



CENTER FOR INNOVATION AND TECHNOLOGY ENTREPRENEURSHIP

Entrepreneurship at The University of Texas at
San Antonio



ABOUT UTSA

- More than 28,000 students
- 2nd largest component of The University of Texas System
- 56 percent of student body are underrepresented in higher education
- College of Business ranked #1 for Hispanics in the nation by *Hispanic Business*



COLLEGES OF BUSINESS & ENGINEERING

- *Through a process of education, experiences, resources, and support, the Center for Innovation and Technology Entrepreneurship (CITE) at the University of Texas at San Antonio (UTSA) is focused on fostering the growth of new technology-based ventures.*



COLLEGES OF BUSINESS & ENGINEERING

- Center for Innovation and Technology Entrepreneurship



- In addition, CITE is spearheading the study of entrepreneurship and entrepreneurial education at UTSA.



\$100K TECHNOLOGY VENTURE COMPETITION

- Top senior design teams from COE teamed with BBA in Entrepreneurship from COB
 1. COE completes the technical work on the prototype
 2. COB prepares the business plan
 3. Joint team presents the technology venture start-up plan to a panel at the end of the semester in a venture capital presentation format



\$100K TECHNOLOGY VENTURE COMPETITION

- Top senior design teams from COE teamed with BBA in Entrepreneurship from COB
 4. \$1500 development **budget** courtesy of NCIIA grant
 5. Teams will submit **patent applications** through UTSA
 6. **Cash prizes** to top three teams
 7. Opportunity **to start the company** in the CITE *Venture Lab*
 8. **Support** application for further development funding
 9. Pair with entrepreneurial **mentor**



\$100K TECHNOLOGY VENTURE COMPETITION

Accomplishments

- 2 semesters of competitions –
 - 65 student participants
 - 11 venture pitches
 - 3 start-ups

Goals

- 100 university student-participants a year
- Access to mentors from local business community
- Change educational model based on empirical data
- Build/strengthen business and university ecosystem



Local Economic Development



UTSA ECOSYSTEM

- Business education classes
- Entrepreneurship clubs
- Formal connections with industry
- Entrepreneurs, community, faculty
- Mentorships
- Technology licensing office
- Financial resources to support early-stage
- ~~Business plan competitions~~
Start-up



Entrepreneurial citizen

Technology Start-Up Competition

Entrepreneurship Course

Small Business Management

Business Plan Course



Social Entrepreneurship

Commercial Enterprise

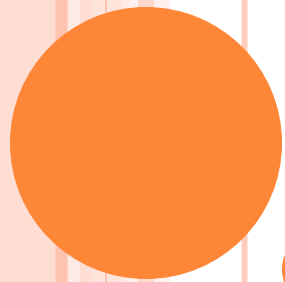
- Problem (opportunity)
- Vision and mission
- Solution
- Social impact
- The team
- Financial summary



Social Enterprise

- What is the ultimate desired social change
- What are outcomes derived from planned activities
- How do these activities contribute to social change
- How do you measure and sustain





GRAFFITI FOUNDATION

Davin Gutierrez, CEO