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### SAVE THE DATE

**UC Spirit of Enterprise Graduate Business Plan Competition**  
February 23 & 24, 2012

\*\*\*\*\*  
**Crosstown Challenge Undergraduate Business Plan Competition**  
Friday  
January 27, 2012

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### Letter from the Executive Director

Hello Everyone,  
Welcome to this special Fall Issue of *E-News & Views*. Students are just emerging from mid-term exams, the rush is on to the end of the quarter, and there is an excitement in the air as the Greater Cincinnati and UC Entrepreneurial ecosystem continues to flourish across the Tri-State and around the world.

Right here at UC, in partnership with internationally acclaimed software producer Cincom Systems, founded by UC Lindner College of Business alum Tom Nies ('82, BS '82, MS '83), the 7th Annual **UC Spirit of Enterprise Graduate Business Plan Competition** will bring the best and brightest student led new venture teams to Cincinnati from across North America. Also in this issue, you can read about the winners of the **2011 Cecil Boatright Business Case Competition**, as Dr. Tom Dalziel continues to lead the undergraduate field case student teams to victory in local and national competitions. Entrepreneurs in our community continue to give back by sharing their experience and expertise in the classroom. The UC entrepreneurial ecosystem goes global as well. I had the honor of delivering the opening keynote at the inaugural **World Entrepreneurship Forum** hosted at Zhejiang University in Hangzhou, China. The UC Entrepreneurship Club hosts a special event in Lindner Hall for **Global Entrepreneurship Week** (see also the **October 2011 Issue of E-News & Views** for information on the **SURGE Entrepreneurial Wave of Growth** hosted by EO Cincinnati).

Of course, you will want to check out the exciting **NEW** competitions featured in "Network Notes." The **Greater Cincinnati Health Foundation** is creating an exciting new forum (**Innov8 for Health**) with a special focus on students generating ideas around solving problems in health care in transition. The **Department of Energy** is sponsoring the inaugural **Clean Energy Student Challenge**, with a \$100,000 first place prize for the best business plans in six regions and the chance to compete in a national Cutoff in Washington, DC in the Spring. Right here at UC, the College of Engineering and Applied Science (CEAS) announced plans to launch a **UC Research Institute** on the historic Edgecliff campus with an emphasis on taking technology from the bench to business. The entrepreneurial ecosystem gives UC student entrepreneurs the opportunity to create, commercialize, and change (the city, the nation, and the world).

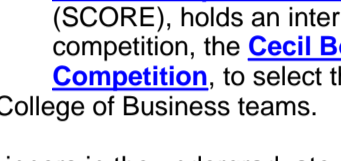
Check out all the great Network Notes. A special congratulations to **Brett Smith**, Lindner College of Business alum (PhD '07), who continues his exceptional leadership of the Institute for Entrepreneurship at Miami University. Under his watch, the Institute was recently named a "Center for Excellence in Cultural and Societal Transformation" by the Ohio Board of Regents. UC alums make a difference. As always, if you have a story idea, please send it to us at [ecenter@uc.edu](mailto:ecenter@uc.edu) and we will follow-up. All the best for continued entrepreneurial success!

*Charles H. Matthews*  
Charles H. Matthews, PhD

### Announcing the 2012 UC Spirit of Enterprise Graduate Business Plan Competition

February 23 - 24, 2012  
Thursday Reception, Team Exhibits, and Tech Check  
Friday Competition and Awards Dinner  
CINCOM Systems, Inc. World Headquarters, Cincinnati, Ohio  
Featuring Cash prizes totaling \$20,000  
\$10,000 Cincom Spirit of Enterprise Champion Award plus an automatic bid to the 2012 Venture Labs Investment Competition® (formerly Moot Corp) held at the University of Texas, Austin  
1st Runner-Up \$3,000 Meridian Spirit Award  
2nd Runner-Up \$2,000 Queen City Angels First Fund Award  
3rd Runner-Up \$1,000 Award for Best Exhibit  
Additional cash prizes will be awarded to the top team in the Taxi/Limo Round (Limos provided by Big Joe's Limos)  
Best Technology Plan sponsored by Fort Washington Capital Partners  
Key Dates for the 2012 UC Spirit of Enterprise Competition  
December 16, 2011 Intent to Compete Form Due  
January 20, 2012 Official Business Plan Submission Form Due  
January 23, 2012 2-Page Business Plan Summary Due  
January 27, 2012 10 copies of Final Plan Due

[For more information, click here](#)



### 2011 Cecil Boatright Competition Results

Each year the Center for Entrepreneurship Education & Research, in conjunction with the **Service Corps of Retired Executives (SCORE)**, holds an internal best field case competition, the **Cecil Boatright Business Plan Competition**, to select the top field cases completed by Lindner College of Business teams.

The First Place 2011 winners in the undergraduate competition were Midwest Furniture, with team members James Bell, Elizabeth Hamburg and Bryan Wolf. Daella's Food Company Ltd. won second place, their team members included Chris Foti, Paulos Ghebre-Ab, Jennifer Hacker, and James Willis. Healthcare Online took third place in the competition. Congratulations to team members Justin Brinkman, Rosalie Giesel, Olivia Mast, and Krista Streckfuss.

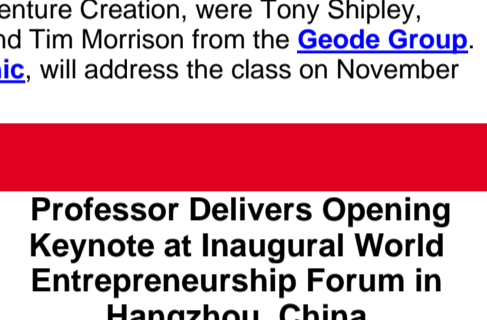
Professor Tom Dalziel commented, "I am delighted to see the work of these fine students recognized by SCORE in this year's Cecil Boatright Competition. They did a great job providing detailed reports and recommendations that have already contributed to the growth and success of their clients' businesses. We are very proud of our students' achievements and welcome continued opportunities to help local businesses and entrepreneurs."

The competition is funded, in part, by the generosity of the SCORE Foundation and named for the late Cecil Boatright, Manager of the Cincinnati Branch of the U.S. Small Business Administration.

To see a list of past winners, [click here](#)

### UC Alums Offer Expertise to Entrepreneurship Majors

The **Center for Entrepreneurship Education & Research** continues to benefit from the generosity of entrepreneurs in the community willing to give back in the classroom. Below are some of the recent guest speakers who have shared their experience and expertise with our students.



Rob Lesan, **Keating Muething & Klekamp PLL**, was a guest speaker in Professor Tom Dalziel's undergraduate Entrepreneurship: New Venture Creation class. Chris Drenzi, Capacity Energy Solutions, also spoke to undergraduate students at the college.

Professor Dalziel commented, "We at the Carl H. Lindner College of Business are very grateful for our ongoing collaboration with attorneys, CPAs, bankers, and investors from Cincinnati and the surrounding areas whose insights support our efforts to build Ohio's next generation of entrepreneurs."

Recent guest speakers in Professor Charles H. Matthews' graduate course, Entrepreneurship New Venture Creation, were Tony Shipley, **Queen City Angels** and Chris and Tim Morrison from the **Geode Group**. Amy Scalia, founder of **Cincy Chig**, will address the class on November 14.

### Professor Delivers Opening Keynote at Inaugural World Entrepreneurship Forum in Hangzhou, China

Dr. Charles H. Matthews, Professor and Executive Director of the Center for Entrepreneurship Education & Research at the University of Cincinnati, was honored to deliver the opening keynote address of the First World Zhejiang Entrepreneurship Conference Forum on Global Entrepreneurship, Transition, and Advancement. The forum was held on October 24, 2011, at Zhejiang University in Hangzhou, China. The title of Dr. Matthews' address was "Global Entrepreneurship: The Role of Innovation Transformation."

For the complete story, [click here](#)

### Entrepreneurship Club Hosting Guest Speaker

On Wednesday, November 2, the **Entrepreneurship Club** will host Bob Deck, entrepreneur and founder of 4EG, a company that acquires, develops and manages a wide range of restaurants/bars in the Cincinnati and Northern Kentucky area. Their holdings currently include Mt. Adams Pavilion, aliveOne, The Stand, and The Sandbar, among others.



The meeting will take place in Room 537, Carl H. Lindner College of Business from 6:00 p.m. to 7:30 p.m.

## NETWORK NOTES

Notes of Interest from the Greater Cincinnati Entrepreneurship Community

### Innov8 for Health's Idea Expo 2011

The Greater Cincinnati Health Foundation is developing an innovative platform called Innov8 for Health. The Innov8 for Health's Idea Expo 2011 will showcase great ideas around solving the health care challenge of transitions in care. The Expo will be held at the GE Aviation Learning Center on December 2 from 3:00 to 8:00 p.m.

Submit ideas for the Idea Expo from November 2 to November 18, 2011 online at [www.innov8forhealth.com](http://www.innov8forhealth.com).

Innov8 for Health is a community wide effort to develop a health innovation hub for improving health, attracting and retaining top talent, and creating jobs. Innov8 for Health is designed as a private-public partnership between the Greater Cincinnati Universities, Start-Ups/Entrepreneurs, Employers, Investment Firms, and Health and Healthcare experts.

This is strictly an Idea Expo, not a business plan competition.

For more information, [click here](#)

## CLEAN ENERGY TRUST

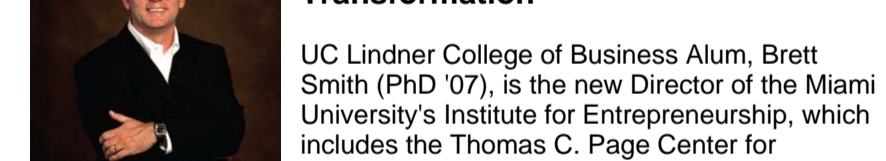
### Inaugural Clean Energy Student Challenge Set for 2012

The Clean Energy Student Challenge is a first-in-class business competition for student-run clean energy start-ups. This inaugural 2012 Student Challenge will award \$100,000 to the winning team March 1, 2012 in Chicago.

Resources are available to help student entrepreneurs build teams, find technologies and refine their ideas. Finalist teams will receive coaching to prepare for the two-stage competition in Chicago.

The winner of the Student Challenge will represent the Midwest at the U.S. Department of Energy's national competition in Washington.

For more information, [click here](#)



### Springboard to Success

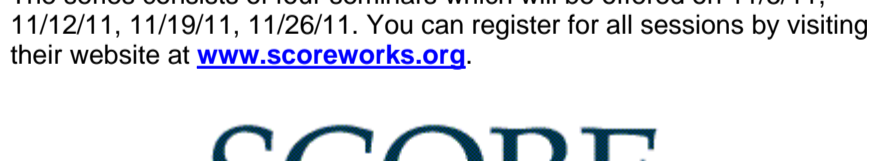
#### Calling Artists, Artisans and Creative Entrepreneurs!

**ArtWorks** is again thrilled to offer **SpringBoard**, its business planning and development program for artists, artisans and creative entrepreneurs targeting sustainability in small business. SpringBoard offers entrepreneurs a variety of resources to achieve their artistic and economic goals by creating a unique and collaborative learning environment.

Through an 8 week course convening 3 hours each week, creatives will build a comprehensive business plan and learn valuable marketing and financing management skills. Access to resources and an opportunity to develop relationships with other entrepreneurs and company partners will set these small businesses up for success.

The classes take place each Wednesday from 6:00 - 9:00 p.m. for 8 weeks, beginning January 11 and ending February 29. Registration will open on November 14 and will close December 2, 2011.

For more information, [click here](#)



### UC Drives Technology and Innovation

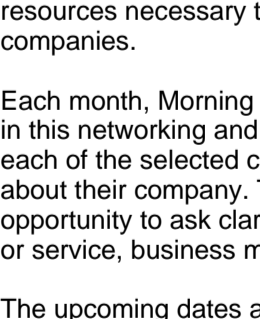
University of Cincinnati College of Engineering and Applied Science announced the development of the UC Research Institute. CEAS Dean Carlo Montemagno is leading the effort to remove the wall between discoveries at universities and development of new businesses.



For the complete story, [click here](#)

### A TEACHER FOR OUR TIME

#### UC Alum Leads Ohio Center for Excellence in Cultural and Societal Transformation

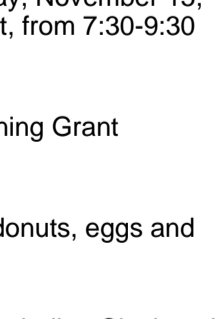


UC Lindner College of Business Alum, Brett Smith (PhD '07), is the new Director of the Miami University's Institute for Entrepreneurship, which includes the Thomas C. Page Center for Entrepreneurial Studies, and the Center for Social Entrepreneurship. Under his leadership, the institute was recently named a "Center for Excellence in Cultural and Societal Transformation" by the Ohio Board of Regents.

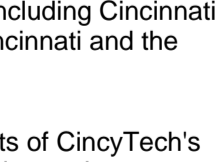
For the complete story, [click here](#)

### Small Business Seminar Offered in Cincinnati by Senator Sherrod Brown and the U.S. Small Business Administration

Senator Sherrod Brown, in partnership with the U.S. Small Business Administration, recently announced small business seminars in Cincinnati (Blue Ash) and Wilmington on November 15, 2011. If you are a small business and want to learn more about federal resources available to you, join members of Senator Brown's staff, the Small Business Administration (SBA), the Internal Revenue Service (IRS), and the U.S. Department of Agriculture (USDA) at the seminar.



For more information or to RSVP, please call 216-522-7272 or email [Brown\\_RSVP@brown.senate.gov](mailto:Brown_RSVP@brown.senate.gov)



### SCORE Offers Valuable Seminars for Local Entrepreneurs

SCORE is offering a series of four seminars aimed at helping the future entrepreneur develop a plan to start a successful business. The series will combine class room instruction with hands on work to develop your own plan for success.

The series consists of four seminars which will be offered on 11/5/11, 11/12/11, 11/19/11, 11/26/11. You can register for all sessions by visiting their website at [www.scoreworks.org](http://www.scoreworks.org).



### Brandyery Demo Day

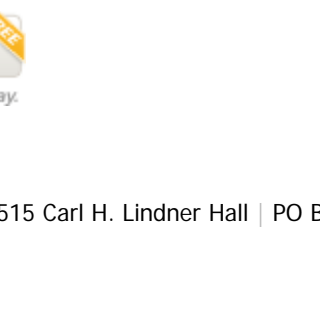
Eight companies launched their business at the **Brandyery Demo Day** on Tuesday, October 25, 2011. The Brandyery, a startup accelerator that offers a handful of startups a 12-week program that includes \$20K in financing as well as access to their partners, mentors and other resources, launched its most recent class of startups.

These eight companies pitched their ventures to investors, angel investors, venture capitalists, and the press.

For the complete story, [click here](#)

### Morning Mentoring Program

Morning Mentoring is a collaborative effort between C-Cap and the Hamilton County Business Center and is a resource hub designed to link entrepreneurs with angel investors and the other resources necessary to create successful growth companies.



Each month, Morning Mentoring is looking for four companies to participate in this networking and mentoring session. The format of the event allows each of the selected companies to make a 5-minute overview presentation about their company. The angels and professional advisors then have the opportunity to ask clarifying questions about the company's market, product or service, business model, stage of development, management team, etc.

The upcoming dates are November 4 and December 1.

For more information, [click here](#)

### CincyTech Annual Big Breakfast Meeting & Cincinnati Startup Showcase

**CincyTech** will hold its 2011 Annual Meeting on Tuesday, November 15, at Duke Energy Convention Center. The breakfast event, from 7:30-9:30 a.m., will include:  
A Startup Expo featuring CincyTech portfolio and Imaging Grant companies, from 7:30-8:30 a.m.  
A hot breakfast with Duke Energy's signature pumpkin donuts, eggs and bacon, and great coffee!

Networking opportunities with key CincyTech partners including Cincinnati Children's Hospital Medical Center, the University of Cincinnati and the Cincinnati USA Regional Chamber.

A program from 8:30-9:30 a.m. showcasing the highlights of CincyTech's investment activity to date and featuring CincyTech Chairman James Anderson.

Questions? Please contact Carolyn Pione Micheli, [cpione@cincytechusa.com](mailto:cpione@cincytechusa.com) or 513-263-2728

### US Small Business Administration Offers Marketing & Business Fair

**SBA** "Leveling the Playing Field Marketing & Business Fair: Building Blocks to Branding and Growing Your Emerging Enterprise," will take place on November 16, 2011 from 8:30 a.m. to 1:30 p.m. at the Appalachian Gateway Center, Southern State Community College South Campus.

The US Small Business Administration and the Southern State Community College Enterprise Center are sponsoring this workshop to promote small business expansion.

Registration for the Marketing & Business Fair is \$35.00 or \$45.00 at the door. For information or to register, call 513-407-0208.

For more information, [click here](#)

### GCVA November Meeting

The next Greater Cincinnati Venture Association event is coming up on Wednesday, November 30, 2011. The lunch will feature a panel led by Laura Baverman of *The Cincinnati Enquirer*, a panel of experts on the Cincinnati entrepreneurial ecosystem, and two company pitches.

For more information, or to register, [click here](#)



**E-Center Staff**  
Dr. Charles H. Matthews, Executive Director  
Sherry Hetzer, Assistant Director

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