

# **OPPORTUNITY TRAILS:**

*An Atlantic-Wide Connection*



**Entrepreneurship Educators' Information Guide**

# *Opportunity Trails: An Atlantic-Wide Connection*

## **Entrepreneurship Educators' Information Guide**

### **Developed by**

Atlantic Canada Opportunities Agency  
Entrepreneurship Development Directorate

### **Supported by**

The New Brunswick Department of Education  
The Newfoundland and Labrador Department of Education  
The Nova Scotia Department of Education and Culture  
The Prince Edward Island Department of Education  
The Atlantic Colleges Committee for Entrepreneurial Development

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## Foreword

*Opportunity Trails: An Atlantic-Wide Connection* is intended to improve the ability of educators to identify and access resources which can serve as valuable teaching and learning tools for entrepreneurship educators at all levels. The underlying goal of this information guide is to nurture the creation of learning partnerships that will elevate student independence, perseverance and engagement in entrepreneurship education and venture creation. It is hoped that this information guide might become valued as one of the numerous resources entrepreneurship educators will use to enrich learning for their students.

Since the early part of this decade, a collective effort has been made to enhance entrepreneurship development at all levels of public education, as well as at the college and university levels, in Atlantic Canada. This effort has focused mainly on development of entrepreneurship curricula, resources, programs, professional training and student venturing. Initiatives in entrepreneurship education that have emerged in Atlantic Canada strongly advocate the skills, attitudes and knowledge required by students to meet the economic and social challenges of the 21<sup>st</sup> century.

In keeping with the rapid advancement in this area of education, there is an ongoing need to ensure optimum representation of worthwhile entrepreneurship resources. In addition to this published guide, the Atlantic Canada Opportunities Agency (ACOA) will be posting the information on its website ([www.acoa.ca](http://www.acoa.ca)) so as to facilitate access by stakeholders and allow updating. The idea of this guide evolved from work by the Centre for Entrepreneurship Education and Development for the 1997 Entrepreneurship Educators Symposium.

ACOA wishes to acknowledge the work and dedication of project consultant Darren Sears without whom this Guide would not have been possible. The Agency also thanks all those at the departmental, public school, community college and university levels, as well as all other contributors, who have been entrepreneurial in helping us turn this idea into reality.

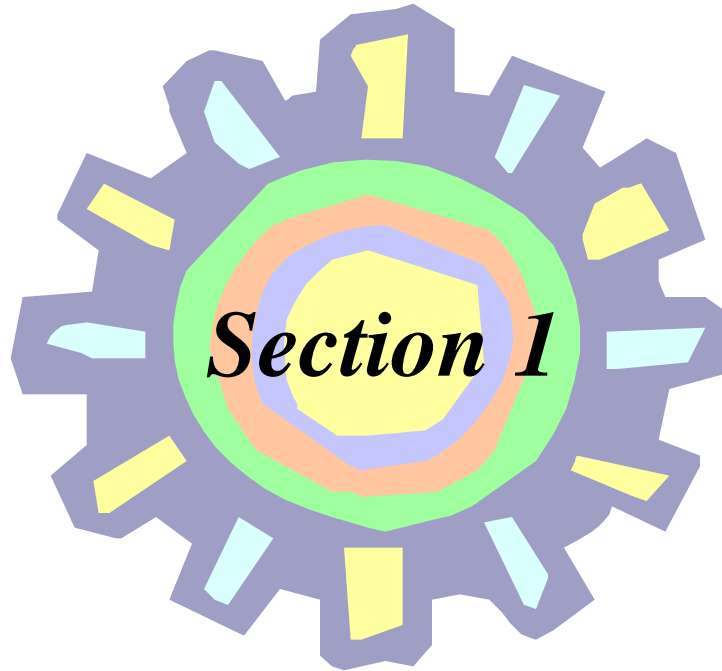
For more information, please contact:

Atlantic Canada Opportunities Agency  
PO Box 6051, Moncton, New Brunswick  
E1C 9J8

*Toll free:* 1-800-561-7862  
*Fax:* 1-506-851-7403  
*Website:* <http://www.acoa.ca>

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## *Umbrella for Success*

- ✓ *1.1 Introduction*
- ✓ *1.2 Entrepreneurship as a Opportunity for Learning*
- ✓ *1.3 Some Key Aspects of Student Ventures*
- ✓ *1.4 Learning Through Entrepreneurship*
- ✓ *1.5 Teaching Approach Template*
- ✓ *1.6 Community Links and Entrepreneurship Education*

## 1.1 Introduction

As a pathway to venture creation, entrepreneurship education provides a vehicle for students to demonstrate their success beyond the walls of the classroom. This section explores the creative utilization and potential of existing entrepreneurship resources by advancing an established learning approach as a framework for developing entrepreneurial concepts, skills, and attitudes. As such, this section represents only a small part of the pertinent information entrepreneurship educators would require for the effective delivery of their course or program.

## 1.2 Entrepreneurship as an Opportunity for Learning



*We are at last coming to realize that the most important resources  
in Canada are not in the ground or in our oceans.  
They are in our classrooms.*

*Gareth Morgan, to the International Conference  
on Evaluation (ICE), Toronto, 1994*

Through entrepreneurship education, there exists a real possibility for learners at all levels to discover and develop entrepreneurial skills and abilities that will encourage them to identify, create, initiate and successfully manage personal, business and community venture opportunities.

Entrepreneurship education offers students an opportunity to build upon their experiences and interests and take greater responsibility for their own learning. Through learning about venture creation and being provided with opportunities to experience venture creation, students may simultaneously work towards the achievement of identified personal and career goals.

The ability of students to recognize their entrepreneurial potential might be a measure of their exposure to various resources and venture-based experiences. Nurturing the shift from learner dependence to independence and sparking the growth of a vibrant entrepreneurial spirit is something which can be facilitated by the appropriate combination of entrepreneurship content and pedagogy.

*Value beyond instruction, clear feedback, collaboration beyond the classroom, and greater flexibility for learning* are qualities identified by Newmann (1992) that are often missing from the classroom. Through entrepreneurship education, we have a tremendous opportunity to focus on those qualities in an effort to encourage the future success of students.

### ***1.3 Some Key Aspects of Student Ventures***

If students are to become actively involved in their own learning, educators should be able to ascertain the value of the tasks they encourage their students to undertake. What factors might be considered during the process of determining resources and activities for students to utilize? Through teacher and student feedback a number of key aspects have emerged to help identify the benefits of venture creation experiences in the context of entrepreneurship education.

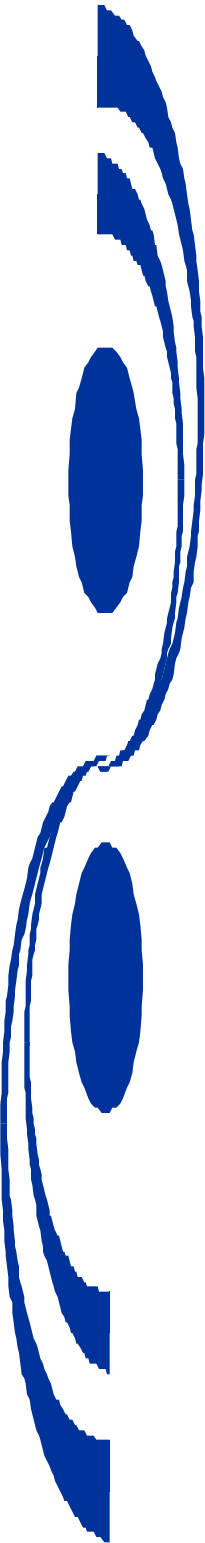
The following are *Some Key Aspects of Student Ventures* which have been identified to help motivate and engage student learning beyond the walls of the classroom, and to highlight significant components of an entrepreneurial learning culture:

#### ***SOME KEY ASPECTS of STUDENT VENTURES***

***Exploration  
Networking  
Technology  
Risk Taking  
Environment  
Planning  
Resources  
Empowerment***

***New Thinking  
Evaluation  
Understanding  
Reflection  
Solving Problems  
Hands-On  
Interaction  
Purposeful***





### **Exploration**

- ❖ Student ventures should allow students to explore their interests and talents, and encourage the exploration of new ideas and opportunities.

### **Networking**

- ❖ Student ventures should encourage students to utilize the expertise of others and promote opportunities for mutually beneficial partnerships.
- ❖ Student ventures provide effective networking opportunities that allow for the demonstration and/or development of essential communication skills.

### **Technology**

- ❖ Student ventures should create opportunities for students to explore and use appropriate technology.

### **Risk-Taking**

- ❖ Students should be challenged to learn from their mistakes, rather than be punished for them.
- ❖ The venture creation process should encourage students and educators to take informed risks.

### **Environment**

- ❖ Student ventures require a supportive and flexible learning environment.
- ❖ The learning experience provided by student ventures is as important as the end product.

### **Planning**

- ❖ The venture should require students to plan, and encourage the idea that informed risk-taking comes through planning.

### **Resources**

- ❖ Student ventures should involve a variety of resources, including the consideration and use of resources beyond the walls of the school.

### **Empowerment**

- ❖ Through ventures, students are provided with opportunities to have greater ownership of their own learning and demonstrate and/or develop leadership qualities.
- ❖ Student success needs to be celebrated. There is always something positive to celebrate, it is just waiting to be found.

### **New Thinking**

- ❖ The student venture should nurture a creative spirit. Forget about why it can't be done, and figure out how to do it.

### **Evaluation**

- ❖ The utilization of performance-based assessment tools are effective in the evaluation of student ventures.
- ❖ Through student ventures, educators can evaluate outcomes as they have always done.

### **Understanding**

- ❖ The power of understanding is grasped more effectively when students are engaged in the identification, planning and implementation of their own ventures.

### **Reflection**

- ❖ It is important to provide frequent opportunities for review and reflection to discuss and share entrepreneurial challenges, solutions and personal achievements.

### **Solving Problems**

- ❖ Student ventures provide numerous opportunities to solve real problems in an effort to meet new challenges and achieve personal and team goals.

### **Hands-On**

- ❖ The student venture should be experiential in nature.
- ❖ I see, and I forget - I hear, and I remember - I do, and I understand.

### **Interaction**

- ❖ The venture should enable students to have some degree of interaction with their peers and other learning partners, and provide opportunities to develop teamwork skills.
- ❖ Communication and inter-personal skills can be effectively developed through student venture experiences.

### **Purposeful**

- ❖ The venture should have a purpose beyond the activity itself, and that purpose should be known to students.
- ❖ Highly successful student ventures often have goals which bring about change and innovation in an authentic context.

## 1.4 Learning Through Entrepreneurship

Venture creation opportunities often provide a vehicle for students to learn-through-entrepreneurship. Learning through entrepreneurship simply means that students are provided with learning experiences, such as venture creation, to develop and demonstrate their entrepreneurial knowledge, skills, and values in an experiential and authentic context. *Some Key Aspects of Student Ventures* outlined in Section 1.3 provide a foundation for the following entrepreneurial learning approach whereby the learning partnership between the teacher and student is dynamic and fluid.

### The educator's and the learner's role in active, entrepreneurial learning:

The **teacher** moves between being...

in the forefront	&	in the background
directive, making decisions, and taking the lead	&	non-directive, enabling decisions and encouraging leadership
protective, sheltering, and controlling	&	challenging, encouraging, risk-taking, and exploratory
dominating, forcing the pace	&	facilitative, nurturing, reflective
focused on the end product	&	focused on the learning process

The **learner** moves between being...

passive	&	active
dependant, following, and uncommitted	&	self-starting, initiating, and committed
cared for, secure, and cautious	&	experimental, insecure, creative and risk-taking
detached	&	involved

(Adapted from: *Pathways to Enterprise*, 1996)

## 1.5 Teaching Approach Template

The *Teaching Approach Template* was designed simply to help educators quickly identify the learning approach they are employing with their students in the classroom. Entrepreneurship educators will obviously move back and forth along the continuum of teacher-directed versus student-centred approaches depending upon learner needs and lesson objectives.

To use the *Teacher Approach Template*, check the applicable boxes under each of the four key areas of entrepreneurship as they apply to a particular lesson, activity, or venture opportunity. By calculating the total number of checks you will be able to provide yourself with a general indication of where you are on the Entrepreneurship Continuum.

### *Experiential*

*Are students encouraged to:*

- problem solve in an effort to meet intended outcomes?
- explore and draw upon their own experiences?
- become actively involved in their learning?
- take learning beyond the walls of the classroom?
- apply skills, knowledge, and personal qualities in an authentic context?



### *Ownership*

*Are students encouraged to:*

- take responsibility for certain aspects of their learning?
- build on existing skills?
- be involved in developing some of the evaluation methods?
- provide input on ways to achieve curriculum outcomes?
- risk-take and be creative?

## ***Collaboration***

***Are students provided with an opportunity to:***

- develop an ability to work in teams?
- experience their teacher as a partner in learning?
- network with peers and other sources?
- support and/or respect the opinions of others?
- be responsible/accountable for various tasks?

## ***Evaluation***

***Is there opportunity for:***

- guided reflection with students?
- performance-based assessment?
- peer assessment?
- self-assessment?
- on-going review of goals and activities?

✓ Total Checked



## **Entrepreneurship Continuum**

***Conventional  
Approach***

***Entrepreneurial  
Approach***

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

---

*(Adapted from: Sears & Theriault, 1997)*

## 1.6 *Community Links and Entrepreneurship Education*

When we refer to **student ventures** and **learning through entrepreneurship** we require one essential ingredient, **the community**. Nurturing an entrepreneurial culture requires that we extend learning beyond the walls of the classroom and work creatively with our community resources.

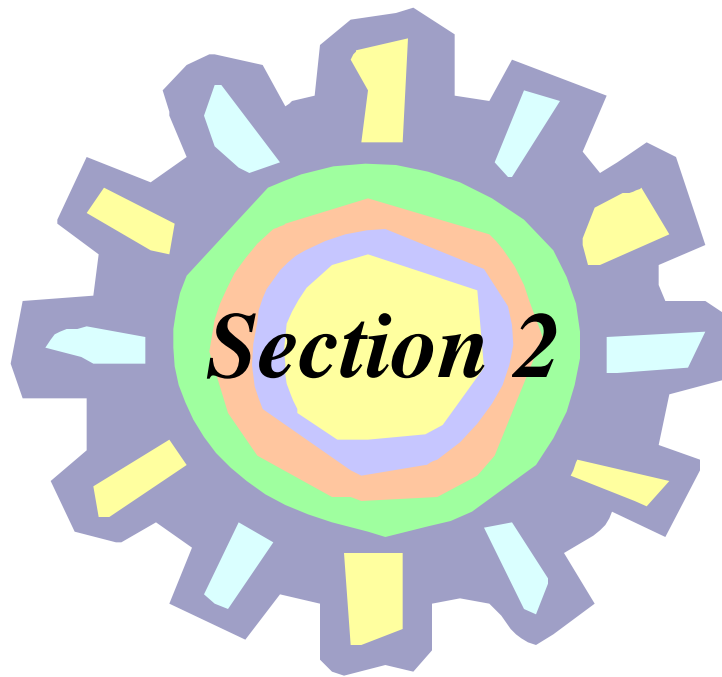
Outside of their lives at school, students use entrepreneurial skills on a daily basis, but not necessarily in the context of entrepreneurship. Through community links in entrepreneurship education we create a powerful window of opportunity to achieve this goal.

*Entrepreneurship education....is an adventure in reality. The classroom walls recede as the home, community, and the free enterprise system become learning labs. The teacher becomes a facilitator rather than the holder and dispenser of knowledge. We all learn by discovery and through trial and error. There are no standard, carved-in-stone teacher's guide answers. Students and teachers learn from each other. Parents, entrepreneurs from the community, inventors, bankers, artists, (etc.)...all become visiting professors.*

*Ronni Cohen, Elementary Teacher  
Author of the Inventor's Portfolio*

The potential for what can be accomplished is bound only by our imagination!





## *Curriculum-Related Initiatives in Entrepreneurship and Professional Development*

- ✓ *2.1 Introduction*
- ✓ *2.2 APEF Coordinated Entrepreneurship Resources for  
Kindergarten/Primary to Grade 12*
- ✓ *2.3 Atlantic Provinces' High School Entrepreneurship  
Curricula and Contacts*
- ✓ *2.4 Post-Secondary Contacts for Entrepreneurship Education  
Inquiries in Atlantic Canada*
- ✓ *2.5 Professional Development Opportunities for  
Entrepreneurship Educators in Atlantic Canada*

## **2.1 Introduction**

The purpose of this section is to highlight current Atlantic Canadian professional development opportunities for entrepreneurship educators at the K/P-12 and post-secondary levels, as well as identify the current entrepreneurship curricula and Atlantic Provinces Education Foundation resources offered to students in Atlantic Canada. Through exposure to these resources it is hoped that educators will access various opportunities for continuing professional development and student learning.

## **2.2 APEF Coordinated Entrepreneurship Resources for Kindergarten/Primary to Grade 12**

The Atlantic Provinces Education Foundation (APEF), an agency of the Departments of Education (DOE) in the four Atlantic Provinces and with support from the Atlantic Canada Opportunities Agency (ACOA), have collaborated through the *Pan-Atlantic Entrepreneurship Development Project* to develop entrepreneurship/enterprise resources from the Kindergarten/Primary to the Grade 12 level.

Cross-curricular French resources have been created for kindergarten through grade six, as well as one English resource for grades four through six. English resources are being developed at the K-3, 7-9, and 10-12 levels and will be available for use in Atlantic Canada. It is helpful for entrepreneurship educators to be aware of the Atlantic-wide initiative to infuse entrepreneurial and enterprise knowledge, skills, and attitudes at the various levels, so that they may nurture and support this experience and understanding.

Resources have been accompanied with extensive professional development activities for implementation of these Atlantic-wide resources.

**Note:** For more information about any of these public school resources, and to determine which have been approved for use in each province please contact your Department of Education. Contact numbers have been identified in Section 2.3.



### **APEF Coordinated French Language Resources**

Collection *Coup de main*:

Kindergarten: *Le terrain de jeu*, Les Éditions d'Acadie, Moncton, 1996

Grade 1: *Des nuages en couleur*, Les Éditions d'Acadie, Moncton, 1996

Grade 2: *Une maison pour Manon*, Les Éditions d'Acadie, Moncton, 1996

Grade 3: *L'Île aux Mille Étoiles*, Les Éditions d'Acadie, Moncton, 1996

The characters in this series of books illustrate the habits and attitudes of enterprising people, such as: team work, organization, planning, and decision making skills. Together, the series *Coup de main* shows how the delegation of duties and human resourcefulness will bring about success and the attainment of one's goals. A Teacher's Resource Guide is also available.

*Cap sur l'entrepreneuriat*:

Grades 4-6: This is an activity-based teacher's resource designed to facilitate the development of entrepreneurial attitudes and skills for grades four, five and six. The format of this resource enables teachers to achieve existing curriculum outcomes while simultaneously promoting an entrepreneurial learning environment.

### **APEF Coordinated English Language Resources**

K - Grade 3: *Learning Through Enterprise* is a cross-curricular activity-based resource for teachers. This resource is currently under development.

Grades 4-6: *Pathways to Enterprise* is a cross-curricular teacher's resource designed to promote the development of enterprise skills, qualities, and values at this level. The resource provides enterprise awareness for teachers, student activities, and showcases a large number of student entrepreneurship and enterprise experiences throughout Atlantic Canada. A French translation of this resource has been completed by the Department of Education in New Brunswick.

Grades 7-9: A cross-curricular activity-based entrepreneurship resource for teachers is currently under development.

Grades 10-12: *Entrepreneurship and the Cultural Industries* is a teacher's resource designed to infuse entrepreneurship into the High School Fine Arts curriculum. This resource is currently under development.

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## **Section 2 - Curriculum-Related Initiatives in Entrepreneurship and Professional Development**

## **2.3 Atlantic Provinces' High School Entrepreneurship Curricula and Contacts**

This part of section two identifies the central provincial entrepreneurship curriculum for French and English language programs in each Atlantic Province. A contact number for each department of education has been provided should educators wish to make inquiries about resource materials and/or curriculum documents.

### **Provincial Entrepreneurship Curricula and Contacts**

#### **New Brunswick Department of Education:**

##### **Entrepreneurship 110 (English)**

*Phone: (506) 453-2155*

*Fax: (506) 453-3325*

##### **Entrepreneurship 83311 (French)**

*Phone: (506) 453-2743*

*Fax: (506) 453-3325*

\* (English-language curriculum is currently under revision.)

#### **Newfoundland And Labrador Department of Education:**

##### **Enterprise 3205 (English)**

*Phone: (709) 729-2739*

*Fax: (709) 729-6619*

##### **Entrepreneurship 1130 (French)**

*Phone: (709) 729-2741*

*Fax: (709) 729-6619*

#### **Nova Scotia Department of Education & Culture:**

##### **Entrepreneurship 12 (English)**

*Phone: (902) 424-5991*

*Fax: (902) 424-0613*

##### **Entrepreneurship 12 (French)**

*Phone: (902) 424-6646*

*Fax: (902) 424-3937*

\* (English-language curriculum is currently under revision.)

#### **Prince Edward Island Department of Education:**

##### **Entrepreneurship 521 (English)**

*Phone: (902) 368-4677*

*Fax: (902) 368-4622*

##### **Entrepreneurship 621 (French)**

*Phone: (902) 368-4680*

*Fax: (902) 368-4622*

## **2.4 Post-Secondary Contacts for Entrepreneurship Education Inquiries in Atlantic Canada**

As students of high school entrepreneurship courses determine if they would like to pursue the career path of an entrepreneur, this section may be of benefit in identifying appropriate courses and programs. Contact numbers are provided to assist in your request for information about potential entrepreneurship programs or related courses at the post-secondary level which might interest your students.

### **New Brunswick**

New Brunswick Community College -

(French) - Phone: (506) 856-2128 Fax: (506) 856-2125

(English) - Phone: (506) 856-2220 Fax: (506) 856-3288

*\*Contact the above numbers to receive information and contacts for other NBCC  
or CCNB campuses.*

Université de Moncton - Phone: (506) 858-4113 Fax: (506) 858-4544

*\* Contact the above number to request information for all U de M campuses.*

Mount Allison University - Phone: (506) 364-2269 Fax: (506) 364-2272

St. Thomas University - Phone: (506) 452-0530 Fax: (506) 450-9615

UNB (Fredericton Campus) - Phone: (506) 453-4869 Fax: (506) 453-3561

UNB (Saint John Campus) - Phone: (506) 648-5617 Fax: (506) 648-5528

### **Newfoundland**

College of the North Atlantic - Phone: (709) 758-7284 Fax: (709) 758-7304

*\* Contact the above number to request information for all CNA campuses.*

Memorial University - Phone: (709) 737-8262 Fax: (709) 737-2337

### **Prince Edward Island**

Holland College - Phone: (902) 566-9517 Fax: (902) 629-4239

University of Prince Edward Island - Phone: (902) 566-0439 Fax: (902) 566-0795

### **Nova Scotia**

Collège de l'Acadie - Phone: (902) 769-0851 Fax: (902) 769-0165

Nova Scotia Community College - Phone: (902) 491-6736 Fax: (902) 491-4828

*\* Contact the above number to request information for all NSCC Campuses*

Nova Scotia College of

Art & Design - Phone: (902) 494-8129 Fax: (902) 425-2987

Nova Scotia Agricultural College - Phone: (902) 893-6722 Fax: (902) 895-5529

Acadia University - Phone: (902) 585-1222 Fax: (902) 585-1081

Dalhousie University - Phone: (902) 494-2450 Fax: (902) 494-1630

Mount Saint Vincent University - Phone: (902) 457-6117 Fax: (902) 457-6498

St. Francis Xavier University - Phone: (902) 867-2163 Fax: (902) 867-5458

Saint Mary's University - Phone: (902) 420-5582 Fax: (902) 420-5151

University College Of

Cape Breton - Phone: (902) 563-1330 Fax: (902) 563-1371

Université Sainte-Anne - Phone: (902)-769-2114 Ext 216 Fax: (902) 769-2930

## ***2.5 Professional Development Opportunities for Entrepreneurship Educators in Atlantic Canada***

### **Kindergarten/Primary to Grade 12:**

#### **Centre for Entrepreneurship Education and Development (CEED) (English)**

The Centre for Entrepreneurship Education and Development has the interest and ability to provide professional growth experiences for entrepreneurship educators at any level. For more information please contact the CEED office in Halifax, NS.

*Phone: (902) 424-5263 Toll Free: (800) 590-8481 Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)*

#### **Jodry Centre (French/English)**

The Jodry Centre has the knowledge and interest to provide professional development support for entrepreneurship educators. For more information please contact the Centre at the Université Sainte-Anne in Church Point, NS.

*Phone: (902) 769-3265 Fax: (902) 769-0163*

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## ***Section 2 - Curriculum-Related Initiatives in Entrepreneurship and Professional Development***

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**Entrepreneurship Education Program**

**(English)**

The Entrepreneurship Education Program is a comprehensive and community-based project for educators on Cape Breton Island. Its main goal is to provide educators with professional development in the areas of science, entrepreneurship, and technology. Cape Breton Island educators at the K/P-12 level who are interested in the promotion of an entrepreneurial approach to learning within their existing curricula, should contact the Program's Coordinator, Brian McCabe, for more information.

*The Entrepreneurship Education Program was the 1998 recipient of the Conference Board of Canada's Partnership Focus Award.*

*Phone: (902) 563-1118 Fax: (902) 563-1449 E-mail: bmccabe@ucb.ns.ca*

**Workplace Experiences Program (N.S. Teachers Only)**

**(English)**

The Workplace Experiences Program for Educators provides opportunities for interested educators at all levels to bring personal experiences from the business world to the classroom. The project was developed in partnership with the Nova Scotia Teacher's Union, and with the cooperation of the Nova Scotia Chamber of Commerce. Through this program teachers have an opportunity to leave the classroom for a workplace experience of their choice for one week. Upon returning they are expected to bring their experiences and learning back to the classroom. For more information please contact the Centre for Entrepreneurship Education and Development in Halifax, NS.

*Phone: (902) 424-5263 Toll Free: (800) 590-8481 E-mail: akerbojm@gov.ns.ca*

**Post Secondary:**

**Acadia Centre for Small Business and Entrepreneurship (ACSBE)**

**(English)**

This Centre has the ability to provide professional development opportunities for entrepreneurship educators in areas of pre-assessment techniques and self-determination needs for potential entrepreneurs. The Centre is also interested in providing support and inservice for the concept of enterprise as a cross-curricular approach for learning and teaching. Educators who would like to explore these opportunities further are encouraged to contact the ACSBE in Wolfville, NS.

*Phone: (902) 542-2201 Fax: (902) 542-3650*

**Centre for Entrepreneurial Leadership (CEL)**

**(English)**

The mission of the Centre for Entrepreneurial Leadership is to develop and support entrepreneurial leadership among students, faculty, and growth-oriented business in New Brunswick. As part of this mission CEL is interested in developing inservice strategies which might nurture entrepreneurial leadership in education. Entrepreneurship educators are encouraged to contact the Centre at the University of New Brunswick for more information.

Phone: (506) 453-4557

Fax: (506) 447-3081

E-mail: [cel@unb.ca](mailto:cel@unb.ca)

**Entrepreneurializing the Learning Environment**

**(French/English)**

The Atlantic Colleges Committee for Entrepreneurial Development (ACCED) has developed an experiential and reflective inservice program to promote an entrepreneurial approach for learning and teaching across the curriculum. This is an opportunity to share experiences and ideas that relate to making the instructional delivery of curriculum more entrepreneurial at the community college level. For more information please contact the ACCED representative in your province. See below.

**From Attitude to Action: Creating an Entrepreneurial Learning Environment**

**(French/English)**

Based on research in Canada, the USA, the United Kingdom, Australia and France, the Atlantic Colleges Committee for Entrepreneurial Development (ACCED) has developed an activity-based resource to assist college faculty from all disciplines to facilitate entrepreneurial behaviour in learners through the process of “doing”. Activities were chosen for skill development in 4 areas: personal, communications, business/project development, and operations. Learners can relate their chosen field of study to business activities. Contact the ACCED representative in your province.

**Atlantic Colleges Committee for Entrepreneurial Development Inc. (ACCED)**

Gerard Morris, College of the North Atlantic (NF) - Phone: (709) 489-4317 Fax: (709) 489-4180

Libby LeVatte, Nova Scotia Community College (NS) - Phone: (902) 491-6770 Fax: (902) 491-4830

Ginette Vienneau, CCNB Dieppe (NB) - Phone: (506) 856-2127 Fax: (506) 856-2125

Cam Beck, Holland College (PE) - Phone: (902) 629-4281 Fax: (902) 566-9505

**P.J. Gardiner Institute for Small Business**

**(English)**

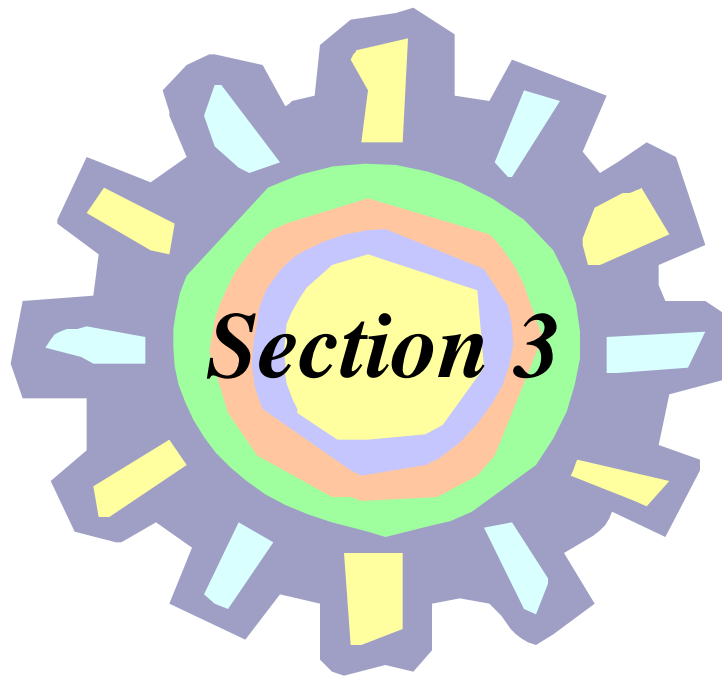
All high schools now provide courses on enterprise and entrepreneurship skills in their curriculum. Many teachers in the public school system still desire in-depth training in entrepreneurship to better serve their students. The P.J Gardiner Institute, based at Memorial University in St. John’s NF, would like to help meet the inservice needs of enterprise and entrepreneurship educators.

Phone: (709) 737-8855

Fax: (709) 737-2383

Website: [www.mun.ca/business](http://www.mun.ca/business)





## *Human Resource Contacts for Entrepreneurship Educators*

- ✓ *3.1 Introduction*
- ✓ *3.2 Local Entrepreneurs and the Atlantic Canada Opportunities Agency*
  
- ✓ *3.3 Conseil Économique Du Nouveau-Brunswick Inc. (CENB)*
- ✓ *3.4 Chamber of Commerce Contacts*
- ✓ *3.5 Willing Partners*
- ✓ *3.6 Atlantic Colleges Committee for Entrepreneurial Development (ACCED)*



### **3.1 Introduction**

This section provides entrepreneurship educators with opportunities to access human resources that will enhance the entrepreneurial learning experience for their students. Inviting the community to share in the learning process provides students with the authenticity and relevance which might otherwise be missing from traditional classrooms. Local entrepreneurs in the workplace or the classroom can have a powerful influence on students' motivation to explore entrepreneurship as a career choice. The approaches suggested in this section may be used or adapted in a creative effort to improve community interaction with local entrepreneurs.

### **3.2 Local Entrepreneurs and the Atlantic Canada Opportunities Agency**

*“Success doesn’t come to you...you go to it.”*

Marva Collins, Educator

In addition to making contact with the local Board of Trade or Chamber of Commerce, teachers seeking English-speaking or French-speaking entrepreneurs could also contact their nearest Atlantic Canada Opportunities Agency (ACOA) office for assistance.

ACOA Head Office	<i>Toll Free: (800) 561-7862</i>	<i>Phone: (506) 851-2271</i>
ACOA New Brunswick	<i>Toll Free: (800) 561-4030</i>	<i>Phone: (506) 452-3184</i>
ACOA Newfoundland	<i>Toll Free: (800) 668-1010</i>	<i>Phone: (709) 772-2751</i>
ACOA Nova Scotia	<i>Toll Free: (800) 565-1228</i>	<i>Phone: (902) 426-6743</i>
Enterprise Cape Breton Corporation	<i>Toll Free: (800) 705-3926</i>	<i>Phone: (902) 564-3600</i>
ACOA Prince Edward Island	<i>Toll Free: (800) 871-2596</i>	<i>Phone: (902) 566-7492</i>

### ***3.3 Conseil Économique Du Nouveau-Brunswick (CENB)***

CENB members are individuals, businesses, associations, and institutions with an interest in the economic development and growth of the New Brunswick business community. The CENB offers a network of contacts that enable you to meet entrepreneurs and to gain from everyone's experience and knowledge. The CENB promotes entrepreneurship by awarding Business of the Year and Manager of the Year prizes. Fostered by the CENB with support from ACOA and other sponsors, the television series Posséder mon entreprise (starting a business) and Temps d'Affaires (Francophone Entrepreneurs and the economy of the Atlantic Region), also contribute to this objective and make our local entrepreneurs known throughout Canada and beyond.

Francophone entrepreneurship educators may be especially interested in contacting the CENB to determine how this council might help nurture entrepreneurial learning in the classroom.

Conseil Économique Du Nouveau-Brunswick

236 George Street, Suite 314

Moncton, NB, E1C 1W1

Phone: (506) 857-3143      Toll Free: (800) 561-4446      Fax: (506) 857-9906

E-Mail: [cenbap@nbnet.nb.ca](mailto:cenbap@nbnet.nb.ca)

### ***3.4 Chamber of Commerce Contacts***

Contacts with local entrepreneurs may be made through your local Chamber for a variety of education purposes and activities. Use your phone directory, or the Atlantic Provinces contact provided below to find out who to contact at your local chamber as a first step in the creation of mutually beneficially partnerships involving your school and community.

#### **The Atlantic Provinces Chamber of Commerce**

236 St. George Street, Suite 110

Moncton, NB, E1C 1W1

Phone: (506) 857-3980      Fax: (506) 859-6131

The website below will allow you to contact any Chamber of Commerce in Atlantic Canada.

Website: <http://www.apcc.ca/chamber/>

### 3.5 *Willing Partners*

*Willing Partners* is a collection of the stories of several hundred Cape Breton entrepreneurs, business people and professionals who have agreed to enter into a learning partnership by sharing their story, experience and encouraging young people to explore self-employment as a career option. *Willing Partners* is about **what is possible**. It is about risk takers from local communities in Cape Breton who looked around for opportunity, assessed their skills, and decided that starting their own business was a viable way to create employment for themselves.

This teacher's resource is a tool for all teachers. It provides interesting stories about Cape Bretoners that all people can relate to. The networking and partnership potential this resource provides is tremendous. As a concept, *Willing Partners* also provides entrepreneurship educators from across Atlantic Canada with an opportunity to involve their students in the creation of their own community-based resource. An excellent resource framework exists as a challenge to us all. Creativity and an entrepreneurial spirit are required!

For more information or requests about *Willing Partners* please contact:

Brian McCabe (Coordinator)  
The Entrepreneurship Education Program  
University College of Cape Breton

Phone: (902) 563-1118

Fax: (902) 563-1149

E-Mail: [bmccabe@ucb.ns.ca](mailto:bmccabe@ucb.ns.ca)

### 3.6 *Atlantic Colleges Committee for Entrepreneurial Development Inc. (ACCED)*

The Atlantic Colleges Committee for Entrepreneurial Development Inc. (ACCED) should be of interest to all instructors at the community college level in Atlantic Canada who have an interest in entrepreneurship education. The ACCED is an organization made up of community college instructors with a primary focus on providing entrepreneurial support and development within the classroom. For more information about how you can join the ACCED please call, fax, or e-mail the ACCED contact in your province.

\* Please see following page for contacts.

ACCED Contacts:

Gerard Morris, College of the North Atlantic - (NF)

Phone: (709) 489-4317 Fax: (709) 489-4180

*gmorris@northatlantic.nf.ca*

Libby LeVatte, Nova Scotia Community College - (NS)

Phone: (902) 491-6770 Fax: (902) 491-4830

*levattem@nsc.ca*

Ginette Vienneau, CCNB Dieppe - (NB)

Phone: (506) 856-2127 Fax: (506) 856-2125

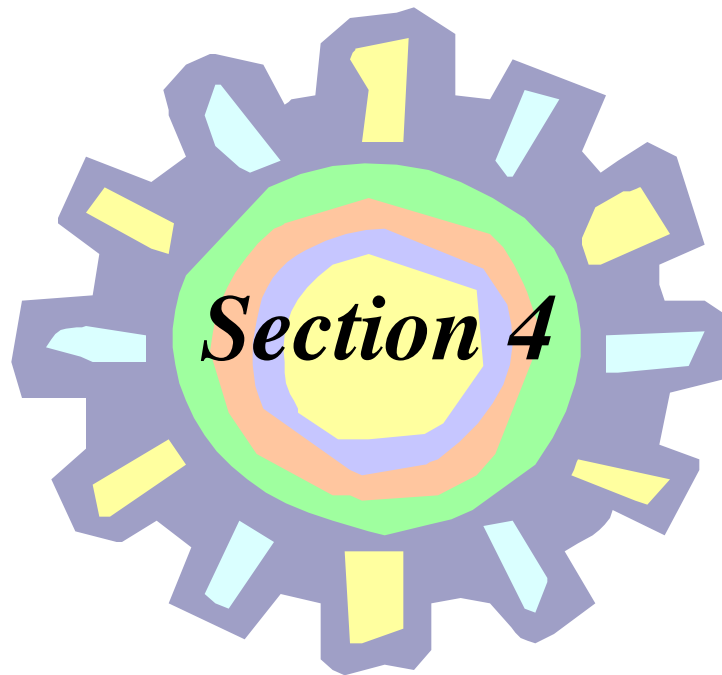
*vienneag@gov.nb.ca*

Cam Beck, Holland College - (PE)

Phone: (902) 629-4281 Fax: (902) 566-9505

*cbeck@hollandc.pe.ca*





## ***Youth Entrepreneurship Development Opportunities***

- ✓ ***4.1 Introduction***
- ✓ ***4.2 Entrepreneurship Education Development Organizations***
- ✓ ***4.3 Entrepreneurship Mentoring and Counselling Initiatives***
- ✓ ***4.4 Entrepreneurship Programs and Start-Up Opportunities***
- ✓ ***4.5 Youth Entrepreneurship Awards***
- ✓ ***4.6 Youth Entrepreneurship Conferences and Camps***
- ✓ ***4.7 Regional Economic Development Commissions/Authorities***

## **4.1 Introduction**

The key to success for our youth might lie in our ability as educators to establish a creative awareness for the entrepreneurship resources that are available to our youth. Lifelong learning for entrepreneurship can be enriched through the use and understanding of resources which extend learning beyond the walls of the classroom. The focus and challenge for this section is to provide pathways to *student* resources which will nurture entrepreneurial success.

## **4.2 Entrepreneurship Education Development Organizations**

### **Association of Collegiate Entrepreneurs (ACE)**

**(English)**

ACE is an international, non-profit organization whose objective is to provide student entrepreneurs with the resources, support, and education they need to successfully start and operate a business. The majority of ACE's programs and services are delivered through university or college campus-based chapters. For more information about ACE and for a listing of Atlantic Canadian Chapters please contact ACE toll free, or visit their website.

*Phone: (800) 766-8169*

*Website: [www.acecanada.ca](http://www.acecanada.ca)*

### **Centre for Entrepreneurship Education and Development (CEED)**

**(English)**

CEED is committed to developing entrepreneurial activities and programs needed to create a strong entrepreneurial culture in communities, the education system, and community and regional economic development groups. CEED offers various entrepreneurial programs for K-12 students (e.g. Future Quest - The Business Creation Program, Mini University, Tech Tour, Young Entrepreneurs Going Places Conference and others). Teachers are encouraged to contact CEED by phone or through their website should you require assistance or additional information.

*Phone: (902) 424-5263*

*Toll Free: (800) 590-8481*

*Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)*

### **The 4-H Program**

**(French/English)**

4-H is a nation wide program dedicated to helping young people ages 9-21 to: develop areas of interest, develop teamwork skills, provide positives experiences, and develop leadership qualities.

Nova Scotia - *Phone: (902) 893-6585*

New Brunswick -

*Phone: (506) 453-2333*

Newfoundland - *Phone: (800) 387-4444*

Prince Edward Island -

*Phone: (902) 368-4836*

**Junior Achievement (JA)**

**(French/English)**

Junior Achievement is a non-profit organization dedicated to helping young adolescents develop entrepreneurial skills and attitudes through practical training and experiences. Junior Achievement offers six programs: Business Basics, Economics of Staying in School, Project Business, The Business Game, Student Venture, and The Company Program. Teachers who would like to have more information about these reputable and successful programs should contact their JA regional office and/or check out the JA Canada website.

Website: <http://www.schoolnet.ca/biz/JA/JA.html> or [www.jacan.org](http://www.jacan.org)

Bathurst, NB - Phone: (506) 548-3700

Fredericton, NB - Phone: (506) 455-6552

Greater Moncton, NB - Phone: (506) 858-0477

Péninsule Acadienne, NB - Phone: (506) 395-2663

Saint John, NB - Phone: (506) 634-8409

Rép. Du Madawaska, NB - Phone: (506) 739-6354

Cape Breton, NS - Phone: (902) 562-4040

Mainland Nova Scotia - Phone: (902) 454-4564

Eastern Newfoundland - Phone: (709) 753-9533

Newfoundland & Labrador - Phone: (709) 634-1430

Central Newfoundland - Phone: (709) 651-2130

Prince Edward Island - Phone: (902) 892-6066

**Young Entrepreneurs Association (YEA) of Atlantic Canada**

**(French/English)**

YEA is an organization that enables young entrepreneurs aged 18-35 to get together on a regular basis to ask questions, share ideas, and help one another with advice. For more information please contact Melodie Stewart or Kim Doherty in Halifax (Executive Directors) for information about a chapter in your area.

Phone: (902) 466-9888

Toll Free: (888) 464-8428

E-mail: [pro-net@ns.sympatico.ca](mailto:pro-net@ns.sympatico.ca)

### **4.3 Entrepreneurship Mentoring and Counselling Initiatives**

#### **Association of Atlantic Women Business Owners (AAWBO)**

This is an organization for women who are considering starting a business or already have a business established. Membership provides women entrepreneurs with a networking and support system.

*Toll Free: (800) 858-6461      Fax: (902) 893-8881      E-mail: aawbo@ns.sympatico.ca*

#### **Canada Business Service Centres**

**(French/English)**

If you are looking for information on how to get started in business, then this is the first place you should contact. Business Service Centres can provide you with research, program, finance and advisory information.

*Toll Free: (800) 668-1010      Website: [www.cbcs.org](http://www.cbcs.org)*

New Brunswick -                      *Phone: (506) 444-6140*  
Newfoundland -                      *Phone: (709) 772-6022*  
Nova Scotia -                          *Phone: (902) 426-8604*  
Prince Edward Island -              *Phone: (902) 368-0771*

#### **Entrepreneurs' Forum**

**(English)**

Entrepreneurs' Forum provides practical business advice and mentoring, by experienced professionals, for new and existing entrepreneurs involved in knowledge-based ventures. The Entrepreneurs' Forum currently exists in Nova Scotia, with new chapters in the process of being established in other Atlantic Provinces. Please use the contact information below to obtain additional information about the full range of free services offered.

*Phone: (902) 492-7600      Fax: (902) 492-4141      E-mail: [eforum@ibm.net](mailto:eforum@ibm.net)*

#### **Institute of Small Business Counsellors**

**(French/English)**

The Institute of Small Business Counsellors was incorporated in July 1995. It was established to develop and maintain a set of standards and provide accreditation for the small business counselling profession. The Institute maintains a membership base and is governed by a board of governors. It provides professional development and training for small business counsellors.

Acadia Centre for Small Business and Entrepreneurship, NS - *Phone: (902) 542-2201*  
University College of Cape Breton, NS - *Phone: (902) 539-5300*

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### **Section 4 - Youth Entrepreneurship Development Opportunities**

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Memramcook Institute, NB - *Phone: (506) 758-2511*  
P.J. Gardiner Institute for Small Business, NF - *Phone: (709) 737-8855*  
Holland College, PEI - *Phone: (902) 629-4281 Toll Free: (800) 446-5265*  
University of New Brunswick, NB - *Phone: (506) 453-4646*

**Open For Business (Nova Scotia)**

**(English)**

The objective of *Open for Business* is to help you with the “how to’s” and “next steps” for starting or expanding your own business. Youth from 18 through 29 will enjoy the interactive and supportive nature of this centre as they begin to forge their career as an entrepreneur. Those interested in exploring entrepreneurship should contact the *Open for Business* location in their area.

Halifax, NS - *Phone: (902) 424-3707*  
Windsor, NS - *Phone: (902) 798-5627*

**Second Chance Program (Halifax N.S. - Pilot)**

**(English)**

The Centre for Entrepreneurship Education and Development is examining ways to develop an entrepreneurship pilot to be used with youth who have been in conflict with the law. This project is intended to combine the principles of entrepreneurship with information about the law, in a program that will give selected youth an opportunity to use their skills and energy productively, while learning about their legal rights and responsibilities.

*Phone: (902) 424-5263 Toll Free: (800) 590-8481 Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)*

**University Business Development Service Centres**

University Business Development Service Centres strive to promote entrepreneurship at the post-secondary level and beyond in an effort to help individuals maintain or aspire to start their own business. A variety of educational activities related to entrepreneurship such as: consultation, research, professional development and other opportunities may be available. Encourage students who may be contemplating a venture to contact their nearest centre.

Acadia Centre for Small Business and Entrepren’ship - Acadia U., NS - *Phone: (902) 542-2200*  
P.J. Gardiner Institute - Memorial University, NF - *Phone: (709) 737-8855*  
Centre for Women in Business - Mount Saint Vincent University, NS - *Phone: (902) 457-6449*  
Business Development Centre - Saint Mary’s University, NS - *Phone: (902) 429-2992*  
Centre Jodry - Université Sainte-Anne, NS - *Phone: (902) 769-3265*

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***Section 4 - Youth Entrepreneurship Development Opportunities***

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### **Young Entrepreneurs ConneXion**

**(French/English)**

The Young Entrepreneurs ConneXion Hot Line through the Canada Business Service centre can help established or aspiring business people find the information they need to succeed. From current information about federal and provincial programs and services to today's market statistics, the Centre can help you make the search for critical information efficient and effective.

*Toll Free: (800) 668-1010      Website: [www.cbsc.org](http://www.cbsc.org)*

### **(YM-YWCA) Y-Enterprise Centre**

The Y-Enterprise Centre offers a variety of entrepreneurial training courses, on-going counselling and support services, and great networking opportunities. Contact your nearest Y-Enterprise Centre to find out what entrepreneurial learning opportunities might be available to your students.

Cape Breton, NS -      *Phone: (902) 539-7880*

Glace Bay, NS -      *Phone: (902) 849-1794*

Yarmouth, NS -      *Phone: (902) 742-1277*

Saint John, NB -      *Phone: (506) 634-4949*

St. John's, NF -      *Phone: (709) 739-9933*

## ***4.4 Entrepreneurship Programs and Start-Up Opportunities***

### **Aboriginal Business Canada Youth Program**

**(French/English)**

This initiative provides services and financial support to Canadian status and non-status Indians, Inuit and Metis between the ages of 18 and 29. Assistance to youth owned business includes preparation of business plans, marketing and financing the start-up operation, expansion, modernization or acquisition of a commercially viable business, and business advisory services.

*Phone: (902) 426-7825      E-mail: [Brydon.Joe@ic.gc.ca](mailto:Brydon.Joe@ic.gc.ca)      Website: [www.abc.gc.ca](http://www.abc.gc.ca)*

### **Business Development Program**

**(French/English)**

The ACOA Business Development Program provides assistance to small- and medium-sized businesses in Atlantic Canada to start-up, expand, modernize, and become more competitive. Non-profit organizations providing support to the business community may also qualify. ACOA can provide an unsecured, interest free contribution towards the eligible costs of a new establishment, expansion, modernization or a project which improves your competitiveness. ACOA's funding to commercial clients is repayable on a schedule matching your circumstances.

*Phone: (506) 851-2271      Toll Free: (800) 561-7862      Website: [www.acoa.ca](http://www.acoa.ca)*

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## ***Section 4 - Youth Entrepreneurship Development Opportunities***

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**Canadian Youth Business Foundation Program** (French/English)

The Canadian Youth Business Foundation is a non-profit, private sector initiative, whose objectives are to provide funding and mentoring to young Canadian entrepreneurs. You must be between 18 and 29 years of age to qualify for assistance. On average, loans of \$7,500 can be obtained; however, a maximum of \$15,000 may be obtained for qualifying businesses. A committee of community volunteers will make the loan decision based on your business idea..

**Canadian Youth Business Foundation contacts:** Website: [www.cybf.ca](http://www.cybf.ca)

New Brunswick - Phone: (506) 858-6041

Newfoundland - Phone: (709) 772-6022 Toll Free: (800) 668-1010

Nova Scotia - Phone: (902) 429-2923 Toll Free: (800) 464-2923

Prince Edward Island - Phone: (902) 894-7232

**Entrepreneur Loan Program - (Prince Edward Island)** (French/English)

This program is divided into two components: 1) student venture loan guarantee for students returning to school in the fall and, 2) loan guarantee for full-time entrepreneurs who are 18 years and older. For the student venture component applicants may be eligible to receive a loan of up to \$3,000 if they have 20% of the money required to start their business. The full-time entrepreneur component applicants may be eligible to receive a loan of up to \$25,000 if they have 30% of the money required to start their business. For more information please contact Gerald Arsenault at Enterprise PEI.

Phone: (902) 368-6300

**Future Quest - The Business Creation Program - (Nova Scotia)** (English)

This training program is designed for youth living in the Halifax area between the ages of 18 and 30 to help build their strengths and target the specific skills and knowledge they will need. For more information please contact the Centre for Entrepreneurship Education and Development.

Phone: (902) 424-5263 Toll Free: (800) 590-8481 Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)

**I Want To Be A Millionaire Program** (English)

Participants start and operate their own sole proprietorship or small partnership. The program allows children and younger teenagers to explore entrepreneurship as a career option, and nurtures development of an entrepreneurial spirit through hands-on experiences. The Program is available for use in all Atlantic Provinces. For more information, please contact William Punnet.

Phone: (902) 435-9280 E-mail: [finleyb@gov.ns.ca](mailto:finleyb@gov.ns.ca)

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**Section 4 - Youth Entrepreneurship Development Opportunities**

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**Mini-Ventures**

**(English)**

Teacher education and youth programming for the K-12 levels are important components of our entrepreneurship initiatives and community development. Through the Mini-Ventures Program, students and teachers can access a small amount of venture capital funding and support to develop an enterprising idea and bring it to market. This program is currently available in Cape Breton only. For more information please contact Kim Bond at the Entrepreneurship Education Program.

Phone: (902) 563-1306

Fax: (902) 563-1449

E-Mail: [jpyke@uccb.ns.ca](mailto:jpyke@uccb.ns.ca)

**Metropolitan Immigrant Settlement Association (MISA)**

**(English)**

MISA is a community organization that provides immigrants with information, contacts and confidence to help establish a business in Nova Scotia. Please contact MISA's Halifax office for information about the *Immigrant Entrepreneur Orientation Program* and other related services.

Phone: (902) 423-3607

Fax: (902) 423-3154

E-mail: [ieop@misa.ns.ca](mailto:ieop@misa.ns.ca)

**School Year YES Program - (Nova Scotia)**

**(French/English)**

This program is designed to help students learn more about entrepreneurship by operating their own business. The Nova Scotia Department of Economic Development and Tourism will provide loans of up to \$500 for grade 12 students enrolled in an entrepreneurship course to assist them in the operation of their own business during the school year.

Toll Free: (800) 565-2009

**SEED Capital and Counselling Program**

**(French/English)**

This program offers loans of up to \$15,000 for business start-up or expansion, along with providing up to \$2,000 for business counselling and training costs. You must be between ages 18-29 to qualify.

For more information please contact the Canada Business Service Centre in your area.

Toll-Free: (800) 668-1010

Website: [www.cbcs.org](http://www.cbcs.org)

**Student Business Loans Program - (Newfoundland)** (French/English)

Financial assistance is available to young people, 15 years and older who are returning to a secondary or post-secondary school, with business ideas and the entrepreneurial drive to develop their own summer jobs. Students can obtain loans of up to \$3,000 to manage their own small business during the summer. For more information please contact the Canada Business Service Centre.

Phone: (709) 772-6022      Toll Free: (800) 668-1010      E-mail: [st.johns@csbc.ic.gc.ca](mailto:st.johns@csbc.ic.gc.ca)

**Student Venture Capital Program - (New Brunswick)** (French/English)

This program is designed to help finance students 16 years or older who are returning to school at the end of the summer to launch their own business venture. Eligible students have the opportunity to apply for an interest free loan up to \$3,000 to start a business. For more information please contact Jean-Guy Richard at the Department of Labour.

Phone: (506) 444-5867      E-mail: [rgrich@gov.nb.ca](mailto:rgrich@gov.nb.ca)

**The FAST TRACK to Entrepreneurship Program** (English)

FAST TRACK to Entrepreneurship is designed to help 13 to 18 year olds gain hands-on experience and insight into the operation of a business. This program provides an introduction to the business community, six basic skills workshops, mentorship, and a loan of up to \$1,000. CEED has undertaken the role of co-ordinating this initiative for all Atlantic Provinces.

Phone: (902) 424-5263      Toll Free: (800) 590-8481      Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)

**Youth Entrepreneurial Skills (YES) Program - (Nova Scotia)** (French/English)

The YES program helps returning students aged 16-29 start and run a summer business. The program provides interest free loans of up to \$5,000 to help finance a new student business. Mentoring is provided to the student business throughout the summer. For more information please contact the Nova Scotia Department of Economic Development and Tourism.

Toll Free: (800) 565-2009

**Young Entrepreneur Financing Program** (French/English)

The Business Development Bank of Canada (BDC) will loan up to \$25,000 to entrepreneurs between 18-29 years of age for business start-up, and \$50,000 for existing businesses. Please contact your nearest BDC to learn more about the complete range of financial, management training, and special consultation services available. This program is available in each of the Atlantic provinces.

*Toll Free: (888) 463-6232      Website: [www.bdc.ca](http://www.bdc.ca)*

**Youth Entrepreneurship Program - (New Brunswick)** (French/English)

This program is for students who are 16 years or older and will be returning to school at the end of the summer. The program will be of particular interest to individuals who are determined to succeed, who thrive on challenge, and most of all who believe in themselves. The Youth Entrepreneurship Program offers province-wide training sessions for a period of three weeks prior to the summer break through the Regional Development Commissions. For further information please contact Jean-Guy Richard at the Department of Labour.

*Phone: (506) 444-5867      E-mail: [rgrich@gov.nb.ca](mailto:rgrich@gov.nb.ca)*

**Young Native Entrepreneurship Program** (English)

This program gives young status Indians between the ages of 18-35 the opportunity to explore entrepreneurship as a career option. Advice and guidance is available, as well as loans of up to \$5,000 to help start a new business. This program is offered in New Brunswick, Nova Scotia, and Prince Edward Island. For more information please call Sam Lafford or visit the Ulnooweg website.

*Phone: (902) 893-7379      Website: [www.ulnooweg.ca](http://www.ulnooweg.ca)*

**Youth Ventures Program - (Newfoundland)** (French/English)

The Atlantic Canada Opportunities Agency regularly sponsors youth venture programs which include entrepreneurship counselling and business planning. Students may then start and run businesses for the rest of the summer and beyond. Students who are returning to high school or post secondary institutions are eligible to participate in this program.

*Phone: (709) 772-6022      Toll Free: (800) 668-1010      E-mail: [st.johns@csbc.ic.gc.ca](mailto:st.johns@csbc.ic.gc.ca)*

## **4.5 Youth Entrepreneurship Awards**

### **Annual YTV Achievement Award**

**(English)**

This award is presented to an individual or group, aged 19 or less, meeting the qualifications for YTV achievement awards. Please use the contact information below to obtain additional criteria for this award.

*Phone: (416) 534-1191*

*E-Mail: [Info@YTV.ca](mailto:Info@YTV.ca)*

*Website: [www.ytv.com](http://www.ytv.com)*

### **Student Entrepreneur of the Year Award**

**(English)**

The Association of Collegiate Entrepreneurs presents this annual award to a full time student running a full time business. The student submits an application and a panel of judges would assess it and determine a winner. The award is open to post-secondary students Canada wide. Check out the ACE web-site for other post-secondary award categories.

*Phone: (416) 304-1566*

*Toll Free: (800) 766-8169*

*Website: [www.acecanada.ca](http://www.acecanada.ca)*

### **Young Entrepreneur Awards Program**

**(French/English)**

The Business Development Bank of Canada presents awards to outstanding young Canadian entrepreneurs. The awards are given to 12 entrepreneurs, one from each province and territory. The winners are chosen by panels of judges made up of business professionals, entrepreneurs, members of local Boards of Trade and Chambers of Commerce, representatives from Scotiabank and the Export Development Corporation, and personnel from the Business Development Bank of Canada. All nominees are judged on the same criteria: operating success, connection with new economy activities, innovation, and community involvement.

*Toll Free: (888) 463-6232*

*Website: <http://www.bdc.ca>*

## **4.6 Youth Entrepreneurship Conferences and Camps**

### **Association of Collegiate Entrepreneurs (ACE) Conference**

**(English)**

This international conference provides entrepreneurship development and awareness sessions and recognition for various chapters at the post-secondary level. For more information please contact ACE Canada.

*Phone: (800) 766-8169*

*Website: [www.acecanada.ca](http://www.acecanada.ca)*

**Enterprise Olympics**

**(English)**

This highly successful event gives high school students in Newfoundland and Labrador the opportunity to develop and celebrate their innovation, through two competitions, Market Your Thoughts and the Enterprise Showcase. The students who achieve the best results in one or both of these competition, and some of their teachers are invited to attend the Enterprise Olympic Games and Ceremonies. Entrepreneurship educators throughout Atlantic Canada might find the *Enterprise Olympics: Teacher's Guide* useful for adaptation in their own community.

Phone: (709) 739-9933

Fax: (709) 726-5231

**Entrepreneurship and Environment Camp**

**(English)**

This camp, which blends business and environmental science, offers a unique week-long program for students in grades 9 to 11. Using Acadia University's resources, participants invent a product that solves an environmental problem and create a business plan to market that product. They then share the plan with the world via the Internet. For more information on this and other exciting Outreach Programs for Youth, please contact the Division of Continuing and Distance Education at Acadia University in Wolfville, Nova Scotia.

Phone: (902) 585-1434

Fax: (902) 585-1068

Toll free in Canada: (800) 565-6568

E-Mail: [continuing.education@acadiau.ca](mailto:continuing.education@acadiau.ca)

Website: <http://conted.acadiau.ca>

**Shad Valley Program**

**(French/English)**

The Shad Valley Program is an exciting summer program offered on eight university campuses across Canada, and is especially designed for successful students in senior high school. The program focuses on excellence, science, and entrepreneurship. For more information and campus locations please contact Shad International by phone, fax, or through the internet.

Shad International - Phone: (519) 884-8844

Fax: (519) 884-8191

E-Mail: [info@shad.ca](mailto:info@shad.ca)

Website: <http://www.naviss.com/shad>

**Une Aventure en Affaires (Nova Scotia)**

**(French)**

Participants in this program will attend 'camp workshops' during the March break period to discover how to establish a business through activities which will provide a virtual business experience in French. Eligibility requirements include the ability to converse in French and high school student status. The camp experience includes a variety of hands-on activities and field trips. For more information please contact Lisa Richard at the Université Saint-Anne.

Phone: (902) 769-2114

Website: [ustanne-59.ustanne.ns.ca](http://ustanne-59.ustanne.ns.ca)



### **VentureFEST**

**(English)**

These week-long summer science, technology and entrepreneurship camps are located in Nova Scotia for elementary, junior, and senior students throughout Atlantic Canada. The curriculum is enhanced by hands-on activities, workshops, field trips, industry tours and guest speakers. The Science, Technology, and Entrepreneurship for Youth Program Coordinator serves as the director of VentureFEST. This program has received recognition from youth educators from across Canada and the United States. For more information please contact the Entrepreneurship Education Program at the University College of Cape Breton.

*Phone: (902) 563-1648      Fax: (902) 563-1449      Website: [www.uccb.ns.ca/eca/](http://www.uccb.ns.ca/eca/)*

### **Young Entrepreneurs Going Places Conference**

**(English)**

This annual conference is an opportunity for young entrepreneurs throughout Atlantic Canada to network, learn, and share. For three days in late April or early May, young entrepreneurs from Atlantic Canada come together to learn from each other, to participate in entrepreneurial challenges, and to hear from experts. This is an excellent opportunity to showcase their ideas to the community, and apply the knowledge and experience gained from the conference sessions.

*Phone: (902) 424-5263      Toll Free: (800) 590-8481      Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)*

## **4.7 Regional Economic Development Commissions/Authorities**

The Regional Economic Development Commissions/Authorities act as a liaison between government departments and entrepreneurs. By providing guidance, strategic planning, information, and training courses for emerging entrepreneurs, they act as a first step for small business. Students are encouraged to contact their regional agency should they require information regarding local entrepreneurship development opportunities.

### **Regional Economic Development Commissions (New Brunswick)**

Carleton Regional Development Commission Inc., Woodstock

*Phone: (506) 325-4488      Toll Free: (800) 486-4930      Fax: (506) 325-4489*

Chaleur Regional Development Commission Inc., Bathurst

*Phone: (506) 547-7445      Fax: (506) 548-8271*

Economic Expansion Commission of the Peninsula Inc., Tracadie-Sheila

*Phone: (506) 395-2261      Fax: (506) 395-5672*

Fundy Region Development Commission Inc., Saint John

*Phone: (506) 658-2918      Fax: (506) 658-2861*

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## **Section 4 - Youth Entrepreneurship Development Opportunities**

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Grand Falls Region Development Commission Inc., Grand Falls  
*Phone: (506) 473-4994 Fax: (506) 475-1858*

Greater Fredericton Economic Development Corporation, Fredericton  
*Phone: (506) 444-4686 Toll Free: (800) 200-1180 Fax: (506) 444-4649*

Greater Moncton Economic Commission Inc., Moncton  
*Phone: (506) 858-9550 Fax: (506) 859-7791*

Kent Economic Commission Inc., Bouctouche  
*Phone: (506) 743-7337 Fax: (506) 743-7342*

Miramichi Region Development Corporation, Miramichi  
*Phone: (506) 622-7890 Fax: (506) 622-2160*

Northwest Industrial Commission, Inc., Edmundston  
*Phone: (506) 735-4769 Fax: (506) 739-7486*

Restigouche Regional Economic Development Commission, Campbellton  
*Phone: (506) 789-4939 Toll Free: (800) 561-2129 Fax: (506) 789-4933*

South East Economic Commission Inc., Shediac  
*Phone: (506) 533-3390 Fax: (506) 533-3393*

**Regional Economic Development Commissions (Newfoundland & Labrador)**

Avalon Gateway Regional Economic Development Corp., Placentia  
*Phone: (709) 227-2147 Fax: (709) 227-3670*

Baccalieu Board of Economic Development Corp., Carbonear  
*Phone: (709) 596-6217 Fax: (709) 596-4473*

Capital Coast Development Alliance, St. John's  
*Phone: (709) 753-5554 Fax: (709) 753-5557*

Central Labrador Economic Development Corp. Inc., Happy Valley-Goose Bay  
*Phone: (709) 896-8506 Fax: (709) 896-8209*

Coast of Bays Corporations, St. Albans  
*Phone: (709) 538-3552 Toll Free: (800) 205-0799 Fax: (709) 538-3627*

Discovery Regional Development Board, Clarenville  
*Phone: (709) 466-1429 Fax: (709) 466-1306*

Emerald Zone Corporation, Springdale

*Phone: (709) 673-3300      Toll Free: (888) 673-3344      Fax: (709) 673-4730*

Exploits Valley Economic Development Corporation, Grand Falls-Windsor

*Phone: (709) 489-8700      Fax: (709) 489-8711*

Humber Economic Development Board Inc., Pasadena

*Phone: (709) 686-2989      Fax: (709) 686-2081*

Hyron Regional Economic Development Corporation, Labrador City

*Phone: (709) 944-6499      Fax: (709) 944-4008*

Irish Loop Regional Economic Development Board, Trepassey

*Phone: (709) 438-2898      Toll Free: (888) 438-2898      Fax: (709) 438-2405*

Kittlwake Regional Economic Development Corp., Gander

*Phone: (709) 256-2595      Fax: (709) 256-2672*

Labrador Straits Development Corporation, Forteau

*Phone: (709) 931-2065      Fax: (709) 931-2144*

Long Range Economic Development Board, Stephenville

*Phone: (709) 643-3318      Fax: (709) 643-3421*

Nanuk Development Corporation, Hopedale

*Phone: (709) 933-3875      Fax: (709) 933-3877*

Nordic Economic Development Corporation, Flower's Cove

*Phone: (709) 456-2840      Fax: (709) 456-2846*

Red Ochre Regional Board Inc., Parsons Pond

*Phone: (709) 243-2829      Fax: (709) 243-2254*

Schooner Regional Development Corporation, Marystown

*Phone: (709) 279-4641      Toll Free: (888) 279-4646      Fax: (709) 279-4880*

South Western Marine and Mountain Zone Corp., Port aux Basques

*Phone: (709) 695-9350      Fax: (709) 695-7295*

Southeastern Aurora Development Corporation, Cartright

*Phone: (709) 938-7000      Fax: (709) 938-7030*

**Regional Development Authorities (Nova Scotia)**

Antigonish Regional Development Authority, Antigonish

Phone: (902) 863-3330 Fax: (902) 863-4095

Cape Breton County Regional Economic Development Authority (CBCEDA), Sydney

Phone: (902) 562-2201 Fax: (902) 562-2866

Colchester Regional Development Agency (CORDA), Truro

Phone: (902) 893-0140 Fax: (902) 897-1157

Cumberland Regional Economic Development Association (CREDA), Amherst

Phone: (902) 667-3638 Fax: (902) 667-2270

Greater Halifax Economic Development Partnership, Halifax

Phone: (902) 490-6000 Fax: (902) 490-6010

Guysborough County Development Authority, Guysborough

Phone: (902) 533-3731 Fax: (902) 533-2064

Halifax County Regional Development Authority, Musquodoboit Harbour

Phone: (902) 889-4060 Fax: (902) 889-4059

Hants Regional Development Authority, Shubenacadie

Phone: (902) 758-3338 Fax: (902) 758-3497

Kings County Economic Development Agency, Kentville

Phone: (902) 678-2298 Fax: (902) 678-2324

Lunenburg/Queens Regional Development Authority, Bridgewater

Phone: (902) 543-0491 Fax: (902) 543-1156

Pictou Regional Development Commission, New Glasgow

Phone: (902) 752-6159 Fax: (902) 755-2722

South West Shore Development Authority, Yarmouth

Phone: (902) 742-3210 Fax: (902) 742-3107

Strait-Highlands Regional Development Authority, Port Hawkesbury

Phone: (902) 625-3929 Fax: (902) 625-1559

Western Valley Development Authority (WVDA), Digby

Phone: (902) 245-2412 Fax: (902) 245-4551

**Prince Edward Island Development Corporations**

Active Communities Inc., Montague

Phone: (902) 838-4030 Fax: (902) 838-4031

Central Development Corporation, Central Bedeque

Phone: (902) 887-3400 Fax: (902) 887-2400

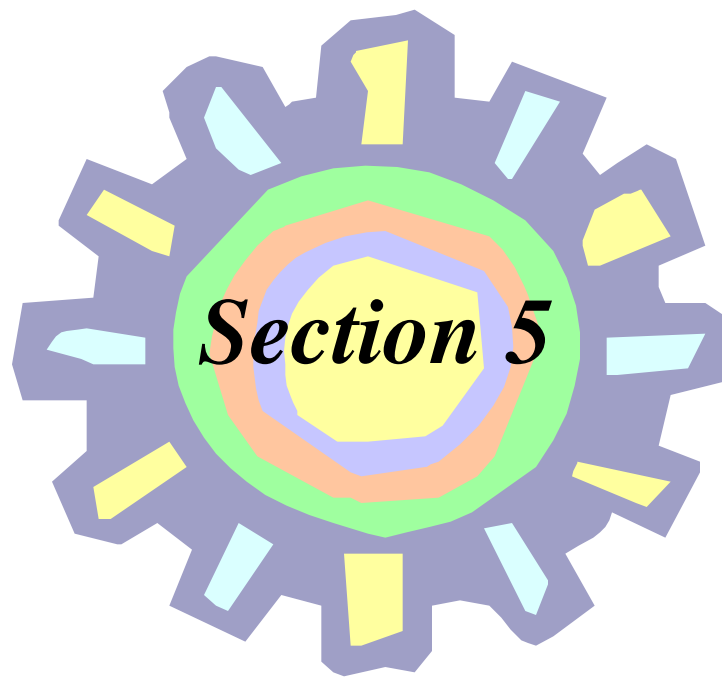
Baie Acadienne Development Corporation, Wellington

Phone: (902) 854-3439 Fax: (902) 854-3099

Western Development Corporation, Alberton

Phone: (902) 853-2181 Fax: (902) 853-4385





## ***Multi-Media Resources for Entrepreneurship***

- ✓ ***5.1 Introduction***
- ✓ ***5.2 Virtual Resources and Web-sites***
- ✓ ***5.3 Software, Video, and Audio***
- ✓ ***5.4 Published Print Materials***

## **5.1 Introduction**

Virtual learning webs and new multi-media materials can help keep learning current and engaging. This section provides the trail to many effective entrepreneurship resources which may be used at the K-12 and/or post-secondary level. An effort has been made to highlight valuable Canadian resources which will promote the development of key entrepreneurial knowledge, skills, and attitudes in our youth.

## **5.2 Virtual Resources and Websites**

### ***Canadian Sites & Resources:***

#### **Association of Collegiate Entrepreneurs (ACE) (English)**

The Association of Collegiate Entrepreneurs (ACE) is an international organization serving the needs of post-secondary students interested in entrepreneurship. This site identifies regional chapters and provides information about the Association. The 'Resource Guide' area of the site is extremely helpful in identifying: small business, government, business regulatory, financial, research, and association links.

*Website: [www.acecanada.ca](http://www.acecanada.ca)*

#### **AYBC Resource Centre (English)**

This site provides a listing of support materials for Aboriginal Youth which may be of interest to entrepreneurship educators. The resources listed on this site are designed to teach and encourage youth entrepreneurship.

*Website: <http://www.aybc.org>*

#### **Anatomy of an Entrepreneur - Manitoba Industry, Trade and Tourism (English)**

This on-line publication provides personal advice from over forty successful entrepreneurs. This is interesting material for aspiring entrepreneurs at the high school and post-secondary levels.

*Website: <http://strategis.ic.gc.ca/SSG/mi03629e.html>*

**Atlantic Canada Opportunities Agency (ACOA)**

**(French/English)**

A great site for links and information on entrepreneurship and small business, including research materials and profiles of entrepreneurs. ACOA is the federal government department responsible for economic development in Atlantic Canada. Stimulating the entrepreneurship spirit is one of its priorities.

Website: <http://www.acoa.ca>

**Atlantic Virtual Women's Business Bureau**

**(English)**

This site provides information on issues of interest to women entrepreneurs in Atlantic Canada.

Website: <http://www.bizbureau.com>

**Business Development Bank of Canada (BDC)**

**(French/English)**

Offers a wide range of information and assistance to those involved in, or wishing to start a business. This site should be of interest to all educators and students of entrepreneurship at the late high school years, and at the post-secondary level. Site areas include: Financing Your Business, Managing Your Business, Special Events, and Publications.

Website: <http://www.bdc.ca>

**CIBC SmartStart**

**(French/English)**

The SmartStart Program is a perfect way to help older elementary and middle level students manage money and learn about banking. Children should enjoy the interactive nature of this site.

Website: <http://www.cibc.com/smartstart/>

**Canada Business Service Centres (CBSC)**

**(French/English)**

This site provides access to any CBSC in Canada. It also has links to other sites and allows you to search the federal Business Information System (BIS).

Website: <http://www.cbsc.org/main.html>

**Canada NewsWire**

**(French/English)**

Search the latest and most up to date news release information.

Website: <http://www.newswire.ca/>



**Canada Youth Business Foundation (CYBF)**

**(English)**

A great site for post-secondary students to discover. The CYBF site provides information and access to: mentoring, business support, and loan opportunities.

Website: <http://www.cybf.ca/noframes/index.htm>

**Canadian Bankers Association**

**(French/English)**

This site connects users with important information about money and small business. The site information and publications would be most useful for post-secondary students.

Website: <http://www.cba.ca/>

**Canadian Rural Information Service (CRIS)**

**(French/English)**

This site provides top quality links to resources for entrepreneurship education. Website areas include: publications, associations and organizations, funding and mentoring programs, youth employment opportunities, and conferences.

Website: <http://aceis.agr.ca/cris>

**Centre Assomption de recherche et de développement en entrepreneuriat (CARDE)**

**(French)**

The CARDE is associated with the Faculty of Business Administration at l'Université de Moncton. Its objective is to develop entrepreneurs as well as create awareness and train people about the concept of entrepreneurship. Its Website provides access to many entrepreneurship-related resources, as well as to a course on how to start a business.

Website: <http://www.umoncton.ca/carde/>

**Centre for Entrepreneurship Education and Development (CEED)**

**(English)**

This web-site has something to offer both entrepreneurship students and educators. The mission of CEED is to nurture entrepreneurship in young people by undertaking, creating, co-ordinating and acting as a catalyst in the areas of: Entrepreneurship Education, Research and Program Design, Professional Development and Community Entrepreneurship.

Website: [www.ceed.ednet.ns.ca](http://www.ceed.ednet.ns.ca)

**Econmedia**

**(French)**

An excellent site for those looking for information about the economy and potential implications for business.

Website: <http://www.economedia.com/>

**Enterprise/Entrepreneurship Development**

**(French/English)**

This page lists and rates various sites on the web which have an entrepreneurship focus.

Website: <http://www.enterweb.org/entrship.htm>

**Enterprise Education Links**

**(English)**

This Newfoundland-based site contains some great links to entrepreneurship/enterprise resources for students and educators at the high school and post-secondary levels.

Website: [http://www.stemnet.nf.ca/Curriculum/enter\\_ed/links.htm](http://www.stemnet.nf.ca/Curriculum/enter_ed/links.htm)

**Entreprendre**

**(French)**

This is Quebec's premiere business magazine, on-line and jam packed with excellent information for entrepreneurship students and educators.

Website: <http://www.entreprendre.ca/>

**Government of Canada Links**

**(French/English)**

Provides educators and students with direct links to various on-line government resources.

Website: <http://www.globalvision.ca/govlinks.html>

**Guerrilla Marketing Online**

**(English)**

This site provides a wide range of marketing information for educators and senior students.

Website: [www.gmarketing.com](http://www.gmarketing.com)

**Human Resources Development Canada - Youth Initiatives**

**(French/English)**

The Youth Initiatives site provides information for student job funding and other enterprising and entrepreneurial opportunities.

Website: <http://youth.hrdc-drhc.gc.ca/ythprg/main.shtml>

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**Section 5 - Multi-Media Resources for Entrepreneurship**

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**Industry Canada - Strategis**

**(French/English)**

This site provides information on a number of youth employment programs and strategies, as well as a connection to key organizations and programs in support of youth employment in Canada. Specific reference is made to a number of programs aimed at entrepreneurship development for youth. Be sure to check out the “Business Support and Services” and “Human Resource and Training” menus.

Website: <http://strategis.ic.gc.ca/>

**Interactive Business Planner (IBP)**

**(English)**

The IBP uses the capabilities of the Internet to assist entrepreneurs with preparing a 3 year business plan for their new or existing business.

Website: <http://www.sb.gov.bc.ca/smallbus/workshop/ibp.htm>

**Institute for Enterprise Education**

**(English)**

This site provides some useful resource materials and excellent links to international enterprise education sites.

Website: <http://www.neai.com/iee/iee.ehtml>

**Junior Achievement (JA) of Canada**

**(English)**

This site provides information on the numerous opportunities and specific programs JA offers to youth through partnerships with business and education. Middle level educators may be especially interested in this site.

Website: <http://vp.schoolnet.ca/biz/JA/JA.html>

**Junior Chamber Home Pages Worldwide**

**(English)**

The Junior Chamber (JC) provides an opportunity for post-secondary students to develop leadership and entrepreneurial skills. This site provides links to every national and international JC chapter.

Website: <http://fan.nb.ca/jaycee/linklist.htm>

**Junior Team Canada Competition**

**(English)**

This website provides information about an international market plan competition for youth.

Website: <http://www.globalvision.ca/jtccomp.html>

**National Business and Education Centre**

**(French/English)**

This Centre is part of the Conference Board of Canada. The NBEC's purpose is to help business and educators work together to nurture an enterprise/entrepreneurial culture. Educators from the middle to post-secondary level should be interested in checking out the on-line publications.

Website: <http://www.conferenceboard.ca/nbec/>

**New Brunswick Community College — Dieppe  
Business Plan**

**(French/English)**

This interactive course allows participants to draft a business plan. All who register will be able to benefit from consulting services for a number of hours. In order to fully understand this course, it would be preferable if participants had an understanding about management practices (i.e. marketing and finance) and the ability to use word processing and spreadsheet software.

Website: <http://www.ccnb.nb.ca>

**Provincial Department of Education Web-sites**

**(French/English)**

The following links provide potential access to curriculum and resource materials for entrepreneurship education initiatives at the K/P-12 levels in each province and territory.

Alberta (E)

<http://ednet.edc.gov.ab.ca/>

British Columbia (E)

<http://www.est.gov.bc.ca/>

Manitoba (F/E)

<http://www.gov.mb.ca/educate/index.html>

New Brunswick (F/E)

<http://www.gov.nb.ca/education/index.htm>

Newfoundland (E)

<http://www.gov.nf.ca/edu/>

Northwest Territories (E)

<http://www.gov.nt.ca/ECE/>

Nova Scotia (E)

<http://www.ednet.ns.ca>

Ontario (F/E)

<http://www.edu.gov.on.ca/>

Prince Edward Island (E)

<http://www.gov.pe.ca/educ/index.asp>  
<http://www.gov.pe.ca/educ/lester/>

Quebec (F/E)

<http://www.gouv.qc.ca/educ/indexf.htm>

Saskatchewan (E)

<http://www.gov.sk.ca/govt/educ/>

Yukon (E)

<http://www.gov.yk.ca/depts/education/>

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**Section 5 - Multi-Media Resources for Entrepreneurship**

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**Quick Site List: Canadian**

**(French/English)**

Extremely quick and simple *Strategis* connections for the budding entrepreneur at the high school and post-secondary level. Topics include: Consumer Information, Human Resources and Training, The Marketplace, Business and Support Services, Technology and Innovation, Micro-Economic Research and Statistics, Business Information Sector, International Business Opportunities, and Company Information.

Website: <http://strategis.ic.gc.ca/engdoc/detail.html>

**Royal Bank - Small Business & Entrepreneurs**

**(French/English)**

This site offers great information and networking opportunities for entrepreneurs, and free software to create an award winning business plan.

Website: <http://www.royalbank.com/>

**SchoolNet Biz**

**(French/English)**

This section of Canada's SchoolNet has been developed for those students who have an interest in the field of business and entrepreneurship, and should be of particular interest to all young enterprising people. Entrepreneurship/Enterprise teachers will want to explore this site to expose their students to the wide range of helpful resources and opportunities it may provide.

Website: <http://www.schoolnet.ca>

**Spirit of Aboriginal Enterprise**

**(English)**

Devoted to providing support for Aboriginal businesses and entrepreneurs across Canada. A great site for youth and educators.

Website: <http://sae.ca/>

**Students in Newfoundland and Labrador**

**(French/English)**

This Newfoundland school site provides interesting information on what is happening within that province's public education system. A good place to find new ideas.

Website: <http://www.stemnet.nf.ca>

**Students in Free Enterprise**

**(English)**

Those with an entrepreneurial mind, both young and old, will want to check out site areas...especially the *Magazine* and *Education Centre*.

Website: <http://www.sifecanada.com/>

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**Section 5 - Multi-Media Resources for Entrepreneurship**

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**Women Business Owners of Canada (WBOC)**

**(English)**

The WBOC strives to increase business opportunities for women business owners in Canada. This website provides an opportunity for women to network and connect with a variety of helpful resources.

Website: <http://www.wboc.ca/>

**Youth Entrepreneurship**

**(English)**

This site provides some excellent virtual links to resources for entrepreneurship educators and youth.

Website: <http://www.nocdc.bc.ca/yep/default.htm>

**Youth Entrepreneurship Program**

**(English)**

A site for youth, developed by youth. This site is devoted to entrepreneur-related web-links.

Website: <http://www.winternet.com/~jannmart/entrep.html>

**Youth Resource Network of Canada**

**(French/English)**

Helping youth put the pieces together is the focus of this site. Youth interested in finding employment opportunities will want to come here. A comprehensive and useful place to learn.

Website: <http://www.youth.gc.ca/menu-e.shtml>

***Sites & Resources from Other Countries:***

**ACCEL: For Entrepreneurs**

**(English)**

Visit the ACCEL website for entrepreneurs and be treated to a wide selection of articles and entrepreneurship organizations.

Website: <http://www.accel.com/entrepreneurs/>

**An Income Of Her Own**

**(English)**

This site is geared towards teenage women who are interested in pursuing a career as entrepreneurs. *Games, Teen Business Pages, Newsletters, Frog Pages, and Just Ask Her* make this a fun and innovative site.

Website: <http://www.aioho.com/>

**Biz Resource Site**

**(English)**

This site offers information and support for new and potential entrepreneurs. This site should be of interest to high school and post-secondary students and educators.

Website: <http://www.bizresource.com/>

**BizWomen**

**(English)**

This award winning site offers women entrepreneurs a wealth of information and support in their business venture. BizWomen should interest high school and post-secondary students and educators. Be sure to check out the *Entrepreneur's Corner* under *What's New* for great advice.

Website: <http://www.bizwomen.com/index.html>

**Business Resource Center**

**(English)**

If you are a post-secondary entrepreneurship educator or student you will want to check this out. Information, templates, worksheets, and an interactive zone await.

Website: <http://www.morebusiness.com/>

**Center for Entrepreneurial Studies**

**(English)**

This site will be of primary interest for post-secondary educators. Case studies and access to on-going research are available.

Website: <http://www.babson.edu/entrep/>

**Center for Entrepreneurial Leadership Clearinghouse on Entrepreneurship Education (CELCEE)**

**(French/English)**

This site is a gold mine for entrepreneurship educators at all levels. It is an adjunct ERIC Clearinghouse which collects, indexes, abstracts, and disseminates the wide array of materials and information related to entrepreneurship education. Resources include curriculum guides, reports, articles, books, web-sites, and more. (Click on Entrepreneurship Education).

Website: <http://www.celcee.edu/general.html>

**Curriculum Corporation: Enterprise Education**

**(English)**

A great data-base for enterprise/entrepreneurship education information, best practices, and projects at all levels of education.

Website: <http://www.curriculum.edu.au/enterprise/>

**Engender Magazine**

**(English)**

An online magazine for women in small business. Includes a variety of information on business strategies and other articles for women entrepreneurs.

Website: <http://www.cadvision.com/ffap/engender/>

**Entrepreneurial Edge Online**

**(English)**

An incredible site for the budding entrepreneur. Research markets and competitors, link up to a virtual network with other entrepreneurs and much more.

Website: <http://www.edgeonline.com/>

**EntrepreNet Online Library**

**(English)**

High school and post-secondary students will appreciate this site for its variety and volume of entrepreneurial articles.

Website: <http://www.enterprise.org/enet/library/libraryhome.html>

**EntreWorld**

**(English)**

EntreWorld is the place you will want to go when you need to find answers to your questions and search for new virtual links. If you are an aspiring entrepreneur or educator this site will make it easy to find what you need. Site areas include: Starting Your Business, Running Your Business, Supporting Entrepreneurship, and What's New.

Website: <http://www.EntreWorld.org/EntreWorldHome.cfm>

**FastCompany**

**(English)**

This is a great site to go to for business ideas, trends, innovation, and resources.

Website: <http://www.fastcompany.com/resources/index.html>

**Idea Café - The Small Business Channel**

**(English)**

Students and educators from high school to post-secondary will love this site. It has great graphics and is lots of fun.

Website: <http://www.ideacafe.com/Welcome.html>



### **Inc. Online**

**(English)**

This award winning site (*Best Online Magazine of the Year & Best Overall New Publication*) has intriguing articles and lots of great links for entrepreneurship students and educators at the higher levels.

Website: <http://www.inc.com/>

### **International Institute For Enterprise Education Scotland**

**(English)**

This site will serve entrepreneurship educators most effectively by providing them with some excellent links to relevant projects, materials, and curriculum initiatives at the secondary and post-secondary levels.

Website: <http://www.iiee-scot.org.uk/>

### **On-Line Business Tools**

**(English)**

This site is designed to help older students understand various business concepts such as; marketing and the internet, breakeven analysis, and ratio analysis. For the *Biz Tools* section click on *Projects*.

Website: <http://www.cybersolve.com/index.html>

### **Success on the Web**

**(English)**

This is a great site to access free entrepreneurship resource materials and motivational quotes.

Website: <http://www.success.org>

### **Starting a Business**

**(English)**

This Wall Street Journal website provides various articles about *Starting a Business* that should be of interest for aspiring entrepreneurs.

Website: <http://public.wsj.com/careers/resources/documents/cwc-starting-articles.htm>

## **5.3 Software, Video, and Audio**

### **Copy Right!**

**(English)**

This is a resource for teachers and students in grades 7-10, for teaching the basics of Canadian copyright law. The kit contains a four part video and a teacher's guide.

Canadian Foundation for Economic Education Resources (CFEE) - Phone: (416) 968-2236

- Entrepreneurship: The Way of the Future (Video)** (English)  
NB Department of Education - Phone: (506) 453-2743
- Flexware (Software)** (English)  
Newfoundland Department of Education - Phone: (709) 729-5186
- Impact - Successful Small Business Stories (Audio Series)** (English)  
Prisma Productions, Halifax, NS - Phone: (902) 423-4567
- Leading Edge II (Educational Video Series)** (English)  
Centre for Entrepreneurship Education and Development - Toll Free: (800) 590-8481  
Provincial Departments of Education (See Section 2.4 for contacts)
- Managing Your Money (Software)** (French/English)  
Royal Bank of Canada - Toll Free: (800) 263-9191
- Micro Business (Video Series)** (French/English)  
Business Development Bank of Canada - Toll Free: (888) 463-6232
- Owning My Own Business (13, 30 Minute Videos)** (English)  
Atlantic Provinces Chamber of Commerce - Phone (506) - 857-3980
- Planning for Success (CD-ROM)** (French/English)  
Canadian Bankers Association - Phone: (902) 423-3399
- Posséder mon entreprise (Video Series)** (French)  
Conseil Économique Du Nouveau-Brunswick  
Phone: (506) 857-3143 Toll Free: (800) 561-4446 E-Mail: cenbap@nbnet.nb.ca
- Software for Kidpreneurs - (Middle Years)** (English)  
Black Enterprise - Phone: (212) 242-8000
- The Big Idea for Small Businesses (Software)** (French/English)  
Royal Bank of Canada - Toll Free: (800) 263-9191
- The Future Today - The Best of Youth Entrepreneurship (CD-ROM)** (English)  
Royal Bank of Canada (Karen MacPherson) - Phone: (902) 421-7951
- The Spirit Lives: Aboriginal Entrepreneurs in Canada (6 Videos)** (French/English)  
Canadian Foundation for Economic Education Resources (CFEE) - Phone: (416) 968-2236

## 5.4 Published Print Materials (Canadian)

**A Guide for Young Entrepreneurs: Take Hold of Your Future** (French/English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**A Guide to Starting a Home-Based Business in Nova Scotia** (English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**Business Plan Guide** (English)  
Centre for Women in Business - Phone: (902) 457-6449

**Catching The Wave:** (French/English)  
**Framework for Youth Entrepreneurship Success**  
Canadian Foundation for Economic Education (CFEE) - Phone: (416) 968-2236

**Dream Catchers:** (French/English)  
**Profiles of Entrepreneurial Opportunity and Success**  
Atlantic Canada Opportunity Agency (ACOA) - Phone: (800) 561-7862

**Enterprise Olympics: Teacher's Guide** (English)  
Y-Enterprise Centre, NF - Phone: (709) 739-9933

**Entrepreneurial Adventure: Teacher's Guide (K-8)** (English)  
This resource also reviews some excellent children's books for entrepreneurship.  
The Learning Partnership, Ontario - Phone: (416) 204-4231

**Entrepreneurship: A Primer for Canadians** (French/English)  
Canadian Foundation for Economic Education (CFEE) - Phone: (416) 968-2236

**Facilitators Handbook for the Youth Entrepreneurship Program** (French/English)  
NB Department of Labour - Phone: (506) 444-5033

**Financing a Small Business - Working with Your Bank** (French/English)  
Canadian Bankers Association - Toll Free: (800) 263-0231

**From Ideas to Business Opportunities** (French/English)  
Atlantic Canada Opportunities Agency - Toll Free: (800) 561-7862

**How to Prepare a Business Plan** (French/English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**Managing Your Cash Flow** (French/English)  
Royal Bank of Canada - Toll Free: (800) 263-9191

**Millionaire Program Workbook for Children** (English)  
I Want To Be A Millionaire Program - Phone: (902) 453-9280

**Minding Your Own Business** (French/English)  
Human Resources Development Canada (Public Enquiries Centre) - Phone: (819) 953-7260

**Money And Youth** (French/English)  
Canadian Foundation for Economic Education (CFEE) - Phone: (416)-968-2236

**National Guidelines Youth Entrepreneurship Educat. and Training** (French/English)  
Canadian Foundation for Economic Education (CFEE) - Phone: (416) 968-2236

**Profiles of Young Atlantic Canadian Entrepreneurs** (French/English)  
Atlantic Canada Opportunities Agency (ACOA) and CBSCs - Toll Free: (800) 668-1010

**Source Book (Information to start your business)** (French/English)  
Royal Bank of Canada - Toll Free: (800) 263-9191

**Starting Out Right - Starting Your Business** (French/English)  
Royal Bank of Canada - Toll Free: (800) 263-9191

**Starting Your Own Business Info Guide for Young Entrepreneurs** (French/English)  
Atlantic Canada Opportunities Agency (ACOA) and CBSCs - Toll Free: (800) 668-1010

**State of Small Business and Entrepreneurship in Atlantic Canada** (French/English)  
Atlantic Canada Opportunities Agency - Toll Free: (800) 561-7862

**10 Important Steps in Starting a Small Business in Nova Scotia** (English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**Weathering Changes in the Business Climate** (English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**YES! Success Stories** (English)  
Canada Business Service Centres - Toll Free: (800) 668-1010

**Youth Link** (French/English)  
Human Resources Development Canada - Toll Free: (800) 935-5555

