

Intro Qs:

- **How many have Co-op work programs or Internships?**
 - Any internships as **President, CFO, or Production Manager?**
 - Internships w/ Manufacturers?
- **Do you face any of these barriers for work-based learning?**
 - Transportation
 - Age restrictions
 - Insurance limitations
 - Appropriate positions / Authentic learning experiences
 - Industry partners that WANT to be involved but don't have capacity
 - Others?

A Scalable Work-Based Learning model that WORKS

Rebecca Knight, President



STUDENT RUN

MANUFACTURING ENTERPRISE

What is a Student Run Manufacturing Enterprise?

High School students in a variety of disciplines or Programs of Study **work as a team** to run all aspects of a business from within their own high school.

Student enrolled in

- **Business**
- **Marketing/Communications**
- **Engineering**
- **Skilled Trades or Tech Ed:**
Engineering & Advanced Mfg,
Machining/Industrial Arts,
Agriculture/Woodworking/Welding, etc.
...make real parts for real companies!



Hands-on experience:

- Engineering & production
- Business operations
- Teamwork & leadership
- Entrepreneurship

Manufacturing Talent:

- **More than ½ of the students** were *not* in a CTE program or considering manufacturing as a career prior to participation

Revenue Generation:

- Sell products or services to fund operations, provide scholarships, and reinvest in the business.



ATLUSVILLE ROCKETS MANUFACTURING
SOARING FOR QUALITY

Invoice

Date:			
Invoice #:			
Customer ID:			
Customer Name			
Address			
Due Date			
Salesperson	Job	Payment Terms	
Description	Price Per Part	Non Recurring Charges	Line Total
			\$0.00

MODEL:

Curricular & Extracurricular

- **Credit Class**

- Credit (elective or core; CTE or Gen Ed.; Internship/WBL; repeatable credit)

- **Club**

- Afterschool or during “open” period
- Regular time to meet as a team
- Finances run through “club”

CLUB

- 9th-12th
- Original Products
- Field Trips

SHOP CLASSES

- Wood Shop
- Metal Shop
- Ag Shop

BUSINESS CLASS

- 10th-12th
- Sales, Marketing, Manufacturing
- Run The Business





EXAMPLES that contribute to the Manufacturing Supply Chain:



Keeper Plates



Bushings



Hardened Steel Tail Shafts and Connector Shafts for American Refining Group



White Delrin Jaw Blocks

Aluminum Control Arm Link



Leadership Opportunities: Visits from

- Former Governor Tom Wolf
- (2) Secretaries - Department of Education
- (2) Secretaries - Department of **Community and Economic** Development (DCED)



Students & Industry in Washington DC
“Hill Day” in Washington DC: Lion Manufacturing (2025)

Regional SRMEs in PA



Northwest and North Central
Pennsylvania Counties



Collaborative Community:

MANUFACTURERS:

- Interest in partnering & mentoring
- Small batch, custom, or prototyping jobs

FUNDING PARTNERS for SCHOOLS:

- Help connect for equipment, teacher/coordinator stipends

HIGHER ED PARTNERS:

- Dual credit, Pre-apprenticeship pathways

SCHOOLS/COMMUNITY:

- Scalable Work-Based Learning/Internships
- Leadership open to innovation

Notable Examples:

Lion Manufacturing Student Video



https://youtu.be/wAaUK-s_l7c?si=ySjtArhouNqbJdTg

Clarion-
Limestone High
School

McDowell Manufacturing School Video



[McDowell
Manufacturing –
YouTube](#)

McDowell High
School

Dutch Manufacturing News Video



[Secretary of Education
visits Saint Marys High
School \(youtube.com\)](#)

Saint Marys
Area High
School



SCHOOLS: What you should know to replicate...

- Assess the school's current assets (equipment, faculty, curriculum, scheduling)
 - Include **Business** teachers
- **Utilize your OAC (Occupational Advisory Council) or Industry partners** - build relationships with regional/local manufacturing
- Join school admin, faculty, & students in a **meeting with industry**
- Identify and pursue potential **funding** opportunities
- Utilize **Student Run Manufacturing Enterprise (SRME)**
<https://studentrunmfg.com>
Collection of best practices & tools:
 - **Launch Package – Digital Playbook & Consulting**
 - [Microlesson Video Suite](#) (50+ lessons specific to student-run enterprise)



Support for SCHOOLS

Student Run Manufacturing Enterprise (SRME)

<https://studentrunmfg.com>

Collection of best practices & tools

- Launch Package
- [Microlesson Video Suite](#)

FULL LAUNCH PACKAGE: ONE TIME INVESTMENT \$15,000

- Access to the **Digital Playbook** to successfully launch your student run manufacturing enterprise.
- **25 hours** of professional consulting. Assistance may include document review, editing, coaching, and:
 - Initial School Team Meeting
 - Assessment, Findings, and Planning
 - Industry Partner Meeting
 - Assistance Identifying & Applying for Grant Funding
 - Press Conference / Public Launch
 - Training/Coaching: School Staff, Lead Instructor/Coordinator
 - Adapting Resources to Support Students

ANNUAL SUBSCRIPTIONS

Microlesson Video Suite \$4,000

SRME Microlessons are a series of (50+) short videos that instructors/coordinators use during class to build understanding of how to create and run a new/ongoing manufacturing enterprise. Videos are 3-5 minutes long, feature content experts, and have instructor resources available for download. Topics are categorized by:

- Accounting
- Business
- Engineering
- Marketing
- Sales
- Organizational Structure
- Production
- Professional Skills

[View Microlesson Topic List here »](#)

Q & A

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