

Kauffman Foundation Funded UMKC Entrepreneurship Innovation Grants (EIG) Program **Call for Proposals**

Program Overview. 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 technology commercialization and cross-campus entrepreneurship initiatives. Our comprehensive view of entrepreneurship promotes growth mindset, innovation, new venture creation, social impact, self-employment, and exploration of market viability for technologies.

For the 2024 EIG funding period, up to \$500,000 will be allocated. 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 \$3,000 to \$75,000 per grant.

EIG program dates and deadlines:

February 1, 2024 – Grant Cycle Opens
March 15, 2024 – Grant Applications Due
May 3, 2024 – Notification of Recipients
June 1, 2024 – Grant Term Begins
August 31, 2025 – Grant term ends, final grant report due

Application Process. Interested parties will submit a grant proposal outlining the innovative concepts in one of the major categories: Technology Commercialization or Program and Professional Development.

Application Deadline. To be considered for a grant under this program, a proposal must be submitted no later than **11:59PM on Friday, March 15, 2024.**

Selection Process. A Selection Committee of a diverse group of UMKC personnel will review the submitted proposals based on selection criteria for each grant category and select recipients (see Appendix A of application). If the committee has questions, grant administrators may contact the PI listed on the application. Grant administrators reserve the right to return without review if application guidelines are not followed.

Funding Restrictions. Grant funds **cannot** be used for the following:

- Facility and administrative (F&A) expenses
- Funding for any for-profit business venture
- Funding for further development of UMKC IP exclusively licensed to a for-profit business

Grant Recipient Requirements. Grant recipients agree to the following:

- Present about their grant project at a September 2025 EIG showcase event
- Submit a final grant report due August 31, 2025.
- Grant funds must be spent during grant term – no no-cost extensions will be permitted

Grant Reapplication Requirements. Upon successful completion of a grant, prior recipients are welcome to re-apply for additional grant funding in both grant categories if the following are met:

- 75% of prior grant funds are expended by current application deadline (March 15, 2024)
- Significant progress has been demonstrated on prior grant stated outputs and outcomes
- New grant application outlines new activities that progress prior grant accomplishments
- Additional for *Program and Professional Development* proposals: Demonstrate a path to financial sustainability beyond EIG funding

Proposal Categories. There are two grant categories for the 2024 grant period. *Technology Commercialization* and *Program and Professional Development*. Approximately 60% of 2024 grant funding will be allocated to Technology Commercialization (category 1) and 40% to Program and Professional Development (category 2). Proposals must relate to one of the following categories:

1. Technology Commercialization – Commercialization of Intellectual Property (IP) developed at UMKC by UMKC faculty. Applicants must apply for one of the following:
 - a. Concept Phase (\$10,000 grant over one year) – For beginning-stage technology commercialization market exploration to assess how a technology might be commercialized or licensed. Examples of activities that could be funded include:
 - i. Define the potential offering
 - ii. Identify potential market segments
 - b. Commercialization Phase (up to \$75,000 grant over one year) For projects that are more developed and are moving towards commercialization or licensing implementation. Examples of activities that could be funded include:
 - i. Research and invention disclosure
 - ii. Prior art review, patent, copyright, or trademark expenses
 - iii. Financial and market feasibility analysis
 - iv. Business model and plan development
 - v. Go-to-market strategy
 - vi. IP marketing expenses
 - vii. Scalability
 - viii. Clinical testing and trials
 - ix. Collaboration on grants including SBIR/STTR, NSF, NIH, etc.
 - x. Other activities that expedite commercialization or licensing
2. Program and Professional Development – Faculty and staff members from any department on campus, or any combination of schools/departments, can propose ways to develop entrepreneurship, innovation, or commercialization skills.

- a. Existing course revision (\$3,000 grant over one year)
 - i. Substantively incorporate entrepreneurship, innovation, or commercialization education into an existing course
 - ii. Examples include modules, guest speakers, projects, etc.
- b. New course development (\$5,000 grant over one year)
 - i. Create a new course that substantively incorporates entrepreneurship, innovation, or commercialization education
 - ii. New course should be incorporated into an existing program
- c. Program development (up to \$35,000 per year, up to two years). Examples include:
 - i. Major, minor, certificate creation
 - ii. Community engagement in a course or program
 - iii. Co-curricular activities
 - iv. Internships
 - v. Workshops, guest speakers, competitions
- d. Professional Development for Faculty, Staff, and Students (up to \$20,000 over one year)
 - i. Entrepreneurship, innovation, or commercialization-related conferences, meetings, workshops, etc.
 - ii. Professional certifications related to entrepreneurship education

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.

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.

The **UMKC School of Law**, through its business and entrepreneurship curriculum, which includes several interdisciplinary projects-based courses, and various activities of its Center for Law, Entrepreneurship & Innovation, offers students, faculty and staff from law and from other academic units and programs across UMKC experiential, service learning, and community engagement opportunities in entrepreneurship,

support for business and economic development, civic and social innovation, technology transfer, and engagement in related policy development. The Law School also offers a wide range of education on legal issues for community entrepreneurs and has since 2002 operated the UMKC Entrepreneurial Legal Services Clinic that provides free startup legal services to clients of limited financial means.

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.