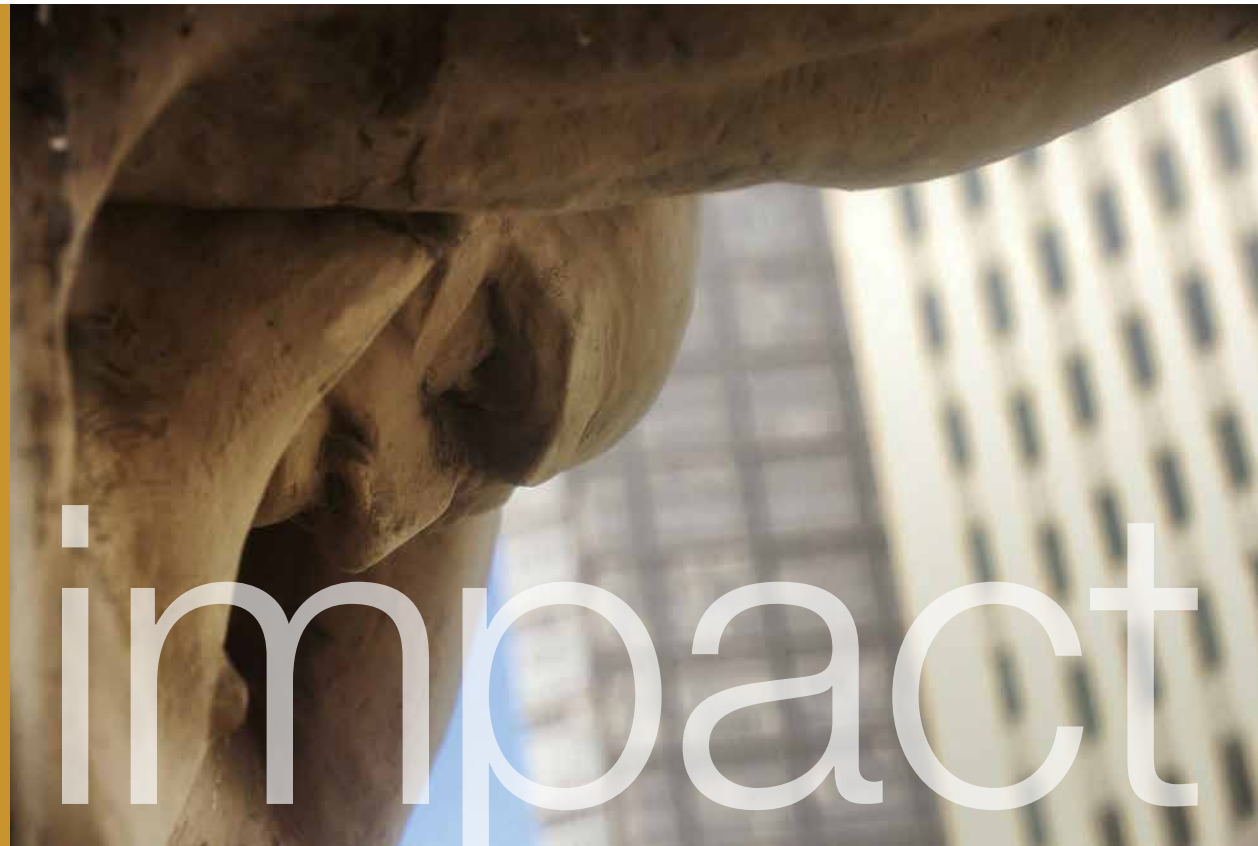




University of Pittsburgh

THE INSTITUTE FOR
ENTREPRENEURIAL
EXCELLENCE

2015 ANNUAL HIGHLIGHTS



impoact

A PART OF THE UNIVERSITY OF PITTSBURGH INNOVATION INSTITUTE

Dear Stakeholders,

I am proud to present to you our 2015 annual report as I reflect on last year's accomplishments and look ahead to the promise of an even more momentous year. With generous support from our funders and partners, our tremendous staff helped first-time entrepreneurs open 59 businesses, impacted 713 jobs, and helped raise almost \$16.6 million to seed and nurture growing companies. We continuously adapt our programs to solve entrepreneurs' greatest problems, leading us to launch several new custom initiatives last year.

Pittsburgh's past economic strengths in large part were fostered by a diverse immigrant population, which grew into a robust working class. Today, ensuring our economic structure is inclusive and diverse is a goal of the region's leaders and of this University. In 2015, when U.S. Census Bureau figures showed Hispanics relocating to Western Pennsylvania at double the national rate, we began offering our no-cost consulting services and startup workshops in Spanish.

In addition, we heard from many businesses that growth was affected by a knowledge gap in supply chain management and in navigating environmental regulatory laws. So we sought out grant funding and hired seasoned consultants in both fields. Already, their expertise has helped small businesses address and resolve problems and in many cases, realize growth potentials.

Adding these initiatives to our diverse business training programs has made 2015 another banner year for our organization. Combined, consultants provided entrepreneurs with more than 9,000 hours of customized consulting. Additionally, as part of the Innovation Institute, the IEE continues to play a key role in tying the University to the regional business community. These synergies are created through an exchange of knowledge, expertise, and time between students, growing companies, and established businesses.

I'm proud and humbled to lead this remarkable organization whose clients and staff are among the most talented entrepreneurs and consultants anywhere. We're excited about the prospect of continuing to support our clients and engage others in the region in the process.

With sincere appreciation as we continue our work,

A handwritten signature in black ink, appearing to read "Robert Stein". The signature is fluid and cursive, with the first name "Robert" and last name "Stein" clearly distinguishable.

Bob Stein
Director, Institute for Entrepreneurial Excellence



The Institute for Entrepreneurial Excellence (IEE), part of the University of Pittsburgh's Innovation Institute, has served businesses throughout Western Pennsylvania for over 20 years. Offering a dynamic mix of consulting, education, and networking opportunities, the IEE strives to be an innovative leader in economic development in the region.

The IEE achieves this mission through five main centers:

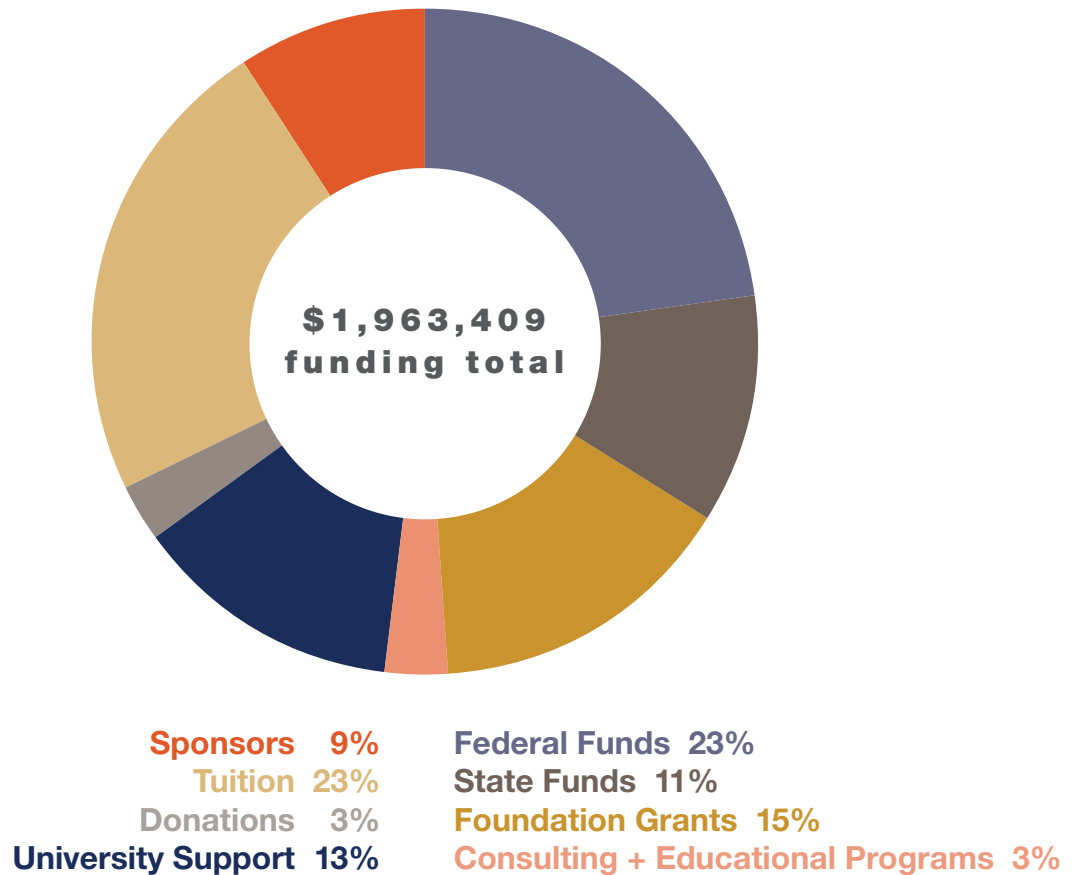


Our Mission:

The IEE strives to be an innovative leader in economic development in the region.

Launched by the Office of the Provost in 2013, the University of Pittsburgh Innovation Institute serves as the hub of innovation development, commercialization, and entrepreneurial activities on campus and leverages the University's expertise to provide entrepreneurial education, support, and networking to the region's entrepreneurs and small businesses.

2015 HIGHLIGHTS



IEE assisted in the purchasing/opening of **59 businesses**

IEE helped 45 clients secure funding totaling **\$16,646,092**

2015 NEW INITIATIVES

Spanish Initiative

The IEE's Small Business Development Center has extended its no-cost, confidential consulting services to native Spanish speakers who are interested in starting or growing a business. Management Consultant Victoria Lopez has presented "Como Abrir Tu Negocio," a variation of our start-up business workshops. These one-on-one consulting services and workshops are offered throughout the year.

EMAP

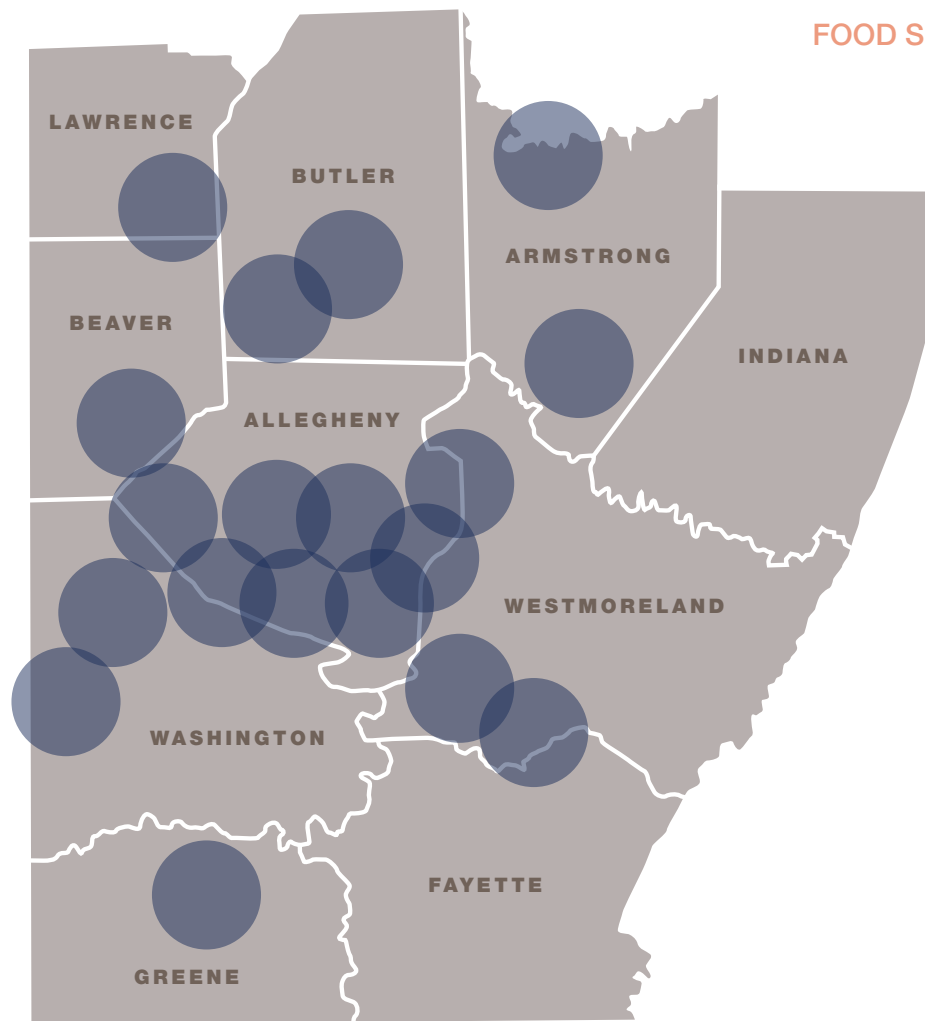
The Environmental Management Assistance Program fostered under the SBDC assists companies with environmental issues and regulatory affairs. Environmental Consultant Lee Ann Briggs brings over 28 years of environmental regulatory-compliance experience in both consulting and industrial capacities.

Supply Chain Consulting

The IEE has recognized and addressed the growing need for professional supply chain management expertise and knowledge. The IEE works to foster connections, assist in development and expansion, and provide perspective to business owners seeking support in their supply chain strategy.

OUR COMMUNITIES

IEE EXTENSIVE COVERAGE



- MANUFACTURING
- ENGINEERING
- CONSTRUCTION
- PROFESSIONAL SERVICES
- INNOVATION & TECHNOLOGY
- APPAREL & RETAIL
- ARCHITECTURE & DESIGN
- TRANSPORTATION & LOGISTICS
- HEALTHCARE & MEDICAL SERVICES
- FOOD SERVICE & HOSPITALITY
- REAL ESTATE
- PRINTING & PACKAGING
- MARKETING & DESIGN
- SPORTS
- HUMAN RESOURCES
- ENERGY
- INDUSTRIAL EQUIPMENT

A SNAPSHOT OF THE 900 BUSINESSES SERVED IN 2015

- Big Poppa's Food Truck
- Bike the Burgh Tours
- Bridgeway Capital
- Butler Gas Products Company
- CrawfordEllenbogen LLC
- Cuchina Safe, LLC
- Dance Locker LLC
- E Properties and Development
- Eat'n Park Hospitality Group, Inc.
- First Insight, Inc.
- Kurt J. Lesker Company
- Mancini's Bakery
- Robert Wholey & Company Inc.
- Sabika, Inc.
- Sarris Candies
- Shadyside Inn & Suites
- Spand-Ice
- The Motherhood Inc.
- Turner Dairy Farms, Inc.
- Vestis

Members 69% family business & 31% closely held

Clients 645 small companies looking to start or grow their business

27 PantherlabWorks clients working to bring a product to marketplace or commercialize new technology

Jobs 713 total jobs impacted
 489 jobs saved
 204 jobs created

L I F E L O N G L E A R N I N G

At the IEE, we support and help businesses build value through lifelong learning. Our educational programs and workshops bring unique insights from thought-provoking speakers to apply directly to businesses.

“IEE peer forum groups provide a platform to discuss important business issues. Business owners relate to these issues, and offer insightful ideas and solutions.”

CATHY ROGERS
President of
Aero Tech Designs, Cyclewear



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MEMBERS FROM 83 COMPANIES PARTICIPATED IN PEER FORUMS

Peer forums are held throughout the year for entrepreneurs to exchange insights and experiences in confidence. Each forum is composed of a small group of strategically matched members who regularly meet to explore the professional, family, and personal aspects of owning and operating a business.

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GRADUATES OF THE ENTREPRENEURIAL FELLOWS PROGRAM

Our competitive, year-long certificate program is open to CEOs, founders, and business leaders looking to enhance their knowledge and expertise in managing and growing their business. The Entrepreneurial Fellows Program, now in its 16th year, has an alumni of nearly 500 companies.



2,240

ATTENDEES ACROSS 108 IEE PROGRAMS

Topics included start-up workshops; financial management and alternative funding options; human resource management; leadership development; technology and innovation; digital marketing; and navigating family businesses.

EXPERIENCED CONSULTANTS

Equipped with a dynamic and experienced team of consultants, the IEE offers a wide range of consulting services to address the complex opportunities and challenges that entrepreneurs face.



IEE Consulting Services:

General Management Consulting

Supply Chain Management

Information Technology (IT)

Environmental Management Assistance Program

Product Development & Commercialization

Family Business Consulting

Market Research

722 CONSULTING CLIENTS



Driven by our commitment to offer relevant, accessible services to small business owners in the area, we have strategically placed satellite offices in Washington and Greene counties to offer no-cost consulting.

713 TOTAL JOBS IMPACTED

\$16,646,092 TOTAL FUNDING SECURED FOR CLIENTS

CONNECTING OUR COMMUNITY

As an organization built on connections, the IEE recognizes the importance of networking for business leaders. We provide various opportunities for members and clients to become better connected to the entrepreneurial community in the region, and to meet other like-minded entrepreneurs facing similar situations in their business.

“We surround ourselves with entrepreneurs to network with and learn from. Our partnership with the IEE has helped us keep our eyes firmly fixed on excellence.”

ANNE HAST, DPN, RN
CEO of Advanced Surgical Hospital





“I am always able to leave an event having met several more people and having solidified at least one more relationship.”

PETE SCHOONMAKER
Owner of
Viking Woodworking, LLC

Networking Events & Socials

The educational programs provide access to valuable information, and attendees have the opportunity to meet and get to know other entrepreneurs.

Networking is a highly valued component in the IEE's annual Summer and Winter Socials, attracting over 300 members and guests.

Mentorship

Mentoring is a powerful tool for personal and business development. The IEE provides entrepreneurs an individualized approach to learning through assisting in a coach/mentor match.

In 2015, the IEE facilitated 36 coach/mentor matches through the Entrepreneurial Fellows Center.

Internship Initiative

Not only do we connect entrepreneurs with other business leaders, we also connect employers to over 28,000 students at the University of Pittsburgh for internships and full-time positions.

To date, the IEE has connected 50 businesses to Pitt students.

OUR SPONSORS

Thank you to our dedicated sponsors whose generosity makes our work to empower entrepreneurs and impact communities possible.

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