

[Excerpt on D&S Snacks, from the article, “Entreenuity Teaches Urban Teens A Biblical Business Model,” by Ruth Goring, originally published in *PRISM* (July/August 2004)]

Keeping God First

One Entreenuity success story is D&S Snacks and Catering. Its founders, Delano Taylor and Stephan Hall, were sixth-graders when they joined an after-school Entreenuity program at Roseland Christian School. Placing third in a business plan contest, they saved their \$150 prize money and added earnings from summer jobs. In the fall they began selling snacks at a table during lunch hour and after school. In January they were able to buy a vending machine; the next year their earnings more than doubled, and they added a second machine. The following year they had three machines and were making \$20,000 a year. Stephan and Delano’s success owes as much to their parents, school, and community as it does to their own initiative. Their parents helped them find a vending-machine supplier and took them regularly to get supplies, given that the boys were too young to drive. They have also taken charge of considerable paperwork. One of the mothers went through Entreenuity training herself in order to become a coach for other young entrepreneurs. School administrators gave the boys vending space, while community members visiting the school provided enthusiastic patronage. The young business owners have been eager to give back. When they moved on to high school, they were happy to hire their younger sisters to run the business. They have donated bottled water and granola bars for Roseland’s walkathon benefit and have looked for ways to share with and support other kids in the training program. The hard work of growing a business has taught them long-term thinking. Rather than spend all their earnings on teen consumer items, they tithe, invest in the business, and help buy family groceries. By now clearly accustomed to being looked up to as a role model, Delano (who will be a high-school junior in the fall) says he would urge other young people “to keep God first in your life, to stay in school, to not let anyone put you down or say you can’t make your goal. Strive to make your idea work.”