

## Ready, Sell, Dough!

Criteria Met: 1,2,3,4,5,6  
Students Served: 100  
Pre-Test Score: 48%  
Post-Test Score: 81%

**Need:** In elementary schools today there is learning about math, science, English, etc, but nothing is being taught about business or any related subjects. CU SIFE has seen the need to help educate students at a young age about the importance of learning some of the basics of business.

**Description:** CU SIFE went into different classrooms of 2 different Xenia, Ohio elementary schools and we taught the 4th graders there about the basics of running their own cookie business. The students had to come up with a company name, decide upon what type of cookie to make, advertise their product, and set a price to compete against other cookie company teams that sold their product to the student body simultaneously and sell as many cookies as possible.

**Result:** this year over 100 students got put into teams and formed their own little cookie business. These students that took part in the program learned valuable business skills that will be useful to them throughout their adult lives. The students also really enjoyed the program and it appears that CU SIFE helped to give these kids a positive view on business and free enterprise.



## Beyond the Borders: Business In Ukraine

Criteria Met: 1,2,3,4,5,6

**Need:** CU SIFE saw a need for people overseas to be able to learn the basics of free enterprise and to be able to use that knowledge to help themselves as well as their community as a whole.

**Description:** This program is based on our "Ready, Sell, Dough" program in that we teach people the basics of running a business. This project, however, has been tailored and tweaked to be available to a wide age range as well as to a more diverse group of people as this material is being taught to people who do not speak English as their primary language or at all.

**Results:** In the past 2 out of 3 summers, when we have done this project, we have been able to help dozens if people learn about the free enterprise system in a country that has been subjected to communism for a lot of its recent history. Through bringing out Ready, Sell, Dough curriculum to the Ukraine and adapting it to match the varied age groups and cultural differences, we have been able to make a difference in the lives of people who otherwise would not be able to learn necessary skills of free enterprise.

## Tax Day

Criteria Met: 1,2,4,5,6  
Students Served: 20

**Need:** College students all over the country who are new to the job market are also new to the idea of having to pay taxes. Here at CU SIFE we have seen the confusion in students and have seen the need to help them out in getting their taxes filed nice and early, so that many can earn back a refund that they deserve.

**Description:** CU SIFE has teamed up with another student org, The Accounting Society, to provide a service free of charge to the student body. For whoever wants it, we hosted an afternoon where students could come into a campus computer lab and get help with filing their taxes.

**Results:** This year CU SIFE helped 20 students in getting their taxes filed. These students were happy and grateful to have been able to get their taxes filed nice and early for this year's tax season.



## Personal Finance Evening

Criteria Met: 1,2,4,5,6  
Students Served: 52  
Pre-Test Score: 55%  
Post-Test Score: 99%

**Need:** College is a critical time in learning to be financially responsible and Cedarville students needed a way to learn about the true implications of financial literacy.

**Description:** Personal Finance Evening included session on topics such as: budgeting and establishing credit. CU SIFE organized two 45-minute sessions led by a budget coach from Crown Financial Ministries and a financial manager from a local Fifth-Third branch..

**Results:** The event gained popularity among college students, with attendance increasing from 20 to 52 students. Of those that attended all of them claimed to have gained substantial knowledge, and all would recommend the sessions to others. Next year, CU SIFE plans to add a second evening of Personal Finance sessions, covering two additional topics.



## Wilberforce

Criteria Met: 1,2,3,4,5,6

**Need:** Wilberforce students currently do not have the opportunity to join a SIFE Chapter at their university to engage in projects that develop professional skills and create economical opportunities for others.

**Description:** CU SIFE is working with Wilberforce University, a private, historically African-American university, to help reinstate a SIFE chapter on their campus next year. We have helped Wilberforce students establish a leadership team, raise awareness of the organization on their campus, recruit prospective members, and begin planning projects.

**Results:** With our assistance, Wilberforce has the tools they need to make their SIFE team successful, and we will have the opportunity to partner with them on various projects such as Ready, Sell, Dough and a new service project in Africa.



## Business Consulting - SAE

Criteria Met: 1,2,4,5,6

SIFE Impact on Presentation: 38 points on a 75 point scale

**Need:** CU's Society of Automotive Engineers (SAE) contacted CU SIFE for assistance with the business presentation segment of the international Formula One Racecar competition between engineering students involving the design, construction, and dynamic testing of an open-wheeled race car.

**Description:** SIFE members worked with the engineers to conduct market research and analysis, outline financial objectives, and operational strategies. In May, the SIFE team will travel with the engineers to their national competition to present the business plan before a panel of executives.

**Results:** With CU SIFE's help, over the past two years, Cedarville's SAE team saw an average 38 point improvement on a 75 point presentation evaluation scale.



## Real Money, Real World

Criteria Met: 1,2,3,4,5,6

Students Served: 150

**Need:** Cedarville SIFE team sees the need to teach elementary and middle school students some of the skills they will need to be financially independent.

**Description:** CU SIFE partnered with The Ohio State University Extension to run Real Money, Real World at Central Middle School in Xenia, Ohio. After learning four lessons on checking and saving accounts and budget preparation, students participated in a simulation at the end of the week where the students learned through direct involvement the importance of properly allocating their finances.

**Results:** Our SIFE team reached out to 150 school children throughout the course of the week. We received excellent feedback, as test scores increased on average from 44% to 80%. The success of the simulation was an indicator that the students were able to use the knowledge they had gained throughout the week.



## Environmental Sustainability

Criteria Met: 1,2,4,5,6

**Need:** Through conducting surveys, we found that members of the Xenia Area Merchants and other business owners were interested in learning how to make their businesses more environmentally friendly.

**Description:** CU SIFE is partnering with BAB member, Jeff Lencke, to hold an informational session for local business managers on April 14th. Our goal is to raise awareness of the importance of environment sustainability, and provide practical recommendations to help businesses begin implementing cost-saving and environmentally friendly alternatives.

**Results:** Our SIFE team will empower business managers with the knowledge to make changes that to enhance environmental sustainability.

# Business Day: Guidance To University Visitors

Criteria Met: 1,2,3,4,5,6

Students Served: 20

Need: High School students visiting colleges are unsure as to what that school academic programs or like or what major they are interested in. CU SIFE saw this need and we hosted a day for prospective students to come and see the business department at Cedarville and get a feel for what the business program is like.

Description: During the event "Business Day", CU SIFE let students choose 2 different sessions to attend out of about 7 to choose from. Each of these sessions represented a certain major within the business department. Students attending these sessions had the chance to learn information about the major of their choice.

Results: This year over 30 high school students and their families got a firsthand look at Cedarville's business department as well as learning about SIFE and the benefits that it provides to the community and to the world.



## Sustainability

We realize that successful continuation of our projects requires strong leadership, effective planning, supportive advisors, and financial resources. One of our goals for next year is to increase membership by 100%. To accomplish this, we are planning on increasing the number of officer positions, and through our election process we have already chosen the leaders for the 2008/2009 school year. All of the elected officers have displayed leadership skills and a passion for SIFE during the 2007/2008 school year. One of our new officer positions is the role of project initiation and development, which will help our team identify new opportunities, such as the partnership we have started with Wilberforce University.

Overall, our SIFE members put in over 1000 hours of service toward the teaching and practicing of free enterprise. CU SIFE took on 11 quality projects that reflect our attitude of ethical behavior and quality workmanship. We took the solid foundation of our Biblical education and produced projects that made a difference by impacting lives on our campus,

PROJECT NAME	Market Economics	Success Skills	Entrepreneurship	Financial Literacy	Business Ethics	Program Sustainability	Number of hours worked	Gross Impressions	Direct Impact
Personal Finance Evening	x	x		x	x	x	20	3,500	52
Ready Sell Dough	x	x	x	x	x	x	250	30,000	125
Real Money, Real World	x	x		x	x	x	100	3,500	150
Tax Day	x	x		x	x	x	25	3,500	20
Environmental Sustainability	x	x		x	x	x	???	250	25
Rotary Club	x	x	x	x	x	x	???	250	???
Business Day	x	x	x	x	x	x	35	100	35
Wilberforce Startup	x	x	x	x	x	x	100	1500	20
Formula SAE	x	x	x	x	x	x	250	250	15
Web Design and Visual Marketing		x	x		x	x	250	2500	30
Program Development		x			x	x	150	n/a	n/a
Ukraine Trip	x	x	x	x	x	x			
<b>Total: 12 projects</b>	<b>10</b>	<b>12</b>	<b>7</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>1800</b>	<b>43,350</b>	<b>472</b>

Rebecca Klischer  
SIFE President

Jeff Guernsey  
Sam Walton Fellow

John LeBlanc  
Sam Walton Fellow

Bert Wheeler  
CU Business Dept Chair.



## Cedarville University 2007-2008 Annual Report

251 N Main St  
Cedarville, Ohio 45314



Cedarville University, home to approximately 3000 students, is located in the small town of Cedarville Ohio. Our university seeks to teach students the valuable skill of integrating Biblical principles into today's culture and prepare them to become competent leaders in the world.

In the fall of 2003, Cedarville University SIFE was reinstated after two years of inactivity, through the vision of a small group of students. Recognizing the value of a SIFE program to the university and community, they wanted to make a difference and provide opportunities for fellow college students to develop leadership, teamwork and communication skills through learning, practicing and teaching the principles of free enterprise.

Since then, CU SIFE continues to make this vision a reality through quality, service-oriented projects that impact the lives of many people. Behind every initiated project lies a strong motivation and desire to improve lives by educating others on the basic principles of free enterprise.

This year, we set out to increase membership, add new projects, and ultimately expand the impact on our campus, community, and the world. Through hard work, we achieved these goals. Our SIFE organization grew from 30 to 65 members and we initiated four brand new projects (Ethics, Rotary Club, Xenia Area Merchants, Wilberforce team startup), and enhanced several preexisting projects.

### Leadership

- President: Rebecca Klischer
- Project Manager 1: Amanda Graves
- Project Manager 2: Nick Hendricks
- Director of Marketing: Nila Privedenyuk
- New Project Development: Tom Woltman
- Finance Director: Jeffrey Smiertka
- Technology Director: Matthew Eberle
- Communications Leader: Naomi Washatka

## Mission Statement

Cedarville SIFE seeks to provide college students the best opportunity to make a difference and to develop leadership, teamwork and communication skills through learning, practicing and teaching the principles of free enterprise, with the ultimate goal of glorifying God in all that we do.

## Our Organization

- Members: 66
- Number of hours worked: 1800
- Projects: 12
- Majors Represented: 15

## Our Projects

- Personal Finance Evening
- Ready Sell Dough
- Real Money, Real World
- Tax Day
- Ethics
- Rotary Club
- Business Day
- Wilberforce SIFE
- Formula SAE
- Ukraine Trip
- Project Development
- Web Design and visual Marketing