

## Program and Professional Development Request for Funds 2024 Entrepreneurship Innovation Grants

Please read the [EIG Program Overview](#) before completing the application. In a document, please address the following questions:

1. Primary investigator (PI) for this grant proposal:
  - Name:
  - Job Title:
  - Department:
  - Email:
  - Phone number:
  
2. Who else will be involved in developing and implementing this grant? Please provide brief bios of the UMKC faculty/staff who would be significantly involved in the initiative.
  
3. Department/School Finance Manager helping with grant expenses:
  - Name:
  - Email:
  - Phone number:
  
4. Program and Professional Development category:
  - a. Existing course revision (\$3,000 grant over one year)
  - b. New course development (\$5,000 grant over one year)
  - c. Program development (up to \$35,000 per year, up to two years)
  - d. Professional Development for Faculty, Staff, and Students (up to \$20,000 over one year)
  
5. In no more than three pages, please describe:
  - a. Current activities of department/program related to proposed program
  - b. Demonstrated need for creating and incorporating entrepreneurship in program
  - c. Proposed entrepreneurship activities to be created/integrated/changed in program through this grant
  - d. How target beneficiaries (e.g. students, community members, etc.) will be impacted and what entrepreneurship, innovation, or commercialization knowledge, skills, and abilities are addressed
  - e. Which of the Strategic Objective(s) (from Appendix B) does this proposal address? How will this grant support the initiative(s)?

6. Implementation Plan/Timeline over 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.

7. 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].

8. Budget Information

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

## 9. 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.

## 10. Letter(s) of Support

Include a letter of approval and support from Dean, Department Chair, Director, and/or other applicable administrator. The letter should express support for the proposed program. If “course buy outs” or other personnel expenses are included, these should be specifically supported by Department Chair and Dean.

You must submit your proposal **no later than 11:59PM on Friday, March 15, 2024** using this submission form: <https://umkcinnovates.com/kauffman-umkc-grant-application/>

## Appendix A: Program and Professional Development Evaluation Rubric

<b>Demonstrated need</b> – proposal showed a need for the program/class being proposed	5 – Proposal demonstrated a high need for the program/class being proposed	4	3 – Proposal demonstrated a basic need for the program/class being proposed	2	1 – There is a lack of need demonstrated in the proposal.
<b>Impact(s)</b> – specifically impact on students and Institutional advancement of entrepreneurship (this also considers scope/number of anticipated participants)	5 - Inclusion of entrepreneurship in this area will create significant value to students or UMKC; Entrepreneurship education in this area will build on UMKC's existing positive reputation	4	3 – Inclusion of entrepreneurship in this area will create slight value to students or the reputation of entrepreneurship education	2	1 – There is no benefit to students or UMKC for this project
<b>Quality of the proposal</b> including support from key leadership and feasibility of implementation within the grant timeline	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 proposed timeline	4	3 – The project is missing leadership support, or the project is a stretch for the people involved and 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 timeline
<b>Fit with UMKC Entrepreneurship Strategic Plan</b>	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
<b>Stated outcomes and outputs</b>	5 – Proposal has clearly stated outcome and outputs that match the work stated in throughout the program description	4	3 – Proposal has some stated outcomes or outputs or they are not closely aligned with the stated program description	2	1 – Proposal has no stated outcomes or outputs or those stated do not related to the program description
<b>Budget Narrative</b>	5 – Budget narrative is clear and activities stated match the work in the program description	4	3 – Budget narrative is not clear or some of the funded activities do not match the program description	2	1 – Budget narrative is not included or activities do not match stated program description

## Appendix B: 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.