

John Pappajohn Entrepreneurial Center at the
University of Iowa (Iowa JPEC)

Accelerating Entrepreneurship and Economic Development

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Iowa JPEC Overview

John Pappajohn Entrepreneurial Center

Academic Programs

Student and Faculty Ventures

Community Entrepreneurship Training and Support

Affiliated Centers and Institutes

Small Business Development Center

Jacobson Institute for Youth Entrepreneurship

Institute for International Business

Iowa JPEC Overview

The John Pappajohn Entrepreneurial Center is a hub for entrepreneurship education and outreach at the University of Iowa.

- Campus-wide undergraduate and graduate academic programs
- Venture acceleration programs for students, faculty/staff, and community-based startup businesses
- Strategic business consulting, mentorship, internship, and placement programs that connect university students with state of Iowa companies
- A key partner in the state of Iowa's entrepreneurial ecosystem and supporter of economic development



Academic Program Highlights

Campus-wide Academic Programs

- 4,304 students from 89 different undergraduate majors completed an entrepreneurship course in FY 22
- B.A. in Enterprise Leadership in the College of Liberal Arts & Sciences is one of the largest majors in that college
- 309 students completed business consulting projects or internships for Iowa businesses
- **Every** entrepreneurship undergraduate student will now be required to complete a real-world project as part of their major degree requirements



Academic Programs:

- BBA in Management – Entrepreneurial Mgmt. Track
- B.A. in Enterprise Leadership
- Certificate in Entrepreneurial Management (campus-wide)
- Technological Entrepreneurship Certificate (engineering)
- Certificate in Innovation (new master's program)

Student Co-curricular Programs

- Entrepreneurial Leadership Academy
- Commercializing Technology Academy
- Alumni/Student Mentor Program
- Professional Internships
- Student/Faculty Strategic Business Consulting
- International Business Consulting
- Okoboji Entrepreneurial Institute
- Multiple Student Organizations
- Specialty Workshops/Seminars
- Speaker Series

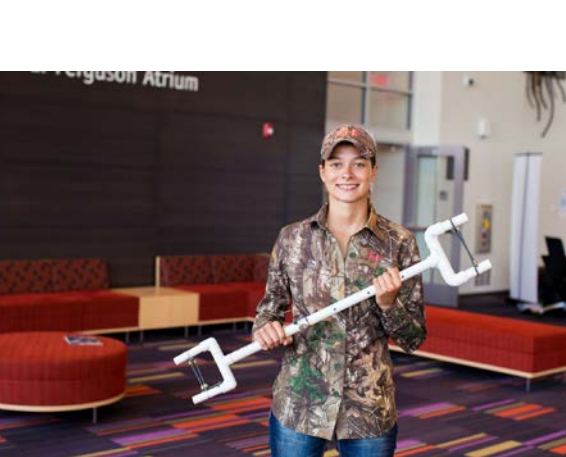




K-12 Program Highlights

Jacobson Institute for Youth Entrepreneurship

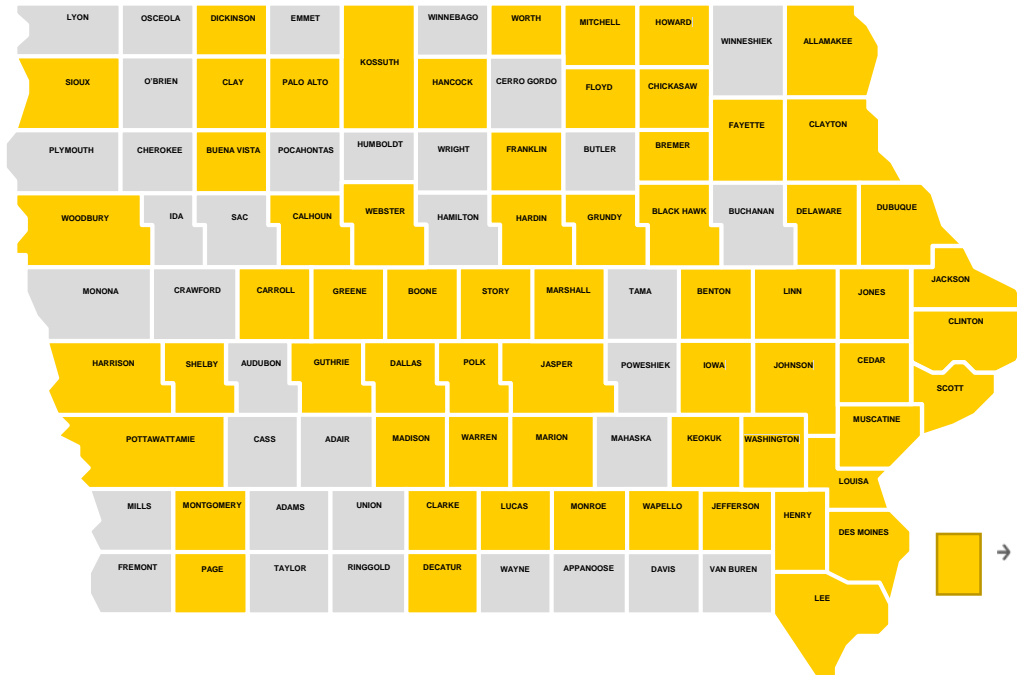
MISSION: To help create and empower the next generation of innovators, inventors, and entrepreneurs



Youth programming for Iowans since 1996

Jacobson Institute – K-12 Iowa Youth Impact

Engaging youth in innovation, invention and entrepreneurship education



→ County with Active Educator(s) July 2021– January 2023

359 Active Educators
194 Schools
135 Districts
63 Counties

31,235
Iowa Students



Initiatives to Support Entrepreneurship and Economic Development

Statewide Startup / Business Support

Venture School – Iowa’s premier statewide innovation and entrepreneurship training program for early-stage Iowa startups

- Fall 2022 – IC/CR, Mason City, Virtual
- Spring 2023 – DBQ, IC/CR, Mason City, QC, SC, Virtual

Venture Mentoring Service – new, world-class team mentoring program supporting entrepreneurs statewide

Business Consulting – interdisciplinary student teams directed by experienced entrepreneurs and business leaders complete strategic business consulting projects for Iowa businesses

- *Over 300 students assist 50+ Iowa businesses annually across the state*

Entrepreneurship Interns – student interns placed with Iowa-based companies to support business expansion and promote post-graduation employment opportunities in Iowa

- *Industries have included: agriculture, environmental, finance, insurance, medical, data analytics, software/IT, and marketing*

Statewide Venture Mentoring Service

Iowa JPEC leads an initiative, in partnership with the four other Pappajohn Centers, to deliver the MIT world-class mentoring system to Iowa startups

- Connect Iowa startups with successful entrepreneurs and industry leaders to help build and scale Iowa ventures.
- \$200,000 Kauffman Foundation grant
- Next stage is to work with UI partners around the state for program expansion in SC, DBQ, CB, and Burlington

	Mentors	Businesses
Iowa	51	25
UNI	24	6
ISU	50	22
Drake	18	12
NIACC	14	6
TOTAL	157	71



Campus Startup / Business Support

- **Startup Incubators:** graduate and undergraduate accelerator programs that include training, mentoring, physical space, technical and business support, and seed funding
 - Year-long and intense summer programs.
- **NSF I-Corps Workshop:** intensive 3-week technology commercialization program for faculty, staff, and grad students
 - Now delivered as a member organization of NSF I-Corps Hub Great Lakes Region
 - \$350,000, two-year grant from NSF, expandable to four-years
- **Innovation Challenge:** university-wide elevator pitch and business model competitions to support top entrepreneurial ventures
- **Ideation Programs:** programs / events designed to provide students opportunities to pitch ideas and experience entrepreneurship



Small Business Development Center



CLIENTS
COUNSELED



NEW BUSINESS
STARTS

\$12,273,491.26



124



JOB
CREATED

902



COUNSELING
HOURS

\$7,147,629.44



CAPITAL
INFUSION

934



JOB
SUPPORTED

FY24 Initiatives - Startup / Business Support

→ Expand partnerships for broader statewide reach

- Partners connect Iowa JPEC to businesses in need of assistance and to business leaders who can provide mentoring
- Programs include *Venture School, Venture Mentoring Service, Business Consulting, and Interns*

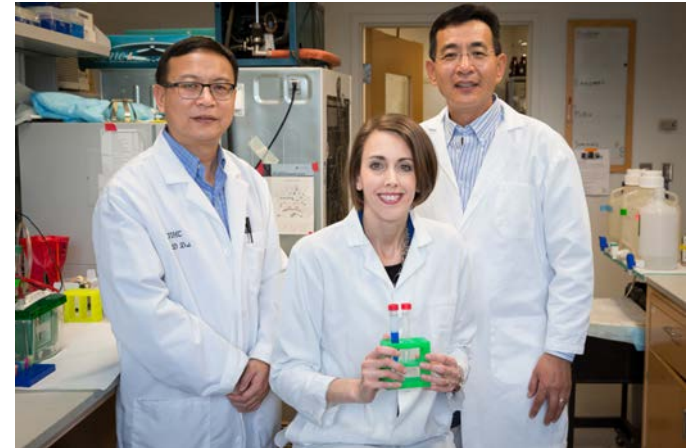
→ Locations / Partners

- Des Moines (*DMACC*)
- Dubuque (*The Innovation Lab*)
- Mason City (*NIACC*)
- Quad Cities (*EICC*)
- Sioux City (*Iowa's West Coast Initiative, WIT*)
- Future expansion planned in Burlington and Council Bluffs

FY24 Initiatives - Scale Accelerator

Entrepreneur-in-Residence for concierge-level next steps assistance for high-potential businesses from all Iowa JPEC startup support programs

- Mentoring
- CEO training
- Pitch coaching
- Fundraising assistance
 - State of Iowa, angel, VC, Series A
- Technical assistance
- Business consulting
- Support for interns



FY22 Iowa JPEC Impact Summary

Impact	#
Startups Served	493
Jobs Created (est.)	347
Clients Assisted	807
Client Hours	12,533
Startups in Acceleration Programs	64
Iowa Counties Served	25
Students Assisting Startups	285



Impact – Two Success Stories

Special Guests

Campus Startup Highlight



→ **Hawkeye Surgical Lighting**, *of Iowa City*

- David Christianson, MD
 - Neurosurgery Resident, UIHC
- Anthony Piscopo
 - BS Biology, 2019
 - 3rd Year Medical Student, Carver College of Medicine
- 1st Place InnoVenture Challenge in Des Moines 2022 (\$100,000)
- 1st Place Pappajohn Student Entrepreneurial Venture Competition (\$5000)

→ **Iowa JPEC Involvement:**

- Undergraduate Student Incubator (with Conquer Accessories)
- Student Startup of the Year (2021)
- NSF I-Corps Workshop
- Innovation Challenge seed competition
- Pappajohn Statewide Entrepreneurial Venture Competition
- Graduate Student Incubator
- Venture Mentoring Service

Community Startup Highlight

→ **Bill Brown** of Akron, Iowa

- Founder Insulights
- Founder Treepans
- Farm Bureau Top 10 Ag Innovator of the Year (2021-22)

→ **Iowa JPEC involvement:**

- Venture School participant
- Venture School Business of the Year (2022)
- Innovation Challenge business plan competition winner 2020
- Business Consulting program
- Interns program
- Venture School Mentor and Instructor
- Venture Mentoring Service



Accelerating Entrepreneurship and Economic Development Across Iowa

Thank you for your efforts to support entrepreneurship and economic development in Iowa. Iowa's entrepreneurial ecosystem is as strong as it has ever been!

If you have questions, suggestions, or want to engage with Iowa JPEC, please contact us at:

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