

TREP\$ 2022 Program Guide

I. Introduction

1. Why TREP\$? - A Personal Perspective

I first heard about the TREP\$ program when my oldest daughter was in second grade. I braved the cold weather and dragged my then 4, 6, and 8 year old to the Marketplace at high school gymnasium. The place was packed with families from our community who were buying and selling goods and services. I gave each of my children money, with which they walked up and down the aisles looking for the perfect thing to spend it on.

I was excited to be there with my kids because the event represented more than just an opportunity to spend money but the notion that little kids could do big things. They could have a creative idea, a talent, or a passion and put it to use in the market.

Yes, entrepreneurship is about making money, but it is also about following a dream, taking calculated risks, working hard, and contributing to your community.

Now, as a parent of a returning alumnus, I am so excited to be apart of this wonderful program at Ridgewood Ave. I hope your children enjoy the program and learn valuable life lessons along the way.

2. What is TREP\$

TREP\$ is an after-school program for 4th—6th graders and its alumni (students who have successfully completed). The goal is to teach entrepreneurial skills such as **Product Development, Marketing, Sales, Customer Service**, and **Handling Money**. They just don't learn about business, they, Through the Marketplace, are able to market their products and services to the town! Students can work as individuals or team up with another student to form a team.

In the past years, Glen Ridge the TREP\$ team has given over 700 children the tools they need to start their own business.

3. How much does TREP\$ cost:

The cost of TREP\$ is:

- For new participations, program cost is \$110 per student. The cost includes the workshops, a workbook and a TREP\$ t-shirt.
- For the returning alumni, the program cost is \$40 per student. The cost includes the workshop and a TREP\$ t-shirt.

- For all students, the Marketplace fee is \$5 per person. The cost covers the cost of pizza, drink, and other miscellaneous expenses. ^[SEP]* Parents can order additional tshirts for themselves. The cost is \$10 per t-shirt. If interested, please contact Kimberly at grtrep@hotmail.com.

• **4. Who is on the TREP\$ 2022 Committee?**

- Chairperson: Kimberly Rayner/Nafi Diallo
- Facilitators: Kimberly Amici, Jennifer Pine
- Marketplace Coordinator: Amy Arigo
- Our team is still being put together. If you would like to be a part of assisting us with this program you can reach us at grtrep@hotmail.com. See the Section IV for more information about volunteering.

5. What is the workshop schedule for New Students?

#	Workshop Name	BizWork Due
1	Entering Entrepreneurship (Chocolate Bar Challenge)	
2	Money Matters (SPERT Challenge "widgets")	Signed Professional Code of Conduct
3	Marketing Magic (Business Plans)	Brain storm 3 Business Ideas
4	Adventures in Advertising (create a print ad) TREP\$ students will receive their Marketplace Matters newsletter chock full of planning information!	\$5 table fee, Business Plan, Partnership Agreement, Loan Agreement
5	Successful Sales (role play a sales transaction) ^[SEP] ALL BIZ WORK DUE. This is our last meeting before the Marketplace!	8.5" x 11" Advertisement Hard Copy
6	Lessons Learned	Profit or Loss and Bragging rights

In addition, we are saving a date for makeup and of course the Marketplace.

- Make-up classes, for those canceled by a school closing, will take place on Tuesday, ¹¹_{SEP} November 22.
- **Marketplace** Wednesday, November 30 (Make-up date - Thursday, December 1)

3. Where do the students go for the workshop?

After the completion of the registration, we will inform you for class rooms.

4. A word on timing and student pickup

It is VERY IMPORTANT that every student is allowed to present his or her team challenge to THE ENTIRE class. This means that it is difficult to have total control of time. Students will not be allowed to leave early and parents should be prepared to stay through all of the teams' presentations before picking up their children.

III. Workshops and Assignments

1. How much should my child expect to invest in materials/production?

We recommend that no child spend more than 50 dollars unless involved in a partnership.

2. Work at home: how long? Not much but they need to meet the dead lines.

Most homework will take no longer than 10 or 15 minutes to complete. A list of deliverables is listed above in the New Student Schedule.

3. When should my child start making products?¹¹_{SEP}

If nonperishable, 2 weeks before Marketplace is a good time, they'll have several reminders in class.

4. Advertisement. What format and why?

Individual business advertisements are due in the 5th Workshop. Two printed copies should be given to the facilitators in order to displayed as needed. Also, TREP\$ students are encourage to wear the TREP\$ t-shirt in school to advertise the Marketplace.

III. Marketplace

1. Who you should invite to come and visit the TREP\$ Marketplace?

Friends, Family, neighbors and all the people you know. A town wide email about the Market Place will be sent several times prior to the event.

The TREP\$ Committee is also planning a series of PRs and other activities to entice shoppers. If you have any ideas, please contact us.

2. How much money should each business bring to the Market Place?

They should have 10-20 dollars in singles and fives, depending on the price of their good or service, as a beginning bank at the Marketplace. A representative from a local bank will be available to make change as needed. We advise kids to set prices no smaller than one dollar increments.

3. Is electricity available at the Marketplace?

Access to electricity is very limited. Children who need electricity should ask the Marketplace Coordinator **PRIOR TO THE MARKET PLACE AND SAID REQUEST MUST BE INCLUDED IN THEIR BUSINESS PLAN.** No access to electricity will be provided for lights.

4. Am I supposed to help at the Marketplace?

Parents can help with set up. **However**, we strongly encourage only student business owners to man the table and sell the product or service being offered.

IV. Volunteering and Other Information

1. How can I help during the program?

We love volunteers! At workshop #3 we need volunteers to help review the kids' Business Plans. Whether you are a business owner, have knowledge of general business

Other opportunities include:

- Assisting facilitators with individual workshops.
- Helping with Marketing/PR
- Marketplace Coordination, set-up and break down ^[1-1]_[SEP]

If you would like to volunteer contact us at grtrep@hotmail.com.

2. How do the TREP Committee and facilitator communicate with the parents? ^[1-1]_[SEP]

To keep things simple, we will use only e-mail this year for communication. Please provide the best e-mail address to reach you. ^[1-1]_[SEP]

3. What is the cancellation policy? ^[1-1]_[SEP] We understand there may be changes to our schedule. Below is the refund schedule for cancellation:

- Before 10/18/22, the refund is 100% of the payment.
- By 10/25/22, the refund is 50% of payment. After 11/1, there is no refund.

For alumni, the refund policy is

- Before 10/18/22, the refund is 100% of the payment. After 10/18/22, there is no refund.

4. How to contact us?

Since we are all volunteers and all have “day jobs”, there may be a delay getting back to you. We apologize in advance. The best way to reach us is via e-mail:

grtrep@hotmail.com