Kauffman Foundation Funded UMKC Entrepreneurship Innovation Grants (EIG) Program

Call for Proposals

Program Overview. In a coordinated effort to expand entrepreneurship opportunities across UMKC, the "Entrepreneurship Innovation Grants" (EIG) program was launched in 2021 with support from the Ewing Marion Kauffman Foundation. With continued support from the Foundation, we are proud to again provide new opportunities for funding for cross-campus entrepreneurship initiatives. These opportunities could include course development, program creation, technology commercialization, partnerships with community organizations and promoting social entrepreneurship and more. Our comprehensive view of entrepreneurship promotes the growth mindset, innovation, and exploration of entrepreneurial viability.

The total EIG program funding of $1,750,000 is available for grants over a five-year period (calendar years 2023-2027). We seek diversity in the nature and scope of proposals from faculty or staff in academic or other units, centers, or institutes with relevant interests in one or more of the "Proposal Categories" described below. Grants in this program will likely range from $5,000 to $75,000 per grant, though other amounts will be considered depending on assessment of the proposals received. Grant proposals may be for one year or two.

EIG program dates and deadlines:

- 2023:
    - February 15, 2023 – Grant Cycle Opens
    - April 1, 2023 – Grant Applications Due
    - May 1, 2023 – Notification of Recipients
    - June 1, 2023 – Grant Term Begins
    - August 31, 2024 – Grant term ends for one-year grants, final grant report due; OR interim report due for two-year grants
    - August 31, 2025 – Grant term ends for two-year grants, final grant report due
- 2024:
    - February 1 – Grant Cycle Opens
    - April 1, 2024 – Grant Applications Due
    - May 1, 2024 – Notification of Recipients
    - June 1, 2024 – Grant Term Begins
    - August 31, 2025 – Grant term ends for one-year grants, final grant report due; OR interim report due for two-year grants
    - August 31, 2026 – Grant term ends for two-year grants, final grant report due
- 2025:
    - February 1 – Grant Cycle Opens
    - April 1, 2025 – Grant Applications Due
    - May 1, 2025 – Notification of Recipients
    - June 1, 2025 – Grant Term Begins
    - August 31, 2026 – Grant term ends for one-year grants, final grant report due; OR interim report due for two-year grants
    - August 31, 2027 – Grant term ends for two-year grants, final grant report due

- 2026:
  - February 1, 2026 – Grant Cycle Opens
  - April 1, 2026 – Grant Applications Due
  - May 1, 2026 – Notification of Recipients
  - June 1, 2026 – Grant Term Begins
  - August 31, 2027 – Grant term ends, final grant report due

Upon successful completion of a grant, prior recipients are welcome to re-apply for additional grant funding.

Submission Process. Interested parties will complete a Request for Funding Proposal (RFFP) in the form attached as Appendix A outlining the innovative concepts in one of the major categories: Technology Commercialization or Program and Professional Development.

Submission Deadline. To be considered for a grant under this program, a proposal must be submitted no later than **11:59PM on Saturday, April 1, 2023** per the instructions in Appendix A.

Selection Process. A Selection Committee of a diverse group of UMKC personnel will review the submitted RFFPs and select recipients. See Appendix B for selection criteria.

Funding Restrictions. Grant funds **cannot** be given for the following:
- Funding for any for-profit business venture.
- Funding for developing IP for an existing for-profit business (company that is currently formed).

Proposal Categories. The EIG program administrators intend to allocate EIG program funding approximately 60% to Technology Commercialization (category 1) and 40% to Program and Professional Development (category 2). Each RFFP must relate to one of the following categories:

1. Technology Commercialization – Commercialization of Intellectual Property (IP) developed at UMKC by UMKC faculty or students. This can include:

   a. Research and invention disclosure
   b. Patent, copyright, or trademark expenses
   c. Go-to-market strategy creation
   d. IP marketing expenses
   e. Proof of concept that moves the project closer to commercialization
   f. Feasibility analysis, business planning
   g. Collaboration on grants including SBIR/STTR, NSF, NIH, etc.
   h. Scalability
   i. Clinical testing and trials

2. Program and Professional Development – Faculty members from any department on campus, or any combination of schools/departments, can propose ways to develop entrepreneurship, innovation, or commercialization skills. Proposals in this category should include information on how students are impacted.

    a. Curricular
        i. New course development
        ii. Existing course revision
        iii. Instructional supplies and equipment
        iv. New programs and certificates development
        v. Engage a community partner in a course or program
    b. Co-curricular
        i. Internships
        ii. Workshops and Guest Speakers
        iii. Competitions
    c. Professional Development for Faculty, Staff, and Students
        i. Entrepreneurship, innovation, or commercialization-related conferences, meetings, workshops, etc.
        ii. Professional certifications

For questions regarding this program please contact the grant administration team at entrepreneurship@umkc.edu

UMKC Entrepreneurship is a partnership of the following:

The Henry W. Bloch School of Management **Regnier Institute for Entrepreneurship and Innovation** offers formal entrepreneurship education to enrolled UMKC students. Through the department of entrepreneurship and management, students can garner a minor, BBA and MBA that emphasizes entrepreneurship. The goal of the Regnier Institute is to teach, assist and promote an entrepreneurial mindset across UMKC and accelerate early-stage venture start-ups by removing as many barriers as possible.

The **UMKC School of Law** offers students an emphasis in business, law and entrepreneurship; support for business and economic development and technology transfer; and engagement in policy development for entrepreneurial issues. The school also offers a wide range of education on legal issues for community entrepreneurs and has operated the UMKC Entrepreneurial Legal Services Clinic since 2002.

Since 2003, the **UMKC Innovation Center** has been building services for entrepreneurs. Today, it is the largest and most established entrepreneurship center in the Kansas City region, servicing more than 4,000 community-based entrepreneurs and others that support them annually. At its base, UMKC IC creates new investment, new businesses, new revenue and new jobs for the region, routinely delivering 500 in jobs each year.

Appendix A: Proposal Template

Grant Proposals must be aligned with one or more of the following UMKC Entrepreneurship Strategic Objectives drawn from the Strategic Plan:

Entrepreneurship at UMKC strives to:

- Inspire and foster ***future generations of entrepreneurs*** like Bob Regnier, Ewing Marion Kauffman, Ollie Gates, Joyce Hall, Annie Hurlbut Zander and Henry W. Bloch **with an emphasis on lifting a generation of diverse leaders**
- Lead in the development of an ***efficient, inclusive entrepreneurial ecosystem*** for the region that meets the needs, hopes and dreams of our innovators and business builders
- Deliver relevant ***unsurpassed education*** through classroom and experiential learning to students, faculty, or community members, preparing them with the entrepreneurial skills needed for creating and managing new or established locally owned neighborhood businesses, high-growth enterprises, or national or multinational companies
- Be the ***nucleus of early-stage technology venture development*** for the region
- Promote and support ***entrepreneurial approaches to civic and social innovation*** to ensure equitable opportunities for digital access, education, employment, health, safety, and prosperity throughout the region
- Be an ***international thought leader in entrepreneurship-led economic development***, helping communities grow entrepreneurial ecosystems beyond our region

Five-Year Goals:

A. By 2025, **elevate UMKC's stature as a model for interdisciplinary entrepreneurship education** by delivering entrepreneurship-based learning experiences to students and faculty reaching 40% of schools and colleges across campus.

B. By 2025, **enhance the process by which results of research conducted at UMKC are transferred** to the private and public sectors where they may benefit society by developing a multi-component UMKC Technology Commercialization System.

C. By 2025, **provide a continuum of support for university and community-based early-stage technology businesses** by implementing an early-stage Technology Venture Development Studio, a key entry point for the Technology Commercialization System, that results in 15 new businesses, 30 new jobs and $20 million in follow-on funding annually.

D. By 2025, **lead the region in delivering relevant and timely business information, counseling and management, and legal matters education** services for aspiring and existing business owners in the Kansas City region, supporting 1,000 clients and resulting in 45 new businesses, 240 new jobs and $24 million in debt and/or equity infusion annually.

E. By 2025, **improve the entrepreneurial ecosystem in the Kansas City metro area and across the state of Missouri** by connecting a network of business-building services across the region, deepening corporate engagement in the entrepreneur community and improving access to resources and capital, especially for communities of color, that results in $5 million in corporate investment, $2 million in new customer acquisition, $31 million in available alternative loans—and 1,500 new business starts, 240 of which will arise from communities of color and rural areas.

F. By 2025, **support entrepreneurial approaches to civic and social innovation in the Kansas City region** through multi-stakeholder convenings and workshops, resulting in recommendations to ensure equitable opportunities for education, employment, health, safety, and prosperity throughout the region.

G. By 2025, **position UMKC as an international thought leader in entrepreneurship** through participation in associations, publications, leadership of national programs and expansion of UMKC entrepreneurial programs across the country.

It is not imperative that proposals align with all the Strategic Objectives, but it must address at least one.

Request for Funds -- Please address the following questions:

1. Which of the Strategic Objectives does this proposal address? How will this grant support the initiative(s)?

2. Main Project Officer and Administrator of this grant

   Contact Information
   - Name:
   - Job Title:
   - Department:
   - Email:
   - Phone number:

3. Who else will be involved in developing and implementing this grant? Please provide bios of the UMKC faculty/staff who would be significantly involved in the initiative.

4. Department/School Finance Manager helping with grant expenses

    Contact Information
    - Name:
    - Email:
    - Phone number:

5. Proposal (2-3 pages): Please be sure to explicitly state to which of the Proposal Categories the proposal relates. For Technology Commercialization, please include where you are in the process and what your next steps are. For Program and Professional Development, please include how students will be impacted, what entrepreneurship concepts will be addressed, and how they will learn more about entrepreneurship and/or the entrepreneurial mindset.

6. Organization/Department Description, Demonstrated Need and Target Beneficiaries (1-2 paragraphs)

7. Brief Summary: Summarize your proposal in one paragraph (2-5 sentences).

8. Implementation Plan/Timeline Over a 1 or 2 year grant period:

Timeframe*	Activity	Deliverable
Month 1	Kickoff meeting	Final project plan
Month 2	Training class held	12 people trained
Etc.		

    *Could be by month, by quarter, by week, etc.

9. Statement of Contemplated Outputs and Outcomes

    Applicants should provide 3-5 **outputs**. These are the activities, products, or services to be completed or delivered. Generally, if the metric is referring to something you will do directly, then it is an output. Example: By [INSERT DATE], this initiative will [INSERT WHAT WILL BE PRODUCED], as tracked by [INSERT HOW WE WILL KNOW/WILL DEMONSTRATE/METRICS].

    Applicants should provide 3-5 **outcomes**. These are the expected benefits or other positive changes that occur as a result of the Outputs. Often beyond direct control, they are nonetheless critical to testing assumptions and better understanding impact. Example: By [INSERT DATE], _% (HOW MUCH) of [INSERT WHO] will [INSERT DO OR EXPERIENCE WHAT], as measured by [INSERT HOW WE WILL KNOW/WILL DEMONSTRATE/METRICS].

10. Budget Information

	Year 1
Personnel	
Salary	
Benefits	
Operating Expenses	
Training Supplies	
Consulting Fees	
Copy Service	
Equipment	
Etc.	
TOTAL	

11. Budget Narrative

Provide rationale for your expenses and how they help meet your goals for this grant.

Are you receiving additional funding for this project? This could include other grants or support from your academic unit/department. Please include this information as part of your budget.

12. Letter(s) of Support

Include a letter of approval and support from Dean, Department Chair, Director, and/or other applicable administrator.

You must submit your proposal **no later than 11:59PM on Saturday, April 1** using this submission form: https://umkcinnovates.com/kauffman-umkc-grant-application/

Appendix B: Selection Criteria

Adherence to instructions – did they complete the full submission packet	5 – All required criteria submitted	4	3 – Missing information that impacts grant submission or understanding	2	1 – Proposal is incomplete, or cannot be understood
Fit with UMKC Entrepreneurship Strategic Plan	5 – Grant proposal clearly aligns with at least one of the strategic plan goals and how goals will be achieved through the proposal is clear	4	3 – Proposal aligns with strategic goal(s) but unclear how proposal will help achieve goal(s)	2	1 – The proposal does not align with the UMKC Entrepreneurship Strategic Plan
Quality of the proposal including support from key leadership, feasibility of implementation within the grant timeline (2 years)	5 - Strong leadership support (support from Dean-level). Proposal is feasible – the people involved in the project have the skills and experience to be able to execute the proposed project; scope of the project is attainable in 2-year timeline	4	3 – The project is missing leadership support, or the project is a stretch for the people involved and 2- year timeline (team doesn't have strong experience in the project area)	2	1 – There is no leadership support or the team does not have the experience to implement the project within in the 2-year timeline
Possible impact(s) – specifically impact on students and Institutional advancement of entrepreneurship	5 - Inclusion of entrepreneurship in this area will create significant value to students; Entrepreneurship education in this area will build on existing positive reputation		3 – Inclusion of entrepreneurship in this area will create slight value to students or the reputation of entrepreneurship education		1 – There is no benefit to students or UMKC for this project
Funds fall within funding guidelines	5 – Total project expense is realistic and meets campus funding guidelines		3 – Budget is higher than necessary or includes expenses not allowed under campus funding guidelines		1 – Project budget is not realistic or funds items not allowed by Kauffman Foundation (seed funding or for-profit businesses)