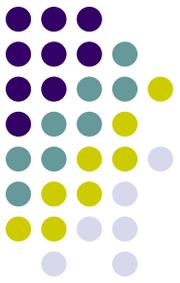


# THINK ENTREPRENEURS: A Call to Action



**Integrating Entrepreneurship  
into the Public Workforce System  
Throughout America**

**This report was made possible through  
Grant # MI-17624-08-60-A-39 from the  
Department of Labor/ Employment  
Training Administration**

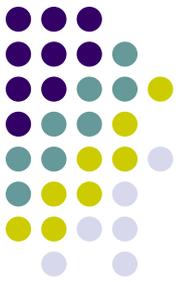


# The Consortium for Entrepreneurship Education

[www.entre-ed.org](http://www.entre-ed.org)

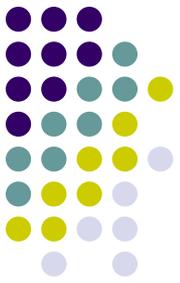
National Organization bringing Together  
Educational Agencies and Leaders To Build  
the Field of Entrepreneurship Education

Received a grant to look at the Public Workforce System  
and determine how self-employment and  
entrepreneurship options could be enhanced as services  
to the unemployed



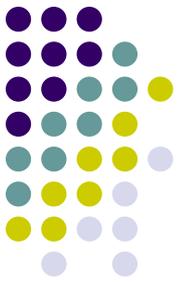
# The Changing State of the Economy

- Unemployment in the United States is at a 26-year high (9.7 percent in August 2009), as businesses seek to survive by cutting jobs
- The majority of job losses have occurred in large companies, with the highest share among firms with 1000 or more employees
- Individual entrepreneurs have been the fastest growing segment during the current recession
- The Small Business Administration (SBA) currently reports that of the 27 million businesses in America, 20 million have no employees, and another 4 million have 5 employees or fewer.



# Major Barriers Discovered

- Entrepreneurship is not well established in Federal and statewide policy and execution strategies
- WIS Staff lacks information and training about self-employment as a career option
- Entrepreneurship does not fit into current WIA methods for measuring performance

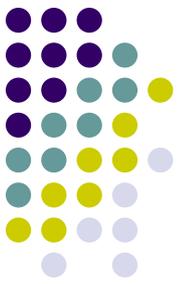


# Recommendations

- Policymakers at the Federal, State and Local levels have a role to play in helping people become self-sufficient

## Recommendation # 1

- Pass new federal legislation that includes a central coordinator, to break down the silos of community development, economic development, workforce development, and small business legislation

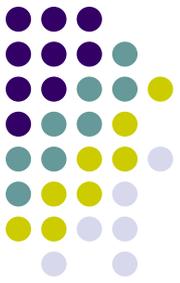


## Recommendation # 2

- Build partnerships among Federal Agencies that demonstrate the integration of entrepreneurship as a career option in every industry, and as one acceptable answer to all displacing events

## Recommendation # 3

- Provide focused on-going leadership in Federal Agencies involved with economic, community, and workforce development that coordinates rules, regulations, communications, and legislation that foster entrepreneurial development and self-employment

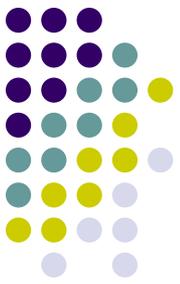


## Recommendation # 4

- Train Workforce Investment Boards in every state to implement strategic planning and strategic “doing” around employment opportunities that optimize the resources available in their locations, including opportunities for self-employment

## Recommendation # 5

- Change Federal and State policies to include performance indicators and success factors that focus on changing future economic conditions and recognize the value of entrepreneurship as a career choice

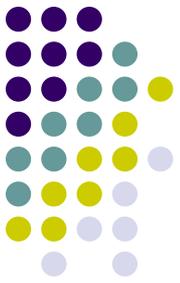


## Recommendation # 6

- Enable One-Stop Career Centers and other Unemployment Intake Centers to participate in professional development to enhance their orientation to and understanding of opportunities for the unemployed to develop self-sufficiency as entrepreneurs

## Recommendation # 7

- Modify intake systems for the unemployed to focus on the interests, skills, experiences, and needs of each applicant that could lead to self-employment

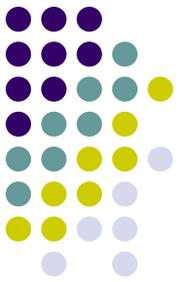


## Recommendation # 8

- Encourage partnerships between local organizations that support the training, counseling, and mentoring needs of the unemployed who choose to become entrepreneurs - Share resources, capitalize on the strengths of each, and communicate regularly.

## Recommendation # 9

- Help new entrepreneurs to establish their businesses as sustainable, tax-paying entities that can be counted as placement successes as they obtain training, plan, develop, and grow their enterprises



# Recommendation #10

- Develop demonstration projects of statewide systems that model recommendations in this report for assisting individuals to become self-employed

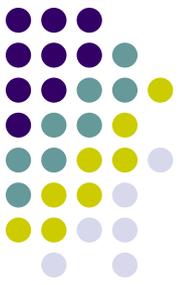
## As you Review these Recommendations

### Remember ....

- *A job is work that needs to be done...that someone will pay you to do.*

*For the self-employed, their employer will be the customer!*

- The authors believe these recommendations, implemented with an entrepreneurial mindset, will lead to vigorous growth for individual entrepreneurs, enterprising communities, & the U.S. economy as a whole.



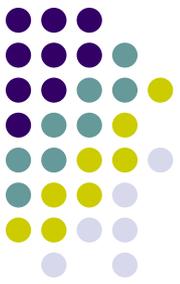
# As you Review these Recommendations Remember ....

- *This Call to Action seeks to merge successful **economic development**, **education**, and **workforce development** strategies, as we advance entrepreneurship as an essential answer to our current employment crisis.*
- *Maintaining the status quo is dangerous. As a nation, we must challenge ourselves through Congressional action so that our funding streams and community services for the unemployed can better address the needs of the future and not just those of the past.*

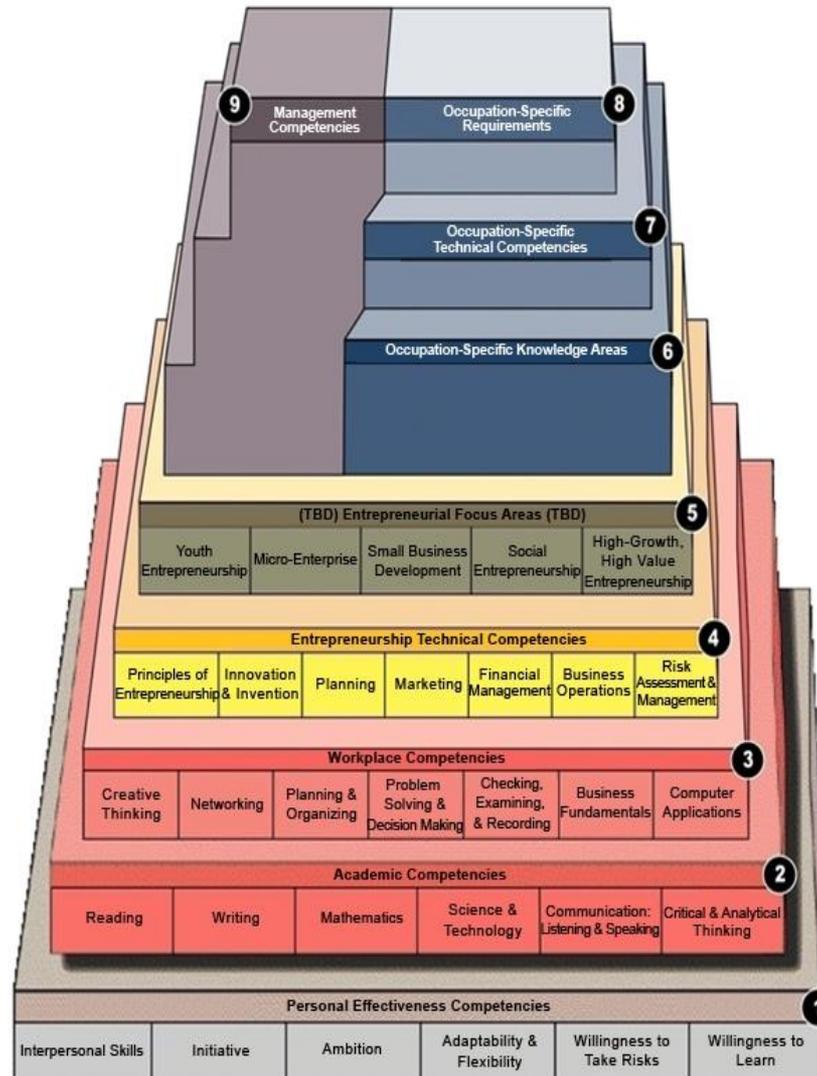
# DOL Entrepreneurship Competency Model

## Developed by DOL Using Resources of CEE

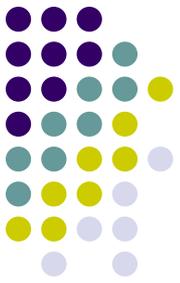
### Released in February 2009



<http://www.careeronestop.org/CompetencyModel/pyramid.aspx?ENTRE=Y>



# Call to Action!



- DOL/ETA needs to get the report out and begin thinking about how to cause actions requested in the recommendations
- All policy makers and WIS leaders need to **Think Entrepreneurs!**