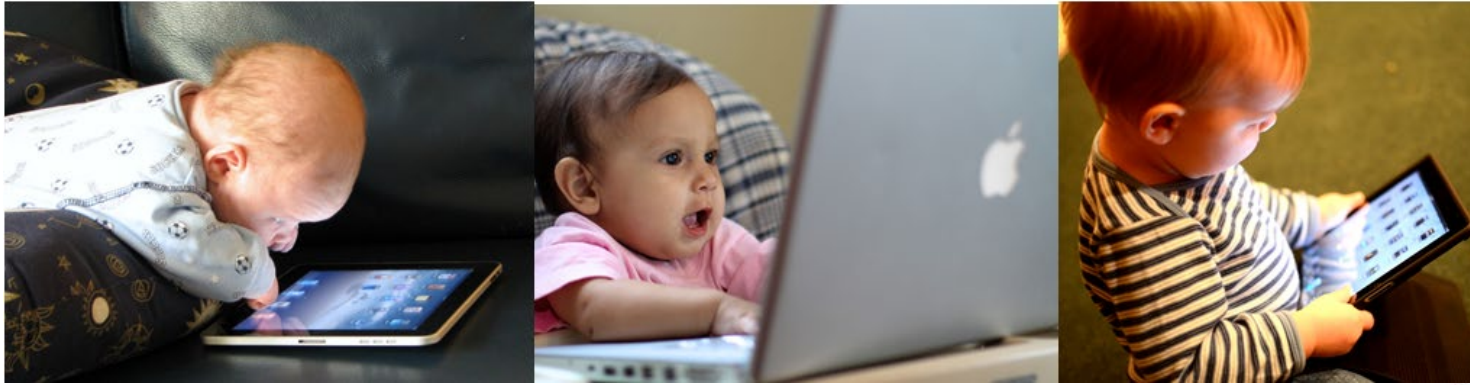
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Technology can be beneficial



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Team #4 – 2:00 PM

Anthony Terman & Jaritza Lara

Borough of Manhattan Community College (New York)

Instructor: Roderick S. Snipes



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Mentors Connect-Ed

Let's connect communities with a mentoring process that is built to help those in need.

Founder & Co-founder
Anthony Terman & Jaritza Lara



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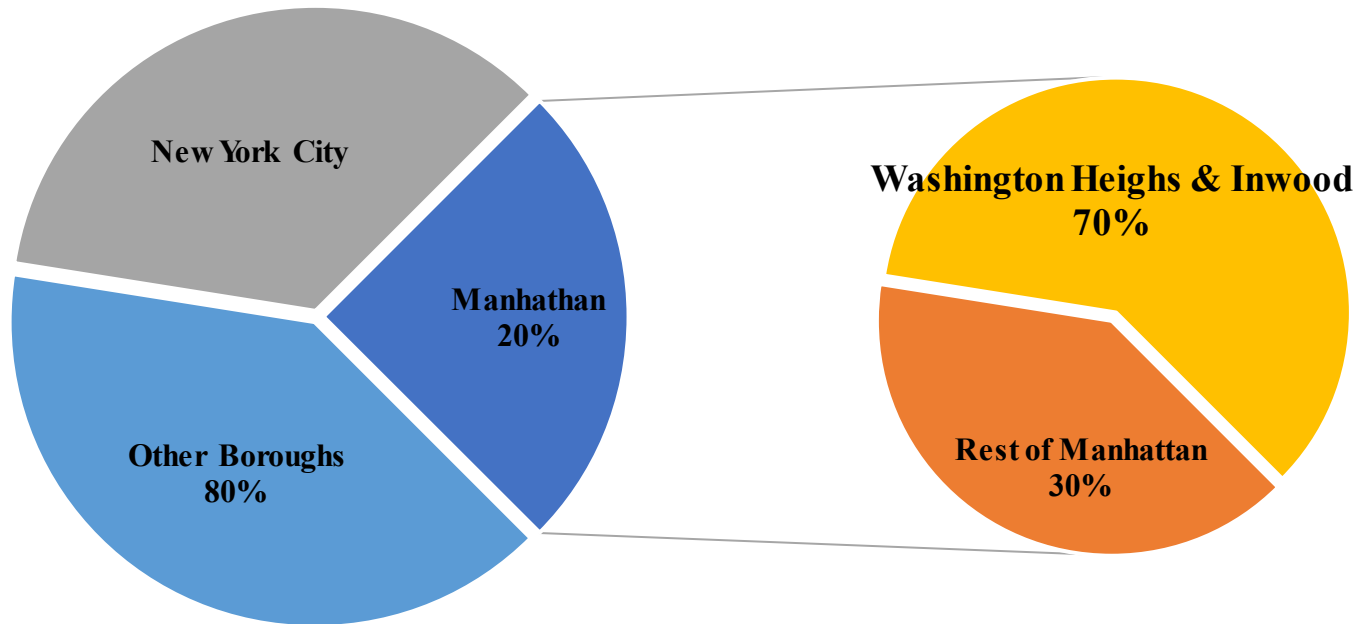
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Problem

New York City high schools average dropout rate
Dropout rate in Washington Heights vs. the rest of Manhattan



- In the United States, approximately an average of 1.3 million students between the ages of 16-24 years old drop out high school (hs) every year.
- The dropout rate is largely represented by socio-economically challenged and underserved youth.
- In 2017, 29.6% of low-income students did not graduate (hs) in the US, up from 23.9% in 2015.
- In New York City, the largest school district in the US, an average of 20% of students that dropped out of (hs) reside in Manhattan.
- 70% out of that 20% reside in Washington Heights & Inwood, where we live.



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Solution

- There is a great opportunity that arises from having community college (cc) students as mentors to guide the disadvantaged (hs) youth. Those who wish to continue their academic development by exploring a curriculum in the entrepreneurial landscape.
- Language barrier, lack of motivation and the inability to connect or relate with advisors, are some of the reasons these students find dropping out as the only alternative.
- Mentors Connect-Ed will match socio-economically challenged students with mentors based on their language, field of interest and ultimate career goal. The online peer-to-peer mentoring platform with video conference capabilities, serves as a measurable goal management and tracking tool. The platform will be the main medium of interaction between mentees and mentors, who are also supported and monitored by careers advisors, student programs, and counselors. Our focus is to help students with satisfactory (hs) graduation and entrepreneurship career guidance.



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Mentors Connect-Ed Support Ecosystem



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Next Steps

- **Mentors Connect-Ed** will provide guidance to high school students with the focus on academic achievements and entrepreneurial career training. We will also provide students with the moral guidance to build their community by creating socially conscious and profitable businesses.
- To achieve and maintain the Mentor Connect-Ed we would need operating expenses for:
 - Software developers (mobile application & online site).
 - Hardware (20-25 laptop computers).
 - Training and operating space within local community colleges.
 - Project and administrative managers (outreach and professionals management)
- Mentors Connect-Ed will partner with already established mentoring programs focused on college students' academic advancement for our high school initiative. (A.S.A.P, Year Up and B.M.I.)
- We aim to create a life-changing foundation for the student's professional and entrepreneurial success. If we advance to the next round, we will work tirelessly to reduce the (hs) dropout rate in communities that truly need it.



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Team #5 – 2:10 PM
Donaldo Pereira & Helen Cedillos
Cal State LA (California)
Instructors: Mauricio Castillo



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CSULA-ME/IT

Helen Cedillos, Donaldo Pereira



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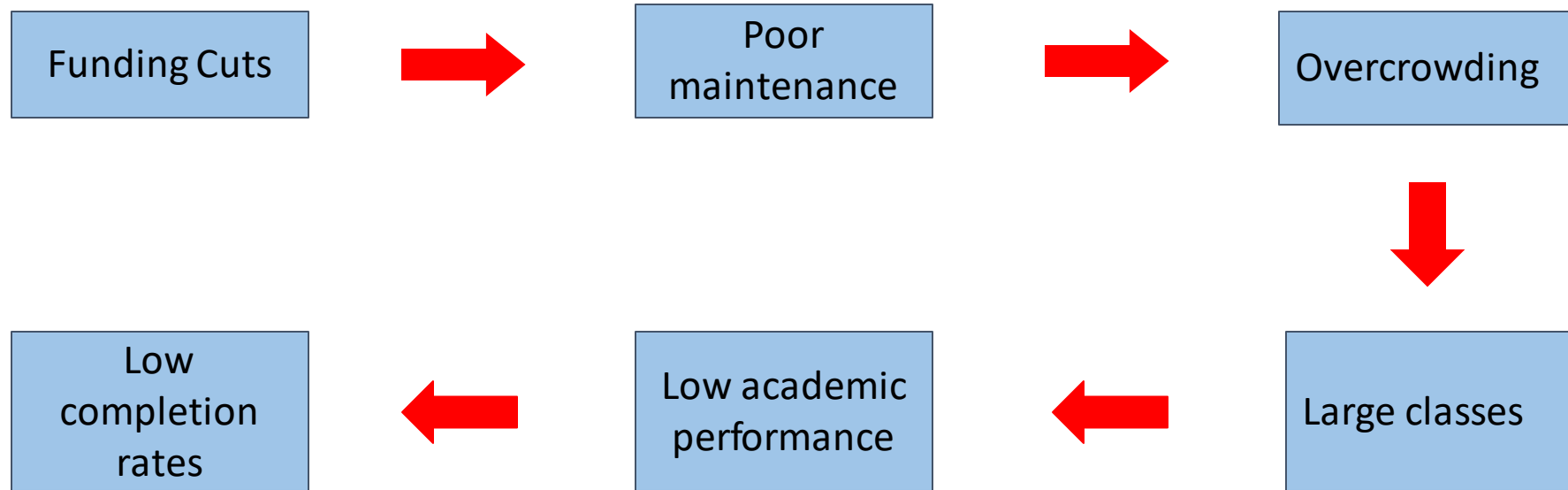
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Problem

<https://tinyurl.com/y5cxojsd>



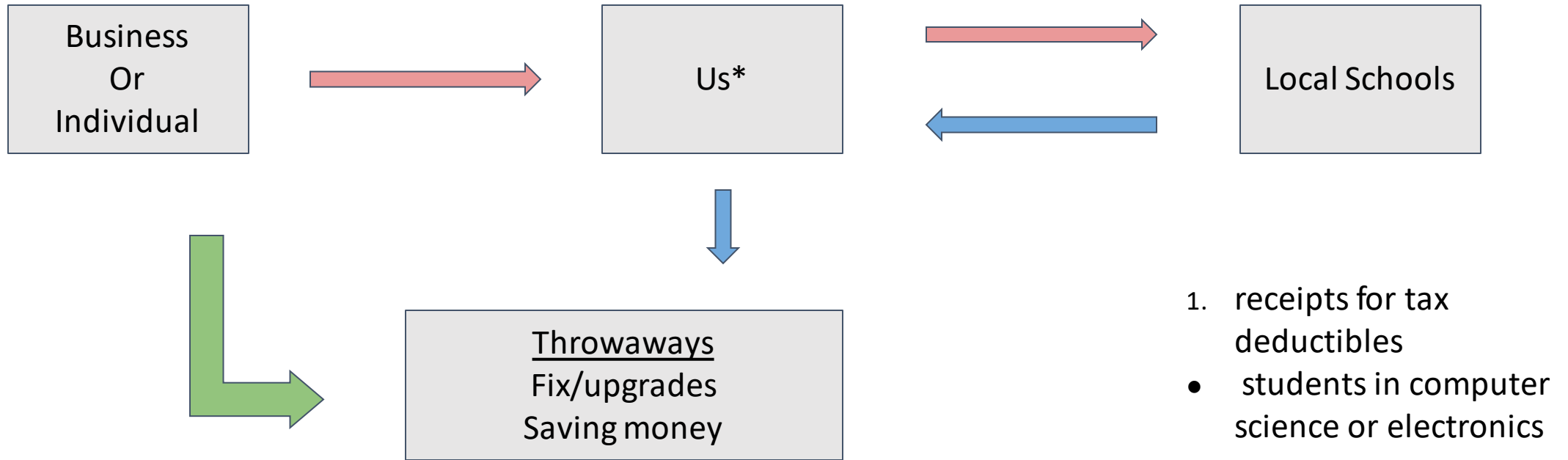
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Solution



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Next Steps

- Great opportunity, we come from low income families
 - We want to give back and improve education in our community
- Great learning experience
- We would like connections
 - donation in fixing supplies
- We have a strong team
- We would like more guidance to help us obtain our goal



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Team #6 – 2:20 PM

Ronnie Ruiz & Ryan Muniz

Estrella Mountain Community College (Arizona)

Instructor: Mike Pineda



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KUSTOM TIRES
Reinventing the stripe.



Ronnie Ruiz/ Ryan Muniz
Mike Pineda M.Ed

Estrella Mountain Community College (EMCC)
Avondale, Arizona

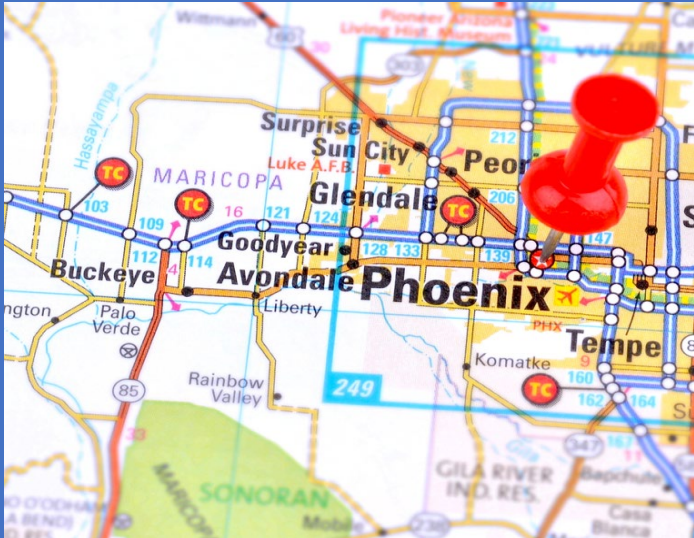
PROBLEM

West Valley of the Phoenix metropolitan area has seen regional growth and development with few interventions to address how communities without educational access will not be further marginalized or left behind as the area continues to grow.

18% under the poverty limit and an unemployment rate of 4%

8% within EMCC's service area have an associate degree

.2% to 25.8% of high school drop out rates



EMCC is a Hispanic-Serving Institution (HSI) with:

- 54% of its students being Hispanic, and
- 68% who are First Generation college students.



SOLUTION (Relevance & Innovation)

Kustom Tires (KT) transforms tires and communities through entrepreneurship education by offering:

- Community education solutions with access to diverse communities to learn about how to start their own business
- Customization of tires at an affordable rate
- Knowledge and training about the machine and how to generate income
- Potential for individual and community sustainability necessary for 21st century workforce and economic development

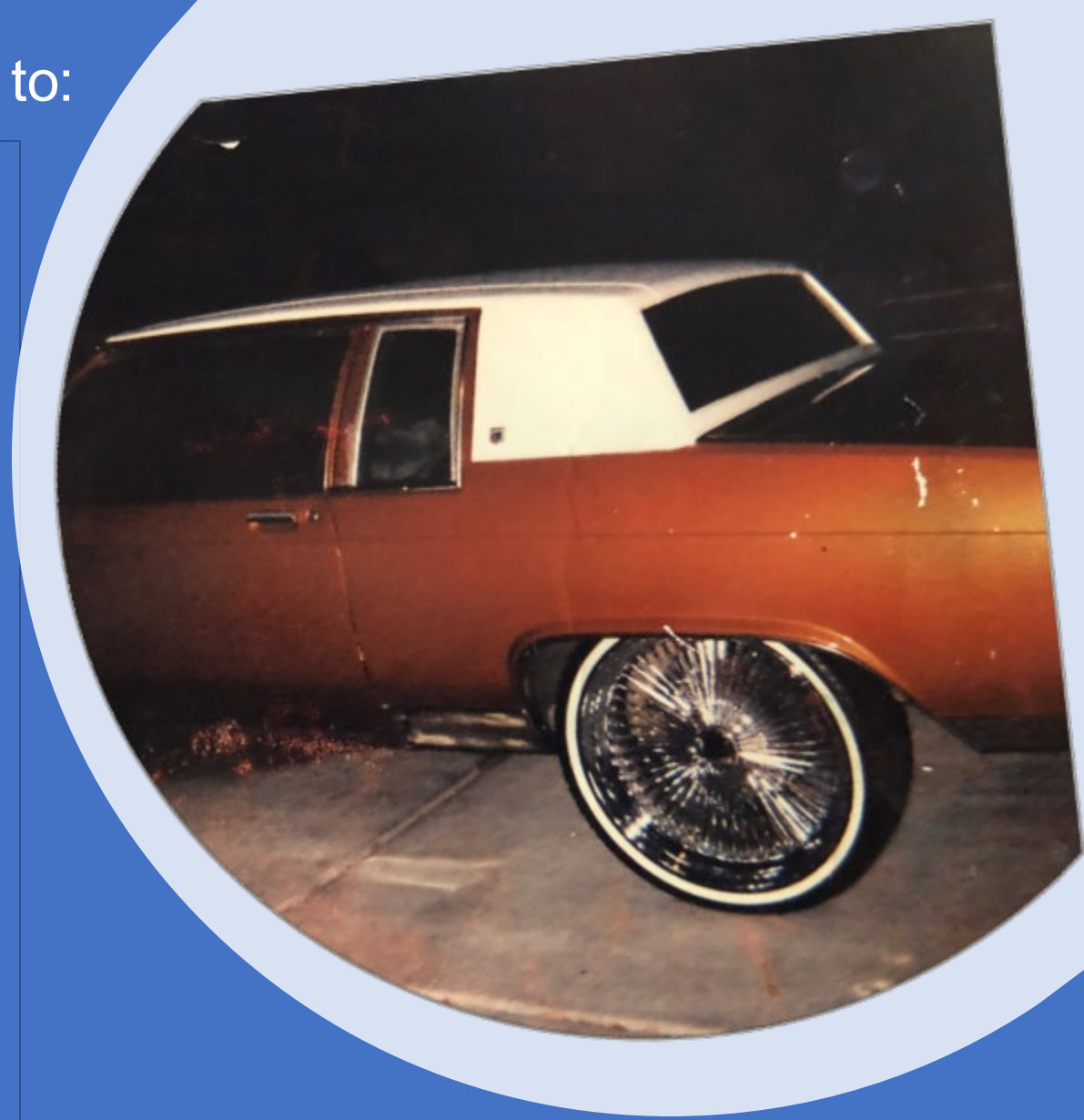


New KT-5000 Machine

- **Patentable**
- **Faster & lighter**
- **Mobile unit**
- **Special formulated coating**

NEXT STEPS For Kustom Tires (KT) is to:

- Advance to the next round to help solve some of our most pressing community needs, such as
 1. Lack of education/training access for diverse populations
 2. High unemployment & poverty levels
- Obtain additional resources to grow the business by advertising, continuing to mentor and train others, hiring legal counsel for the patenting process, etc.
- Continue or seek partnerships with EMCC's entrepreneurial ecosystem; Arizona State University; Small Business Development Center (SBDC); the Center for Entrepreneurial Innovation; the Low Rider community; and car shows/auctions, such as Barrett Jackson and Arizona car clubs
- Acquire additional funding for mentoring & training others, legal counsel for the patenting process, and marketing to move toward our goal of national licensing.



Team #7 – 2:30 PM

Jason Hendricks & Team

Hillsborough Community College (Florida)

Instructors: Andy Gold & Beth Kerly



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Finding Franklin Innovation Club



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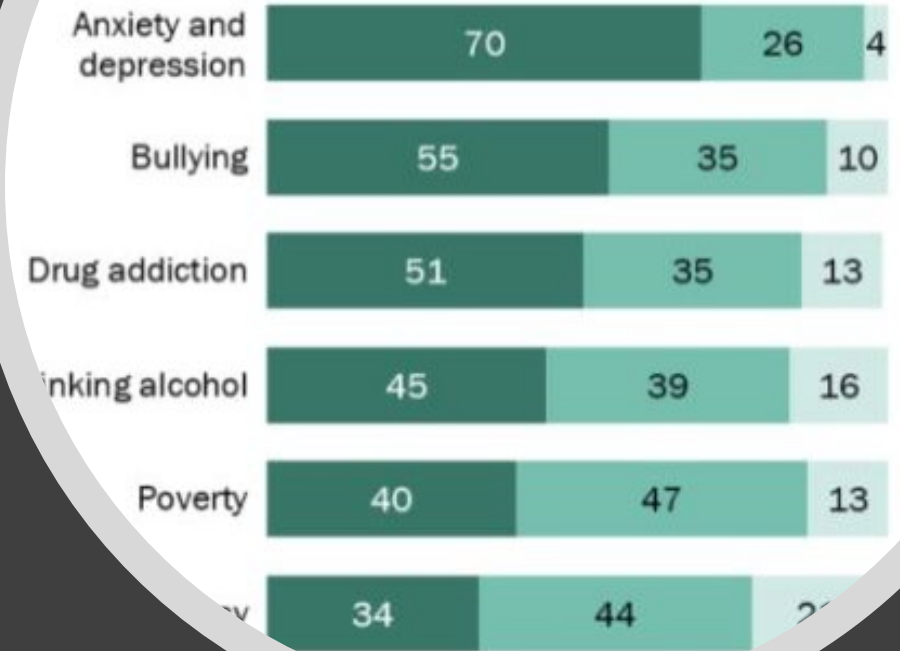
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Problem

- Lack of student or faculty to strategically solve campus problems.
- Over 20 problems with no solution or innovation.
- Problems range from financial to academic challenges but not excluding college department problems.



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Solution

- Start a club called Finding Franklin.
- Using Design Thinking method to create real life solutions to problems through a human centered approach.
- Its made up of student peers.

[Click to Watch Explainer Video](#)



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Next Steps

- Involve top level peer mediators.
- Seek help from a national level.
- Open doors to other community colleges.
- Resources needed include:
 - Constitution.
 - Funds.
 - Training mediators.

Team #8 – 3:00 PM
Kholoud Fessi
Snow College (Utah)
Instructor: Russ Tanner



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Rivisly team

Khouloud fesi

Zaid dridi

Ayman aqchar



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Problem:

- Due to the traditional way of teaching students have hard time to understand a lot of subjects
- Students are in the university from 8 to 6
- The professors don't have office hours
- There is no alternative to reach out for professors
- The only alternative is tutors
- Tutors are expensive
- Student don't have part time jobs
- Parents have to pay
- If you fail a subject you can risk failing the whole year which leads to not graduating
- The employment market still give a great value to the degree



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Solution:

- Rivisly (Tunisian term for tutor me)
- A match maker app between students who are willing to help and others who need it
- Students understand the subject , others gain experience
- Flexible and free to use



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Next Steps:

- This can be a great solution to a big percentage of college students
- We can collaborate with student run organizations to market it (AIESEC , Enactus , JCI , Tunivision)
- We need funds to develop the app



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Team #9 – 3:10 PM

Kevin Posadas & Rochelle Schott

City College of San Francisco (California)

Instructor: Vivian Faustino Pulliam



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GreenWaste Recycling

Presented By
Kevin Posadas
Rochelle Schott



World-Wide Recycling Crisis

- **1,440,000,000 plastic bottles are sold globally daily**
 - Only 9% is ever recycled
 - 12% is incinerated
 - 79% ends up in forests or oceans
- **Americans dumped 242 million lbs of plastic into our oceans last year**
 - In California, 50% of all recycling centers have closed in the past 4 years



Top 3 Reasons people aren't recycling

1. Lack of quality education
2. General inconvenience
3. Lack of accessibility

➤ America's recycling rate is at a dismal 34.7%



OUR SOLUTION

GreenWaste is the first MOBILE recycling service that will serve any residence, business or school that wants to earn money from their recycling





1.) Convenience and Accessibility

- We provide eco-friendly 50-gallon bins for users materials
- Pickup requested through a mobile app, a driver will arrive to collect the recyclables.
- \$ value in weight for each material is divided amongst, user, driver and GreenWaste

2.) Lack of Quality Education

- Individual “Diversion-Rates”
- Real World scenarios of the impact each user is making on our environment

➤ Importance of involving schools

- Large amounts of recycling produced daily
- Involving the next generation!
- Educational presentations and workshops





What makes GreenWaste innovative

- GreenWaste is the first recycling service provider to allow users to benefit from their recycling with real convenience and ease.
- We are also the first recycling provider to educate users by allowing them to see first hand exactly how their own recycling habits are bettering the world.



Conclusion

We deserve to be part of the top 5 because we believe that society needs our service

From a micro perspective, people need GreenWaste because we make it easy for people to take advantage of the value of their recycling.

- From a macro perspective, America is in a recycling crisis that is dangerously contributing to climate change. Without major and sustainable changes, America's dismal recycling rate of merely 34.7% will likely only decrease.



Team #10 – 3:20 PM
Cody David & Kyle McCaghren
Irvine Valley College
Instructor: John Russo



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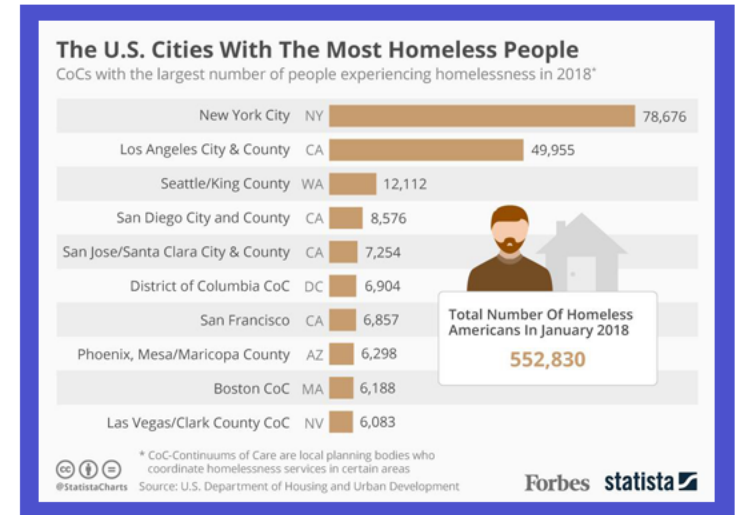
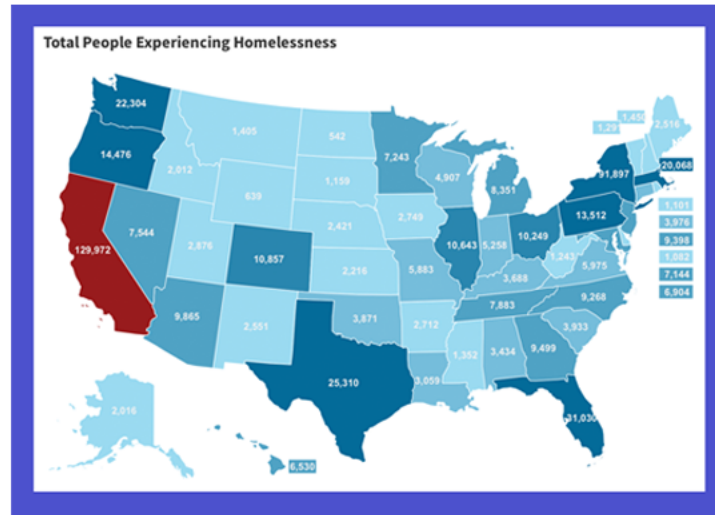


Cody David (Student Lead)
Kyle McCaghren

Irvine Valley College

STATS

- 129,972 Homeless in California
- Just under 50,000 In Los Angeles



- 43% Homeless Families in Emergency Shelter do not have a high school degree (31% in transitional housing, 26% in permanent supportive housing)
- 73% of jobs require at least a high school degree

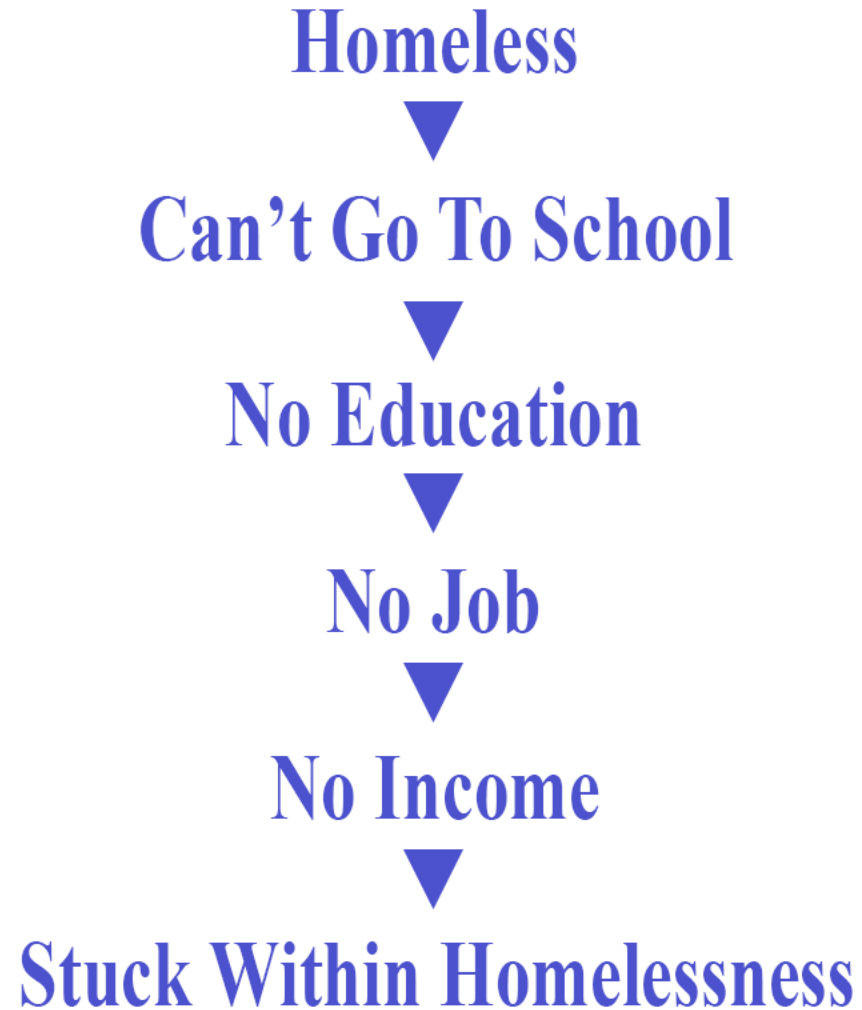
(<https://www.bls.gov/careeroutlook/2014/article/education-level-and-jobs.htm>)

(<https://www.usich.gov/homelessness-statistics/ca/->)

(<https://www.forbes.com/sites/niallmccarthy/2018/12/20/the-u-s-cities-with-the-most-homeless-people-in-2018-infographic/#6307e5711780>)

(https://www.air.org/sites/default/files/SHIFT_Service_and_Housing_Interventions_for_Families_in_Transition_final_report.pdf)

DOMINO EFFECT



SOLUTION

- “Building Box”
 - Portable and easily accessible school - large collapsible tent, DVD player, three 1-year DVD courses on reading, writing and math, a large rechargeable battery, 10 sets of collapsible stools, 10 lap desks, 10 personal white boards, 50 expo markers, 20 notebooks and 20 pens
- Once courses are completed, given a test by partnering companies, if they pass, they get an interview
- Set up at Emergency Shelters and Traditional Housing areas



The Foundation



HOW WE ARE DIFFERENT

- “If you give a hungry man a fish, you feed him for a day, but if you teach him how to fish, you feed him for a lifetime”
– Lao Tsu
- Previous solutions include soup kitchens, various donations, temporary shelters
- Entire family can reap benefits and gives help to everyone who needs it
- We provide a new a permanent solution to homelessness: the opportunity to improve themselves and get a job

PARTNERSHIPS

- **Community Colleges**
 - Curriculum for 3 courses
 - Funds through California grants
- **Working Wardrobes**
 - Prepare customers for interview
- **Supplies companies such as Walmart, Target, or Staples**
 - Supplies for box
 - Job opportunities for customers

WHY WE DESERVE TOP 5

- This is a problem both locally and globally.
The Foundation can be easily scaled to educate the homeless and less fortunate world-wide.
- This solution is not only easy to implement immediately, it is cost effective
- This is a permanent solution

Thank You!

Questions?



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Thank you to all!



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