The Dingman Center for Entrepreneurship’s mission is to build a community, operating from the Robert H. Smith School of Business, that **discovers, equips, connects and celebrates entrepreneurs.**

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**Pitch Dingman Competition**  
94 mentors met with students

**Fearless Founders**  
7 startups selected for the Terp Startup summer cohort  
68 teams moved through Idea Shell and Hatch stages

**Adventure Challenge: China**  
12 Smith MBA students traveled to China for the China Business Model Competition

**Dingman Center Angels**  
106 startups applied to pitch investors

**Cupid’s Cup**  
197 applications from 93 universities around the world

$111K awarded in scholarships, grants and competition prizes  
$7K awarded at two Pitch Dingman competitions
DEAR FRIENDS,

Reflecting back on our year, I realized the Dingman Center light bulb that we originally designed to represent ideas and innovation also represents energy and electricity. Sparks of ideas for products, customers, partnerships and technologies continuously illuminated our whiteboard walls, hallways and offices. Our growing community of entrepreneurs enlightened our students by sharing experiences and advice. After 29 years, the entrepreneurial spirit at the Dingman Center is as bright as ever.

With the launch of the Rudy Awards this past May, we celebrated our vibrant history while honoring and sustaining the legacy of Dingman Center founding dean, Rudy Lamone. At the inaugural ceremony, we welcomed Michael Dingman’s son, David, Managing Director of the family’s investment firm, Shipston Group Ltd. David’s remarks about the dynamic partnership between his father and Rudy rekindled the connection between our Center and the legendary entrepreneur who ignited our venture three decades ago.

Preceding the Rudy Awards, the Center was recognized for our regional, national and international leadership in our field. At this year’s annual conference of the Global Consortium of Entrepreneurship Centers in London, the Dingman Center received the prestigious NASDAQ Award for Entrepreneurial Excellence. The Consortium bestows this honor on the one center that sets the gold standard in entrepreneurship education.

Back at home, we were honored with several opportunities to participate in the legislative process. In February, I represented the Dingman Center, along with other local tech leaders, entrepreneurs and angel investors, to testify in support of an angel investor tax credit for the State of Maryland. Several weeks later, the U.S. House of Representatives Committee on Small Business invited us to testify on the state of student entrepreneurship.

As Managing Director, I have experienced unanticipated dividends from the success of the Center, including serving as the Acting Managing Director of the Smith School’s Center for Social Value Creation, a sister center spun off from the Dingman Center six years ago. I am also co-teaching the entrepreneurship action learning projects course in the Smith School’s Executive MBA program.

At the Rudy Awards, Alex Triantis, dean of the Robert H. Smith School of Business, referred to the Dingman Center as his “recharging station,” reinforcing the role our entrepreneurs play in bringing energy and vitality to our school. This report celebrates our extraordinary year of bright ideas and valuable connections. @elanafine
The most remarkable feature of the Dingman Center is our extraordinary community of entrepreneurs. From Entrepreneurs-in-Residence, to angel investors and our student entrepreneurs, those who engage with the Center keep the entrepreneurial spirit thriving. The Center celebrated this amazing energy of entrepreneurship with the inaugural Rudy Awards, named for our founding dean, Rudy Lamone. Given Rudy’s unparalleled success in building ventures and attracting people to Dingman Center programs, the Rudy Awards recognize members of the community for their business creation as well as their vital contributions to the Dingman Center community.

Photos, clockwise from top left: Obidi Orakwusi and Evan Lutz; Dean Alex Triantis; Holly DeArmond, Danielle Bennings and Julia Klein; Brent Goldfarb; Dan Berger; Rudy Lamone and David Dingman; Fredrica Antwi; student attendees; Rudy Lamone; Elana Fine.
RECIPIENTS AND NOMINEES OF THE INAUGURAL 2015 RUDY AWARDS

The May 7th ceremony featured remarks from Elana Fine; Dean Alex Triantis; and special guest, David Dingman, son of founding donor Michael Dingman. David thanked the Center for our positive representation of the Dingman legacy and the ongoing impact on entrepreneurship at the University of Maryland.

Two categories of awards were presented: The prestigious Rudy Awards and “Staff Picks.”

PARTNER OF THE YEAR
- Capital One
- CONNECTpreneur
- DC I-Corps
- DINGMAN CENTER ANGELS
- PORTFOLIO COMPANY OF THE YEAR
- Social Tables
- TalkLocal
- VisiSonics

MENTOR OF THE YEAR
- Harry Geller ’81 / Entrepreneur-in-Residence
- Andrea Keating ’83 / Entrepreneur-in-Residence
- Brice Leconte ’01 / Entrepreneur-in-Residence

FACULTY HONOREE
- Oliver Schlake / Clinical Professor, Management & Organization
- Protiti Dasidar / Associate Department Chair & Clinical Professor, Management & Organization
- Andrew Sherman / Lecturer, Office of Executive Education

SOCIAL ENTREPRENEUR OF THE YEAR
- Evan Lutz ’14 / Founder, Hungry Harvest
- Adrienne Baer ’17 / Founder, Gift to Uplift
- Kikanae Punyu ‘15 / Founder, Rafiki Beads

ALUMNI ENTREPRENEUR OF THE YEAR
- Paul Capriolo ’06 / Founder, Social Growth Technologies
- Stephen Steinberg ’11 / Founder, Raw Athletics
- Obidi Orakwusi ’12 / Founder, Gym Supreme

STUDENT ENTREPRENEUR OF THE YEAR
- Fredrica Antwi ’15 / Founder, Locks of Curls
- Cody Branchaw ’18 / Founder, Kanga Trash Solutions
- Sam Feldman ’15 / Founder, YoK’d
- Jordan Greenwald ’15 / Founder, Meta Cartel
- Bethany Monaghan ’16 / Founder, Bethany’s Organics

STAFF PICK RECIPIENTS
Each member of the Dingman Center staff maintains unique relationships with various members of our community. While we were not able to recognize every Dingman Center community member with a “Rudy,” our team named the following “Staff Picks”:

Liz Sara ’80 / Dingman Center Angel and Entrepreneur-in-Residence, was chosen for her commitment to teaching and advising Smith students.

Kyle D’Amore ’15 / Dingman Center Student Intern, was chosen for his hard work and dependability during the two years he served as the Center’s intern.

Jordan Greenwald ’15 / Fearless Founder, was chosen for his entrepreneurial spirit which led him to create a student entrepreneurship club and a startup.

Hilton Augustine / Dingman Center Angel, was chosen for his commitment to the Dingman Center Angels and his investments in many promising companies.
April 22 marked the tenth annual Cupid’s Cup business competition chaired by Kevin Plank ’96, Founder & CEO of Under Armour. The ten-year milestone brought the competition’s first international applicants resulting in a stellar group of finalists and a jam-packed auditorium! Christopher Gray, an undergraduate from Drexel University, triumphed as the competition’s big winner. His company, Scholly, a mobile application helping students find scholarships, took home $80,000 in prizes.

Joining Plank on the judge’s panel were Daymond John, Founder and CEO, FUBU and Shark Branding; Karen Katz, CEO, Neiman Marcus Group; and Mike Lee, Co-founder and CEO, MyFitnessPal. Entrepreneur and former NFL player, Dhani Jones, ignited the crowd as emcee. President Wallace Loh took the stage and encouraged all the entrepreneurs in the room to think big, aim high and never give up.

WINNERS AND FINALISTS:

**Grand Prize Winner at $75K and Salesforce Innovation Prize at $5K**

Christopher Gray, Drexel University / Scholly is a mobile and web app that provides high school students, current college students, and graduate students an accessible way to find scholarships for college. @Scholly5 / www.myscholly.com

**2nd Place Winner at $20K**

Rajvi Mehta, Duke University School of Medicine / Gudness Bar combats the widespread prevalence of iron-deficiency anemia in India through the easy-to-eat, palatable, and affordable nutritional iron-rich bar, Gudness.

**3rd Place at $5K**

Kristen McClellan, Cornell University / Snappy Screen is the world’s first touchless sunscreen application system and a new, easy and effective alternative to the tedious manual application of sunscreen. @SnappyScreen / www.wemakesunscreenfun.com

**Audience Choice Winner at $5K and UMD Prize at $5K**

Obidi Orakwusi ’12, University of Maryland / Gym Supreme designs fitness products with amazing functionality. The startup’s first product, the Mega Bar, is the most versatile resistance exercise product of the decade. @GymSupreme / www.gymsupreme.com

Louis Cirillo, Virginia Tech / VirtualU integrates 3D human modeling technology into the fitness and healthcare space so that people can accurately track how their body changes as they work out and lose weight. @VirtualUFitness / www.virtualu.co

Kristina Tsipouras, Stetson University / ZOOS Greek Iced Tea is a first-to-market, all-natural, real-brewed, caffeine-free, ready-to-drink Greek Iced Tea that is “Yia-Yia” approved. @DRINKZOOS

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Maryland Football
@MarylandPride, Apr 22: Thanks @UnderArmour & @SmithSchool for including us in a first class event on the business side of life #CupidsCup

Alex DeRosa
@alexderosa14, Apr 22: #CupidsCup was the coolest event I’ve ever been to! Got to meet Kevin Plank, founder and CEO of Under Armour #UA

Jennifer Hankin ’06
@JennHankin, Apr 22: “Every overnight success takes 15 years.” good perspective from @TheSharkDaymond at #CupidsCup

Above, left to right: Kristina Tsipouras, Kristen McClellan, Christopher Gray, Kevin Plank, Obidi Orakwusi, Rajvi Mehta and Louis Cirillo.

Below: President Wallace D. Loh with Testudo.
PITCH DINGMAN COMPETITION

Twice annually, the Pitch Dingman Competition awards $3,500 in prizes to University of Maryland student entrepreneurs who pitch their business ideas to a panel of judges.

FALL 2014 WINNERS AND FINALISTS:

**Stefanie Cohen B.S. ’14, M.Eng.’16 and Shawn Greenspan M.Eng.’16 / Sono-Assist Monitor** is developing a device that allows medical providers to determine a patient’s pulse in low blood flow states.

**Cody Branchaw ’18 / Kanga Trash & Energy Systems** provides stadiums with a unique, patent pending, stadium seat trash bag and attachment. @kangasystems

**Bethany Monaghan ’16 / Bethany’s Organics** produces “Crustless Creations,” frozen whole wheat nut/seed butter and jelly sandwiches made with organic ingredients. @BethanysOrganic

**Omar Goheer ’16 / K. Sultana** solves the prevalent problem of discomfort, caused by hot temperatures, experienced by Muslim women who wear the headscarf. www.ksultana.com

**Sam Feldman ’15 / Yolk’d** sells single servings of protein powder in disposable bottles. When someone buys a bottle of Yolk’d, they add water, shake, drink, and then dispose. www.yolkd.com

**Jay Sunny Bajaj ’99, founder and CEO of DMI, provides the keynote address at the fall competition.**

SPRING 2015 WINNERS AND FINALISTS:

**Ghedalia Gold-Pastor ’16 / 417 App Studios’** Puzzable mobile application allows users to send pictures with a personalized message in the form of a jigsaw puzzle. @PuzzableApp

**Erika Binsley M.A. ’17 / Savorfy** bakes the world’s first savory protein bars to contain 17 grams of high-quality protein per serving and no added sugar. www.savorfy.weebly.com

**David Kriesberg ’16 and Ethan Reggia ’16 / Auris Innovations** created Auris Sport Attachments that will secure any type of earphones so that you can focus on your performance, and not your ears.

**Sanil Shah ’16, Nick Bentley ’17, Adi Ayyakad ’17 and Kanay Patel ’16 / Tabster** is a mobile application that is redefining the restaurant experience by allowing customers to check-in and pre-order their food while waiting to be seated.

**Elakian Kanakaraj ’16, Avinash Satish ’16, Karan Singh ’16, Brandon Azzi ’16 & Evan Qi ’16 / Victus** is a mobile application allowing users to request food to be delivered from restaurants within their local area.

Above: Ghedalia Gold-Pastor pitching in the spring competition.

Below, left to right: Fall competition finalists Sam Feldman, Bethany Monaghan, Cody Branchaw, Omar Goheer, Amnah Sultan ’13 and Stefanie Cohen.
Most students are introduced to the Dingman Center at Pitch Dingman, our weekly forum in which students discuss their business ideas with an experienced entrepreneur. Often, these ideas have been brewing for months; other times a student might walk in with the kernel of an idea that popped up on the way to class. Pitch Dingman hosted 450 one-on-one advising sessions this year, allowing students to gain actionable feedback and take the first step in pursuing their business ideas.

Students who want to further develop their business concepts join the Center’s accelerator—Fearless Founders. Students in Fearless Founders work through three distinct stages of venture creation:

**STAGE 1: IDEA SHELL**

Students start the Fearless Founders program in Idea Shell when they’ve settled on an idea, but need to decide if it’s worth pursuing. Students interview possible customers to validate their idea and begin developing a minimum viable product. Thirty-seven student companies participated in Idea Shell during the 2014-2015 academic year.

**Aaron Pludwinski ’16 / Kanvasroom**

Aaron attended a Pitch Dingman advising session in early 2015. Enthusiastic with a ton of ambition, Aaron knew he lacked the guidance to develop and grow his idea—Kanvasroom, an online collaboration space for creatives. A few weeks later, he joined the Idea Shell stage of Fearless Founders through which Aaron and his business partner, Demien Scott, have been validating their problem/customer/solution fit. Currently, the Kanvasroom team is in discussions with a few major universities across the nation and overseas that want to make Kanvasroom the official collaboration platform for creatives on their campuses. Aaron received a $500 Capital One MVP grant at the completion of Idea Shell.

**STAGE 2: HATCH**

Hatch is a three-credit course for students committed to pursuing a business idea after validation through Idea Shell. In Hatch, students experiment with different business models and revenue streams, constantly pivoting as they delve into the customer discovery process. By the end of Hatch, many companies are generating revenue or working on a beta version of their minimum viable product. Thirty-one student companies participated in the Hatch course during the 2014-15 academic year.

**TERP STARTUP 2015 COHORT**

- **Bethany’s Organics** / Bethany Monaghan ’16
- **Demere** / David Engle ’15, Tony Liang ’17 and Sean Kim ’17
- **Javazen** / Eric Golman ’15, Ryan Schueler ’14 and Aaron Wallach ’14
- **K. Sultana** / Omar Goheer ’16
- **Meta Cartel** / Jordan Greenwald ’15
- **Starchild Studios** / Ayana Zaire Cotton ’15
- **VentureStorm** / Tyler Denk ’16, Taylor Johnson ’16, Tommy Johnson ’16, Akash Magoon ’18 and Ephraim Rothschild ’17

*Right: Members of Terp Startup*
The most dedicated student entrepreneurs are selected for the summer incubator, Terp Startup. Through Stages 1 and 2, their companies have proven traction and initial customers. Instead of taking a summer internship, these students use a $5,000 stipend to work on their business full-time for eight weeks. The incubator program features workshops and advising sessions along the way. In summer 2015, the inaugural Terp Startup cohort included seven companies.

**STAGE 3: TERP STARTUP**

The most dedicated student entrepreneurs are selected for the summer incubator, Terp Startup. Through Stages 1 and 2, their companies have proven traction and initial customers. Instead of taking a summer internship, these students use a $5,000 stipend to work on their business full-time for eight weeks. The incubator program features workshops and advising sessions along the way. In summer 2015, the inaugural Terp Startup cohort included seven companies.

**Omar Goheer ’16 / K. Sultana**

Omar joined the Fearless Founders to pursue his social venture, K.Sultana. K.Sultana aims to solve the problem of discomfort experienced by Muslim women who wear the hijab, or head scarf. K. Sultana scarves are light and breathable, allowing Muslim women to wear their hijabs comfortably. Omar has been persistent in his journey as an entrepreneur, meeting with countless advisors and mentors. His hard work in the Hatch course resulted in winning $500 in a Pitch Dingman Competition and a $500 Venture Well grant.

**Bethany Monaghan ’16 / Bethany’s Organics**

Since coming to the Dingman Center, Bethany Monaghan participated in almost every program that could help develop her startup, Bethany’s Organics. Her company makes “Crustless Creations,” frozen crustless whole-wheat nut and seed butter and jelly sandwiches made from organic ingredients.

Bethany’s stellar entrepreneurial journey includes:

- Earning a $500 Capital One MVP Grant in the Idea Shell stage;
- Competing in a Pitch Dingman Competition;
- Earning a $2,500 Capital One MVP Grant in the Hatch stage;
- Testing the market at Terp Marketplace;
- And exhibiting in the Cupid’s Cup Startup Showcase.

Nominated for Student Entrepreneur of the Year at the Inaugural Rudy Awards, Bethany ended her junior year with acceptance into Terp Startup for summer 2015.
One of the University of Maryland's most dynamic boundary-spanning initiatives is the Dingman Center Angel (DCA) investor network. Through this group, the Center connects Mid-Atlantic startups seeking seed and early-stage funding with accredited angel investors. Since inception, the Dingman Center Angels have invested more than $12 million in more than 55 companies. Angels are not required to be UMD alumni; but nearly half the members are Terps. Their participation is a striking example of how alums can effectively re-engage with their alma mater.

The majority of this year’s new investments came from three industries: software, internet/web services and security. The group also participated in several follow-on investments. Investor education seminars included a session on term sheets and deal terms and a portfolio review. In September, the Angels joined the Smith School’s Baltimore Alumni Chapter for their monthly meeting. Portfolio companies and Angels presented to the alumni at the UMD Biopark in Baltimore. In October, the Angels spent an evening in Crystal City talking with Disruption Corporation’s (now 1776) Paul Singh about investment trends.

To join the Dingman Center Angels and see our full list of portfolio companies, visit go.umd.edu/dcangels.

“I moved to Maryland in 2014 and began working as a full-time angel investor in 2015. The Dingman Center has been my “second office” ever since. I met my first angel investment through the Dingman Center Angels. DCA is indispensable to my work as a Maryland angel investor.” –DCA Investor Justin Label, Inner Loop Capital

Following the final pitch meeting, several angels celebrated a successful year by playing a round of golf at the UMD Golf Course. Pictured: Adam VanWagner, Bill Boyle and Dan Henderson.

NEW INVESTMENTS

Describes / Ryan Yanchuleff
OmniSpeech / Carol Espy-Wilson
SnobSwap / Elise Whang
Terbium Labs / Danny Rogers
VitusVet / Mark Olcott ‘MBA 13

FOLLOW-ON INVESTMENTS

Brazen / Ed Barrientos
Cobra / Rob McGovern ‘83
DivvyCloud / Brian Johnson
YouEye / Kyle Henderson
Last fall, Dean Triantis appointed Dr. Brent Goldfarb to lead research and education programs for the Center. Brent is Associate Professor of Management and Entrepreneurship in the Management & Organization Department. In addition to teaching the popular #RealEntrepreneurship course, he is the faculty lead for the AdVENTURE Challenge: China course and designed the revamped curriculum. Previous academic director, Rajshree Agarwal, is now launching the Smith School’s Ed Snider Center for Enterprise and Markets.

Brent’s research explores the conditions under which entrepreneurs are able to find financial backers and draws lessons for new entrepreneurs, investors and the evolution of new industries. His current book project studies when new technologies lead to investment bubbles and is forthcoming from Stanford University Press (2016). His work has been cited in *The Wall Street Journal*, Inc.com, *Businessweek.com*, *The New York Times* and other media outlets. Brent earned a B.A. in Economics and Computer Science from Tel-Aviv University and a Ph.D. in Economics from Stanford University.

@brentdg2

The Smith School’s entrepreneurship faculty annually hosts the invitation-only Smith Entrepreneurship Research Conference. Researchers and rising stars in entrepreneurship research gather to discuss relevant social, economic and organizational issues in the field. This year, the Dingman Center and the Smith School’s Center for Financial Policy facilitated a panel discussion among experts from the academic, regulatory and entrepreneurial sectors on ways to regulate the industry to protect investors from fraudulent activity while preserving the spirit of the JOBS Act. The panelists included:

- **Wayne Kimmel ’92**, Founder and Managing Partner, Seventy-Six Capital
- **David Lynn**, Partner, Morrison & Foerster, and former Chief Counsel of the Division of Corporation Finance at the U.S. Securities and Exchange Commission
- **Ramana Nanda**, Associate Professor of Business Administration, Harvard University
- **Brian Knight**, Associate Director, Financial Policy, Center for Financial Markets, Milken Institute

**RESEARCH PUBLICATIONS**

Faculty across the Smith School continue to engage in research on entrepreneurship and its role in the economy. Recent works by Rajshree Agarwal, Brent Goldfarb, Anil Gupta, Christine Beckman and others can be found under the Research section of the Dingman Center’s web site.

"More Stars Stay, But the Brightest Ones Still Leave: Job Hopping in the Shadow of Patent Enforcement"  
Martin Ganco, Rosemarie Ziedonis and Rajshree Agarwal, in *Strategic Management Journal*

"Knowing Your Place: Social Performance Feedback in Good Times and Bad Times"  
Thomas P. Moliterno, Nikolaus Beck, Christine M. Beckman, and Mark Meyer, in *Organization Science*

"Watching You Watching Me: Boundary Control and Capturing Attention in the Context of Ubiquitous Technology Use"  
Taryn L. and Christine M. Beckman, in *Academy of Management Journal*

"Measuring Patent’s Influence on Technological Evolution: A Study of Knowledge Spanning and Subsequent Inventive Activity"  
Rafael A. Corredoira and Preeta M. Banerjee in *Research Policy*
Dingman Center Angel and Board of Advisors member, Kathryn Stewart, wanted more students to gain the valuable experience of working at startups. Often, students overlook startup internships since they can make more money working at corporate entities. Kathryn sweetened the startup internship opportunity by developing a program to supplement internship salaries. Through her generous gift, the Center launched the Kathryn Stewart Fellowship Program for undergraduate students who are interested in entrepreneurship and want to intern at a startup. To be selected as a Stewart Fellow, students must secure a summer internship with venture capital or angel-funded startups and early stage companies. Once selected, Stewart Fellowship recipients are granted $5,000. The 2015 Kathryn Stewart Fellows are:

**DANIEL STERN ’16 / Internship at Grand Central Tech Incubator, New York City**

Daniel is a finance major who aspires to run his own startup in the near future. He’s passionate about tackling big problems and changing the way we view the world. During his time at UMD, Daniel has participated in the Fearless Founders accelerator and competed in the Pitch Dingman Competition with his startup idea, Globoclub Fitness.

**JOSEPH TUCHMAN ’16 / Internship at Camber Creek Venture Capital, Rockville, MD**

Joseph is studying finance and entrepreneurship. He has worked at three startup companies, an investment bank, and a venture capital firm. Joseph currently runs two growing startups, and is the Chairman of TAMID Group, an organization with over 1,200 students at 29 universities in the U.S. that connects college students with startups in Israel through experiential learning.

“I wanted to intern at an incubator because I get to work with the best of the best entrepreneurs all under one roof while still getting the experience of working at one of their startups. Being part of this incubator allows me to be part of a large entrepreneurial community while still getting experience at a startup.” —Daniel Stern

To read about Daniel’s and Joseph’s summer experiences, check out the Dingman Center blog at umddingman.wordpress.com
Now in its second year, the Hisaoka Fellowship Program is designed for first-year Smith MBA students who are highly interested in entrepreneurial innovation and startups. The Fellowship program is a partnership between the Center and the Office of Career Services. Through a generous gift from Smith School Advisory Board Member Robert G. Hisaoka ’79, four MBA students and one undergraduate were named Hisaoka Fellows. Fellows received $5,000 scholarships to supplement their summer salaries. The 2015 Hisaoka Fellows are:

**LANA BRONIPOLSKY MBA’16** / Internship at MPOWER Financing, Washington, D.C.

Prior to starting her MBA at Smith, Lana spent seven years in the financial services industry, most recently at PIMCO in Southern California. At Smith, Lana’s focused on entrepreneurial finance and is especially interested in financial technology. She plans to help early stage companies raise capital, develop growth strategies, and run efficient operations.

**SUMANTH JINAGOUDA MBA’16** / Internship at LivingSocial, Washington, D.C.

Sumanth is passionate about products, technology and entrepreneurship. Prior to Smith, Sumanth worked as a Technology Consultant at Deloitte for 4 years. He has extensive experience in SAP and SAP-mobile consulting. Currently, Sumanth is working with the Dingman Center to give shape and direction to his ideas.

**JUSTIN TAUBMAN MBA’16** / Internship at FoodBAM, Waltham, MA

Justin began his career at the U.S. Department of Homeland Security where he worked for seven years. Justin focused on innovative security and customer service solutions for aviation security. Justin is studying entrepreneurial finance and currently serves as President of the Smith MBA Entrepreneurship Club.

**GLORIA ZHANG MBA’16** / Internship at Homesnap, Bethesda, MD

Gloria is interested in marketing and data analytics. Before coming to Smith, Gloria worked at Louis Vuitton, China, for two years as a Retail Operations Management Trainee. Her responsibilities included supervising after-sales service, creating sales strategy, and optimizing merchandizing and inventory allocation.

**MIKE MANDL ’16** / Internship at YouVisit, New York City

Due to overwhelming demand, one of the Hisaoka Fellowships was offered to undergraduate student Mike Mandl. Mike is an economics major who’s interested in up-and-coming technology with the potential to disrupt markets. Mike spent the past year creating virtual reality college campus tours and plans to find his niche in the market after graduation.

“Working with the MPOWER team has been an eye opening experience. I wasn’t sure what it would be like to leave the comforts of the corporate world, but I love how unpredictable and exciting the journey of a startup is. I’ve caught the startup bug!” —Lana Bronipolsky
Seeding student ventures and supporting students who aspire to careers in the startup world is a top priority for the Center. This year, the Center awarded student entrepreneurs $111,500 in scholarships, grants and competition prizes.

Since the beginning of Fearless Founders, Capital One has been a loyal supporter. For the past two years, the bank provided grant funding for the Capital One MVP grants awarded during the Idea Shell and Hatch stages. This seed funding is essential for students as they grow their ventures.

VentureWell grants are given to Fearless Founders with tech startups. VentureWell, established in 1995 with support from The Lemelson Foundation, is a higher education network that cultivates revolutionary ideas and promising inventions. The Center was awarded VentureWell funding to help students move their tech ideas out of the lab and classroom and into the marketplace.
Every Friday, the waiting room at the Dingman Center is packed with entrepreneurs waiting to pitch their ideas to experts or obtain legal advice from a professional. During the week, guests come through our doors to participate in speaker series events, classroom panels, and a range of activities. This combustion of activity is attainable through the wide network of alumni, founders, mentors and faculty who comprise the Dingman Center community.

Take a look at who walked through our doors this year:

### 2014–15 SPEAKERS, MENTORS & ADVISORS

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<th>Name</th>
<th>Position/Company</th>
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<td>Thomas Alford ’07</td>
<td>LifeFuels</td>
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Advisor Polly Vail offers a student advice in a Pitch Dingman session.
GLOBAL ENTREPRENEURSHIP WEEK

Global Entrepreneurship Week (GEW) is the world’s largest celebration of the innovators and job creators who launch the startups that bring ideas to life, drive economic growth, and expand human welfare.

During one week each November, GEW inspires people everywhere through local, national and global activities. At UMD, the Dingman Center leads this celebration in collaboration with campus partners to host a series of events with the goal of nurturing the entrepreneurial spirit on campus:

SILK ROAD REDISCOVERED
Anil Gupta, Michael D. Dingman Chair for Strategy & Entrepreneurship, moderated a conversation about his book, “The Silk Road Rediscovered.” The discussion focused on the growing business challenges and opportunities for doing business in China and India.

GLOBAL EXPERIENCE BY DESIGN
Presented in partnership with UMD’s Academy for Innovation & Entrepreneurship, this hands-on workshop allowed attendees to experience design thinking from a global perspective.

TERP MARKETPLACE
Terp entrepreneurs sold their products and services while testing the market and experiencing the customer discovery process.

PITCH DINGMAN COMPETITION
Five student entrepreneurs pitched their businesses to a panel of all-star judges for cash prizes.

DINGMAN JUMPSTART

In January, the Center re-launched the popular bootcamp program, Dingman Jumpstart, to focus on UMD alumni.

The program helps entrepreneurs increase their odds of building successful businesses by learning how to reduce “customer risk” and develop clear action plans. The new program fulfills a goal to expand startup assistance throughout the university community and beyond the current student population. The curriculum was modeled after the National Science Foundation’s I-Corps curriculum.

The first cohort of the refreshed program, named Cohort Alpha, included 17 participants. These budding entrepreneurs convened in College Park on January 9-11 for an intense weekend of workshops and customer discovery exercises. Applying the principles of the Lean LaunchPad methodology, Jumpstart tests ideas to quickly determine whether a business is viable. All participants received the validation needed to make the “go” or “no-go” decision.

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Dingman Jumpstart participants meet at the kick-off reception.
In May, the Dingman Center and Peking University’s Guanghua School of Management co-hosted the 9th Annual China Business Model Competition.

The four-credit global studies course included eight weeks of preparation in which teams developed business ideas for the Chinese market. During the in-country portion of the course, Smith students traveled to Shanghai, Bengbu and Beijing exploring venture creation and global operations in China’s rapidly evolving economy.

The program culminated with the competition at Peking University. A team of Smith School MBA students won the competition’s $3,000 top prize with a pitch for Style Star, a personal stylist mobile app. Second place and $1,500 went to a Smith School team for their plan for Breathe, an air filter fan product. BCDF-Baby Care Devotion for You from Tianjin University won a total of $1,000 for Third Place and the Audience Choice Award.

The global studies experience included meetings with local business executives, visits to Shanghai Jiao Tong University’s tech incubator, Chinaccelerator, Beijing’s Zhongguancun Science Park, and a day-long trip to the Bengbu Economic Development Zone. The students enjoyed several cultural experiences including The Great Wall and the Forbidden City.

In support of 30 Days, the Dingman Center took Pitch Dingman Fridays on the road. Our Entrepreneurs-in-Residence hopped on UMD’s TERPRIDE bus parked outside of the Stamp Student Union, conveniently providing startup feedback to Terps.

The 10th Annual Cupid’s Cup also was held during 30 Days of Entrepreneurship, and the Smith School’s Center for Social Value Creation hosted the Do Good Challenge—a competition created by UMD students to encourage their peers to Do Good.

“Conducting customer discovery for a product aimed at the Chinese market while you’re actually in China is an eye opening experience. After weeks of refining our business plan in the U.S., the chance to talk directly to potential customers has been invaluable.” —Phillip Webster MBA’16, AdVENTURE Challenge: China participant.

Each April, UMD hosts 30 Days of Entrepreneurship celebrating the university’s fearless ideas, innovation and impact with a showcase of special events, lectures and competitions.

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Whether it’s time, talent or treasure, our community gives back to us in immeasurable ways. This year, our community donated $641,380 to the Center. Thank you for your generous support.

Michael Zhu ’93 is the Chairman and General Manager of Enelco Environmental Technology Co., Ltd., a wholly owned subsidiary of China MPP Ventures, LLC of Maryland, USA. During AdVENTURE Challenge: China’s visit to Bengbu, Zhu hosted the Smith School delegation which included MBA students and Dean Triantis. This experience offered the students an inside look at business practices in China. In addition, Zhu made a generous gift of $10,000 to enhance the China Business Model Competition prizes.

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