



Student Awards 2008

Summer Company
and
Business Plan Competition

**Huron Small Business
Enterprise Centre**

Special Thanks

to the Community Mentors.

**They volunteer their time
and share their expertise
to encourage the students
with their projects.**

**Without their support,
we could not operate the Summer
Company program.**



***Summer Company 2008
Participants and Mentors***



David Geoffrey, Geoffrey Lamon, Matthew Clarke, Brad Keys, Jasmine Mitchell. Unavailable: Elias Chiddicks

Mentors



Rob Bundy, Donna Taylor, Alison Lobb, John McNeilly
Unavailable: Chris Lee

Summer Company *Be Your Own Boss!*

Students interested in running a small business during the summer months can receive both financial assistance for their start-up expenses (up to \$1,500) and an award at successful completion of the program of up to \$1,500. It's an opportunity for students between the ages of 15 and 29 to try their entrepreneurial skills!

The Summer Company program, sponsored by the Ministry of Small Business and Consumer Services, has successfully encouraged young entrepreneurs in Huron County and area for eight years now. This year, successful participants included Elias Chiddicks (*Tech Made Simple*), Matthew Clarke (*Matt's Lawn Care*), Dave Geoffrey (*South Huron Pressure Washing*), Brad Keys (*Retral Evolution*), Geoff Lamon (*Geoff's Repair Service*), and Jasmine Mitchell (*Brain Freeze*).

Previous participants include:

- 2007: Mallory **Anderson** of Grand Bend (*Scoops*)
Lee **Brintnell** of Exeter (*Lee Brintnell Graphic Arts and Photography*)
Nick **Daunt** of Exeter (*Nick's Fresh Picked Produce*)
Joanne Walker of Goderich (*Spanish Time!*)
- 2006: Gwynne **Burgess** of Seaforth (*Gwynne Burgess Imaging*)
Jessica **King** of Lucknow (*Jess's Flower Farm*)
Blair **Morrison** of Lucknow (*The Wood Chucker*)
Jennifer **Wallace** of Bayfield (*Bare Bum Studio*)
- 2005: Kim **Krempien** of Mitchell (*Spiffy Clothing*)
Elise **Ringgenberg** of Walton (*Elysee's Sewing Workshop*)
- 2004: Greg **Bowers** of Brussels (*Greg's Firewood*)
Ryan **Brintnell** of Exeter (*EyeCatcher*)
Matthew **Miner** of Exeter (*Miner Web Design*)
Amanda **Ryan** of Dublin (*Amanda's Garden Centre*)
Mark **Smith** of Exeter (*Right on the Mark*)
Kalli Ann **Taylor** of Auburn (*Meadowbrook Garden Produce*)
- 2003: Tyler **Elligsen** of Walton (*Flying High Flags*)
Michael **Gingerich** of Zurich (*MG Environmental*)
Lee **Gulliver** of Wroxeter (*BCL Car Care*)
Mike **Jeffray** of Wroxeter (*Mike's Firewood*)
Brent **Schneider** of Mitchell (*Schneider's Computing & Websites*)
Tyler **VanderMolen** of Seaforth (*Metal Concepts*)

2002: Sam **Daniels** (*Canadian Toy Soldier Company*)
Jenna **Fraser** (*Piano by Jenna*)
Zak **Homuth** (*Zak Homuth Computers*)
Nicole **Kaufman** (*Winning Strokes*)
Pamela **Morrison** (*Pamela's PaintCan*)
Aaron **Richmond** (*Field of Dreams*)

2001: Mary Ann **Krotz** (*Fins, Flippers and Backyard Swimmers*)
Robert **McBride** (*Bob's Landscaping*)
Andrew **Mount** (*Andy's Golf Instruction*)
Dan **Rathwell** (*Rathwell Lawn Care*)
Tanis **VanderMolen** (*Bucket Gardens*).

The Summer Company program aims to inspire more young people to choose entrepreneurship as a career and equip them with the tools they need to succeed. The Ministry granted close to 400 Summer Company awards in 2008.

Each student submitted a comprehensive business plan with their application and participated in an interview process. Training and mentorship is provided during the summer by volunteer Community Mentors, along with Alison Lobb, Business Consultant at the Huron Small Business Enterprise Centre. These individuals meet with the young entrepreneurs on a regular basis during the summer, assisting with the management side of operating a business.

Feel free to spread the word about this program!

2008 Students:

Elias Chiddicks *Tech Made Simple*
Matthew Clarke. *Matt's Lawn Care*
Dave Geoffrey *South Huron Pressure Washing*
Brad Keys *Retral Evolution*
Geoff Lamon..... *Geoff's Repair Service*
Jasmine Mitchell *Brain Freeze*

2008 Mentors:

Rob Bundy *Youth Engagement Coordinator, County of Huron*
Chris Lee *Entrepreneur*
John McNeilly ... *United Communities Credit Union*
Donna Taylor *Former owner, Blyth Apothecary*

Alison Lobb, Business Consultant & Mentor
Lisa Harper, Summer Company Assistant
Huron Small Business Enterprise Centre, **(519) 527-0305**

The information on the following pages was primarily taken from either the original business plan or the final report submitted by each participant.

Elias Chiddicks

TechMadeSimple

Mentor: **Chris Lee**, Event Manager, Walton TransCan Motocross

Elias Chiddicks ran TechMadeSimple (TMS) offering assistance, advice, and repairs on any type of technological items that his clients may have been having problems with i.e. TV's, cell phones, computers. His client base was centered around the Bluevale, Wingham, and Belgrave areas.



Although he projected that his clients would be older individuals, Elias was surprised to find that he assisted client in various age ranges.

He was concerned with being able to establish a client base in such a short period of time but the clients he did have over the summer kept him busy and he was pleased to have a few repeat clients. Elias generated 33% of his projected sales revenue, and ended the summer with a small profit.

And he learned...

Elias gained valuable insight into the time and commitment it takes to run a business and in particular the allocation of time with regards to "paper work", and maintaining client satisfaction. Elias learned a great deal about time management and how the client needs are of the utmost priority. Elias sees himself continuing to run the business and is planning to do so while he is away at college. The experience over the summer was excellent, but Elias felt that when doing a program such as this one, the business idea should be one that can be maintained after the program.

Elias' comments about the program...

I found almost all aspects of the program to be helpful. The business plan was great because it gave me a clear objective to follow and develop. The business training was useful, especially the time management training session.

While I did not make a lot of use of the peer mentor, he was extremely helpful at the beginning for giving advice on advertisement possibilities and connections that could be made with people, including offering an incentive to repeat customers or contacting the local newspapers to see if they would be interested in a new tech column. Although some of the ideas could not be worked out this summer, they inspired more brainstorming and will be used in the future if this business continues.

The small business centre was by far the most helpful aspect of the program. Lisa Harper and Alison Lobb were usually available to answer my many questions regarding bookkeeping and accounting. They offered great guidance when it came to ads and time management concerns. Their advice and aid in bookkeeping was invaluable. Overall their presence in the program is what would lead me to recommend it to a friend, or co-worker over any other aspect.



My personal objectives when entering the program were to improve my interpersonal skills, focus, time management and technical knowledge. I wanted to put myself in a position where I was under deadlines, had to be on time and had to concentrate on getting things done independently of anyone else. In addition, I felt that having to meet all types of people and make them comfortable within the first few minutes of a visit would be challenging for me.

I have definitely accomplished most of these objectives. I find my personal focus to be improved, and every new client I had improved my technical ability. I now find it easier to talk to people I have never met before. I'm not sure whether my time management skills have improved, however I think that this first year of university will make that clear very soon.

"I'm glad that I participated in the Summer Company Program. It was a personal growing experience for me and a good way to spend my summer... Thank you for the opportunity to pursue my entrepreneurial dreams."

Matthew Clarke

Matt's Lawn Care

Matthew Clarke operated a lawn cutting business this summer, *Matt's Lawn Care*. He had planned to target local businesses that had a small lawn area to cut and no equipment or time. Unfortunately by the time he knew he was accepted into the program most of those people had already made their arrangements. It turned out that most of his business came from people who were going on vacation and wanted to keep their lawn and flower beds neat.



Matt hoped to have 20 regular customers, and only managed 15, so his revenue was lower than projected. He realized 64% of his projected sales revenue. However, his expenses were fairly well on target so he did end up with a profit.

And he learned...

Matt developed considerably through his Summer Company experience. He became more comfortable expressing himself in the group sessions and his skill level in the record keeping area clearly improved. He was a pleasure to work with over the summer.

“After working a good long but difficult summer of cutting lawns and watering gardens I realized how hard it is to be an entrepreneur. I never realized how much work has to be done before you can even start doing work that you get paid for. I found that fliers were the best way of advertisement for rounding up clients throughout my town. After I had a client base my business cards and word of mouth carried my business to its clientele goal and beyond. Even after I stopped advertising I was still getting calls and emails every other day with new full time clients or part time clients.

Matt's comments about the program...

Before the Summer Company Program I would never have started *Matt's Lawn Care* because I would not have had the financial support to advertise, let alone follow through with all the necessary equipment. The Summer Company Program gave me not only the financial support but the knowledge and self confidence to take the chance on the business and go for it.

I think the business plan was a very good thing to have in the Summer Company Program because it lets the students know exactly what they are getting into and it helps them prepare for the future. The business plan lets the students put all their ideas

down on something solid and for the first time ever they can see their dream starting to take shape. I honestly think the business plan helped me prepare for the exciting and difficult course of running a business.



I really am impressed and happy about how much the people from the Summer Company and the Small Business Enterprise Centre helped me in getting my business going. At the beginning of the business I was unsure and was in the dark about what to expect but halfway through I was about ready to give up because of how much work was left to do and how much running a business required. But the people at the business centre kept me motivated and full of optimism as did my parents and I prevailed and now near the end of my business I see not only did I learn a lot but my efforts paid off and I made a lot of money.



To me the money is important but I became richer through this experience not only in literal terms but also through knowledge. I learned leadership, self confidence, how to solve problems and how to think on the spot, and much more.

"Thanks to the Summer Company Program and the people at the Seaforth Business Centre I will continue to develop a successful and profitable business and will continue to gather knowledge about business as I go."

Dave Geoffrey

South Huron Pressure Washing

Mentor: **John McNeilly**, United Communities Credit Union

Dave Geoffrey ran a pressure washing business, *South Huron Pressure Washing*. His job was to clean barns, garages, decks and homes and although he didn't generate as much income as he hoped, he felt his business was successful. His goals were clearly laid out (listed in his final report) and he felt that he successfully accomplished what he set out to do.



He projected \$7,200 gross income and actually received 75% of that, but his expenses were higher than anticipated. However, because he ended up buying different chemicals, and bought in larger quantities, he has enough inventory left on hand for 2009. Also, he now owns all his equipment. So the profit/loss figure needs to take into account these items – as on an accrual basis.

Dave did an excellent presentation during his initial interview, but an even more polished job at the Exit Interview. He has clearly developed his skills over the summer and indicated that he felt at ease now talking with customers and giving price quotes. He certainly improved his marketing and financial skills as well.

And he learned...

I think I built on my current skills, as opposed to learning new ones. I had already done business plans in school, and writing the business plan for this program gave me more experience.

I found that my time management improved throughout the summer. At the beginning of summer, I found myself doing estimates and bookwork during the day, when I should have been working, whereas toward the end I worked during the day and took care of everything else at night or on weekends. I found out what types of advertising worked through trial and error basically. I found that my flyer inserts in the newspapers worked the best, while my door-hangers were not as effective. I found the ultimate marketing and advertising objective for the future years of my business, which is networking.

I also improved my sales skills, and found talking to customers came naturally towards the end of the summer. Many customers allowed me to use them as referrals, or even included tips after I completed work for them.

I definitely improved my bookkeeping skills, and now understand the importance of making sure I am organized. My files went from being scattered around my room, to being filed in designated folders for easy access.

One notable entrepreneurial skill I learned was to always be prepared, especially when you are just going out to do everyday activities. I kept my schedule book with me at all times, as well as business cards, and if I came across someone while I out, such as going to the grocery store, I'd hand them out to people I knew or talked to. I am also very comfortable going up and talking to complete strangers about business now.

Dave's comments about the program...

Overall, I found the program very helpful, and the staff and mentors were very supportive and were always available. John McNeilly, my mentor, had a huge impact on the success of my business and offered a tremendous amount of advice. I feel that John and I created a team when we got together and solved all the problems I was facing.



The staff at the business centre, Lisa and Alison, were helpful and answered all the questions I had quickly. The business training seminars helped greatly, especially the one on record keeping.

I am glad I chose to get involved in this program and would definitely recommend it to anyone who is even thinking of taking business in the future. The job was fun, and owning a business helped me gain skills and experience that I would not be able to get anywhere else.

"I am very satisfied with how well my summer went. I definitely see entrepreneurship in my future, and I feel very comfortable going into school for business carrying the experience and skills I gained this summer."

Brad Keys

Retral Evolution

Mentor: **Rob Bundy**, Youth Engagement Coordinator

Brad Keys started out the summer planning to host an Internet Gaming site. He was going to allow developers to load games free of charge and charge players a membership fee to use the site. He paid for ads on Google Ads and made genuine efforts to follow his business plan idea. However he ran into several issues, most of which had to do with timing. We discussed the need to take time and develop some form of agreement with game developers that ensured the games were “appropriate”. He found it harder to attract developers than he had anticipated. Brad has recognized that this will be a slow starting business.



Part way through the summer, with true entrepreneurial skill, he decided to also take on website development, to ensure he was generating income. That went well, and he made slightly more than the total he projected . [*NOTE: actually more than double what he projected!*] However, he plans to continue with the original gaming site idea and has modified his plans based on what happened this summer. He will make the site free for gamers and hopes to generate income through selling ad space.

Brad is definitely entrepreneurial and has plans to improve and increase his business plan. He has spoken with another university student, who also happens to be a past Summer Company student, and they will be continuing to work at coming up with a revenue-generating gaming site.

And he learned...

Over the summer, my business was fairly different from the original business plan. During June and part of July I was talking and advertising to developers, sharing the idea of my website and making plans for them to submit games.

Once I realized the majority of games would not be ready until late September (most developers were busy making games to enter into the same contest I was trying to enter the year before), I began creating websites for a few local businesses. At this point I had no revenue and was getting behind with my cash flow prediction. It wasn't until late August that I received some large cheques paying for the web design I had done in the summer, and that brought me up to speed with my original cash flow predictions.

I think anyone could always be *more* prepared to run a business than they ever actually are. In my case, the annoyance at the start of the summer was dealing with some browser compatibility issues. There are actually still a couple small issues that need to be worked on that are so complex they are taking much more time than I anticipated. If I had more time during last year's school year to work on these problems, it could have really helped. It would have been nice to have advertised to developers sooner, however I was set on having some working examples ready to showcase for them before I did any presentations of my website. Time seems to always be a large factor. I spent about the required time doing my business, and a lot additional time learning other related things. For example I spent a lot of time reading about networking games, and visual presentation in games and web design. It made for a very busy summer.

Brad's comments about the program...

The program itself certainly provided me with a lot of new experience. Starting with the business plan, I had done a couple business plans in the past. However, it seems each time I have a different business, there are so many new variables I need to think of and consider. If the time comes when I have to write another business plan, I know this past summer will certainly help me.

Time management was an interesting part of my summer. I did most of my work in the afternoon and late at night. I found I was more focussed during these times and much more was accomplished. I also learned that Google *Adwords* work fairly well. I had a lot of response from them. I intend to continue using this method of advertising.



The most evident entrepreneurial skills I learned was the starting process of my business. Registering the business, starting a bank account, and finally settling down and trying to get the ball rolling. It was a very tough process that required a lot of time and effort. There were certain parts of the start up I'm sure I could have done differently to produce a better outcome over the summer months, but I was so unsure of what to do that it was just impossible to clearly make those judgements at the time. For example I should have contacted developers sooner. It may have also been a good idea to set aside some of my advertising money to go towards hiring another web designer under contract for a few days to help me with browser compatibility issues that took me a couple weeks to overcome. Looking back I am positive I could have saved time and accomplished more with different choices and more planning.

“Financial management was completely new to me. I have never done anything like that before and I had no idea how frustrating it could be. But I'm glad I learned how. It will certainly be useful knowledge in the future.”

Geoff Lamon

Geoff's Repair Service

Mentor: **Donna Taylor**, former owner, *Blyth Apothecary*

Geoff's Repair Service is a business that specializes in repairing and selling small engines and computers. Geoff Lamon offered free estimates as well as making house calls. His long range plans include attending college or university to become a computer technician and this summer was useful practical experience for him.

Geoff's expertise in repairing computers came from time spent working with his Uncle who owned a computer store, as well as school instruction. "He would give me old computers and let me rebuild them." He also gives credit to his Dad for teaching him small engine repair skills. "When I was a kid, cutting grass with the lawn mower and it broke, my Dad would teach me how to fix it."

Geoff brought in only 31% of his estimated gross revenue, but with careful monitoring of his expenses, he still managed to generate small profit over the summer.

And he learned...

Geoff reported that "I learned the art of planning out how my business was going to serve my customers. I learned to spend more time on big jobs and less time on smaller jobs. I also learned to spend time talking to customers, and working with customers. I learned to give discounts instead of lowering my rates. I further developed my bookkeeping skills, and how to deal with suppliers and rival businesses."



Geoff's comments about the program...

The mentors were very useful, and answered any questions I had and helped solve any problems I had. The business training was useful but the distance I had to drive was the only problem. The business planning helped me to plan out how my business was going to run. The program provider got rid of any confusion along the way when running my business. My dad liked going to the business training sessions because he owns' his own business and he learned a lot as well as I did.

"I do see entrepreneurship as a career choice for me, because if you enjoy it, and you can make enough money to live off, then you should choose it."



Jasmine Mitchell

Brain Freeze

Mentor: **Alison Lobb**, Huron Small Business Enterprise Centre

Jasmine Mitchell owned and operated *Brain Freeze* at a main street store location in Clinton. She offered ice cream, sundaes and sherbet from Wednesday to Sunday. Her busy period was the month of July, with a noticeable slow down in August – due to the cooler weather.

Brain Freeze specialized in hard ice cream, milkshakes, and specialty sundaes. The ice cream sales were very high, and milk shakes became very profitable after a customer base was made. Specialty sundaes became more popular after creative advertisements were displayed around Brain Freeze. The creative advertisements included colourful signs displaying pictures and information about the sundaes. The signs worked very well and many customers began to buy sundaes regularly.

Jasmine achieved 92% of her sales forecast with June and July being her peak times for both clients and revenue. She generated a sizeable profit.

And she learned...

Jasmine felt she learned quite a bit with regards to health rules and regulations while starting up and also how to successfully deal with suppliers. She knew she would have to put in a lot of hours, but even so was surprised at the time commitment it took to be successful.

Jasmine had an excellent support network that helped her to get started. During the course of the summer she learned the importance of time management, networking and keeping up with your accounting/cashflow. Jasmine made great use of the SBEC services and networked with other local businesses and BIA throughout the summer. She had an opportunity to exercise the marketing strategies she learned at college, and worked hard at developing signage to



promote local community events. She enjoyed getting to know her customers and felt comfortable as a business person.

Jasmine's comments about the program...

The two most important Entrepreneurial skills I have further developed through this program are marketing and networking. The sales for Brain Freeze are high because I was able to market my inventory effectively and efficiently. I was able to do this by advertising around Brain Freeze and word of mouth with local residents. My networking skills have come to a high level after the summer company program. This program enables the opportunity for someone my age to network with well established business owners and suppliers.



"From start to finish Brain Freeze has been a huge learning experience for me. I wanted to have fun with my business and I did that and more. Owning your business is a huge commitment, but I do not regret making that choice. I have accomplished so much in this program and Brain Freeze has been a huge success."

Business Plan Competition

Another student program sponsored by the Ministry of Small Business and Consumer Services is the Business Plan Competition. Secondary school students are encouraged to develop and submit a formal business plan, but they do not have to actually operate the business. Another difference between it and the Summer Company program is that students can work in groups to develop a plan.

Plans submitted are reviewed by a group of community volunteers and the top plans win cash awards. Since it's inception in 2003, we've been fortunate to have continued support of this program from the Huron Business Development Corporation, the County of Huron, and the United Communities Credit Union. Other sponsors have included Kim and Andrew Cooper of Goderich; D.Gerald Hiltz, Barrister of Clinton; the Goderich and District Chamber of Commerce; the North Perth Chamber of Commerce; the Perth Community Futures Development Corporation; the Royal Bank in Exeter; and Vodden, Bender & Seebach, Accountants in Clinton.

The ideas are often innovative and interesting but judging is based on how well developed the business idea is and whether or not it included the necessary components of a written plan, rather than the viability of the business idea. The top winner's plan goes on to a regional competition in the fall, with another cash award possible, and potentially to a provincial competition.

2008

- 1st** **Andy Hayes**, from Goderich District Collegiate Institute, for *Blindside Board and Bike*. His plan idea centered around a retail operation where the people of Huron County could buy snowboards, skateboards, bikes and sports-oriented clothing and not have to travel outside of the County.
- 2nd** **Nathan Tasker**, from Goderich District Collegiate Institute, for *Beyond Gaming*.
- 3rd** **Matt Clarke**, from Goderich District Collegiate Institute, for *Matt's Lawn Care*.
- 4th** **Dara Gozzard**, from Goderich District Collegiate Institute, for *Music and More*.

2007

- 1st** **Lee Brintnell**, from South Huron District High School, whose plan, *Lee Brintnell Graphic Arts & Photography*, was the outline for his successful Summer Company program in 2007.
- 2nd** **Jean Ann Hamilton**, from Goderich District Collegiate Institute, for *Just Black*.
- 3rd** **Erin Worsell**, from Goderich District Collegiate Institute, for *Grand Splash*.
- 4th** **Tina Logtenberg**, from Goderich District Collegiate Institute, for *Logtenberg's Diner*.
- 5th** **Stephanie Vandersleen**, from Mitchell District Collegiate Institute, for *Steph Ink*.

2006

- 1st Three students from Listowel District Secondary School won first place with their plan, *Cane 9 Pooper Scooper*. **Kyle Struyk, Zeke DesChamp** and **Kale Fallis** built their plan around manufacturing a unique pet pooper-scooper that doubles as a walking cane.
- 2nd **Brad Keys** of Exeter for his plan, *Retral Evolution* (designing and marketing a computer shareware game);
- 3rd **LeAnne Deniet, Jennifer Schmidt** and **Courtney Galbraith** of the Listowel area for their plan *Flamingo's Dance Club* (a Hawaiian-themed dance for local students)
- 4th **Allie Bushell** of Listowel for her plan, *Brand Name Fashions* (a community fashion show to raise money for a local hospital)
- 5th **Mark Holmes, Lyndsay Benning, Nicole Povelofskie** and **Paige Schalk** of Listowel for their plan *Served Out Loud* (a spring carnival event featuring local, live bands.)

2005

- 1st **Matthew Johns**, a Grade 10 student from South Huron District High School, Exeter took first place for his business plan entitled *MJ Welding*. His plan described a business specializing in metal repair and custom fabrication. He would also build a variety of pre-made garden trellises and mailboxes.

His plan went on to win 2nd prize in the Regional Competition in Kitchener.

- 2nd **Brandon Huberts** and **Josh Keil**, Listowel District Secondary School, for their plan, *Ultimate Dodge Ball Tournament*:
- 3rd **Torben Nielsen** from F.E. Madill Secondary School in Wingham for his plan, *Submarine Skate Shop and Park*
- 4th **Sanne Verhoeven, Cindy Wagler, Josie Hamilton** and **Stacey Holmes** from Listowel District Secondary School for their plan, *Ol' Saint Nick's Candy Canes*
- 5th **Amy Bishop** from Wingham for her plan, *The Tiki Hut*.

2004

- 1st In 2004, the first prize went to three students from Listowel – **Jes Coulter, Tiffany Toner** and **Tara McDonald**, for their business plan entitled *Snack Shack*.
- 2nd **Jontue Kuyvenhoven**, for her business *Elan* (from Wingham)
- 3rd **Greg Bowers**, from St. Anne's in Clinton, for *Greg's Firewood*
- 4th **Eric Finlayson**, with *Edit-It* (St. Anne's)
- 5th **Andy Sedlak**, from Exeter, with *TKO Results*.

2003

1st **Charlene Voisin** of Central Huron Secondary School in Clinton was awarded first prize.. Her submission, *Ties N'Things*, outlined an original accessories company aimed toward teenagers of all fashion styles and personalities. Products planned were trendy, homemade ties, bags, bandanas, purses and jewelry.

2nd **Jamie Bibby** of South Huron for *Bibby's Barbeque Service*

3rd **Julia Schlumpf** and **Jenn Landman** of Listowel for *JJ's Hawaiian Dance*

4th *Hard Hit Hockey* compiled by **Nathan Arand** and **Ryan Haid**, of Listowel

5th **Mark Long** and **Morgan Nichol** of Listowel (*M&M Racing Super Moto-Snow Cross*) and **Kellen Hefley** (*Kellen's Lawn Care*) of South Huron (a tie)

Special thanks

goes to the teachers who support the Business Plan Competition by sending along plans submitted to them as projects in their Entrepreneurship studies course.

Special thanks

also to the volunteers who assist in judging the plans.

For further details

on either of these programs for students,

check the Ministry web site at

www.sbe.gov.on.ca,

the Students & Young Entrepreneurs section,

or, call the

Huron Small Business Enterprise Centre

527- 0305