Fueling Entrepreneurs Since 1986


September 2004
Fueling San Diego Business through…

- Entrepreneurship education
- Entrepreneur acceleration
- Entrepreneurial networking

Fueling Student Entrepreneurs by…

- Translating learning into core skills
- Transitioning students into managers and leaders
- Transforming ideas into ventures
Student Programs

Strategic alliances/partnerships

MBA Entrepreneurship Curriculum

Vventure Challenge & other competitions

L. Robert Payne lecture series

Entrepreneur-in-Residence Program

Intern Program

Entrepreneur Society

Social Entrepreneur Program
(10 organizations/year)

For-profit Intern Program
(9 companies/year)

QUALCOMM Inc.,
Ewing Marion Kauffman Foundation
NASDAQ Educational Foundation
Ernst & Young

Total of 6 courses in program

Annual Budget:
≈$180,000

SDSU Entrepreneurial Management Center 2000
(Before QUALCOMM gift)
EMC Staffing (2 FTE)

SDSU Entrepreneurial Management Center 2000 (Before QUALCOMM gift)

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Student Programs
Increase in students served

Strategic alliances/partnerships

Web-based virtual community (to link alumni, community, service providers, investors, etc.

Community/Alumni Programs

MBA Entrepreneurship Curriculum

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2004
Annual Budget
≈$880,000
≈(excluding QUALCOMM support)

Faculty Programs
3 new programs

QUALCOMM Research Grants

US State Dept. training grant - $2.5M

Special Project Grants

Venture Challenge & other competitions

L. Robert Payne lecture series

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Intern Program

Entrepreneur Society

CCAT $2.1 million

Closely-Held & Family Business Forum

Entrepreneurial Network

SDSU Entrepreneurial Management Center 2004 (After QUALCOMM gift)

Board of Advisors (annual giving program launched)

QUALCOMM Inc.
NASDAQ Educational Foundation
Ernst & Young
Kauffman Foundation
SD Tech Coast Angels
SD Regional Technology Alliance
SD Social Venture Partners
UCSD CONNECT & TechTips
UCSD Jacobs School of Engineering
National Network for Technology Entrepreneurship & Commercialization
Beyster Institute
National Consortium for Life Sciences Entrepreneurship (Founding Member)

New course development: Corporate Entrepreneurship & Life Sciences Entrepreneurship

Launch of over 15 companies

Social Entrepreneur Program
(20 organizations/year)

For-profit Intern Program
(22 companies/year)

60 companies served by the EMC

Launched 3-04

Annual Budget
≈$880,000
≈(excluding QUALCOMM support)
- 6 faculty research projects funded
- 4 working papers developed with journal submissions
- Fall 2004 Call for Proposals

**Student Programs**

- Increase in students served
- Strategic alliances/partnerships

**MBA Entrepreneurship Curriculum**

- Venture Challenge & other competitions
- L. Robert Payne lecture series
- Entrepreneur-in-Residence
- CCAT
- $2.1 million Social Entrepreneur Program (20 organizations/year)
- For-profit Intern Program (22 companies/year)
- New course development: Corporate Entrepreneurship & Life Sciences Entrepreneurship

**Community/Alumni Programs**

- Web-based virtual community (to link alumni, community, service providers, investors, etc.)

**Faculty Programs**

- 3 new programs
- QUALCOMM Research Grants
- US State Dept. training grant - $2.5M
- Special Project Grants
- Venture Challenge & other competitions
- L. Robert Payne lecture series
- Intern Program
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**Board of Advisors**

- (annual giving program launched)

**Annual Budget**

- 2004
- ≈$880,000
- ≈(excluding QUALCOMM support)

- 60 companies served by the EMC
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- Social Entrepreneur Program (20 organizations/year)
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SDSU Entrepreneurial Management Center 2004 (After QUALCOMM gift)

Board of Advisors (annual giving program launched)

Faculty Programs
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Corporate Entrepreneurship & Life Sciences Entrepreneurship

EMC Staffing (6 FTE)

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Initiative for Social Enterprise Development

- Expansion of QC EMC social entrepreneur intern program ($43K)
- Partnership with SDSVP
  - Internship program
  - Education (venture philanthropy)
- Executive development: distance learning modules

Faculty Programs

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EMC & CBA partnering with College of Sciences on NSF grant proposal to support joint Ph.D./MBA life sciences program. First round proposal accepted; drafting final proposal.
SDSU Alumni Chapter (now 3rd largest)
- Quarterly roundtable (coaching) events
- Bi-annual “Bookmark This” events featuring well-known business authors, e.g. Howard Stevenson (Harvard Business School)

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LAUNCHED 3-04

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QUALCOMM Research Grants

2004

SDSU Entrepreneurial Management Center

5 programs served

Community (to link service providers, etc.)

60 companies served by the EMC

Launching 3-04
- Serving growth needs of closely-held & family businesses
- Two Forum events held in 2004
- Recruited 12 financial sponsors
- Members being recruited at $2,500/year
- Affinity groups being formed

SDSU Entrepreneurial Management Center 2004 (After QUALCOMM gift)

Board of Advisors (annual giving program launched)

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2004
EMC faculty-student teams paid to perform market studies that assess commercializability of funded CCAT clients. Studies have been instrumental in identifying strategic partners.
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3 new programs

2004
- Federally funded Middle East Entrepreneur Training program with Beyster Institute (Rady School – UCSD)
- Will train 4 groups of ME executives, managers • emphasis – women
- Renewable for 2 additional years

Board of Advisors (annual giving program launched)
The Acknowledged Leader

Today, the EMC is a strong sphere of influence supporting a thriving entrepreneurial business climate in San Diego by providing education, research and key resources to the entrepreneurial community.
AWARDS & RECOGNITION

- US News & World Report
- Success Magazine
- Entrepreneur Magazine
- T-Sector Excellence in Teaching Award
- Ernst & Young Entrepreneur of the Year Award – Supporters of Entrepreneurship
- U.S. Association for Small Business & Entrepreneurship – Model MBA Program
- NASDAQ Center of Entrepreneurial Excellence

THANK YOU QUALCOMM!