

# Utility Company BizPrep

## Welcome Letter

Business CEO:

We are looking forward to your school's visit to *JA BizTown* and hope that you and your team are as well. We know you are learning a lot about operating your own business and handling your own finances. Before long, you will be able to put your knowledge to work and, hopefully, see success for both yourself and your business.

You will find many important papers in this BizPrep Packet. All pages must be completed before coming to *JA BizTown* and must be brought with you on the day of your onsite visit. There are also several tasks to be completed in preparation for your visit. **Please use the checklist below to assure that all paperwork and tasks are completed and checked for accuracy.**

- \_\_\_\_ Business Cost Sheet
- \_\_\_\_ Loan Application
- \_\_\_\_ Newspaper Ad
- \_\_\_\_ Radio Ad
- \_\_\_\_ Philanthropy Pledge Sheet
- \_\_\_\_ Employee Checkbooks\*
- \_\_\_\_ Employee Name Tags (optional)

*\*Checkbooks are not used by every school. Check with your teacher and include the completed checkbooks in your BizPrep envelope, if instructed.*

Your signature at the bottom of this page indicates that your business team is ready for business. Thank you for handling this responsibility!

We look forward to seeing you soon,



Lena Yarian  
President, JA of Northern Indiana

Our business has prepared each of the  
above items:

\_\_\_\_\_  
CEO'S Signature

# Utility Company BizPrep

## Business Cost Sheet

### SALARIES

| Student Name (First and Last Name) | Account #  | Break  | Salary | Periods | Total Salary |
|------------------------------------|------------|--------|--------|---------|--------------|
| CEO _____                          | <u>222</u> | Yellow | \$9.00 | X 2 =   | _____        |
| CFO _____                          | <u>223</u> | Red    | \$8.50 | X 2 =   | _____        |
| Community Relations Mgr 1 _____    | <u>224</u> | Red    | \$8.00 | X 2 =   | _____        |
| Community Relations Mgr 2 _____    | <u>225</u> | Green  | \$8.00 | X 2 =   | _____        |
| Customer Service Rep 1 _____       | <u>226</u> | Yellow | \$8.00 | X 2 =   | _____        |
| Customer Service Rep 2 _____       | <u>227</u> | Red    | \$8.00 | X 2 =   | _____        |
| Energy Eff. Marketing Mgr 1 _____  | <u>228</u> | Green  | \$8.00 | X 2 =   | _____        |
| Energy Eff. Marketing Mgr 2 _____  | <u>229</u> | Yellow | \$8.00 | X 2 =   | _____        |
| Power Delivery Administrator _____ | <u>230</u> | Green  | \$8.00 | X 2 =   | _____        |

**NOTE:** IF using checkbooks, the above assigned account number **MUST** be the same account number written on the front of each citizen checkbook.

**Section A: Total of All Salaries \$** \_\_\_\_\_

### OPERATING COSTS

|                   |   |        |
|-------------------|---|--------|
| Advertising       | (\$8 to Professional Office)                                | \$8.00 |
| Attorney Services | (\$2 to City Hall)  | \$2.00 |
| Auto Lease        | (\$8 to Auto Dealership)                                    | \$8.00 |
| CPA Services      | (\$2 to Professional Office)                                | \$2.00 |
| Equipment         | (\$3 Aerospace Manufacturing)                               | \$3.00 |
| Generator         | (\$3 to Manufacturing & Engineering)                        | \$3.00 |
| Healthcare        | (\$5 to Healthcare Center)                                  | \$5.00 |
| Insurance         | (\$2 to Professional Office)                                | \$2.00 |
| Logistics         | (\$2 to Logistics Manufacturing)                            | \$2.00 |
| Philanthropy      | (\$2 to Utility Company)                                    | \$2.00 |
| Rent              | (\$3 to Professional Office)                                | \$3.00 |
| Supplies          | (\$5 to Supply Center)                                      | \$5.00 |
| Taxes             | (\$5 to City Hall) - <i>Personnel Taxes, Property Taxes</i> | \$5.00 |
| Utilities         | (\$5 to Utility Company)                                    | \$5.00 |

**Section B: Total Operating Costs \$** \_\_\_\_\_

**TOTAL BUSINESS COSTS:**  
(Salaries plus Operating Costs)

**\$** A + B

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## Loan Application

### BUSINESS INFORMATION

Business name: \_\_\_\_\_

Do you provide a good or a service? \_\_\_\_\_

Use the information on the **Business Cost Sheet** to complete this application.

### EMPLOYEE INFORMATION

Number of employees: \_\_\_\_\_

Total of All Salaries: \$ \_\_\_\_\_ Line 1

*Transfer from Business Cost Sheet: Section A*

### OPERATING COSTS INFORMATION

Total Operating Costs: \$ \_\_\_\_\_ Line 2

*Transfer from Business Cost Sheet: Section B*

### TOTAL BUSINESS COSTS

Total Business Costs: \$ \_\_\_\_\_ Line 3  
*Line 1 + Line 2*

**TOTAL INTEREST AMOUNT**  
(Multiply 5% times the **Total Business Costs**)

\$ \_\_\_\_\_ Line 4  
*Line 3 x .05*

**TOTAL AMOUNT DUE**  
(Total Business Cost + Total Interest Amount)

\$ \_\_\_\_\_ Line 5  
*Line 3 + Line 4*

*As a representative of the above named business, I agree to repay the Total Amount Due, which includes both the loan amount requested plus interest. I certify that the above information is correct to the best of my knowledge.*

\_\_\_\_\_

(CEO's Signature)

### TO BE SIGNED BY CREDIT UNION CEO AT JA BIZTOWN

Circle One:    Approved    Denied

\_\_\_\_\_

(Credit Union CEO's Signature)

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## Newspaper Advertisement

Your business needs to create a business advertisement for the *JA BizTown* newspaper. On the day of the visit, the Ad Executive will collect this advertisement from your business. The newspaper editor may need to edit your ad to fit into the newspaper.

Using no more than **10-15 words**, write a descriptive advertisement for your business. Be creative!

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**Note:** You may not know what products/services you are providing until you arrive at *JA BizTown*. Take this opportunity to advertise the quality characteristics of your business. Let people know what a great staff/business you will be running so they know why they should visit your business.

**NEWSPAPER EDITOR:**

Type this advertisement on  
Layout Page 2.

\_\_\_\_\_ Completed

# Utility Company BizPrep

## Radio Advertisement

Create a 30-second radio commercial for your business. On the day of the visit, the Ad Executive will collect this advertisement from your business so that it can be read on air by the DJ.

Time: 30 seconds (approximately 110 words)

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**Note:** You may not know what products/services you are providing until you arrive at *JA BizTown*. Take this opportunity to advertise the quality characteristics of your business. Let people know what a great staff/business you will be running so they know why they should visit your business.

|  |
|--|
| <p><b>BROADCAST DJ:</b></p> <p>_____ Read On Air</p> |
|--|

# Utility Company BizPrep

## Philanthropy Pledge

Good citizens are people who accept their share of responsibility for making their community a better place. Citizens can help by donating their time (volunteering), talent (skills), and treasure (money) to charitable organizations.

JA BizTown citizens have the opportunity to give back as individuals and as a business group to a worthy JA BizTown non-profit organization. On the day of the visit, the Non-Profit Director will collect this pledge sheet and invoice your business for \$2.00 in financial support.

### PHILANTHROPY PLEDGE

\_\_\_\_\_  
(Business Name)

***My employees are aware of the mission of  
non-profit organizations and their role in the community.  
Our business pledges \$2.00 to support a non-profit organization.***

CEO's Signature: \_\_\_\_\_

Employees' Signatures:

|       |       |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

# Utility Company BizPrep

## Business Overview



Provides electric power to run *JA BizTown*. Energy conservation and community philanthropy are also a focus for this business.

|  |  |
|--|--|
| <p style="text-align: center;"><b>CEO</b></p> <ol style="list-style-type: none"> <li>1. Obtains bank loan.</li> <li>2. Signs all business payroll checks.</li> <li>3. Oversees business operations and makes business decisions.</li> <li>4. Prepares and sends electric utility invoices.</li> <li>5. Signs Insurance Policy and Rental Agreement.</li> <li>6. Completes the Business Improvement Plan.</li> <li>7. Prepares and gives speech at the Opening and Closing Town Meetings, if time permits.</li> </ol> | <p style="text-align: center;"><b>CFO</b></p> <ol style="list-style-type: none"> <li>1. Obtains bank loan.</li> <li>2. Inputs employee payroll information.</li> <li>3. Prints and distributes employee payroll checks.</li> <li>4. Makes business expense payments.</li> <li>5. Makes business deposits and tracks loan payoff progress.</li> </ol>                       |
| <p style="text-align: center;"><b>COMMUNITY RELATIONS MANAGER</b></p> <ol style="list-style-type: none"> <li>1. Selects worthwhile non-profit community project(s) to support.</li> <li>2. Collects philanthropy pledge from each business.</li> <li>3. Prepares and sends non-profit invoices.</li> <li>4. Completes and delivers philanthropy certificates to businesses.</li> <li>5. Prepares and gives speech at the Closing Town Meeting, if time permits.</li> </ol>   | <p style="text-align: center;"><b>CUSTOMER SERVICE REPRESENTATIVE</b></p> <ol style="list-style-type: none"> <li>1. Calculates electricity usage for billing purposes.</li> <li>2. Completes utility applications.</li> <li>3. Prepares and sends utility invoices.</li> <li>4. Assists others, as needed.</li> </ol>  |
| <p style="text-align: center;"><b>EFFICIENCY MARKETING MANAGER</b></p> <ol style="list-style-type: none"> <li>1. Informs each business CEO of energy audit process.</li> <li>2. Performs energy audit.</li> <li>3. Changes filters.</li> <li>4. Prepares and presents energy saver certificates.</li> <li>5. Assists others, as needed.</li> </ol>   | <p style="text-align: center;"><b>POWER DELIVERY ADMINISTRATOR</b></p> <ol style="list-style-type: none"> <li>1. Surveys each business noting safety devices and other relevant and required information.</li> <li>2. Conducts safety audit of each business and reports areas of improvement to business CEO.</li> <li>3. Posts safety audit in each business.</li> </ol> |