

At a Glance

Overview:

The **Center for Advanced Entrepreneurship (CFAE)** is located within the Crummer Graduate School of Business at Rollins College. The CFAE provides MBA students, alumni and business owners of growth companies with a variety of practical experiences, both in and out of the classroom, that promote successful entrepreneurship. The Rollins Graduate Entrepreneurship program has historically been ranked in the top 25 nationally by *Entrepreneur* magazine and the *Princeton Review* and in 2015 Rollins College was ranked by Forbes Magazine as the 11th Most Entrepreneurial College in America.

The CFAE ensures that Crummer MBA students are prepared for entrepreneurial thought and action, able to apply what they've learned in a business setting and engage in the critical, creative thinking essential to entrepreneurial success. The CFAE *Equation for Success* is *Advanced Students + Advanced Entrepreneurs = Advanced Action Learning*.

Vision: To be a catalyst and thought leader in the acceleration of successful entrepreneurship.

Mission: To educate and connect students and entrepreneurs for advanced entrepreneurial thought and action.

Advanced Student Learning:

Curriculum

- Leadership with an Entrepreneurial Mindset (**REQUIRED**)
- The Entrepreneurial Venture
- New Venture Creation: From Idea to Launch
- Raising Capital for the Entrepreneurial Venture
- Venture Capital & Private Equity Management
- Product Concept Development
- Commercializing Science & Technology
- Sales & Marketing for the Entrepreneurial Venture
- Crowdfunding
- Family Business in the 21st Century
- Social Entrepreneurship

Crummer Entrepreneurship Association

The Crummer Entrepreneurship Association exposes Crummer MBA students to real world experiences by engaging successful entrepreneurial leaders in discussions about how they started and grew their companies. Throughout the academic year, students are invited to participate in a monthly series of events that brings speakers to campus and takes students on site visits to successful companies and hubs of entrepreneurship in Central Florida. Each month a different industry is explored. Additionally, CEA offers monthly Think Tank sessions for students, both graduate-level and undergraduate, to collaborate and receive feedback from peers on product ideas and early-stage business concepts.

Rollins Moving Services, Inc.

Rollins Moving Services, Inc. is a student-conceived, student-developed, and student-run company, incorporated in the State of Florida. Rollins Moving Services employs both Rollins undergraduate students and Crummer MBA students in executive roles, educating them in business management and entrepreneurship through hands-on experience. Rollins Moving Services provides moving and storage solutions to Rollins College students during the summer months when they are not allowed to leave

belongings behind on campus with extended storage options available for students who are studying abroad.

Net Impact

Students interested in social entrepreneurship and sustainability have the opportunity to mobilize under Rollins' Net Impact chapter that connects them with a global platform of like-minded peers. Net Impact promotes involvement in social and environmental arenas, designed for students who seek to use their business skills as a means of positively impacting the community around them.

Entrepreneurial Scholar of Distinction (ESD)

The ESD Program provides select Crummer MBA students with an immersive entrepreneurial experience focused on the earlier stages of entrepreneurial start up, due diligence and finance. Students who are selected for the ESD program, are provided a hands-on experience with a designated program partner for both credit hours and internship positions. There is a competitive selection process for the program and the subsequent designation carries with it significant prestige and recognition. Partner organizations include venVelo and Rally, The Social Enterprise Accelerator.

Crummer Mentorship Program

The CMP affords all Crummer students who have completed their core curriculum with mentors who are leaders of entrepreneurial ventures or mid-sized to large corporations, with the intention of creating effective dialog and interaction between them. The CMP provides one hundred percent of Crummer students with the opportunity to engage in a meaningful way with successful leaders in the business community.

Entrepreneurial Fellowship Program

The Entrepreneurial Fellowship Program is a two-semester graduate assistantship intended to immerse selected students within the entrepreneurial ecosystem of Greater Orlando through participation in the work of the CFAE both within Crummer and in the broader community. Through the entrepreneurial fellowship program, students also receive unprecedented exposure to successful entrepreneurs, investors and entrepreneurial support organizations.

Elevator Pitch Competition

The Elevator Pitch Competition provides individual students the opportunity to give a 90-second pitch for new venture ideas in front of a panel of judges who are experienced investors and entrepreneurs. The Elevator Pitch Competition, held during Global Entrepreneurship Week in November, provides an excellent opportunity to receive feedback on the viability of a new idea and challenges students to expand on their ideas for future participation in the Venture Plan Competition, held in the following spring. The Elevator Pitch Competition annually awards \$1,500 in cash prizes.

Statewide Collegiate Business Plan Competition

The Statewide Collegiate Business Plan Competition is a joint-venture initiative between the Florida Venture Forum and universities and colleges within the state who promote new venture creation on their campuses and in their communities. The CFAE is a founding participant in this event which engages students from all regions of Florida, providing a showcase opportunity for the top student team that participates in the Rollins Venture Plan Competition.

Visiting Entrepreneur-in-Residence

The Visiting Entrepreneur-in-Residence program brings advanced entrepreneurs to campus for a day of thoughtful interaction including, classroom lectures, luncheon roundtables and office hours where students can receive both group and one-on-one coaching and insight. Visiting Entrepreneurs-in-Residence often provide counsel to students who are working on business plans and/or early venture concepts.

Entrepreneurial Consulting Projects

Entrepreneurship Consulting Projects offer confidential business assistance to qualified entrepreneurial organizations. Teams of up to five MBA students are assigned to entrepreneurial organizations, both domestic and international, to problem solve on a variety of business issues. Consulting projects are offered at no cost to the sponsoring organization, providing services with a market value of up to \$50,000.

Entrepreneurial Internships

The CFAE continuously sources opportunities for students to experience entrepreneurship first-hand, pairing them with entrepreneurial companies for internship opportunities. Partner companies provide projects and environments that offer experiential learning and hands-on exposure for students. The CFAE also sources opportunities for internships within entrepreneurial support organizations to expose students to the entrepreneurial ecosystem of Greater Orlando.

Advanced Entrepreneur Programs:

Rollins Venture Plan Competition

The Rollins Venture Plan Competition provides entrepreneurs in Central Florida with the opportunity to take an idea for a new product or business and develop a plan to introduce it to the marketplace. Participants compete for prize money before a panel of distinguished judges, all of whom are successful investors and entrepreneurs. Of the 22 companies that have been finalists for the Rollins Venture Plan Competition since 2012, 20 are in business. Collectively, those companies have generated over \$50 million in revenue, raised \$20 million in investment capital and employ over 280 people. The 2018 Rollins Venture Plan Competition awarded \$51,000 in cash prizes to the five finalists, with \$25,000 in cash going to the winner, Statusphere. Along with the cash prize, the winner also receives a matching equity investment offer of \$25,000 from venVelo, a Winter Park-based, early-stage venture capital firm, and a suite of in-kind services.

ATHENAPowerLink

ATHENAPowerLink is a program affiliated with ATHENA International, dedicated to creating leadership opportunities for women. ATHENAPowerLink guides high potential women business owners in defining and achieving tangible goals by providing them access to a panel of volunteer business advisors for a 12-month period. ATHENAPowerLink graduates report an average annual increase in net income of 37% upon completion of the program. To date, ATHENAPowerLink Orlando has graduated over 40 successful women business owners.

Rollins Business Accelerator

The Rollins Business Accelerator is a 12-week program for qualified growth-stage entrepreneurs. The program focuses on helping participants learn to strategically evaluate their businesses and develop a plan for growth while maximizing cash flow for future profitability. Sessions are taught by successful entrepreneurs and Rollins MBA faculty in a highly interactive, peer-to-peer environment.

CEO Forums

CEO Forums are quarterly programs that bring together leaders of established growth-stage entrepreneurial businesses to meet and learn from CEO peers who have grown their companies into more advanced stages. CEO Forums are offered through a collaborative initiative of the CFAE with CEO Nexus, GrowFL, and the Corridor.

CEO Roundtables

CEO Roundtables assemble leaders of established growth-stage businesses in a confidential setting for collaborative, peer-to-peer roundtable sessions that address important issues for business owners. The CFAE offers CEO Roundtables through a collaborative program with CEO Nexus and GrowFL.

CEO Roundtables for Women Business Owners

The CEO Roundtables for Women Business Owners (WBOs) program is designed to connect women leaders of established growth-stage businesses in a confidential and safe setting for collaborative, peer-to-peer roundtable sessions that address important issues for business owners, specifically women in leadership roles. The CEO Roundtables for WBOs provides a next step for ATHENAPowerLink graduates looking for further development.

1 Million Cups

1 Million Cups (1MC) is a program of the Kauffman Foundation that takes place in communities around the world. Hosted by the CFAE, each week 1MC Orlando offers one or two local entrepreneurs an opportunity to present their startups to a diverse audience of mentors, advisors, and entrepreneurs. Presenters prepare a six minute educational presentation and engage in 20 minutes of feedback and questioning after they present. Entrepreneurs gain insight into possible ways they can improve their businesses, gather real-time feedback, connect with a community that truly cares about their progress, and walk away feeling like they have advanced their business. The audience also learns a great deal from the presentations by listening, asking questions and providing feedback.

Social Entrepreneurship:

Rally: The Social Enterprise Accelerator

Rally's mission is to create positive social change by propelling qualified social entrepreneurs to build their ideas into self-sustainable ventures within our community. The accelerator works with social entrepreneurs in the early stages of developing their product or business who are looking for help or guidance.

Social Innovation and Entrepreneurship Hub (The Hub)

The Social Innovation and Entrepreneurship Hub (The Hub) helps foster global citizens and responsible leaders by equipping and empowering competent changemakers who are committed to building a better world. The Hub is a way of thinking. It's about approaching societal inequities and environmental challenges with innovation to develop creative and sustainable solutions. Whether we are passionate about bringing societal change to the environment, poverty, education, immigration, healthcare, human rights, or any large-scale challenge, The Hub believes true solutions must begin with a deep understanding of the issue. Launched at Rollins in 2010 as a program incubated by the Center for Advanced Entrepreneurship, The Hub is now a cross-campus initiative that provides a space for students and faculty to gather and innovate for social change.

Global Links

In partnership with Tupperware Brands, Crummer hosts up to two female professors from an emerging market. The train-the-trainer program leverages the power of women through education to foster entrepreneurship and spur economic growth and stability in countries where women entrepreneurs lack resources and support. The visiting scholar is immersed in curricular and co-curricular experiential learning followed by an externship at Tupperware. Subsequent program phases include training students in social entrepreneurship in the scholar's home country and returning to Crummer and Tupperware with a small group of students for an immersive experience. Past scholars came from Iraq and India. The 2019 scholar will be from Brazil