

Hunter Estell

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Junior Achievement of Eastern Ohio

Chair Cirino, Vice Chair Chavez, Ranking Member Hicks-Hudson, and members of the Senate Finance Committee, my name is Hunter Estell, and I am a student at East Liverpool High School. I am here to request the Senate's support for Junior Achievement funding in HB 96 and to share how impactful Junior Achievement has been in my life.

Like my teammate Deonte, I have also competed in the JA Titan Challenge, and I will have the opportunity to compete in the national competition in Atlanta as well. While Deonte explained what the JA Titan Challenge involves, I would like to discuss some of the lessons we learn through this program.

Through the Junior Achievement Titan Challenge, we learn that running a business requires understanding the pros and cons of our decisions. We calculate how to make a profit and use a budget to keep track of the money coming in and going out. We also budget for research and development, as well as marketing expenses, learning how these can help grow a business. Additionally, we understand how companies can positively help their communities.

I also learned how to strategize and to pay attention to how the landscape of other businesses in your industry can affect how you need to change your strategy.

These opportunities and rewards have been a great help to me and a wonderful experience to be a part of. I was unsure about doing Junior Achievement at the start of the school year, but I stuck with it, and it's been life changing. The time I've spent on the Titan Challenge along with the work I've done in the classroom have introduced me to something I never thought I'd ever take a chance at.

These tools won't only help me with entrepreneurship; they will help all aspects of my life. I couldn't be more grateful for the chance to be a part of it for the last couple of months.

Being introduced to the world of entrepreneurship has changed my view on my future. For about 8 years I've been 100% set on being a football coach. Going through the process of JA's Titan Challenge changed my outlook on my career and showed what I can do. While I still want to coach football, I've started to look at the possibility of starting a business instead. JA has been a huge part of this change in my outlook.

I fully support and could never be more thankful for Junior Achievement. I ask you to support funding for Junior Achievement so every student who is interested in entrepreneurship can have the same experience I have had. I would choose to participate in Junior Achievement over and over again if I could.

Thank you so much for allowing me to speak to the committee today and for your support of students like me.