ACTION ITEM:

Request to Establish the North Carolina Entrepreneurship Center at The University of North Carolina Greensboro (NCEC @UNCG)

BACKGROUND INFORMATION:

UNCG has made significant strides in the last two years in raising awareness of entrepreneurship across campus and supporting the development of cross-disciplinary courses in entrepreneurship through its Building Entrepreneurial Learning for Life (BELL) initiatives. The North Carolina Entrepreneurship Center at The University of North Carolina Greensboro (NCEC @UNCG) will build on this established internal, cross-disciplinary entrepreneurship foundation to form partnerships with the external community. The mission is to inspire and educate entrepreneurs, to help them start and grow their businesses, and to serve as a catalyst for the creation of sustainable and globally competitive enterprises in the Piedmont Triad, North Carolina, and beyond. We will accomplish this by promoting entrepreneurship across the campus and in the community through public service and community engagement, education, and research.

RECOMMENDED ACTION:

It is recommended that the Board of Trustees of The University of North Carolina at Greensboro approve the establishment of the North Carolina Entrepreneurship Center at The University of North Carolina Greensboro (NCEC @UNCG).

David H. Perrin
Provost and Vice Chancellor for Academic Affairs
Form A
Request to ESTABLISH an Institutional Center or Institute

Within two years of receipt of permission to plan, the proposed center/institute must submit a request to establish as indicated below. Submit three copies of all materials to the Associate Provost for Research and Public/Private Sector Partnerships, Provost’s Office, 201 Mossman, Campus.

Contact Information:

Name: Dr. Dianne H. B. Welsh
Title: Charles Hayes Distinguished Professor of Entrepreneurship
Campus Address: 328 Bryan Building
Campus Telephone: 256-8507
FAX number: 336-256-8595
E-Mail address: dhwelsh@uncg.edu or Dianne_Welsh@uncg.edu

Other contact names and email addresses:

Name: Dr. James K. Weeks
Title: Dean, Bryan School of Business and Economics
Campus Address: 401 Bryan Building
Campus Telephone: 336-334-5338
FAX number: 336-334-4044
E-Mail address: Jim_Weeks@uncg.edu

Name: Dr. Timothy D. Johnston
Title: Dean, College of Arts and Sciences
Campus Address: 105 Foust Building
Campus Telephone: 336-334-5607
FAX number: 336-334-4260
E-Mail address: Johnston@uncg.edu

Name: Dr. Rosemary C. Wander
Title: Associate Provost for Research and Public/Private Sector Partnerships
Campus Address: 1601 Moore Humanities Building
Campus Telephone: 336-334-4623
FAX number: 336-3140
E-Mail address: rcwander@uncg.edu
I. General Information

**Proposed Name of Center/Institute:**

North Carolina Entrepreneurship Center at The University of North Carolina Greensboro (NCEC @UNCG)

**Date Approval to Plan granted (attach copy of approval letter):**

- Organizational structure
  - Center
  - Institute

- **Proposed Status**
  - Institutional (UNCG campus only). Complete this form.
  - Inter-Institutional (involves more than one UNC system campus)

STOP: If you checked “Inter-Institutional,” you must follow a different procedure to gain Office of the President approval to plan for and establish a center/institute. Contact the Associate Provost for Research and Public/Private Sector Partnerships, at 256-0429 for more information.

- **Type of Center / Institute**
  - Research (Secondary)
  - Public Service/Community Engagement (Primary)
  - Instructional (Secondary)

- Membership [will receive substantial portion of funding from membership fees paid by corporate or other private/governmental entity]

II. State the proposed mission of the center or institute.

Our mission is to inspire and educate entrepreneurs, to help them start and grow their businesses, and to serve as a catalyst for the creation of sustainable and globally competitive enterprises in the Piedmont Triad, North Carolina, and beyond.

We will accomplish this by promoting entrepreneurship across the campus and in the community through public service and community engagement, education, and research.

III. Explain how the proposed name of the center or institute accurately reflects the scope of the mission of the center or institute.

The name of the Center reflects its mission as a promoter and catalyst of entrepreneurship that draws on the wide range of expertise at UNCG, both in business and in academic disciplines beyond business school disciplines, to develop enterprises representing the diversity of commercial and non-profit sectors represented across the State of North Carolina. The Center will benefit especially from a collaborative, campus-wide approach
to entrepreneurship already evident in the success of the Building Entrepreneurial Learning for Life (BELL) program, which makes it unique among entrepreneurship centers in North Carolina.

IV. Describe the relevance of the mission of the proposed Center / Institute to the UNCG mission, including any impact upon the existing academic departments, school, centers, and institutes.

The Center’s mission supports a key element of UNCG’s mission in the 2009-2014 Plan: to be “A source of innovation and leadership meeting social, economic, and environmental challenges in the Piedmont Triad, North Carolina, and beyond.” It is a university-wide, cross-disciplinary Center focusing on engagement of students, faculty and staff with for-profit and not-for-profit organizations and entrepreneurs to advance the economic development of the region and to prepare individuals for meaningful lives in the Triad, North Carolina, and beyond.

UNCG has made significant strides in the last two years in raising awareness of entrepreneurship across campus and supporting the development of cross-disciplinary courses in entrepreneurship through its Building Entrepreneurial Learning for Life (BELL) initiatives. Sharing entrepreneurship across campus and with the community will further increase the knowledge base in specific areas of interest and promote the development of an “entrepreneurial mindset.” The Center will build on this established internal, cross-disciplinary entrepreneurship foundation to form partnerships with the external community. The Center will collaborate with other universities and economic development entities across the state to enhance existing business competitiveness and to create new sustainable globally competitive businesses. A Center will bring all these efforts together and take them to the next level of achievement so there is a cohesive, strategic direction to our overall entrepreneurship initiatives.

V. Provide a vision statement for the proposed center/institute.

To be the premier university-wide, cross-disciplinary, collaborative entrepreneurship center in the State of North Carolina by 2014. We will build collaborations with multiple agencies and organizations, including other entrepreneurship centers, organizations, and economic development agencies.

VI. Provide a five-year list of the specific goals of the proposed center/institute.

The goals of the Center will be (1) to develop new kinds of learning, and (2) to build capacity of local institutions and engage the community with a particular emphasis in seven targeted cross-disciplinary areas: creative industries, family business, franchising, health care entrepreneurship, international entrepreneurship, social entrepreneurship, and technology entrepreneurship.
Develop New Kinds of Learning

1. Build a cross-disciplinary early-stage of “bridge” incubator to start and develop businesses (including not-for-profits) that will create opportunities for our campus and impact economic development through job creation and growth in the seven targeted areas. We would tie this to the Nussbaum Center for Entrepreneurship where the business would graduate to or to another location.

2. Organize internal events that infuse the entrepreneurial spirit and accomplishments into the curriculum, as well as promote strategic economic and entrepreneurship initiatives on campus as outlined in the UNC Tomorrow reports.

3. Continue the development and expansion of entrepreneurship student groups, such as CEO (Collegiate Entrepreneurs’ Organization) and the unique Campus Entrepreneurs’ Program offering the establishment of student-owned and operating businesses on campus, including students from the seven targeted areas.

4. Encourage student participation in competitions and programs, including business plan competitions that promote our cross-disciplinary character.

5. Develop selected non-credit entrepreneurship certificate programs to meet the needs not currently provided by other organizations, such as entrepreneurship in the arts and distance learning courses.

Build Capacity of Local Institutions and Engage the Community

1. Develop entrepreneurship internship programs that fulfill the capstone course requirement in the seven targeted areas.

2. Develop entrepreneurship mentoring programs in each of the seven targeted areas.

3. Develop successful external outreach activities, such as a Speaker’s Bureau, for the seven targeted areas.

4. Develop fully supportive and functioning advisory boards and committees to support the Center.

5. Develop services and programs, such as fee-based consultancy to businesses and organizations, joint marketing opportunities and open enrollment and customized non-credit educational and training programs.

6. Develop alliances with internal centers and entities, such as the Gateway University Research Park, the Joint School of Nanoscience and Nanoengineering, and the Center for New North Carolinians, among others.
7. Enhance and expand existing relationships with community organizations, such as the Nussbaum Center for Entrepreneurship, the Greensboro Partnership, Piedmont Triad Partnership (PTP), the Entrepreneurial Action Team (EAT), and the United Arts Council. Develop new alliances with other community organizations, such as the Center of Innovation in the Nanobiosciences (COIN).

8. Develop alliances with domestic and international entrepreneurship centers and organizations, such as the Global Consortium of Entrepreneurship Center Directors’ Association (GCEC), National Consortium of Inventors and Innovators Alliance (NCIIA), and the European Family Business Center at the European Business School in Oestrich-Winkel, Germany.

VII. Describe how productivity will be evaluated.

For each of the major goals, Attachment 1 lists the Center activities, outcomes of those activities, activity and outcomes measures, and data collection methods that will be used to evaluate Center productivity and effectiveness. Using the first activity, Campus Incubator, as an example: the number of applicants to the incubator and number accepted would be measures of the activity productivity; the number of companies graduated would be a measure of short term outcomes productivity; and, the number of jobs created and the cost of each job created would be measures of longer term outcomes productivity. For each activity, we have specified how the data will be collected, such as incubator surveys for the example above.

VIII. If relationships with the external community are a part of the vision of the proposed Center/Institute, describe how this will occur and how its effectiveness will be measured.

Relationships with the external community will occur in numerous ways. Listed below are examples along with measures of their effectiveness.

- Plans are in place to have instructional for-credit and not-for-credit education and training courses and programs across the seven targeted cross-disciplinary areas for entrepreneurship in the Piedmont Triad Region and the State of North Carolina. Delivery modes will include face-to-face classes both on and off campus, as well as online courses. Successful entrepreneurs will mentor students. Effectiveness will be measured by the number of courses and number of students successfully completing the courses.
- Internships will accelerate the development of job-ready graduates while providing valuable assistance to emerging, start-up, and established companies. Effectiveness will be measured by the number of internships, a survey of the intern’s satisfaction with and learning from the experience, and a survey of the satisfaction of the business where the internship occurs.
- Students, working with faculty and consultants that will work on a contract basis as needed from the community, will partner with local businesses and individuals in writing business plans, strategic thinking, marketing, technology, supply chain management accounting and financial planning, and other business function needs. Having the
students work with experienced individuals would assure that they have sufficient entrepreneurship knowledge to meet the demands of a changing business environment. Effectiveness will be measured by number of such partners, the number of projects with the partners, and a survey of the partners’ satisfaction and perception of impact of the projects.

IX. **Provide information about the proposed director.**

The proposed director of the Center is Dianne H.B. Welsh, Ph.D. Dr. Welsh has served successfully as Director of two previous start-up center operations: The Muldoon Center for Entrepreneurship at John Carroll University and the Entrepreneurship Center at The University of Tampa. She has served on the Executive Board of the Global Consortium of Entrepreneurship Centers Directors’ Association since 2002 and was a Presidential Appointee to the Board of Visitors of the U.S. Air Force Academy. She is Past President of the U.S. Association for Small Business and Entrepreneurship (USASBE), and served on the Executive Committee of the Entrepreneurship Division of the Academy of Management (premier organization in the field) for the past twelve years. She has won numerous awards and honors, including most recently the Showcase Award and the Best of the Best New Program Award from the Small Business Institute (SBI). At UNCG, she is Chair of the Curriculum Committee of BELL (Building Entrepreneurial Learning for Life), and serves on the BELL Advisory Board, the BELL Entrepreneurial Innovation in the Arts Committee, and the BELL Social Entrepreneurship Committee. She assisted with the Kauffman Foundation’s Entrepreneurship Week at UNCG in November 2008. She is a Certified Family Business Counselor from the Family Firm Institute (FFI), a Certified Senior Professional in Human Resources from the Society for Human Resource Management (SHRM), and a Registered Parliamentarian from the National Association of Parliamentarians. She also held a Small Business Counselor Certificate from the Small Business Institute for many years. These certifications will be useful in her role as Director of the Entrepreneurship Center.

X. **Describe any proposed advisory or policy boards.**

An external Entrepreneurship Center Advisory Board will be appointed by the Chancellor on behalf of the Board of Trustees as outlined in the Administrative Guidelines for the Appointment of Advisory Boards. The external advisory board will be drawn from successful entrepreneurs, leaders, and alumni who have contributed in a special way to the economic development of our state. They will contribute to the Center’s success through their vision, passion, experience, and financial and intellectual commitments. They will actively promote, advise, and support the Center in its activities to the community and the State of North Carolina.

An internal advisory board/committee will be appointed that is representative of the campus-wide nature of the entrepreneurship program by drawing from all of UNCG’s academic units and other programs and centers from across campus that complement the mission of the Center. The role of the Internal Advisory Board is to play an active role in promoting and insuring that the Center goals and activities are accomplished across
campus and to assist in the further development of Entrepreneurship programs across campus.

XI. Attach the proposed center/institute’s organizational chart. Clearly explain, on the chart or in written form, the relationship of the center or institute to any academic units.

The Center Organizational Chart is shown in Attachment 2. It shows the relationship among the Associate Provost for Research & Public/Private Partnerships who oversees university-wide Centers at UNCG, the Center Director, who reports directly to the Associate Provost for Research & Public/Private Partnerships, and the Operations Director, who reports directly to the Center Director. The Center Director is advised by separate Internal and External Advisory Boards.

XII. Supply budget estimates for the first year of operation, projections for the following four years, and anticipated sources of funding. Justify items included on the budget.

Projected sources and uses of funds from Academic Year 2009-2010 thru Academic Year 2013-2014 in 2008 dollars are outlined in detail in Attachment 3. The spreadsheet includes the sources of funds, uses of funds, and detailed footnotes on relevant line items. Sources of funds include endowments, grants/sponsorships, tuition from non-credit educational programs, contributions from the board members, and contributory funding from the Chancellor/Provost offices.

The funding requested from the Chancellor (discretionary) and from the Provost (temporary salary reserves--TSRs) for 2009-10 is for the same amount committed the past two years to support campus-wide entrepreneurship initiatives. The requested amount declines to no support by 2013-14. However, the funding requested for the Center includes state funded positions (from future expansion budgets) for an EPA Operations Director and a SPA Administrative Assistant by 2012-13. The state funded position support by 2013-14 is projected to be less than twenty-six (26) percent of the total projected sources of funds. The funding model shifts from being primarily funded by university funds (current designated gift, Chancellor’s discretionary, and Provost’s TSRs) in early years to being primarily funded from external sources by 2013-14. The projected amounts for these sources are modest compared to the findings of a national study on entrepreneurship centers. However, the proposed center must be a priority for development and fund raising for this funding model to be viable.

The funds are primarily (roughly sixty to seventy percent over the five years) used for center personnel salaries and for stipends to faculty fellows and scholars, student interns, and executive(s) in residence. These are the individuals who will carry out the Center activities. The Operations Director will be half-time until sufficient funding is available (projected to be 2012-13) for this position to become full time. Operating costs are projected after the start-up 2009-10 year to be in the five (5) to eight (8) percent range. The remainder of the uses will be for program activities.
XIII. Explain immediate space needs and project space needs for the next five years.

Initially, 1000 square feet are needed for the North Carolina Entrepreneurship Center. Currently, there is a suite vacant on the 4th floor of the Bryan School of Business and Economics that could be utilized for the Center. The suite provides office space for the Center Director, the Operations Director, interns, visiting faculty, entrepreneurs, and community mentors; space for files; and a receptionist area. An office next to the Center will be provided for CEO (Collegiate Entrepreneurs’ Organization) and any other student entrepreneurship organizations that may evolve to facilitate interaction between the Center and students.

XIV. Describe how a website will be maintained.

The Center website will be created and maintained by Bryan School of Business and Economics IT Services initially. It is anticipated that by year 3 the Center will maintain the website.

Submitted by: Timothy D. Johnston
Title: Dean, College of Arts and Sciences
Signature: 
Date: 4/2/09

APPROVALS:

Dean _______________________________ 4/2/09

Associate Provost for Research and Public/Private Sector Partnerships _______________________________ 4/2/09

Provost and Vice Chancellor for Academic Affairs _______________________________ 

Chancellor _______________________________ 

Chair, UNCG Board of Trustees _______________________________ 

Request to ESTABLISH the North Carolina Entrepreneurship Center at UNCG 4/2/09
### North Carolina Entrepreneurship Center at UNCG (NCEC) Productivity Measures

<table>
<thead>
<tr>
<th>Center Activities</th>
<th>Activities Measures</th>
<th>Outcomes</th>
<th>Outcomes Measures</th>
<th>Data Collection Method</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Campus “Bridge” Incubator</strong></td>
<td>Number of applicants to the incubator and number accepted</td>
<td>Student experiential learning; Jobs created; Companies graduated</td>
<td>Student satisfaction/ perception of experience; Number of start-up businesses in incubator, companies graduated, and jobs created; Cost of each job created</td>
<td>Annual activity reports, Incubator surveys</td>
</tr>
<tr>
<td><strong>2. Internal Events</strong></td>
<td>Number of events, speeches, guest speakers, etc.</td>
<td>Attendance at events; Education/Learning by attendees</td>
<td>Attendees satisfaction/ perception of learning experience</td>
<td>Annual activity reports, Specific online surveys and faculty reports</td>
</tr>
<tr>
<td><strong>3. Entrepreneurship Student Groups</strong></td>
<td>Numbers of students in organizations and participation in the annual conference; Number of student projects</td>
<td>Student experiential learning</td>
<td>Student satisfaction/ perception of learning experience; Evaluation of student groups’ overall performance and demonstrated skills</td>
<td>Annual activity reports, Online surveys of students</td>
</tr>
<tr>
<td><strong>4. Business Plan Competitions</strong></td>
<td>Number of students competing and business plans submitted; Number of community coaches and judges</td>
<td>Student experiential learning; Fundable business plans</td>
<td>Student satisfaction/ perception of learning experience; Overall performance and demonstrated skills: Evaluation of number of fundable business plans; Number of businesses launched</td>
<td>Annual activity reports, Online surveys of students</td>
</tr>
<tr>
<td><strong>5. Non-credit Entrepreneurship Certificate Programs</strong></td>
<td>Number of programs and participants</td>
<td>Student learning; Referrals from past participants</td>
<td>Participant satisfaction/ perception of learning experience; Number of referrals from past participants; Growth in programs and revenues generated</td>
<td>Annual activity reports, End-of-program surveys</td>
</tr>
<tr>
<td>Build Capacity of Local Institutions and Engage the Community</td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>---------------------------------------------------------------</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>1. Internship programs</strong></td>
<td>Number and growth of internships and organizations using interns</td>
<td>Student experiential learning; Value-added to firms, and Jobs for interns</td>
<td>Student satisfaction/perception of experience; Number of interns getting jobs at internship site firms; Client satisfaction/perception of Value-added</td>
<td>Annual activity reports, Online surveys</td>
</tr>
<tr>
<td><strong>2. Mentoring programs</strong></td>
<td>Number of mentors and students; extent of mentoring</td>
<td>Experiential learning for students; Enhanced relationships, among mentors, students, and university</td>
<td>Student satisfaction/perception of experience; Mentor satisfaction/perception of experience</td>
<td>Annual activity reports, Online surveys</td>
</tr>
<tr>
<td><strong>3. External outreach activities</strong></td>
<td>Number of activities (speeches, interviews, etc.)</td>
<td>Educational value-added for client</td>
<td>Client satisfaction/perception of value-added;</td>
<td>Annual activity reports, Online surveys</td>
</tr>
<tr>
<td><strong>4. Advisory boards and committees</strong></td>
<td>Number of meetings and members attending</td>
<td>Advice, assistance, and engagement of VIPs with NCEC</td>
<td>Advisors' satisfaction/perception of value-added; Actions taken based on advice; Number of incidences of Advisors' providing assistance; Dollars raised</td>
<td>Annual activity reports, Online surveys</td>
</tr>
<tr>
<td><strong>5. Services, such as fee-based consultancy to businesses, joint marketing opportunities, and non-credit educational and training programs</strong></td>
<td>Number of incidences and number of different clients/partners</td>
<td>Value-added applied research/contracted studies</td>
<td>Clients' satisfaction/perception of value-added; Number of repeat clients and referrals; Program fees and Contract dollars</td>
<td>Annual activity reports, Online surveys</td>
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<tr>
<td><strong>6. Alliances with UNCG centers and entities, community organizations, and domestic and international entrepreneurship centers and organizations</strong></td>
<td>Number of collaboration agreements and engagements</td>
<td>Events/activities and value-added through collaborative alliances</td>
<td>Number of events/activities; Alliance partners satisfaction/perception of value-added; Contract dollars; Number of jobs created</td>
<td>Annual activity reports, Online surveys</td>
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</table>
Attachment 2
North Carolina Entrepreneurship Center at UNCG
Organizational Chart
## North Carolina Entrepreneurship Center at UNCG: Projected Sources and Uses of Funds

**AY 2009-10 thru AY 2013-14 (in 2008 dollars)--2-27-09**

### SOURCES OF FUNDS

<table>
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<tr>
<th></th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
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<td><strong>Endowments</strong></td>
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<td><strong>Grants/Sponsorships</strong></td>
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<td><strong>Educational Programs--Campus</strong></td>
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<td>30,000</td>
<td>40,000</td>
<td>50,000</td>
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<tr>
<td><strong>Educational Programs--distance learning</strong></td>
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<td>25,000</td>
<td>30,000</td>
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<td><strong>Start-up royalties</strong></td>
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<tr>
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<td>18,000</td>
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<td><strong>&quot;Products&quot; Fees</strong></td>
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<td><strong>Chancellor/Provost</strong></td>
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<td><strong>Discretionary</strong></td>
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<td><strong>TSRs</strong></td>
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<td><strong>SPA</strong></td>
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<td><strong>Subtotal</strong></td>
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<td><strong>TOTAL SOURCES</strong></td>
<td>275,000</td>
<td>251,901</td>
<td>306,146</td>
<td>497,017</td>
<td>595,733</td>
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</table>

### USES OF FUNDS

#### Personnel:

- **Center Director**: 41,111
- **Operations Director**: 35,000
- **Graduate Assistants**: 7,500
- **Administrative Assistant**: 42,488

**Subtotal**: 126,099

#### Stipends:

- **Fellows and Scholars**: 20,000
- **Tech Transfer Fellow Stipends**: 0
- **Interns**: 10,000
- **Executive(s) in Residence**: 10,000

**Subtotal**: 40,000

#### Programs/Activities:

- **Guest Speakers**: 5,000
- **"Products" (Training, etc.)**: 20,000

**Subtotal**: 25,000
<table>
<thead>
<tr>
<th>Source</th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
</tr>
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<tbody>
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<td>CEO Club</td>
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<td>10,000</td>
<td>15,000</td>
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<td>Business Plan Competition</td>
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<td>Entertainment for VIPs</td>
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<td>Internal Audience Programs</td>
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<td>35,000</td>
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<td><strong>Subtotal</strong></td>
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<td>48,000</td>
<td>63,600</td>
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<td><strong>Operating Costs:</strong></td>
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<td>Equipment and Maintenance</td>
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<td>2,000</td>
<td>2,000</td>
<td>18,000</td>
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<tr>
<td>Communication &amp; Supplies</td>
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<td>Telephone</td>
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<td>Travel</td>
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<td><strong>Contingencies</strong></td>
<td>5,000</td>
<td>5,000</td>
<td>7,500</td>
<td>10,000</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td>50,000</td>
<td>20,000</td>
<td>22,500</td>
<td>25,000</td>
<td>41,000</td>
</tr>
<tr>
<td><strong>TOTAL USES</strong></td>
<td>273,099</td>
<td>248,755</td>
<td>304,218</td>
<td>467,275</td>
<td>550,961</td>
</tr>
</tbody>
</table>

**Footnotes**

1. Endowments of $1M, $2M, and $4M established in 2010-11, 2011-12, and 2012-13, respectively
2. Grants/Sponsorships includes past gift (Cross) balance to provide seed funding for the Center's start up year
3. Assumes $ per student on non-credit basis
4. Assumes no return on first five years
5. $1,000 per year per advisory board member
6. "Products"/Program (Training, etc.) for external audiences worst case scenario will be self-supporting and cash neutral after first year
7. Assumes Chancellor and Provost Offices continue supporting campus-wide entrepreneurship initiative with $80,000 from TSRs and $80,000 from discretionary funds for 2009-10
8. Amount of discretionary and TSR funding declining to $0 by 2013
9. SPA position funded from discretionary budget AY2009/10 thru AY 2011/12; 2% annual salary increases
10. Half-time EPA Operations Director position Fall 2009 till Fall 2012; Full-time starting fall 2012
11. Assumes tenured faculty member appt 1/3rd time release during the AY for Center Director responsibilities
12. Assumes 12 month appt as Center Dir (11/9th of 9 month salary) plus 1 replacement course at $5000 plus 5% raises per annum
13. Half-time 12 month Operations Dir (professionally qualified) 2009 till 2012; Full time state funded fall 2012
14. $7,500 per graduate assistant
15. Assumes SPA position state funding (includes salary and benefits) starting Fall 2012
16. Faculty Stipends @$5,000 each to support Fellows Instructional/Curricula and Scholars Research/Creative Activity development
17. Faculty/Staff/Students Stipends @ $5,000 each to support commercialization of IP
Internships funded @ $10,000 per calendar year

EIR funded from Endowment or Sponsorship(s)

Guest speaker at $5,000 per visit

CEO Club, 1 instructor 5 students to Chicago w/equal funds raised by students 1st two yrs, 10 students 3rd yr, 15 students yr 4 & 5

$3K, $1.5K, & $.5K prizes then double each in 2012

Luncheons for advisory board members/etc.

Internal Audience Programs (no-fee programs for faculty, staff and/or students

Reserves for budget contingencies
March 25, 2007

To: Dave Perrin, Provost and Vice Chancellor for Academic Affairs

From: Rosemary Wander, Associate Provost for Research and Public/Private Sector Partnerships

Re: Permission to Plan Request

I write to request Permission to Plan a UNCG Institute with the working title of the North Carolina Entrepreneurship Center at The University of North Carolina Greensboro (NCEC @UNCG).

Thank you for reviewing and considering this request. If permission is granted, I plan to present the Permission to Establish documents at the April 16, 2009 Board of Trustees meeting.