

YEAR IN REVIEW

2019/20



LOYOLA
UNIVERSITY MARYLAND

Center for Innovation
& Entrepreneurship

A Word from the Center Team



TO OUR CI&E SUPPORTERS AND FRIENDS,

We've had a year of exciting firsts, big wins, and major pivoting for Loyola's Center for Innovation & Entrepreneurship (CI&E).

EXCITING FIRSTS

We began the year with our inaugural pre-fall "Inno-vation Bootcamp" that used a three-day immersion in local non-profits and innovation hubs to teach a cohort of student leaders how to apply concepts in design and social innovation. Our "How Might We" pillar built on the inspiration from last year's Launch Week to become a permanent interactive feature of the Andrew White Student Center. And finally, our new interdisciplinary Innovation & Entrepreneurship minor graduated its first class of students while becoming one of the fastest growing minors on campus.

BIG WINS

In just our first year the Center won its bid to host the 2021 Global Consortium of Entrepreneurship Centers Annual Conference with the University of Baltimore, marking a huge endorsement for our early work at Loyola and recognition of Baltimore's emerging status as one of the nation's top entrepreneurial ecosystems. The Baltipreneurs Accelerator pilot year blew away our expectations. In just nine days we received 61 applications for a unique six-month program that combined the best of local and university expertise with dedicated mentorship structured to the specific needs of emerging businesses.

A Word from the Center Team



MAJOR PIVOTS

The shift to remote communications this spring brought out the best of our students and reinforced the Center's principles of resilience, iteration, and grit. Student volunteers at the Center shifted a career advisory breakout session for high school innovators to a Zoom format, and our student-led Loyola Consulting Group mobilized to engage their meetings and client work virtually. Recognizing a need to support Baltimore businesses in crisis early in the pandemic, the Center enlisted a volunteer team of business and management experts to form the Loyola Crisis Navigators, which became a renowned community asset for small businesses facing the challenges of applying for new financial support programs and succeeding in an historic economic downturn. Recognizing the evaporation

of summer internships and entry-level jobs, the CI&E also partnered with other local universities to launch AddVenture, a summer pre-accelerator program with teams representing 15 schools across Maryland including several from Loyola, one of which was awarded first place in the program.

LOOKING AHEAD

As we kick off our 2020-21 academic year, we want to thank you for your support of the Center and Loyola's community of entrepreneurs as they continue to lead the way to our economic recovery.

In partnership,



Wendy Bolger
Founding Director



Bill Romani, Ph.D.
Academic Director



Mauricio Vargas
Program Assistant

Baltipreneurs Accelerator

By the Numbers

*Growing New Ventures
& Leading Revitalization
in Baltimore*

9

**Days of
promotion**

61

Applications

8

**Ventures
selected**

5

**Baltipreneurs
of Color**

3

**Female
Baltipreneurs**

22

**Instructors, coaches, mentors,
and facilitators engaged**

\$21,000

Stipends & awards

\$20,000

Total additional funding raised

Baltipreneurs

In Images



Real Talk \\ Founders Maria Tarmoun, '22, and McKenna Moors, '22



Origin Story \\ The story of McKenna's Kupcakes



Visionary \\ LaQuida Chancey has solutions for people experiencing homelessness in Baltimore



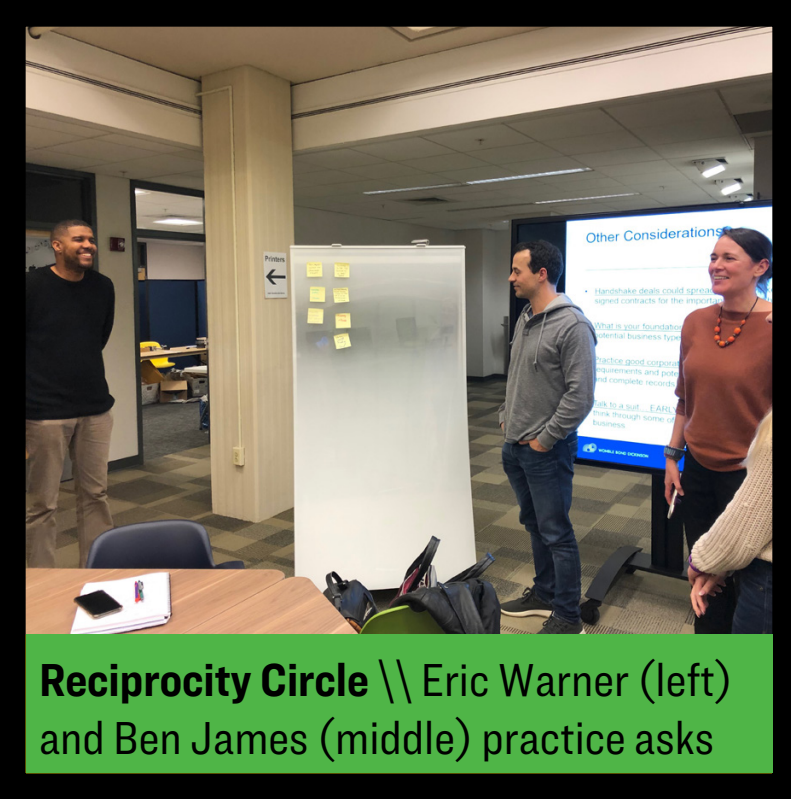
Stone's Throw Hash \\ 1st place went to locally-sourced meal company



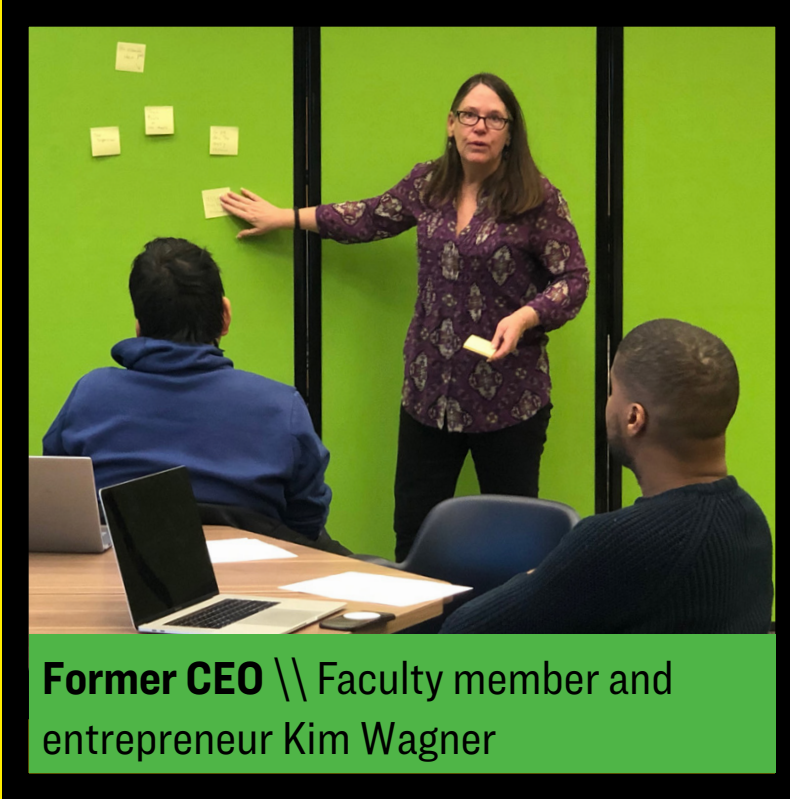
Practice \\ Pitching and posing are part of the package



Dinner Party \\ Many evenings are spent learning together



Reciprocity Circle \\ Eric Warner (left) and Ben James (middle) practice asks



Former CEO \\ Faculty member and entrepreneur Kim Wagner



Mentor Time \\ Adeel Afshar (left) of Halal Cosmetics with Mick Navin



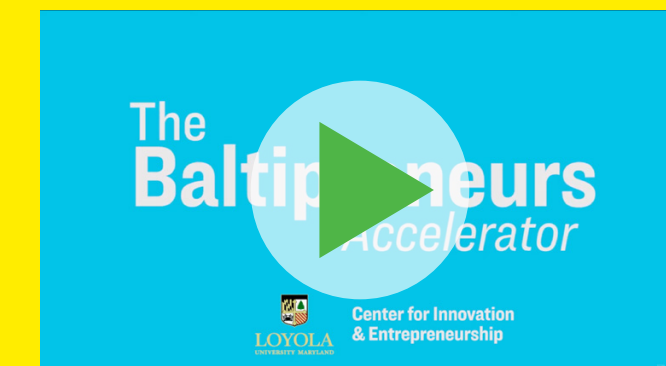
Pitch Exercise \\ Coach Quinn Conyers (left) with Tomana Founders



Customer Discovery \\ Dr. Gerard Athaide's popular session

Baltipreneurs Highlights

Watch Our Program Overview ▶



10.25.19 \\ Technical.ly

Baltipreneurs Accelerator will Convene Ventures from Loyola and across the City

“The programming won’t be exactly the same for each entrepreneur, but rather tailored to what kinds of support each requires.”

11.12.19 \\ Baltimore CityBizList

First Baltipreneurs Selected for Loyola’s New Accelerator

“This program will help entrepreneurs from Loyola and the Baltimore community receive mentorship, instruction, and valuable experience.”

11.13.19 \\ Technical.ly

These 8 Ventures are Entering Loyola’s First Baltipreneurs Accelerator

“The program reflects a ‘dual mission’ to grow entrepreneurship on the Loyola campus, as well as serve underrepresented groups in the city.”

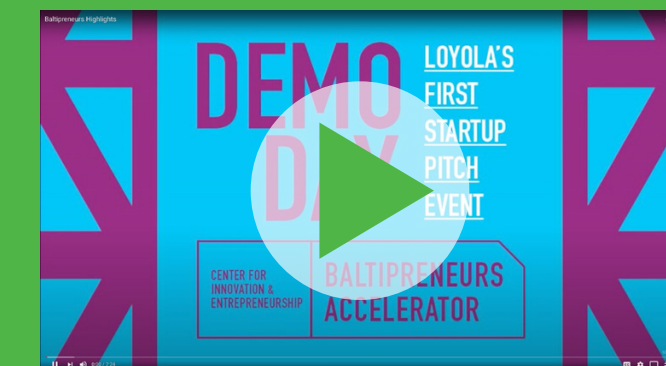
4.27.20 \\ Technical.ly

How 5 Baltimore Startup Pitch Nights Pivoted to Virtual

“We wanted to build that [peer review] in to create that sense of collegiality and the collective element.”

5.8.20 \\ Video

Baltipreneurs Highlights



Academics

By the Numbers

36

students enrolled in the
Design Thinking and
Innovative Solutions Course
(23 Fall/13 Spring) ▶

Minors come from

17

Majors across
campus

40 Minors

Academic Year 19/20
▼

63%

Minors are in
the college of
Arts and Sciences

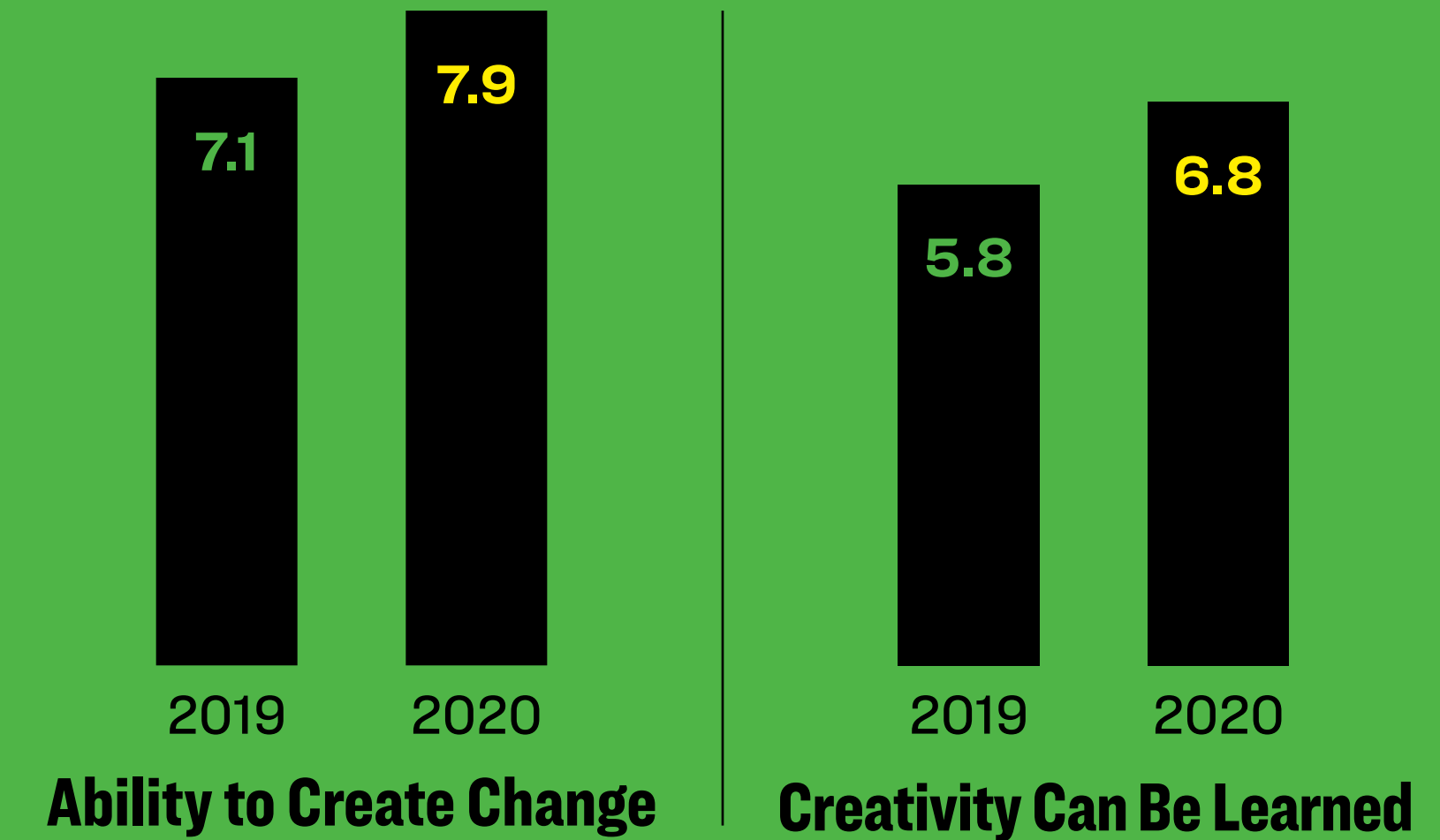
90%

Increase over
▶

21 Minors

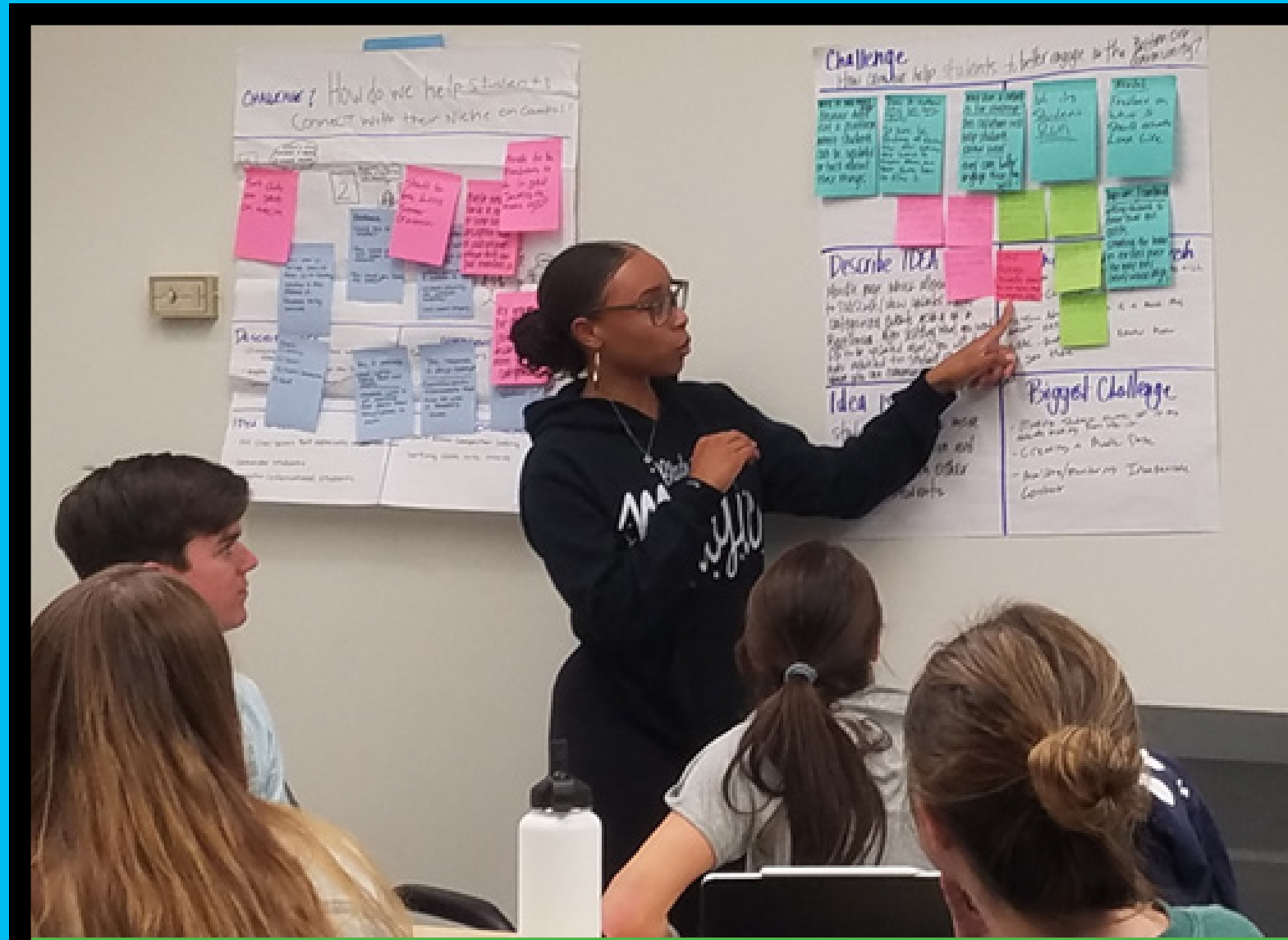
Academic Year 18/19

BA 210 Pre-Post Student Survey 2019-20



Students enrolled in the first three semesters of Design Thinking and Innovative Solutions reported a significant change in two key design mindsets: Increased beliefs in their ability to change the world around them and that creativity can be learned.

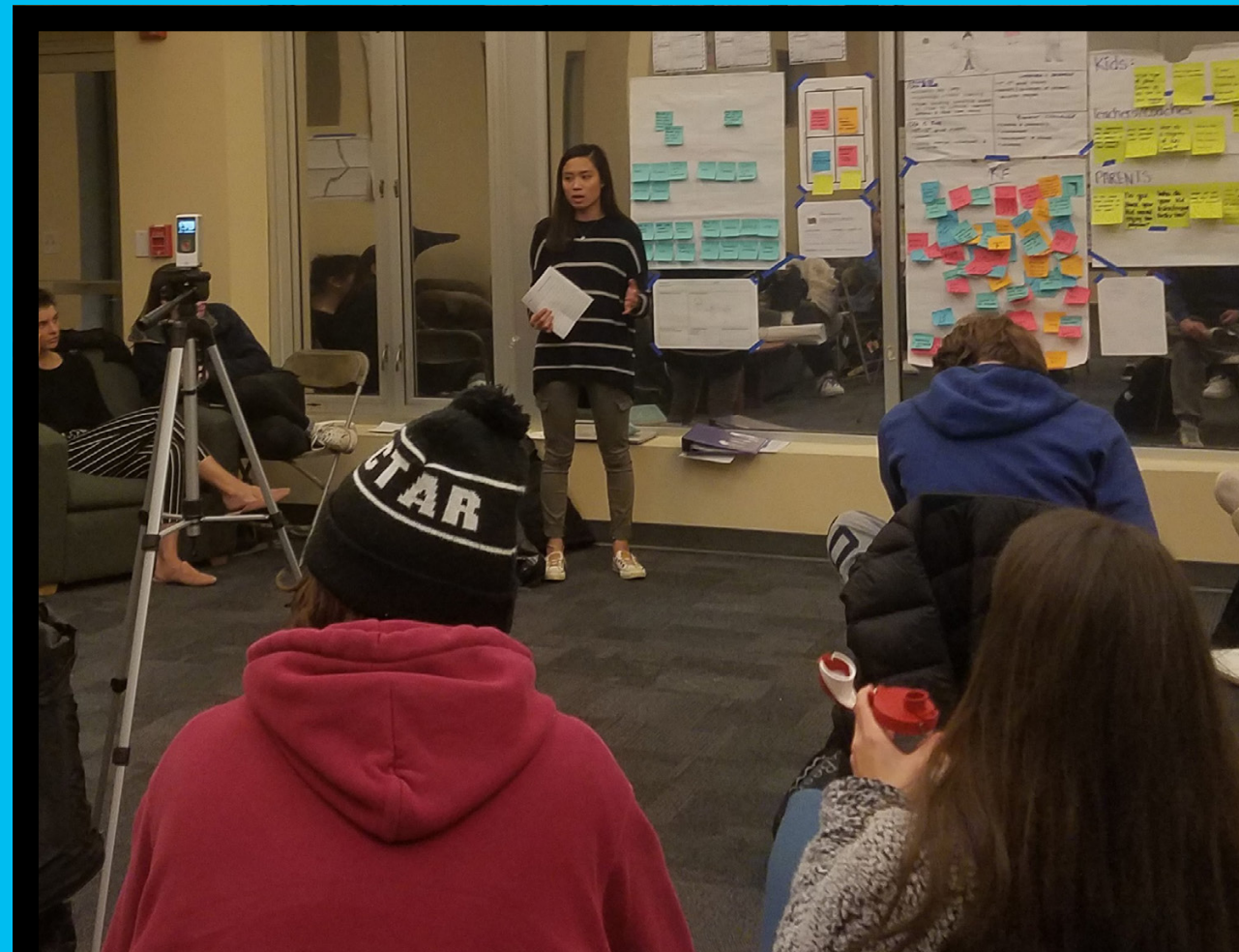
Academics Photos



Student-led \\ Presentations in Design Thinking and Innovative Solutions



Interdisciplinary \\ Students from diverse majors study together



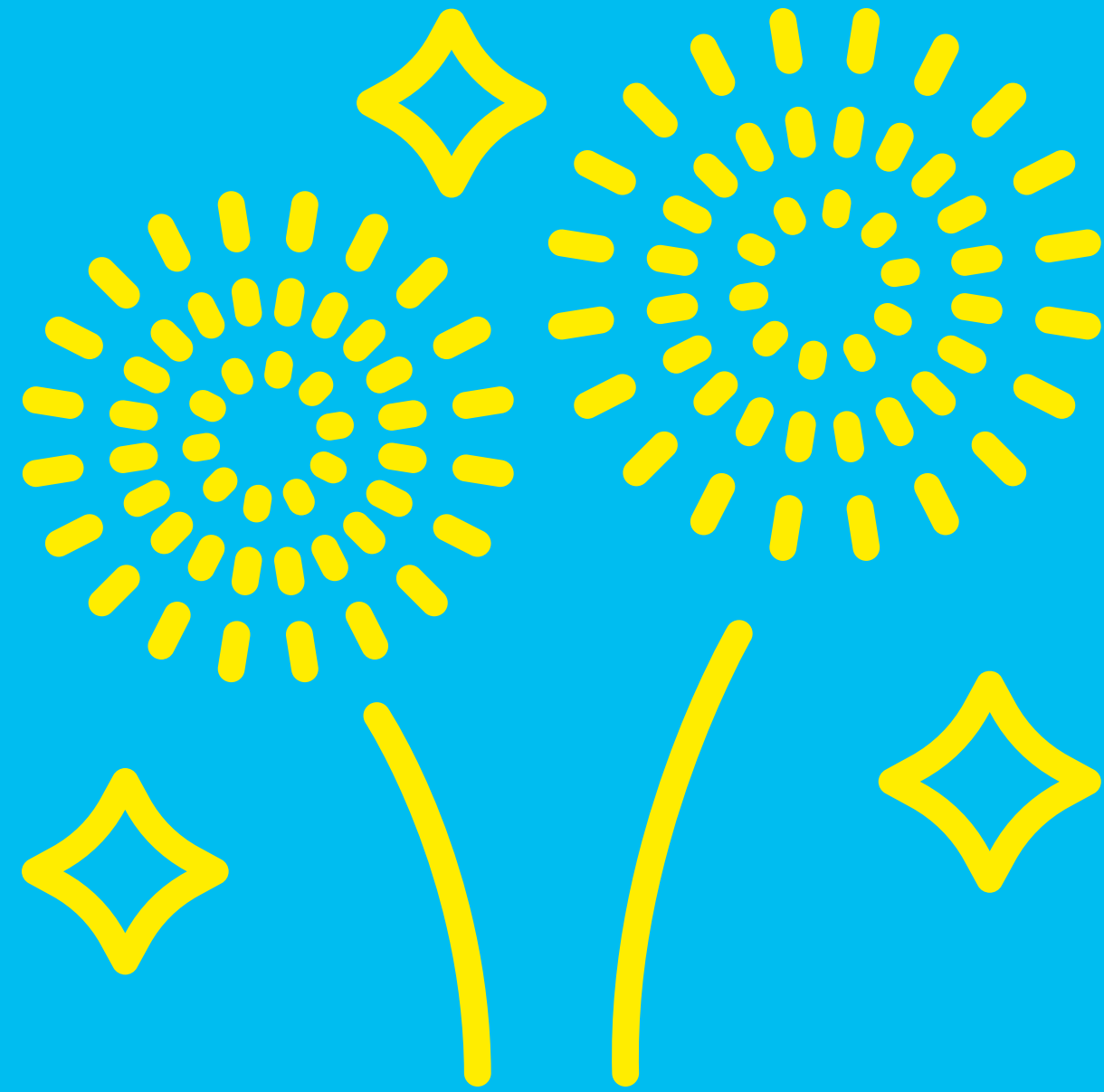
Final \\ Innovation mindsets on display



User-driven \\ Solution testing with real potential customers

Academics

First Graduates



We are proud to congratulate our first Innovation & Entrepreneurship Minor Graduates!

Class of 2020

Sofia Brignola *Mechanical & Materials Engineering Major | Mathematics Minor*

Ariel Chiverton *Electrical Engineering Major | Mathematics Minor*

Angelica Iglesia *Communication - Digital Media Major*

Holly Lloyd *Business Administration – Marketing Major*

Makayla McDonald *Communication Major, Advertising/Public Relations Concentration*

Sarah Ng *Mechanical Engineering Major | Mathematics Minor*

Academics

First Endowed Professor



Michael Tangrea, Ph.D.

We are excited to announce that Loyola University Maryland has appointed the first endowed professorship in Natural and Applied Sciences. Michael Tangrea, Ph.D., began as an endowed professor in the biology department in August and will teach for the Center in the spring. This position is partially endowed by an E-Nnovation grant from the State of Maryland.

Dr. Tangrea is a Loyola graduate who served as a mentor for the inaugural Baltiprenuers Accelerator program and has been an active member of the Natural and Applied Sciences steering board. He received his Ph.D. from the University of Maryland. Most recently he was the Senior Scientific Director of the Alvin and Lois Lapidus Cancer Institute Department of Innovation and Research at Sinai Hospital.

Student Mentoring & Leadership Development

The Center provides students with frequent opportunities to meet with our staff and outside advisors in order to introduce them to available resources and programs and evaluate how best to support their diverse needs. Our goal is to help students develop an innovative mindset that will help them in their careers and in their lives after Loyola.



73

Total Student
Advisees

58%
Female

56%

Increase in
applications to
Steering Committee
from AY 18/19
to AY 19/20

50%

Of Director and Startup
Executive in Residence
advisees returned for
multiple consultations

47%

Of those who responded*
identify as students of color

* A non-representative sample

CI&E Events

*Spring events pivoted quickly
to the online format*

28

**Admitted
students met
with at online
Admission
Events**

24

**Student and staff
volunteers and
Dent high school
youth participated
in a résumé
builder event ▶**



CI&E Events

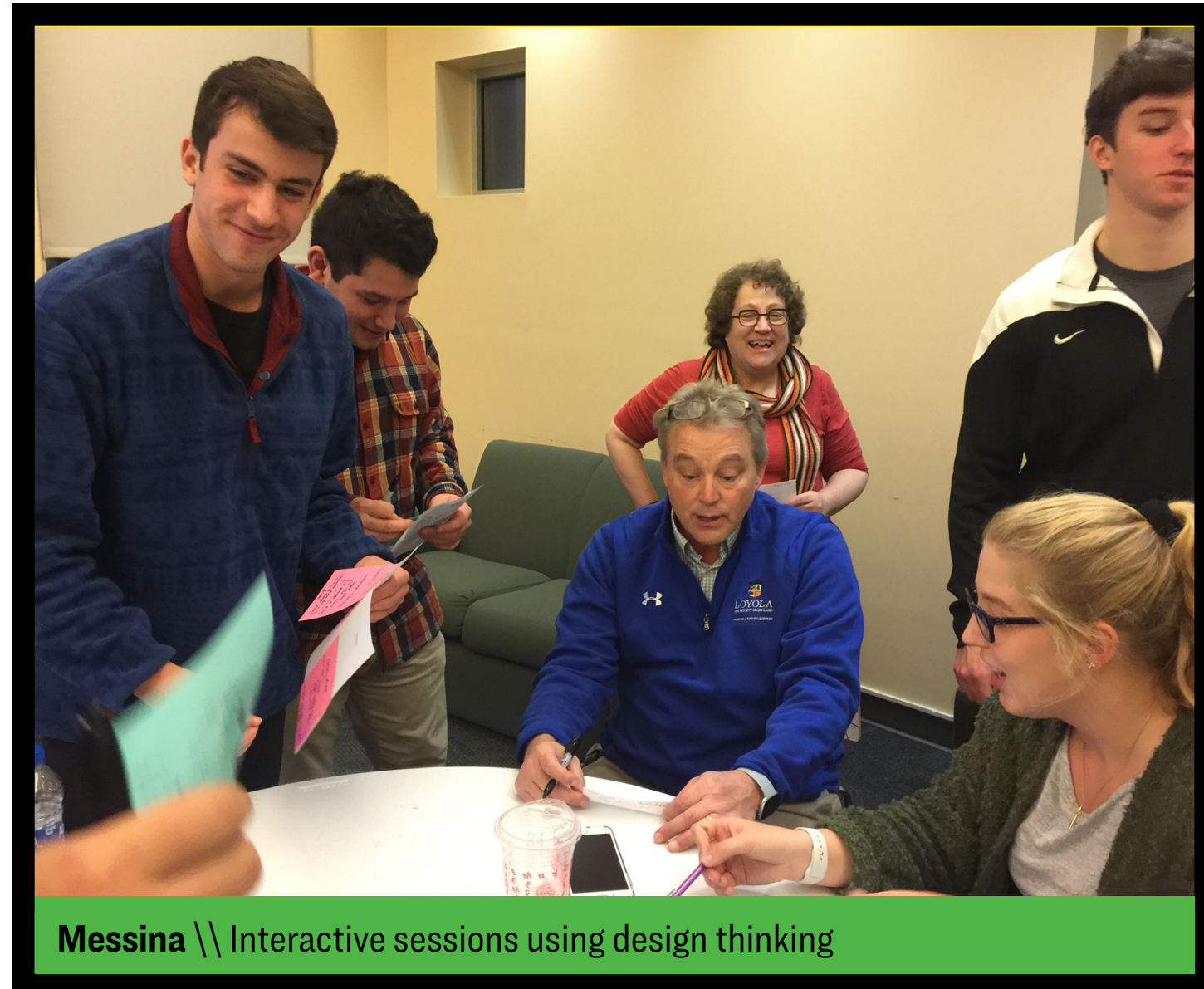
*Supporting faculty with new,
experiential content proved to
be a great way to reach students*

39

**Sellinger
Scholars
practiced tools
for innovation**

38

**students ran
experiential
workshops on
innovation in
two Messina
sections** ▶



Collaborations

AddVenture

CI&E helped develop a new AddVenture pre-accelerator program.

9.8.20 \\ Technical.ly

AddVenture Helped Student Entrepreneurs Work on Their Startups this Summer

“[The pandemic] forced some creativity on all of us and opened up our minds a little bit and gave us license to do this.”

128

Student participants

15

Schools represented from across Maryland



Brendan O'Connell, '21
Equalyze Co-founder

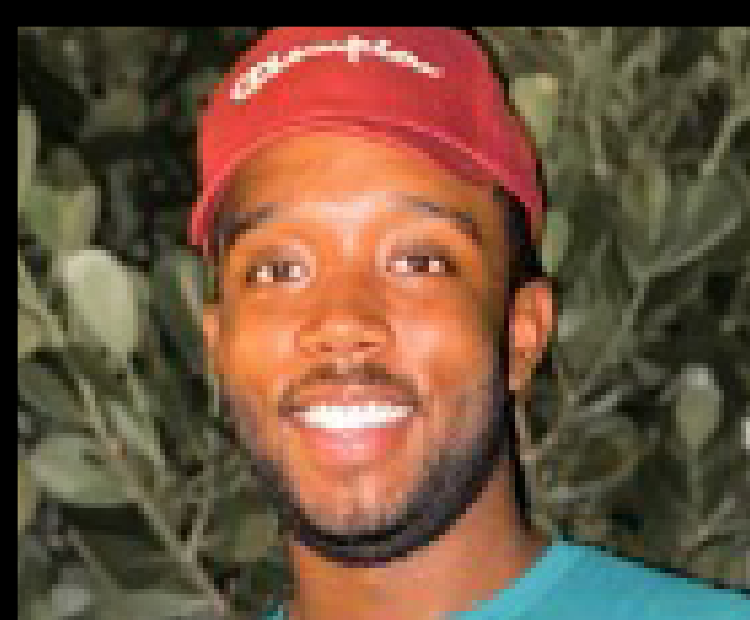


Katherine Sanders, '21
Equalyze Co-founder



7

Loyola Student Entrepreneurs



Franklin Parks, '21
Equalyze Co-founder



Spencer Blair, '21
Equalyze Co-founder

The Center for Innovation & Entrepreneurship at Loyola has been an invaluable resource for our team at Equalyze. Wendy, Bill, and Mustafa have never ceased to provide impactful insight and support throughout the development of our venture.

— Spencer Blair, '21

Collaborations

GCEC 2021 Conference



Loyola University Maryland and the University of Baltimore (UB) have been selected to host the prestigious Global Consortium of Entrepreneurship Centers (GCEC) Conference in Baltimore on Oct. 13-16, 2021.

Loyola's Center for Innovation & Entrepreneurship and UB's Center for Entrepreneurship and Innovation will share hosting duties for the event. The event's theme, "Leading with Entrepreneurship: Succeeding in Revitalization," is intended to provide clear examples of how higher education and entrepreneurs are leading the way to create the new companies that are transforming their communities.

8.14.19 \\ Technical.ly

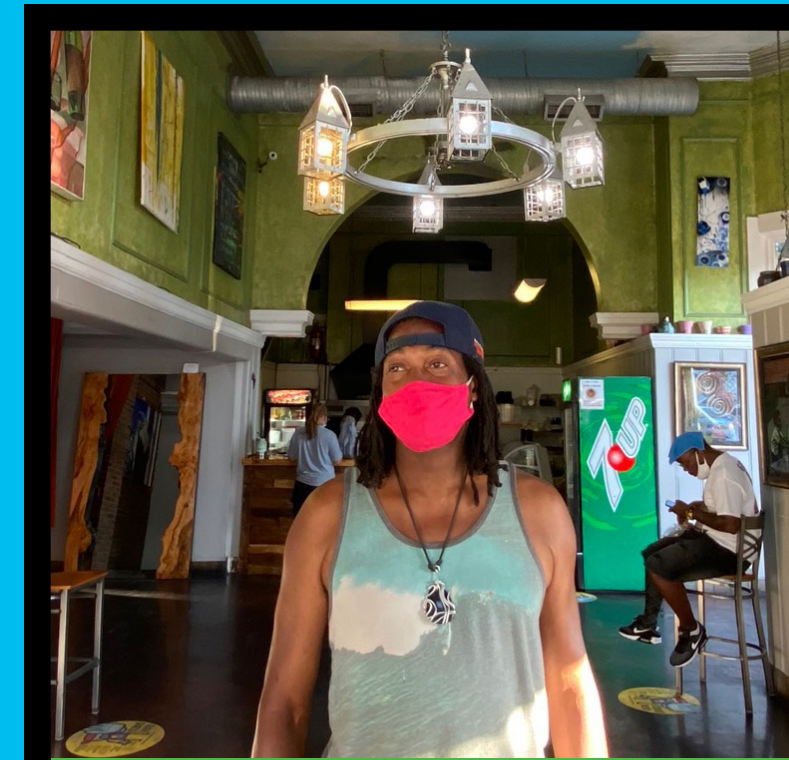
UB, Loyola to Host 2021 Conference

"While the competition was quite strong, the two partnering universities put together an exciting proposal that really stood out."

GCEC 2020 \\ Wendy Bolger (left), Founding Director, CI&E, shown with GCEC Lifetime Achievement Award winner Saras Sarasvathy.

Loyola Crisis Navigators

The Center for Innovation & Entrepreneurship's Loyola Crisis Navigators is a volunteer team of advisors brought together to serve the local small business and entrepreneur community during the COVID-19 pandemic. Advisors met virtually with clients to suggest innovative pivots to their operating model, provide counsel in decision-making, and explore additional resources, including new emergency loan and grant options.



Terra Café \\ Entrepreneur Terence Dixon consulted with Navigators

33
Clients served

Businesses we heard from range from
1-150
employees

\$7k-10mm
Range of revenues in businesses advised



Advisor \\ Navigator Angela Gustus

55%
of clients who responded are female

7
Diverse professionals dedicated pro bono service

5.6.20 \\ WJZ

Crisis Navigators At Loyola University Help Small Business Stay Afloat During COVID-19

Wendy Bolger
Creator of Crisis Navigators

Consulting



Jon Broom, '21 \\ Club Founder



Tomas Fernandez, '21 \\ Club Founder



Isaiah Warfield, '21 \\ Club Founder



Loyola Consulting Club is a student-led consulting club providing pro bono support to Baltimore ventures

31
Student
Consultants

7
Clients

- The Bambou
- Chesapeake Regional Fire Fighters



Community Engagement



“How Might We?” Pillar

HUNDREDS

Of Post-It Note provided as answers to 6 different questions posed over the year by campus partners in the student center

11.14.19 \\ Technical.ly

6 Networking Tips from Tech and Entrepreneurship Pros

“You will always find a lot to talk about and make a new contact or a new friend.”

5.28.20 \\ Technical.ly

RealList Connectors: Meet Top 110 Community Builders in Baltimore

“Bolger leads a two-year-old program galvanizing social entrepreneurship, and quickly became a familiar face among local organizers with a willingness to team up.”

9.8.20 \\ Business Monthly

Q&A with Wendy Bolger

“In a time when there doesn’t seem to be any security anywhere, being your own boss can seem like the most secure option available.”

Pre-Fall Innovation Bootcamp



Open Works \\ Pre-Fall Innovation Bootcamp at maker space



Storyboarding \\ Rachel Jarman, '21, at T. Rowe Price's Innovation Center



Bootcamp Bonds \\ First ever Innovation Bootcamp!



Be a Maker \\ Entrepreneur Alisa Brock demonstrates laser cutter



Social Entrepreneurs \\ Erin Dunn, '21, Thibault Manekin, and Paolo Narcisco

Student Profiles

Meghan Reynolds
Class of 2019



CI&E-affiliated activity:

University Innovation Fellow

Major: **Mechanical and Materials Engineering**

Minor: **Business Administration**

Hometown: **Wayne, New Jersey**

Where is she now?



**Graduate student, Duke University,
Ph.D. in Bioengineering and Biomedical
Engineering (accepted to all 7 Ph.D.
programs she applied to)**



My involvement in CI&E shed light on the diverse fields and various areas of my own life in which the principles of innovation and entrepreneurship are applicable. The CI&E also helped me hone my creativity and problem-solving skills, both of which are still benefiting me in my career today.

Student Profiles

Quinn Cosgrove
Class of 2020



CI&E-affiliated activity:

Student Steering Committee

Major: **Business Administration,
Information Systems**

Hometown: **Bethlehem, Pennsylvania**

Where is he now?



President, Labrador Technologies



Being a part of the CI&E has been a very exciting experience, as I have enjoyed seeing my Loyola community learn and embrace innovation while sharing my love for it. When I came to Loyola 4 years ago, there was not a lot of focus on entrepreneurship and now we have students launching businesses and pursuing great ideas every day.

Student Profiles

Regina McCoy
Class of 2021



CI&E-affiliated activity:

Student Steering Committee

Initiated University review of dormitory names using racial justice lens

Major: **Speech Language Hearing Science**

Minor: **Spanish**

Hometown: **Suffield, Connecticut**



The Center for Innovation & Entrepreneurship gave me the confidence and tools to make palpable change in my community.

Student Profiles

Savoy Adams, Jr. *Class of 2023*



CI&E-affiliated activity:

Student Steering Committee

Founder, Addressing the System

Major: **Sociology**

Minor: **Innovation & Entrepreneurship**

Hometown: **Baltimore, Maryland**



The CI&E has been great resource for me expanding my social entrepreneur sprint and my design thinking lens. Most of all, I have more skills to be a part of the changes I want to see in Baltimore.

**Thank you
for supporting
the Center for
Innovation &
Entrepreneurship
at Loyola!**



LOYOLA
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