



BRIDGE THE GAP (BTG)

SINCE 1998

YOUTH INVENTOR & ENTREPRENEUR PROGRAM • CAPACITY BUILDING PROPOSAL •



JOONHO OH- 2014 NATIONAL YOUTH
INVENTOR AWARD WINNER



NOW SELLING SHOWER PRODUCTS VIA
AMAZON.COM & E-COMMERCE WEBSITE



NATIONAL GALLERY FOR AMERICA'S
YOUNG INVENTORS- HALL OF FAME



JOHNATHON STEINKE- 2014 NATIONAL YOUTH
INVENTOR AWARD WINNER

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HIGHLIGHTS

from Bridge The Gap's history



180+ STUDENT ALUMNI

(grades 3-8) have successfully completed the "Bridge the Gap" program.



20+ ALUMNI

of the central Ohio "Bridge the Gap" youth inventor program have gone on to win National Youth Invention awards.



4 ALUMNI

of the central Ohio "Bridge the Gap" youth inventor program have been inducted into the National Gallery for America's Young Inventors Hall of Fame, in Akron, Ohio.



Bridge the Gap piloted a "Distinguished Speakers" Videoconference project linking local youth with national youth inventor and entrepreneur award winners and adult National Inventor Hall of Famers.

LISA WRIGHT



inventor of the "Wright Candle" (an auto-off safety device) was inducted into the National Gallery for America's Young Inventors Hall of Fame in 2002. Lisa is a 1998 Bridge the Gap alumnus.



Increased youth inventors' awareness of marketing and entrepreneurship skills through a partnership with The Grote Company. Students toured the company's manufacturing facility and met with Bob & Jim Grote (company founder, inventor, and entrepreneur).



3 ADDITIONAL ALUMNI,

Michael and Michelle Vawter and Mark David Wright, have also been inducted into the National Gallery for America's Young Inventor's Hall of Fame for "Closed Loop Nano Liposome Encapsulation".



Several Bridge the Gap students have successfully launched their entrepreneurial ventures, selling their invention products or services in the marketplace while also forming LLC's.

Many Bridge the Gap participants successfully received a provisional or full patent for their inventions.



WHAT IS BRIDGE THE GAP?

Background: Bridge the Gap - Youth Inventor and Entrepreneur Program, a youth independent studies collaborative venture founded by Cherylyn Rushton and Tom Carlisi (**Carlisi & Associates**).

Selected Ohio youth inventors are invited annually each fall to participate in the Bridge the Gap independent studies program lasting through the end of the school year.

Objectives for Phase 1 & 2:

1. Assist youth inventors to refine their inventions, through adult mentorship.
2. Introduce youth inventors to entrepreneurial opportunities and explore market development .
3. Apply for a provisional patent within one year of their first public disclosure of their invention.
4. Apply for nationally recognized youth inventor awards and programs.

Proposal: your partnerships will enable capacity building programs of Bridge the Gap, expand into Phase 3 ("business plans") and Phase 4 (youth entrepreneur "incubator").



CURRENT BRIDGE THE GAP KEY PARTNERS

Since 1998 Bridge The Gap program meeting space and classroom has been hosted by:
TechColumbus, located at 1275 Kinnear Rd, Columbus, OH 43212

KEY FUNDING SPONSORS



The Grote Company

Beyond funding dollars, The Grote Company offers it's time and hosts facility visits, manufacturing tours, product demonstrations and mentoring speeches by key management associates.



Columbus Rotary
Service Above Self

In addition to it's mentor and financial support, Columbus Rotary hosts Bridge The Gap students, their families, and program partners at a Columbus Rotary Luncheon each Spring.

EDUCATIONAL SPONSOR & FISCAL AGENT



Educational Service Center of Central Ohio serves as the Bridge the Gap fiscal agent; also administrative support through processing sponsor donations to the BTG program. All donations are tax-exempt.

PROGRAM COLLABORATORS

- The Grote Company (Funding, fieldtrips)
- Columbus Rotary (Funding, Mentors)
- ESSCO (Fiscal Agent, Tax-exempt)
- TECH Columbus (Classroom host, In-kind donation/materials)
- Columbus Idea Foundry (Incubator classroom, In-kind donation)
- Atlatl Design, LLC (Program supervisor, mentor, speaker)
- Junior Achievement of Central Ohio
- OSU Business Builders Club (Mentors)
- Jim Eley Law (Speaker, free patent consult)
- Trident Design, LLC (Speaker)
- Don Berger (Inventor, mentor)
- Patent Smart, LLC (Prior art, free consult)
- Bigger Tuna, LLC (Mentors, In-kind donation)



PHASE 3: YOUTH ENTREPRENEUR "BUSINESS PLANS" CAMP



The Bridge the Gap program is ready to expand its programming, and is currently piloting the Phase 3- business plans initiative. Full rollout is targeted for summer 2015.

Phase 3 goal:

To help youth inventors and entrepreneurs learn to develop "business plans" through an intensive Youth Entrepreneur Deepdive™ experience.

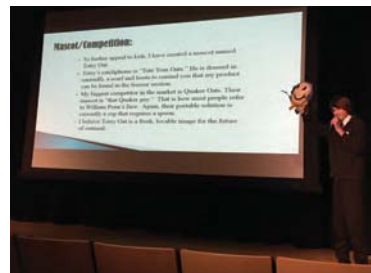
- Bridge the Gap – Phase 3 student alumni will attend a summer Youth Entrepreneur Camp.
- Participants learn and develop their own complete and actionable Business Plans for their inventions or youth entrepreneur company.
- Participants receive mentor assistance from adults and college students.
- JA materials ("I'm An Entrepreneur") curriculum is currently being used by Bridge the Gap Phase 3 participants as they develop their business plans.



Pilot Program Results: Emerging Entrepreneur Competition



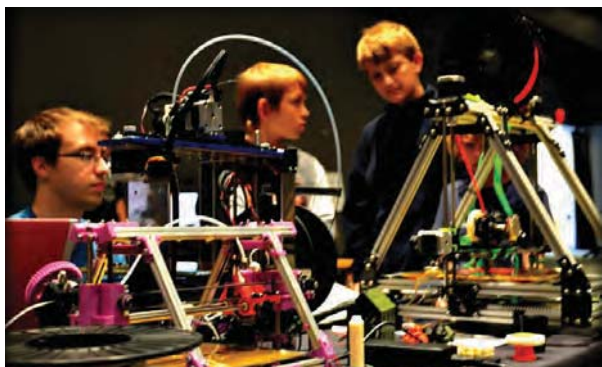
Matthew Boles • 2nd Place
Sam Sommerkamp • 3rd Place



PHASE 4: YOUTH "INCUBATOR" PROGRAM

IN DEVELOPMENT

THE COLUMBUS IDEA FOUNDRY WILL HOST FOR THE BTG PHASE 4 YOUTH INCUBATOR PROGRAM



To help youth inventors and/or entrepreneurs launch a business, through the Youth Entrepreneur Incubator Program

– Up to 8 Bridge the Gap – Phase 3 alumni will be selected to participate in the year round Youth Incubator Program – to develop their businesses (similar to TechColumbus incubator for adults).

- 4 Bridge the Gap youth, 3rd – 8th grade
- 4 Bridge the Gap youth, 9th – 12th grade

– Youth entrepreneurs will receive mentor assistance to refine their company organization, including:

- 1) marketing and business plans
- 2) develop & refine product prototypes
- 3) determine target audience, price point, pitch & sales pipeline
- 4) secure sales
- 5) manufacture the products or partner with manufacturer
- 6) customer service
- 7) organizational development

– Steve Sauer, CEO of Atlatl Design, LLC would serve as primary trainer, for the Bridge the Gap, youth incubator students, offering bi-monthly classes

– A part-time design assistant supports Mr. Sauer with students weekly, through direct and/or electronic assistance

– Steve Sauer provides supervision, training and technical assistance

-These students would then launch their businesses.



BRIDGE THE GAP TEAM: ROLES AND RESPONSIBILITIES

TOM CARLISI CO-FOUNDER

- Lead Program Development Initiatives
- Help build Program Sponsorship and Partnership
- Continue to co-facilitate Bridge the Gap classes

STEVE SAUER INDUSTRIAL DESIGNER

- Continue to serve as key Bridge the Gap instructor and mentor for Bridge the Gap – Phases 1 and 2
- Help develop the Bridge the Gap – Phase 4 - “ING” curriculum
- Serve as lead trainer for Bridge the Gap – Phase 4 – youth incubator
 - Post on-line “ING” curriculum to BTG students
 - Lead bi-monthly facilitation sessions, following the “ING” curriculum
 - Hire and supervise BTG – Phase 4 program assistant
 - Participate in BTG management meetings

JUNIOR ACHIEVEMENT OF CENTRAL OHIO (JACO)– In discussions

- Provide BTG - Phase 3 - excerpts from JA Business Plans curriculum
- Possibly host BTG - Phase 3 - Business Plans Summer Program
- Possibly provide advisors to review the BTG students’ business plans at special event
- Continue discussions to possibly link Bridge the Gap program to JA Youth Entrepreneur educational series (in development)

CHERYLYN RUSTHON CO-FOUNDER

- Lead Program Development Initiatives
- Help Build and Execute Outreach & Expansion Framework
- Assist With Longterm Strategy & Sustainability Plans

JENNIFER PALMER TEACHER & IT SPECIALIST

- Serve as key BTG staff educator
- Help develop the Bridge the Gap – Phase 4 - “ING” curriculum
- Help evolve the BTG – Phase 1,2, and 4 curriculum to an “on-line” program (also help with other BTG technology, as needed, and available
- Help with BTG funding...ex. grant writing, as needed, and available
- Participate in periodic BTG capacity planning meetings, as needed

COLUMBUS IDEA FOUNDRY

- Host the BTG – Phase 4 – Youth Incubator Program
- Continue to serve as a BTG speaker
- Periodically feature the BTG program highlights, as a marketing partner
- Host tours to promote the building as a hub for educational endeavors



BRIDGE THE GAP PROGRAM OUTCOMES CHART

PHASE 1&2

- Refine Inventions, with mentor support
- Write & send a marketing letter to a prospective client or buyer
- Apply for a Provisional Patent (or full patent)
- Apply for National Youth Inventor Awards

PHASE 3

- Complete a business plan, featuring their invention
- Present business plan to a panel of experts

PHASE 4

- Complete the Youth Incubator Program
- Launch their business

IT & WEB DEVELOPMENT

- Convert existing Bridge The Gap curriculum to a web-based “flip classroom” model
- Launch Bridge The Gap “Flip Classroom” web-based curriculum (students can participate in BTG program on-line...and work with mentors though on site classroom activities)



BRIDGE THE GAP PROGRAM ESTIMATED BUDGET

PHASE	TOTAL BUDGET	COMMITTED
Phases 1 and 2	\$7,500	
Phase 3 - Business Plans	\$5,000	
Phase 4 -Planning, Youth Incubator	\$30,000	
Flip Classroom -Web Development -Web Content Management System	\$17,500 *	
Total Phases 1-4	\$60,000	

*One time cost

CURRENT BRIDGE THE GAP PROGRAM SPONSORS

PHASE	SPONSOR	AMOUNT
Phases 1 and 2	The Grote Company (Bob Grote)	\$3,000
	Columbus Rotary	\$ 800



SPONSOR LEVELS AND BENEFITS

THE “BRIDGE THE GAP” PROGRAM WELCOMES PUBLIC & PRIVATE COLLABORATIONS. THE FOLLOWING OUTLINES CURRENT SPONSOR OPPORTUNITIES.

Sponsor Levels

(and suggested sponsor categories)

– To become a sponsor of the “Bridge the Gap” program

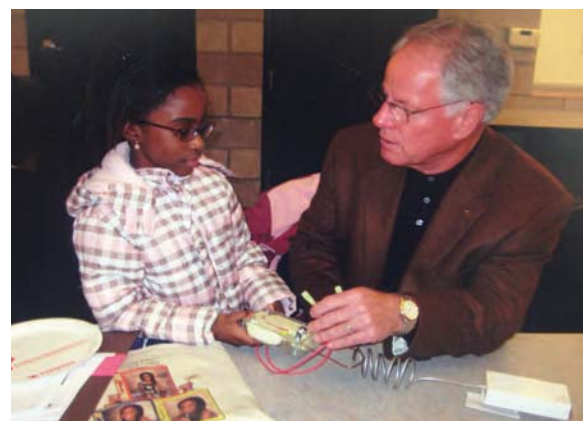
\$20,000+ **“Presenting”** Sponsor

\$10,000 **“Supporting”** Sponsor

\$ 5,000 **“Program”** Sponsor

\$ 2,500 **“Class”** Sponsor

\$ 1,000 **“Student”** Sponsor



Sponsor Benefits

– Company name/logo on all Bridge the Gap educational materials, both electronic and hardcopy (in hand and online).

– Facility signage/media acknowledgements / PR recognition in all releases and events

– Invitation for company representative to attend and speak at all BTG Special Events (4x per program cycle)

To Contribute:

Please Contact **Tom Carlisi** at (614) 332-5974

Sponsor Contributions to Bridge The Gap Program will be processed and a tax exempt donation acknowledgement will be given through our Fiscal Agent, ESCCO.

BRIDGE THE GAP SUCCESS STORIES



Michael Vawter & Michelle Vawter
Inducted into:
National Gallery For America's Young Inventors.



Ian Wesley
Now selling his line of shower products via
Amazon.com and his own E-Commerce website



Mark David Wright
Inducted into:
National Gallery For America's Young Inventors,
Project: Closed-Loop Diabetes Management System.



Matthew Boles & Treye Plants
Appearing on 10TV News showing off their
Patent Pending inventions developed during BTG.



20+ Alumni of the central Ohio "Bridge The Gap" youth inventor program have gone on to win National Youth Inventor awards.



Bridge the Gap