

Sustainability Solutions (Demonstration Contest)

Purpose

To recognize outstanding and innovative Green Technology innovation projects that has been developed by a two-member team of students. The student team will present its innovative idea concept/project along with a concept proposal, display and live model.

First refer to the general regulations on Page 9.

Clothing Requirement

For Men:

SkillsUSA official attire: Official red blazer or jacket, black dress slacks, white dress shirt, plain black tie with no pattern or SkillsUSA black tie, black socks, and black shoes.

For Women:

Official red blazer or jacket, black dress slacks or skirt, with businesslike white, collarless blouse or white blouse with small, plain collar that may not extend onto the lapels of the blazer, black sheer or skin-tone hose, and black shoes.

These regulations refer to clothing items that are pictured and described at: www.skillsusastore.org If you have questions about clothing or other logo items, call 800-401-1560 or 703-956-3723.

Note: Contestants must wear their official contest clothing to the contest orientation meeting.

Eligibility

Open to a team of two active SkillsUSA members enrolled in a career and technical education program that integrates Green Technology techniques

as an integral component of the instructional program.

Observer Rule

No observers will be permitted during the judging phase of the team presentation, live models and presentation displays may be viewed on the day of the competition. All teams will be invited to repeat the team presentation to the public following the judging phase.

Equipment and Materials

1. Supplied by the technical committee:

- An exhibit space no larger than 10'x 8'
- One standard 12-volt electrical outlet
- One standard 8' table
- Two chairs

2. Supplied by the contestant team:

- Live model (Live model cannot be hazardous in any way. Live models must be transported and set up in the contest area by the contestant team. No help will be provided by SkillsUSA.
- All competitors must create a one-page resume using a word processor and submit the resume electronically at www.skillsusa.net/newresume . Check the Web site for further instructions.

Scope and Contest

This project is designed to promote innovation and excellence in sustainable products and practices. Since this area of interest covers an extremely wide range of industries, skills and fields of expertise, it is anticipated that the various projects will differ dramatically from one to the other. Therefore, student teams will be judged, not on the complexity of the project, but on:

- how well thought out it is (research and planning process),

- how well the team demonstrates the need for the product or concept
 - actual or projected results determined by the team on how this project meets those needs,
 - the practicality of the project (financial analysis)
 - the professionalism and presentation skills of the team
 - the creativity of the team in designing and implementing the project

The sustainability team is comprised of 2 students. It may be helpful to think of the evaluation process in the following manner. The student team has developed an innovative concept or product and are approaching venture capitalists (in this case the judges) for funding. The team will communicate their concept through four tools:

1) The written proposal (20% of total score):

Teams will construct a notebook (3-ring official SkillsUSA notebook) that will describe in detail the concept or product. This document should include the following:

- an Executive Summary that briefly describes the project (less than one page)
 - a statement of need (make your case – including data from your research – as to why your product or concept is of value
 - demonstrated results or projected results that indicate how your project will meet these needs
 - the evolution of the project (meeting notes, preliminary prototypes and refinements, photos, etc)
 - a financial analysis of the project (start up costs, projected market, projected revenues, estimated costs, etc) to demonstrate the long term and short term viability of the project

2) The display and/or prototype (30% of total score):

The display or prototype should be designed to fit on a table no larger than 72" x 24" and/or within an 8' x 8' floor space within the exhibit area.

3) The Presentation (40% of total score):

At the competition, teams will make a professional presentation to the judges. The presentation should be no longer than 5 minutes and should incorporate audiovisual tools such as PowerPoint. Both team members must be a part of the presentation. Teams will be judged on the clarity, organization, quality and professionalism of the presentation. The quality of supporting audiovisuals will also be evaluated.

4) Informal Question & Answer Session (10% of total score):

After reviewing the documentation, the display and the formal presentation, judges will conduct an informal question and answer session with the team members. This will last no longer than 15 minutes. Judges will be evaluating team members on:

- communication skills
- ability to express a passion for the concept or product
- depth of knowledge on issues affecting the project
- ability to respond well in an unstructured and pressure situation
- team interaction

Sustainability Solutions Scorecard

Items Evaluated	Possible Points	Contestant Number						
		1	2	3	4	5	6	7
Written Proposal	200							
Executive Summary								
Statement of Need								
Demonstrated or projected results								
Project evolution								
Financial Analysis								
Clarity of Proposal								
Overall impression of the documentation								
Display/Prototype	300							
Demonstrated viability of project								
Quality of the design/craftsmanship								
Creativity								
Formal Presentation	400							
Clarity of concept								
Professionalism								
Effectiveness of Presentation								
Quality of audiovisuals								
Would we invest in this idea								
Informal Questions/Answer Session	100							
Communication skills								
Enthusiasm/Passion for Concept								
Depth of Knowledge								
Team Interaction								
Résumé Penalty	0 to -50							
Clothing Penalty	0 to -50							
Total Possible Points	1,000							