



School-Based Enterprises for Students with Most Significant Disabilities

Mizzou Ed

POWERTHEKNOWLEDGE

Presented by:

Horizons Pre-ETS Team

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Mizzou Ed

POWER THE KNOWLEDGE

Getting a feel for the expertise of the group.

5 fingers: I can present on this topic.

4 fingers: I have vast knowledge but want to learn more.

3 fingers: I have an average amount of knowledge.

2 fingers: I know just enough to be dangerous.

1 finger: I am just beginning to learn about this topic.



Our Goal Today

To offer a look into the work-based learning successes and experiences of students with most significant disabilities during their time in school in order to inspire creative post-secondary employment outcomes.

Who We Are

- An outreach service of the University of Missouri to serve Missouri students with disabilities with pre-employment services
- Federal funding through Vocational Rehabilitation (fulfilling WIOA)

Who We Are

- Two segments of our services:
- General Pre-ETS & Horizons
- Horizons includes students with most significant disabilities who attend school in Missouri State Schools for the Severely Disabled (MSSD)

Who We Serve

- Students 16-21 (sometimes 14 & up)
- Significant cognitive impairments: 40 IQ or lower
- Significant communication deficits
- Significant adaptive skills deficits
- Often motor skills impairments
- Sometimes behavioral delays



What is a School-Based Enterprise?

- Entrepreneurial operation in a school setting that provides goods or services to meet the needs of the market.

What is a School-Based Enterprise?

- School-Based Enterprises are managed and operated by students as hands on learning laboratories.
- “School-Based Enterprises.” *DECA*, 17 Apr. 2019, <https://www.deca.org/high-school-programs/school-based-enterprises/>

What is a School-Based Enterprise?

- For our students, a successful School-Based Enterprise maintains a focus on education, not business or productivity.

What have you seen in
your area?

Mindset Change

- Let go of the idea of shaping the student into your idea of an ideal employee.
- When you compare our students to the ideal employee, you will always see the deficits.
- If you break down the job into each skill required in that job, the student may already have the ability to be successful at any one of those skills. You have to maximize one little aspect of the job.



Ask yourself: How can
I integrate students
with more significant
disabilities into our
existing SBE?



School-Based Enterprises We Are Pioneering



Hook Center
University of Missouri

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Tried and True SBEs

In-School Sub Shop

- Obtained approval from principal to have a sub shop
- Obtained approval from PTO to use their kitchenette
- Asked local businesses for donations to get started
- Made a deal with the local grocery store to have a student front shelves in exchange for groceries to get started

In-School Sub Shop

- Made a deal with cafeteria to have students help clean the cafeteria in exchange for food items to get started
- Had a student who was in art class make the logo and advertising posters for credit in art class
- Had students create a survey, the order form, and make a shopping list for English credit
- Put 2 folder pockets outside classroom door: one for blank orders, one for completed orders



In-School Sub Shop

- Had students go to the grocery store for supplies with money for Math credit
- Had students read the order forms and prepare the orders for English credit
- Had students deliver orders to work on social skills and how to make change for Math credit

Wildcat Store

What is it?

- Student ran store that sold shirts, school supplies (paper, pencils, binders, notebooks, etc.), hats, stickers, handmade bracelets, and anything else we could get donated or make.

Wildcat Store

What did students do?

- Students kept inventory, organized and hung or folded clothes, kept store clean, advertised, created the money for the store, and focused on customer service.
- Students that ran the store used time cards to clock in/out. They would be paid by check at the end of every week. They would then balance their checkbooks and could use the money to buy stuff out of my pantry or work together to save money for pizza parties and



Wildcat Store

Obstacles

- Space
- Advertising
- Timing (when during the day to be open)
- Motivating teachers to hand out the money
- Getting new items people wanted to buy

Wildcat Store

Most Important Outcomes

- Students learned how to problem solve and run a real store using teamwork.
- Students learned how to balance their own checkbook and create a budget.
- They had to pay fines, desk rental, and other bills
- They learned they can all work and why work is important. They also learned that each one of them has a skill, and when working as a team, they can utilize each skill to become an awesome team.



Car Wash/Car Detailing

- Started with a YouTube video with car detailing steps
- Took each step and broke it down into steps
- Digital pictorial task analysis for each step
- Taught each step individually
- Advertised car wash for teachers, pre-registered
- Put all of the steps together during the car wash
- Practiced each step, also took payment, notified teachers when it was their turn



- Used money for a pizza party

Car Wash/Car Detailing



Snack Cart



SBE Ideas in Our Near Future

Services

- Use a School Based Economy to simulate realistic enterprise
- Flower delivery
- Singing telegrams or tour guides
- Reading/Tutoring
- Decorating coffee collars or incorporating art into ANY other school based enterprise

Services

- Art/gift shop – magnets, jewelry, bath bombs, sensory items, key chains, greeting cards, inspirational posters (Students/staff make AND purchase items)
- Rummage sales- Students and staff donate unwanted items and students work on organizing and selling

Services

- Shredding Documents-Set dollar amount per container of items to be shredded.
- Care Packs-Donation drive or ask local churches. Sell care packs to staff to hand out when they see someone in need. Proceeds donated to an organization that benefits the homeless.
- Mailers for local businesses-Put label stickers and stamps on envelopes. Businesses would pay for this service.



Services

- Facebook page: Crossroads Gift Company (greeting cards, personalized gifts)
- Laundry service – contract with gym, other teachers bringing in laundry, custodian's laundry, sports team's laundry
- Teacher's lunches – taco bar, baked potato bar, taking orders, delivery of lunches, cleaning up after
- T-shirts – ordering, sorting, delivering, designing, washing, folding



Ideas from Other Schools

- Creative Cats (Blue Springs High School- Pam Shrum's classroom)-
 - Students make soy wax candles to sell throughout the Blue Springs School District. Student jobs include: weigh wax, seal bags, place wicks in jars, place warning labels on jars, place fragrance label on jar, microwave wax, and pour wax. Students also helped advertise by handing out flyers and telling their peers about the candle shop. Proceeds go towards their Creative Cats supply fund.

Student Benefit

- concrete experience with earning money
- understanding the process of work
- realistic learning environment
- integration with peers/social skills practice
- building resume
- increase in self-esteem and motivation

Questions?

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