

**inVENTURE TRIP™** is an Invention Lab and seed fund that caters to Black Male Drug Dealers, ages 13 - 23, to create businesses in the inner city urban core. It is a space and place where invention merges with venture. We seek to assist Black males, ages 13-23, to research, design, prototype and finance commercialization of their new legal invention

### **Why Necessary?**

Music stars have glamorized drug gangsters Frank Lucas and Nicky Barnes as these gentlemen commandeered huge illegal business enterprises, generating millions of dollars, in a time when a factory was the only employment opportunity for African American men. Today, a factory job is not even an option. Unemployment and underemployment for African American men nationwide is 14.1% and 53% respectively. Despite the bleak statistics, African American men dream to build multi-million dollar enterprises and have thus resorted to hustling and crime to earn a share of the American dream.

Review the photos of every business incubator and accelerator entry class and African American Men are non-existent. African American Men and their children, despite their history of inventions, have been left out of the 21st invention and innovation creation economy. The sad irony, they are fueling the tech industry with their purchases of mobile phones, video game consoles and video games. Since they are perpetuating the crime that makes people afraid of inner cities, they are the perfect candidates to change it.

### **ECONOMIC OPPORTUNITY**

Most crime, in inner cities, is due to the drug war and competitive turf maintenance. Black Male Drug Dealers are able to build vast drug enterprises meaning they have entrepreneurial talents. If African American men had an opportunity to practice their entrepreneurial talents in a legal environment, the drug trade would be severely reduced. The lasting impact would be a reduction of crime while pumping income and jobs into inner cities where jobs are nonexistent. Residents would have an opportunity to walk to work, save transportation dollars and eliminate the stress of long commutes. Families would have more productive non-stressful play and family time. Children would become emotionally and financially prosperous eliminating at-risk elements that impairs their learning at home and school. More children will graduate from high school and matriculate to college creating an upward business cycle. **inVENTURE TRIP™** has the ability to change the trajectory of inner cities quickly and permanently.

## **PARTICIPANTS**

**inVENTURE TRIP™** seeks to serve young people ages 13-23 year olds. Target market for this project are students and young people who are either adjudicated youth with drug charges, or those who live in neighborhoods who have a high drug possession activity, according to crimemapping.com, such as the zip codes 48201/48205/ 48207.

## **METRICS**

**inVENTURE TRIP™** will eliminate crime as Black Male Drug Dealers will now have support to achieve their American dream of legal upward mobility. As they achieve upward mobility legally, they will return income and jobs back to inner cities propelling prosperity and

elimination of crime. Small businesses continue to spur U.S. job growth. ADP National Employment Report shows Companies with fewer than 50 employees created 45 percent of the 188,000 new jobs in June 2013. This trend has occurred for most of 2013.

**inVENTURE TRIP™** success will be measured by these metrics:

1. Participant scores on MEAP/MME.
2. Participant high school graduation and/ or completion
3. Participant invention of prototype
4. Participant completion of business strategy for prototype
5. Participant launch if start-up venture
6. Creation of neighborhood taxable income/ jobs.

Our goal is to:

- reduce recidivism
- reduce families' reliance on TANF and SNAP
- reduce matriculation of students into the juvenile justice system

## **RESEARCH**

**inVENTURE TRIP™** will return peace and liveability to inner cities. There is 50 years of research that show Successful Criminals Share Traits With Entrepreneurs. Researchers at major universities, such as Harvard, Northwestern University, University of California Davis, University of California Santa Cruz, University of Michigan provide the viability of entrepreneurial training as THE mechanism to eliminate crime. Yet, very little money has been

allocated to such programs. Instead trillions of dollars have been funneled to criminal justice programs to expand mass incarceration under the guise of declaring war on drugs.

According to Professor Jeff Brice, Jr in the article, *Legitimate and Illicit Entrepreneurship: An Opinion Concerning the Relation of Convergent and Divergent Business Development Strategies*, “Organized crime is a functional part of the American social system that, primarily, minorities and immigrants have used as a means of upward mobility.” African American and Puerto Rican crime organizations follow the entrepreneurial network, the same model as the small businessperson.

Professor Fairlie in the 2002 article, *Drug Dealing and Legitimate Self-Employment*, implies drug dealers possess unobserved characteristics, risk taking, high levels of entrepreneurial ability, and a preference for autonomy. Professor Jeff Brice, Jr. states it best, “**A drug dealer is really an entrepreneur who is simply selling the wrong products.**”

American leaders, both political and business, do not believe African American Men, unless they have a college degree, have the competence or skills to operate profitable businesses. **There's a whole other area of theory that says people in crime are social misfits, have behavioral problems, can't fit in,**” states Professors McCarthy.

Professors McCarthy of UC Davis and John Hagan of Northwestern University showed in their 2001 study, *When Crime Pays: Capital, Competence, and Criminal Success*, that drug dealers generated higher incomes, nearly three times, than those employed in traditional jobs available for young people.

These drug dealers share the same traits with entrepreneurs operating on the right side of the law: Both are risk-takers, each collaborates with others, they aspire to wealth, and demonstrate

competence in their chosen fields, which each demand intelligence, dependability, and self-confidence. Entrepreneurial traits become present during youth .

**THE PROBLEM:** The Zip Code where a student lives and their families' economic status determines where they land in adulthood.

Not Intelligence. Not Ideas. Not Work Ethic

Affluent suburban students are groomed with hands-on invention lessons from kindergarten through high school graduation. They are then provided with financial support to turn their inventions research during k-12 into a startup venture by ages 18- 22.

Urban poverty stricken students with the same entrepreneurial traits are **CRUSHED** with theoretical factual non-invention oriented lessons, ridiculed, humiliated and stereotyped as failures until they become behavior/discipline problems. These students are labeled behavioral and emotionally impaired. They normally land in the school graveyard - **SPECIAL EDUCATION**. Sixty-nine (69%) percent of Detroit students in Special education do not graduate from high school Leaving them no honest alternatives for their future (Michigan Consortium for Education Research, 2011)

McCarthy argues, **“it's simply adverse circumstances -- a tight job market, a lack of education -- that lead young people into crime. We are losing all sorts of valuable resources by not providing sufficient opportunities in the economy for these bright people. We bear a considerable cost imprisoning people like this who could make a contribution in the legal economy. ”**

In his 1989 Presidential Address to the National Economic Association, Professor Samuel Myers, Jr., criticized policy makers for not exploiting “**the entrepreneurial talents of street-wise hustlers and dope-dealers in the inner city to enable them to become managers and owners of legitimate inner city businesses.**”

Light and Rosenstein in the 1995 book, *Race, Ethnicity, and Entrepreneurship in Urban America*, points out that entrepreneurial training may serve as a useful intervention program for at-risk youth, redirecting them from becoming drug dealers and other criminals into becoming owners of legitimate businesses. Uplift, Inc. piloted an alternative high school, Hustle & TECHknow Preparatory High School fall 2006. Located on the campus of Compuware a 1.5 billion dollar software, Hustle & TECHknow Preparatory High School utilized cyber curriculum and hands –on projects. Hustle & TECHknow Preparatory High School catered to adjudicated youth with 70% of the students being Black Male Drug Dealers. Here are our results:

**Hustle & TECHknow Preparatory High School (H&T) 2006-2007**

- ✿ Piloted this classroom online curriculum school for high school dropouts
- ✿ Compiled Reading class that moved collective reading grade level from 4.2 to 7.8
- ✿ Sent 3 quarterfinalists out of 10,000 students to the National Vocabulary Championship
- ✿ 80% graduation rate, 100% postsecondary matriculation
- ✿ Educational Program of the Year 2007, Automation Alley



11/29/2006

### Learn the hustle Can corporate America speak to Detroit's dropouts?



Hustle & TechKnow's Lori Autry helps students with their Web-based learning.

By Sandra Srochala

A recruiter found her at a neighborhood coin laundry, and now 19-year-old Jeanette Miller is walking daily across the marble floors and riding the glass elevator at Compware Corp. headquarters with a plan for her further advancement.

The high school dropout is a student at the new Hustle & TechKnow school, located in Compware's downtown building. Miller met Principal Ida Byrd-Hill at the laundry while the financial-consultant-turned-educator recruited for the school. Byrd-Hill looked at gas stations



Wednesday, September 13, 2007

### Saving ninth-graders: Metro schools try to ease transition to high school

Jennifer Mrozowski and Charlie Ramirez / The Detroit News

That's what happened to Director James Ford, 17, who began falling 2006 in the ninth grade at Huronwood High. By the time he was in 10th grade, he began skipping more classes and losing interest in school.

Ford wanted to have fun. And he made use of his school's new technology. Ford said he skips at home and in school. Ford tried to return but was discouraged and dropped his enrollment.

Researchers at Johns Hopkins University found in 2004 that as many as 40 percent of freshmen repeat ninth grade or others with the worst dropout rates, and 10 percent to 15 percent of those students eventually get a diploma.

Ford has since enrolled in a 73-student, technology-focused school for dropouts called Hustle & TechKnow. He thinks the small environment will be better for him because there's less tension.



Hustle & TECHknow sets 80 percent graduation rate in inaugural year  
By CHRONICLE STAFF REPORTERS Published 09/13/07 | [John News](#) | United CHRONICLE STAFF REPORTERS

American teens, even if they are poor, enjoy the highest standard of living in the world. They live in houses with running water, electric TV and flushing toilets. They own modern conveniences such as cell phones, DVD, MP3 players, videogame consoles and large screen television. Some teens are even fortunate enough to own electric scooters, motorcycles, SUVs and cars. Despite their level of affluence that exceeds teens in other countries, American teens are more troubled than ever.

THE SMART PARENTS' GUIDE

## HELPING OUR CHILDREN ACHIEVE EXCELLENCE

In the final installment of our three-part education series, ESSENCE puts the spotlight on programs and approaches that create bright futures for our children. Here, **Christy Pratt Dawsey** reports from Detroit, where Black children are in the crosshairs of one of the worst public education crises in America. But reformers like PTA mom Ida Byrd-Hill are claiming new life for the city's schoolchildren.

It's a bit of a miracle, really. In a city where the public schools are widely regarded as the worst in the nation, the Hustle & TechKnow school has managed to achieve an 80 percent graduation rate in its first year. The school is a small, technology-focused institution that has become a beacon of hope for students who have fallen through the cracks of the traditional system.

**UP FROM GROUND ZERO**  
In the wake of the devastation caused by Hurricane Katrina, many schools have been forced to rebuild. In Detroit, the school system is still in the process of recovering from the damage caused by the storm. The school is a small, technology-focused institution that has become a beacon of hope for students who have fallen through the cracks of the traditional system.

## CRAIN'S DETROIT BUSINESS

3:01 am, September 17, 2007

### Educational Program of the Year: Hustle & TechKnow Preparatory High School

Detroit

In September 2006, Detroit Public Schools signed a contract with a nonprofit idea incubator in Detroit called **Uplift Inc.** to develop a second-chance educational facility for high school students.

The result was **Hustle & TechKnow Preparatory High School**, inside the **Compware Corp.** building in downtown Detroit. The school is for students ages 16-19 who have dropped out of traditional high school.

Empirical data from Hustle & TECHknow Preparatory High School showed students desired a program that would prepare them for a high paying technology job or an inventive entrepreneurial company. Empirical data from our Catalyst of the Invention Revolution program also shows young people love to invent.



### Techshop Build your own Chocolate Candy Mold



Anyone can pour chocolate into a mold to make a candy bar. Not everyone can make a custom mold to create a candy bar. Creating decoration for mold.

Mold is being pressed by the vacuum former machine.

Complete chocolate candy mold. I can't wait to pour chocolate into my custom candy mold I created myself!!!

### IQSmartMedia Bridge and Tent Making Challenge



Making and planning a hurricane resistant tent

Completed tent. Is it wind resistant?

Simple bridge. Can it hold twice its weight?

Actually it holds five lbs of papers. Ten times its weight.

inVENTURE TRIP™ will serve as that entrepreneurial training with a focus on inventing legal products and services that solve residents problems.

## PROGRAM SUMMARY

### Phase I

Curriculum to prepare their mindset to invent

### Phase II

Introduction to design and manufacturing equipment. Design and invention of a prototype.

### Phase III

Immersion in Corporate America simulations

#### **Phase IV**

Market Research for invention. Compilation business strategy

#### **Phase V**

Fine Tuning Presentation skills.

#### **Phase VI**

Launch start-up venture.

#### **Phase VII**

Mentorship of participant and venture to success.

Our goal is to begin Year 1 with 300 young people ages 13-18 and 50 young people ages 19-23.

Young People in the age bracket of 13-18 will be in an after school program with a commitment of at least 1 full time summer camp experience. Students will have an opportunity to remain in the program for a maximum of 5 years.

Young People in the age bracket of 19-23 will be in a full time 36 week training program with 24 weeks dedicated to the invention process followed by 12 weeks of formal entrepreneur training. Upon graduation launch of their start-up participants will be matched with a coach/ coaching team to ensure the business becomes profitable.

**inVENTURE TRIP™** Invention Lab and seed fund has the ability to change the economic trajectory of urban inner cities quickly and permanently by assisting Black Males establish LEGAL

sustainable ventures, which create jobs for residents, which reduce poverty, Drug warfare and hence crime.