DEAR FRIENDS,

An auspicious occasion ... the founding fathers of the Dingman Center gathered this past May to celebrate the Dingman Center’s 30th anniversary. These visionaries and innovators originally convened in 1986 to share their vision for a vibrant center to help launch and grow ventures. Rudy Lamone, Michael Dingman and Charlie Heller embarked on an ambitious mission for the University of Maryland to emerge as the epicenter of the region’s entrepreneurial activity. Launched on a shoestring budget in a sparsely furnished and dimly lit office in the basement of Tydings Hall, the founders boldly declared themselves leaders in a nascent market. With an equal share of supporters, skeptics, and saboteurs, they persevered—they were entrepreneurs.

While I have now led the Dingman Center for close to 5 years, it wasn’t until I heard our history from the perspective of our founders that I fully understand our purpose. For 30 years, the Dingman Center has embraced the same values we espouse to our students—passion, commitment, risk, iteration, fearlessness, failure and creativity. Our leaders and staff members have initiated new programs based on the needs and trends of the students; forged partnerships with influencers around the campus, region and the world to expand our footprint; and evolved our mission to reflect the changing interests and priorities of our community. Like our student entrepreneurs, we have succeeded and celebrated, and we have failed and moved on.

The Dingman Center Annual Report was introduced three years ago. Since then, the pages have reflected a dynamic portfolio of programs and stakeholders, while consistently celebrating the spirit of entrepreneurship at the University of Maryland. This year, we initiated a successful new podcast, Bootstrapped, to highlight the funders and founders of our community through an increasingly popular medium; added an Associate Director of Social Entrepreneurship to serve the growing number of students interested in launching ventures to address social problems; and introduced a business minor in Innovation & Entrepreneurship to further integrate our programs into the Smith School curriculum.

Personally, I directed my passion and creativity to the classroom. Teaching our undergraduate Fearless Founders course and in our Executive MBA program allowed me to develop more meaningful relationships with our students; a satisfaction and joy I never fully appreciated until this year.

Meeting Michael and Betsy Dingman at the Rudy Awards reminded me that the Dingman Center has always been as much about the people who support our mission as it is about the entrepreneurs and their companies. As Michael Dingman reflected during the Rudy Awards, “There is absolutely no way great things happen without teams of great people.” At the Dingman Center, great things have happened thanks to hard-working and spirited individuals working together towards the mission set forth by our founders. @elanafine

Left to right: Elana Fine, Michael Dingman, Asher Epstein, Charlie Heller and Dean Alex Triantis.

In May, the Smith School honored Elana with a Distinguished Teaching Award for excellence in teaching the Fearless Founders Hatch class.

TABLE OF CONTENTS

The Dingman Center forever buzzes with activities, but this May the sounds of our new podcast, *Bootstrapped*, heightened our outreach. The podcast features founders, investors and serial entrepreneurs from the Washington, D.C., Maryland and Virginia startup scene. *Bootstrapped* addresses numerous aspects of startup life, but the heart of the show focuses on funding from both the founder and investor perspectives.

*BOOTSTRAPPED:
DINGMAN CENTER LAUNCHES STARTUP PODCAST*

Featuring Dingman’s Managing Director Elana Fine and Smith School Associate Research Professor Joe Bailey as hosts, each episode highlights startup trends and introduces a special guest. Serial startup operator Mark Walsh, Chief Investment & Innovation Officer for the U.S. Small Business Association; Dingman Center Angel investor Sam Medile ’80, CEO, Unified Parking Partners; and Kanchan Singh ’12, founder of D.C.’s first cat cafe, Crumbs & Whiskers, headlined our *Bootstrapped* launch.

According to co-host Fine, “This podcast is a unique opportunity to share the stories and personalities of our dynamic community. By focusing the show on strategies entrepreneurs use to fund their startups, we expect that *Bootstrapped* will educate our listeners, encouraging them to think creatively about financing their businesses.”

The podcast is the brainchild of current Smith School Executive MBA student, Oscar “Santana” Zeballos, Co-Founder and President at MORE Broadcasting. “As a serial entrepreneur, I sensed the importance of creating a vehicle to share our learning from our Entrepreneurship Action Learning Plan in the Executive MBA program with as many entrepreneurs as possible,” said Zeballos. “The vehicle I envisioned was a top-notch professional business/education podcast. Elana and Joe’s chemistry was evident as our co-instructors from the first class, which made the transition from the classroom to the recording studio flawless.”

Each episode of *Bootstrapped* starts with trend stories from the hosts, moves onto an interview with a special guest and then closes with a segment entitled, “Kickstarter or Not?” Listeners gain insights into startup life and venture creation. Additional episodes will be broadcast throughout the year.

To listen or download *Bootstrapped*, visit [go.umd.edu/bootstrapped](go.umd.edu/bootstrapped).

*From top: Oscar “Santana” Zeballos; special guest Evan Lutz ’14, founder of Hungry Harvest. Bottom photo, left to right: Elana Fine and Joe Bailey*
ENTREPRENEURS, ADVISORS, INVESTORS, STUDENTS AND ALUMNI mixed and mingled on May 5, 2016 for our second annual Rudy Awards ceremony. This year’s Awards were especially meaningful as they marked the 30th anniversary of the Dingman Center. Prime movers in the history of the Center attended: founding donor Michael Dingman and his family; first director Charlie Heller; and former director Asher Epstein MBA ’04. Under their enduring influence, the Dingman Center network has branched into numerous sectors. The Rudy Awards gives the entire Dingman Center community an opportunity to celebrate, united in their passion for entrepreneurship.

CONGRATULATIONS TO THE FOLLOWING 2016 RUDY AWARD WINNERS:

STUDENT ENTREPRENEUR OF THE YEAR

Sam Feldman ’16 / CardBuddy
Sam has started at least three businesses since matriculating at University of Maryland. Sam has experimented with businesses in text messaging, protein powder and stick-on phone wallets. He’s competed in Pitch Dingman Competition and completed all three stages of Fearless Founders.

RUNNERS-UP
Damar Bess ’18 / Nonich
Taylor Johnson ’16 & Tommy Johnson ’16 / VentureStorm
Ryan Pillai ’17 / WeCook
Daniel Stern ’16 / Route One Ventures

SOCIAL ENTREPRENEUR OF THE YEAR

Alexis Carson ’16 & Nadia Laniyan ’16 / Cocoa Queens
Alexis and Nadia have demonstrated a true passion for using business to address social issues. They launched a social enterprise to spread breast cancer awareness among African American communities. They have taken advantage of many Smith School resources. All this led them to the final round at the 2016 Do Good Challenge.

RUNNERS-UP
Robin Childo ’06 / Love Blanket Project
Anastasiia Polyakov ’17 / Annie’s Children
Oru Wonodi ’18 / NOVA Prints and Apparel

ALUMNI ENTREPRENEUR OF THE YEAR

Ali von Paris ’12 / Route One Apparel
Through her company, Route One Apparel, Ali has spent the last five years making the Maryland flag cool. As a student, Ali was a finalist in the Cupid’s Cup competition. Now her company is Maryland’s favorite place to shop for state pride.

RUNNERS-UP
Eric Golman ’15 / JavaZen
Matt Furstenburg ’11 / Grip Boost
Evan Lutz ’14 / Hungry Harvest
Manpreet Singh ’03 / TalkLocal

Above, left to right: Sam Feldman and Elana Fine
FACULTY AWARD

David Kressler / Management & Organization

Professor Kressler was honored based on his teaching excellence and commitment to integrating Dingman Center programs and resources into the classroom.

MENTOR OF THE YEAR

Polly Vail / Entrepreneur-in-Residence

The success of our programs depends on the advisors who help our students grow their ventures. Polly distinguished herself by supporting our mission as an ambassador in the broader community—attending events and always waving the Dingman flag.

ANGEL INVESTOR OF THE YEAR

Bill Boyle ’81 / Angel Investor

Bill has excelled as one of our most active investors over the past few years. He spends a significant amount of time meeting with entrepreneurs and offering advice, even when not providing funds.

RESEARCH HONORS

Yang Pan PhD ’17 & Yuan Shi PhD ’18

This award honored PhD students Yang and Yuan for making excellent strides in the field of entrepreneurial research.

RUNNERS-UP

Dr. Joseph Bailey / Decisions, Operations & Information & Technologies

Dr. Evan Starr / Management & Organization

RUNNERS-UP

Drew Bewick ’88 / Tree House Ventures, LLC

Paul Capriolo ’06 / Social Growth Technologies

Bob London ’83 / London, Ink

Rashad Moore / RGS Associates Inc.

RUNNERS-UP

Hilton Augustine / Chief Angel, Englare

Joshua Goldberg ’03 / Co-Founder, Panther Angels

Vadim Polikov / Co-Founder, Panther Angels

During his remarks at the Rudy Awards, Mr. Dingman commented, “I’ve never been so happy in my life to be involved with such wonderful people.”
Social entrepreneurship is growing across the globe, and the DC region is one of the hubs for this kind of venture creation. From programs like the Halcyon Incubator to co-working spaces like Impact Hub, as well as funders and thought leaders like Ashoka and the Case Foundation, our region is brimming with social enterprise activity. We look forward to expanding the Dingman Center network to provide unique opportunities for students interested in various approaches and outcomes for entrepreneurial endeavors …

Social enterprise is hot! Some cities are ahead of the curve and quickly becoming Social Enterprise Hubs.

These rankings from the 2016 Halcyon Incubator are based on four pillars: funding, quality of life, human capital, regulation and receptivity. SocEntCity.org

Who

Our new social entrepreneurship initiatives are led by Sara Herald MBA ‘11. Sara joins the team in the role of Associate Director for Social Entrepreneurship and adjunct faculty member in the Smith School’s Department of Management and Organization. She also serves as the University of Maryland’s Change Leader for the Ashoka U Changemaker Campus network.

Sara moved to the Dingman Center after leading social entrepreneurship programming at the Smith School’s Center for Social Value Creation. She joined the University of Maryland in 2013 after working several years as a strategy consultant for social enterprises and technology start-ups. Previously, she was Director of the U.S. office for StepOne Ventures in San Francisco, CA, assisting clients in synthesizing value propositions, exploring new business models and successfully navigating cross-cultural issues. Sara earned an MBA from the Smith School (2011) and graduated magna cum laude from Georgetown University with a B.A. in Spanish and English.
HOW

COCOA QUEENS
Nadia Laniyan ’16 and Alexis Carson ’16 sought Dingman Center advice because of a problem they couldn’t stop thinking about: the high mortality rates for African-American women diagnosed with breast cancer. Instead of raising money for breast cancer charities, they launched Cocoa Queens, a high-quality hair extension brand for African-American women. The packaging is designed to educate their consumers about breast health and prevention tactics in a manner that’s thoughtful, relevant and actionable. Nadia and Lexi lacked prior business experience, but are graduating as true social entrepreneurs having excelled as:

» Students in the Social Entrepreneurship Laboratory class
» Semi-finalists in the 2016 Do Good Challenge
» Winners of the Rudy Award for Social Entrepreneur(s) of the Year

MARYLAND SOCIAL ENTREPRENEUR CORPS (MSEC)
This unique international internship program gives undergraduates the opportunity to spend their summers as community consultants in Latin America. Working alongside locals and development professionals, Terps help develop an ecosystem for social entrepreneurs in the Dominican Republic, Ecuador and Nicaragua.

“Last summer was the most influential point in my career and life. Not only did I consult for local entrepreneurs, perform company research, and build relationships with people from a plethora of backgrounds, I learned what it means to pay attention to detail and truly be invested in the work that you do.”
—Chioma Agbaraji, MSEC ’15

“MSEC is about more than helping others. It’s about learning how to help others help themselves. It’s about empowering local entrepreneurs by giving them the resources and tools necessary to create success in their own lives.”
—Tyler Draughon, MSEC ’15, Smith Innovation & Entrepreneurship minor

ASHOKA U
Changemaker Campus

The University of Maryland is a founding member of the Ashoka U Changemaker Campus Network. The designation recognizes colleges and universities that have embedded social innovation and entrepreneurship across the institution. The Dingman Center for Entrepreneurship, along with campus partners such as the Center for Social Value Creation and the Center for Philanthropy and Nonprofit Leadership, now leads UMD’s involvement in this prestigious international social service consortium.
We celebrated the fifth Do Good Challenge this year, which culminated in an exciting Finals event. Founded in 2012 by the School of Public Policy Center for Philanthropy and Nonprofit Leadership, the Do Good Challenge has partnered with the Smith School of Business since 2014. With generous support from Morgan Stanley Private Wealth Management, we awarded more than $20,000 to top student teams who competed in two tracks: Project Track and Venture Track. Projects were one-time or annual student-run initiatives focused on fundraising or raising awareness for an existing organization. Ventures were independent, student-founded organizations.

BY THE NUMBERS:

- 75 Female social entrepreneurs attended the inaugural Ladies First event featuring a panel of experienced social entrepreneurs.
- 32 Ventures
- 52 Projects
- 86 Student Teams
- 400 Attendees
- 128,826 Total People Reached
- 836 Total Volunteers
- 4,749 Volunteer Hours
- $12k in Seed funds to Do Good Challenge teams and $21,000 in Finals prize money
- 2157 Donors
- 1200 Total Sales
- $3K Dollars sales in
- $104K Raised
- $57K Profits
- #Social Media 18,200 Engagements
- Social entrepreneurship.

DO GOOD CHALLENGE WINNERS & FINALISTS:

**Project Track Winner at $5k and Audience Choice at $2.5k: Terps Against Hunger**
The organization raises awareness of hunger in the DC metro area and provides emergency food assistance to those in need by packaging and distributing nutritious, non-perishable meals to local families. During the challenge, the group hosted a Greek Week packaging event, fulfilling 195,000 meals and raising $54,000. They expect to package more than 1,000,000 meals by the end of 2016.

**Venture Track Winner at $5k: MedFund**
The organization supports Bolivians who cannot afford medical services. MedFund identifies patients in need, shares their stories online and collects donations. Direct financial assistance is then provided to those patients. The group raised more than $9,000 and provided almost $2,500 in patient care to more than 50 patients. In 2016, MedFund intends to support 125 additional patients.

**2nd Place Winners at $2.5k each:**
- Preventing Sexual Assault and Annie’s Children
- No Taboo. Period. and The Love Blanket Project

**3rd Place Winners at $1k each:**
- No Taboo. Period. and The Love Blanket Project

**Showcase Audience Choice Award at $750:**
- A Helpful Hello

Right: Josh Turskey from Terps Against Hunger pitches his organization.
PITCH DINGMAN COMPETITION

The Pitch Dingman Competition is the University of Maryland’s only business competition exclusively for Terps. Held annually, students can compete for more than $30,000 in startup funding. The competition features three rounds: an online quarterfinal round judged by young alumni across the nation, a semifinal round in the fall semester and a final round in the spring semester.

FINALISTS:

Embitterment / Founder: Russell Garing MBA ’16
Embitterment is a craft bitters company based in Washington, D.C.

ICOW / Founder: Jonathan Kau ’16
ICOW’s first product is a TurboTax-like web application that guides Chinese students through the process of writing resumes, researching universities, and writing essays.

uBoard / Founder: Natalie Urban ’18
uBoard transforms student dorm beds with customized headboards that are stylish and comfortable.

VentureStorm / Co-Founders: Tyler Denk ’16; Taylor Johnson ’16; and Tommy Johnson ’16
VentureStorm connects aspiring student entrepreneurs to talented student web developers locally on their campus.

WeCook / Founder: Ryan Pillai ’18
WeCook enables anyone to have a personal chef to do their everyday cooking and grocery shopping anytime, cost effectively.

PITCH DINGMAN 2015–2016 WINNERS:

David & Robyn Quattrone Pitch Dingman Grand Prize Winner at $15k and Kimberly Marie Scholastic Achievement Award (sponsored by Chesapeake Apothecary LLC) at $1k: WeCook

2nd Place Winner at $5k: ICOW

Judge’s Choice Prizes at $2k each: Embitterment, uBoard, and VentureStorm

Audience Choice Winner at $500: uBoard

Thank you to our generous partners for providing seed funding for the competition. David & Robyn Quattrone provided the Grand Prize. SECU provided a $500 prize to each startup selected as a finalist.

JUDGES PANELS

SEMIINALS, FALL 2015
Barry Gossett, Vice Chairman, University System of Maryland Board of Regents
Sara Herald, Associate Director, Social Entrepreneurship, Dingman Center for Entrepreneurship
Kenneth Ulman, Chief Strategy Officer, University of Maryland, College Park
Oliver Schlake, Clinical Professor, Robert H. Smith School of Business

FINALS, SPRING 2016
David Burd, General Manager, Uber
Paul Capriolo, CEO, Social Growth Technologies, Inc
Malcolm Gillian, Managing Partner, Syndicate Group NYC
Jennifer Meyer, CEO, Betamore
Carmen Mirabile, Assistant Vice President, Marketing, SECU
David Quattrone, Co-Founder and CTO, Cvent
Greg Vetter, CEO, Tessemae’s All Natural

Above left: David Quattrone, CTO, CVent
The path of an entrepreneur is said to resemble a zigzag rather than a straight line. Each of the student entrepreneurs who enter the Dingman Center are at some point on this jagged line, trying to figure out the next steps for their startup. Students can enter our Fearless Founders accelerator program at whatever stage is most effective for them:

» To validate their business idea in the Idea Shell course;
» To fine-tune their business model in Hatch;
» Or to take advantage of the funding and mentoring offered in our exclusive Terp Startup summer accelerator.

Appealing to student entrepreneurs at every level, the Fearless Founders program offers a guided but flexible path through the startup journey. The most dedicated students are selected for Terp Startup. This summer accelerator gives these student founders a stipend to spend the summer working on their startup instead of taking a summer internship. In the end, students are able to make the “go/no-go” decision based on metrics and market indicators.

MEET THE TERP STARTUP 2016 COHORT:

CardBuddy / Sam Feldman ’16
A classier stick-on phone wallet solution made of high-quality leather.

CourseHunter / Aaron Bloch ’18 and Benjamin Khakshoor ’18
A revolutionary app that helps students find open seats in popular classes.

Curu / David Potter ’18, Abb Kapoor ’18 and Giorgi Managadze ’18
An app that provides a crash course in best practices for credit management.

East Habesha / Saron Asfaw ’18
An online clothing store and cultural destination for East African wares.

Nonich / Damar Bess ’18, Henry Blanco and Rodrick Campbell
A contemporary menswear clothing brand with global aesthetic inspirations.

POSH / Nathalyn Nunoo ’18, William Kwao ’18 and Elania Tait ’18
A beauty consulting firm for clients seeking the right makeup for any occasion.

TapTime TV / Dustin Ecton ’16
A customizable entertainment and advertising channel for bars and restaurants.

Vendoo / Thomas Rivas-Siles ’16
An app that lets online sellers access multiple marketplaces from one location.
VENTURESTORM PROGRESSION
Co-founders / Tommy Johnson ‘16, Taylor Johnson ‘16, Tyler Denk ‘16

When Tyler Denk and Taylor Johnson began Idea Shell, they were working on a music discovery app called JukeTree. Frustrated by the limitations of having a great app idea with no means to develop it, they saw a niche for a platform through which student entrepreneurs could easily connect and partner with student developers on their campus. After enlisting the help of Taylor’s twin brother Tommy, they renamed their new company “VentureStorm.” Figuring out the name was one of many steps in their journey toward startup success.

JANUARY 2014
Enrolled in Idea Shell with JukeTree

SPRING 2014
Completed Idea Shell

SUMMER 2014
Assembled the team and VentureStorm was conceived

FALL 2014
SquareSpace website launched and 50 developers signed up within weeks

JANUARY 2015
Enrolled in the Hatch phase of Fearless Founders

MAY 2015
Completed Hatch and won a Capital One MVP grant

SUMMER 2015
Accepted into the Terp Startup summer incubator and awarded $5,000 in seed funding

DECEMBER 2015
Competed in the Pitch Dingman Competition Semifinals and advanced to the final round

FEBRUARY 2016
Competed in the Pitch Dingman Competition Finals and won a Judge’s Choice Award and SECU Finalist Award

APRIL 2016
The VentureStorm platform expanded to allow for entrepreneur and developer collaboration across universities nationwide

MAY 2016
Tommy and Taylor Johnson are each nominated for Student Entrepreneur of the Year at the 2nd Annual Rudy Awards
One of the most distinguishing aspects of the Dingman Center is the depth of our network. This aspect is most evident through our Dingman Center Angels (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 DCA has invested $12 million in more than 60 companies. Angels are not required to be UMD alumni, but involvement in the DCA offers a vehicle to re-engage with the university of Maryland. DCA members are successful business owners, CXOs and venture capitalists with an average of 10 years of investment experience.

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

**NEW INVESTMENTS**

- inky
- Delight Me
- eventosity
- Cybrary
- NetBeez
- Yet Analytics

**FOLLOW-ON INVESTMENTS**

- DivvyCloud
- ccbrain
- salesWARP
- Terbium Labs
- pendo
- goldLass
- Describe it

**Kurt Rader** / Market Director, Capital One
**Anthony Raley** / Vice President, Silicon Valley Bank
**Liz Sara** / Managing Director, Best Marketing, LLC
**Mark Segal** / CEO, Shady Grove Fertility
**Jignesh Shah** / CEO, Rybbon
**David Starr** / Partner, Nath, Goldberg & Meyer
**Kathryn Stewart** / Managing Director, Cranbrook Capital
**So Vang** / Vice President of Advanced Technology, National Association of Broadcasters
**Kristen Verderame** / CEO, Pondera International
**Gregg Wilkes** / Former CEO, VisiSonics Corporation
In April 2015, the Smith School hosted the Smith Entrepreneurship Research Conference (SERC), an annual conference designed to highlight important entrepreneurship-focused research papers. The invitation-only conference, attended by prominent researchers and rising stars, helps researchers determine best practices in linking research findings to practitioners’ goals. SERC discussions are focused on relevant social, economic, and organizational issues in the entrepreneurship field.

This year, the Dingman Center’s academic director, Brent Goldfarb, facilitated an engaging panel on the role of accelerators in venture creation. Goldfarb moderated “The Growth and Efficacy of Accelerators,” which drilled down on the efficacy of an accelerator to impact the success of startups. Joining Goldfarb were panelists Susan Cohen, Assistant Professor of Management at University of Richmond’s Robins School of Business; and Deborah Tillett, President and Executive Director at Emerging Technology Centers (ETC).

“‘The panel was important in that it brought researchers up to speed on the pressing dilemmas accelerator practitioners are having and gave valuable information that faculty can now integrate into their curricula,’ said Goldfarb.

Cohen, who co-runs the Seed Accelerators Ranking Project, kicked off the discussion with key findings from her working paper, “Do Accelerators Accelerate? A Study of Venture Accelerators as a Path to Success.” She concluded accelerators do in fact accelerate time to funding, time to product and time to failure.

While Cohen’s research revealed there hasn’t been a successful IPO from an accelerator, a few big success stories are coming out of national incubators such as Dropbox and AirBnB. Both emerged from Y Combinator, an incubator headquartered in Mountain View, Calif., with an invaluable alumni listserv, according to Goldfarb.

Both Cohen and Tillett agreed accelerators help entrepreneurs get somewhere faster, but the “where” is determined by the founding team.

RESEARCH AWARDS

During SERC, the Dingman Center presented three monetary awards to researchers whose papers impacted the field of entrepreneurship:

» **Gareth Olds**, Assistant Professor of Business Administration, Harvard Business School / Olds received the top prize for his paper, “Entrepreneurship and Public Health Insurance.” He found that publicly provided children’s health insurance led to an increase in entrepreneurship, as employees were more willing to take the plunge when they knew their children would have access to health care. Without such access, they were more likely to remain in their jobs where health insurance was guaranteed. Olds was awarded $1,000.

» **Dan Wang**, Assistant Professor of Business, Columbia Business School / Wang received a $250 award for his paper, “When do Returnees become Founders? Cultural Barriers and Boundaries to Entrepreneurial Transitions.” He found that workers returning from the United States were more likely to start companies in their home countries. According to his research, entrepreneurship occurs more often when the home culture is more accepting of risk taking and failure.

» **Laura Huang**, Assistant Professor of Management, Wharton / Huang received a $250 award for her paper, “Gender Bias, Social Impact Framing and Evaluation of Entrepreneurial Ventures.” Her work, while early, suggests evaluators are more likely to favor a project when the concept fits their gender stereotypes. In particular, she focused on the social impact of a venture that leads to higher evaluations when the entrepreneur is a woman.
SMITH MBAS

Each August, the first sign that the academic year is beginning is the Smith MBA orientation. These are the first students to return to campus following summer break. Throughout the years, the Dingman Center has engaged with MBA students in a variety of programs. This academic year focused on fellowships and the MBA entrepreneurship club, E-Club.

ASHISH AGARWAL / MPower Financing
Ashish has seven years’ experience in the startup environment in India with roles in Analytics and Strategy. At Smith, Ashish is a dual degree MBA and MS major in Information Systems. He is also the founding president of Smith’s Graduate Data Analytics Club. In addition to his professional experience, Ashish is an active practitioner of Vedic mathematics, an ancient Indian way of solving math problems.

ARJUN GOEL / Martin Development Corporation
Prior to starting his MBA, Arjun was a Technical Project Manager at the American Institutes for Research, a nonprofit organization involved in facilitating online statewide educational assessments for K-12 students. At Smith, Arjun is focused on Entrepreneurial Finance and is looking to leverage his technical background to transition into venture capital with a focus on early stage technology companies.

JENNIFER HWANG / Rybbon
Jennifer claims that her entrepreneurial spirit comes from her maternal great-grandmother, who started her own tea leaf retail business. Prior to starting her MBA, Jennifer worked for four years in higher education and publishing. Since orientation, Jennifer has taken advantage of the resources offered by the Dingman Center such as Dingman Fridays. She is passionate about food and hopes to work in the food industry upon graduation.

SHWETHA REDDY / SnobSwap
Prior to starting her MBA, Shwetha worked for eight years mainly in the United Kingdom in the telecoms, investment banking, and IT services industries. She hails from an entrepreneurial family and has been actively involved in the startup community at school. As a board member of the entrepreneurship club, Shwetha participated in the school’s first ever trek to the Bay Area and attended the TechCrunch conference last year.

HISAOKA FELLOWSHIP PROGRAM
In its third year, the Hisaoka Fellowship Program was created through the generous gift from Smith School Advisory Board Member Robert G. Hisaoka ’79. The program assists first-year Smith MBA students who are highly interested in entrepreneurial innovation and startups. The accepted fellows receive a $5,000 scholarship to supplement their summer salaries. The 2016 Hisaoka Fellows are:

ASHISH AGARWAL / MPower Financing
Arjun Goel / Martin Development Corporation
Jennifer Hwang / Rybbon
Shwetha Reddy / SnobSwap

E-Club spearheaded the Smith School’s participation in fall 2015 in VCIC, a global competition where students play the role of venture capitalists and evaluate entrepreneurial companies. The winning Smith team participated in the regional finals at Georgetown University and placed second. Team members included Fletcher McCraw, Lana Bronipolsky, Emmy Grace, Stephen Davis and Talel Aissi.
UNDERGRADUATE EXPERIENCES

KATHRYN STEWART FELLOWSHIP PROGRAM
Through a generous donation by Dingman Center Angel and Board of Advisors member Kathryn Stewart, this program awards a $3,500 scholarship to undergraduate students who secure summer internships with venture capital or angel-funded startups and early stage companies. Now in its second year, meet the 2016 Kathryn Stewart Fellows:

MATTHEW FURDA ’17 / JavaZen
Matthew is a chemical engineering student who discovered his passion for entrepreneurship while working in the DC Uber office last summer. At Uber, Matthew fell in love with the fast-paced and innovative startup environment the office provided. Matthew is currently working on a brewing related business idea as a side project.

ERICH MEISSNER ’18 / LiftOff Health
Erich is a sophomore studying electrical engineering and entrepreneurship. He is a part of entrepreneurial organizations such as Startup Shell, the Entrepreneurship and Innovation Honors Program, and the Hinman CEOs program. He co-founded uBoard, a UMD startup that competed in the Pitch Dingman Competition.

EMILY TURNER’17 / Hybrent Inc.
Emily is an International Business and Marketing major at the Smith School of Business. She spent spring semester 2016 studying abroad in Barcelona, Spain. Emily is a member of the College Park Scholars, where she participated in the International Studies program. She is also an active member of Kappa Delta sorority. Emily has worked for a startup marketing firm in her hometown of Morristown, New Jersey, for the past two years.

“I have gotten a glimpse into nearly every aspect of the business. I have helped with everything from demos, content creation, and social media marketing to manufacturing and building our office space.” —Matthew Furda

2015 STEWART FELLOWSHIP LAUNCHES UMD VENTURE FUND
As a student, Dan Stern was engaged with the Dingman Center on many levels. He launched a business in Fearless Founders and was named as a Stewart Fellow last summer to support his internship at Grand Central Tech Incubator. In his senior year at UMD, Dan co-founded Route One Ventures, a student-run venture fund that invests in UMD startups. Now a proud Terp alumnus, Dan has taken a full time position at Jet.com in New York.
Seeding students’ ventures so they are able to pursue their business ideas is essential to our Center’s mission. This year, we awarded student entrepreneurs more than $125,000 in scholarships, grants and competition prizes.

**FALL 2015**

- Capital One MVP Grants: $19,000
- Dingman Summer Scholarship: $1,000
- Do Good Challenge Ladies First Grant: $2,350
- Do Good Challenge Seed Grant: $2,605
- Do Good Challenge Showcase Awards: $1,794

**SPRING 2016**

- E-Fund Award: $1,000
- Hisaoka Fellowships: $20,000
- Kathryn Stewart Fellows: $10,000
- Maryland Social Entrepreneur Corps: $5,000
- Pitch Dingman Competition: $30,000
- Terp Startup Scholarships: $33,000
- Venture Well Grants: $2,000

**Dingman Center Wins Top Award in Venture Creation**
The Dingman Center received the 2015 Outstanding Contributions to Venture Acceleration award presented at the Global Consortium of Entrepreneurship Centers (GCEC) Annual Conference, hosted by the University of Florida, Oct. 29-31, 2015. This award honors a center that creatively supports the process of accelerating startups through competitions, incubators or accelerators. The Center was selected for its Fearless Founders Accelerator.

**Entrepreneurship Rankings**

- #17 Smith School's entrepreneurship program
  - 2016 U.S. News & World Report
- #10 University of Maryland
  - "The Princeton Review’s Top Undergraduate School’s for Entrepreneurship Studies"

Left to right: Kathleen Allen, USC Marshall School of Business; Holly DeArmond; and Donald F. Kuratko, Kelley School of Business of Indiana University—Bloomington
In the fall semester, the Dingman Center staff hit the road with student entrepreneurs. Partnering with the Smith School Alumni Relations team, student founders had the opportunity to demo their products and services to Terp alumni in Tysons, VA, and New York City. The Tyson’s event drew alumni from both the Smith School and the A. James Clark School of Engineering, while the NYC event attracted members from Smith's NYC Alumni chapter. Both nights were filled with networking and showcasing, and those who attended agreed they made vital connections for the future.

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 international activities. As part of this celebration, the Center partnered with Smith departments to showcase a variety of events.

In February, more than 25 alumni and students gathered at the Smith School for the Center’s startup bootcamp, Dingman Jumpstart. The weekend program helps entrepreneurs increase their odds of building a successful business. This year’s Beta Cohort featured business ideas in tech, health care, energy, cyber security and more.

At the 11th annual Cupid’s Cup Business Competition, Under Armour Founder and CEO Kevin Plank announced JavaZen, a 2015 Terp Startup, as the winner of the Competition. JavaZen founders Eric Golman, Aaron Wallach and Ryan Schueler took home the Grand Prize of $75,000. The company also received an additional $5,000 for winning the Audience Choice Award, which was selected by text voting from audience members.

Sean Skelley came to campus to talk about his intrapreneurial journey at Best Buy, where he grew the Geek Squad from a fledgling initiative to employing 20,000 people and generating $2 billion in revenue each year.

In a unique partnership with the UMD Department of Transportation, Dingman Fridays hopped on the TerpRide bus parked outside the Stamp Student Union, conveniently providing startup feedback to Terps all across campus.

Above, left to right: Aaron Wallach, Eric Golman and Ryan Schueler
Whether it’s time, talent or treasure, the Dingman community gives back in immeasurable ways. This year, our community donated $291,750 to the Center. Thank you for your generous support.

**David & Robyn Quattrone**
For many years, the Pitch Dingman Competition has provided seed funding for student ventures. Students pitched for $3,500 in prizes twice annually. In fall 2015, the Center re-launched the competition by growing the cash prizes to $30,000. This monumental increase was made possible by a generous gift from David and Robyn Quattrone. David is the Co-Founder and Chief Technology Officer of Cvent. At this year’s competition, David inspired would-be tech entrepreneurs in the audience and served as head judge. The family’s gift of both time and treasure ensures the future of the competition for years to come.

**Fishlinger Family**
The Fishlinger Family, husband and wife William and Joan and their son Matthew, pledged an annual gift of $250,000 over the next five years to establish the Fishlinger Family Fund for Entrepreneurship. This gift helps the Center grow new and existing venture programs. The Fishlingers have been entrepreneurs in the insurance business and created a foundation that supports education.

**Dingman Center Corporate Partners**

- **PLATINUM / $20,000 +**
  - CapitalOne
  - salesforce foundation

- **GOLD / $10,000 TO $24,999**
  - secu

- **SILVER / $5,000 TO $9,999**
  - B&W
  - Saul Ewing
  - Cohn Reznick
  - VentureCount

- **BRONZE / UP TO $4,999**
  - RSM
  - EagleBank

**Honor Roll of Donors**
Kurt R. Aarsand
Jeanne Aarsand
Anand Anandalingam
Bill Boyle ‘81
Jason Cohen ‘96
Deloitte Foundation
Seth G. Erlin
Essex E. Finney, III
Stephen B. Ferber
Melissa Ferber
Fidelity
Fishlinger Family Foundation
C. Martin Fisher
Harry L. Geller ’81
Jennifer S. Hankin ’06
Robert G. Hisaoka
Sara Imershein
Rudolph P. Lamone
Mark J. Levine
Jason M. Osiecki
David C. Quattrone MBA’05
Elizabeth C. Sara ’80
Kiran K. Sankuru
Kathryn K. Stewart
Vincent Cao Tran
STAFF, FACULTY AND COMMUNITY LISTING

DINGMAN CENTER PROFESSIONAL STAFF

Elana Fine ’97
Managing Director, Academy for Innovation & Entrepreneurship
Distinguished Fellow

Brent Goldfarb
Associate Professor, Academic Director

Holly DeArmond
Associate Director

Sara Herald
Associate Director for Social Entrepreneurship

Chris Rehkamp
Student & Venture Program Manager

Julia Klein ’13
Operations & Business Coordinator

Megan McPherson
Events & Marketing Coordinator

Rudolph P. Lamone
Founding Director

SMITH SCHOOL LEADERSHIP & FACULTY

DEAN, ROBERT H. SMITH SCHOOL OF BUSINESS
Alex Triantis
Management and Organization

Jonathan Aberman
Adjunct Faculty

Rajshree Agarwal
Rudolph Lamone Chair and Professor in Strategy and Entrepreneurship, Director of the Ed Snider Center for Enterprise and Markets

Christine Beckman
Associate Professor, Academic Director of the Center for Social Value Creation

Protiti Dastidar
Associate Department Chair and Clinical Professor

Anil Gupta
Michael D. Dingman Chair in Strategy and Entrepreneurship

Waverly Ding
Associate Professor

David Kirsch
Associate Professor

David Kressler
Lecturer

Oliver Schlake
Distinguished Tyser Teaching Fellow

Andrew Sherman
Adjunct Professor

Evan Starr
Assistant Professor

David Waguespack
Associate Professor

Mark Wellman
Clinical Professor

DECISION, OPERATIONS & INFORMATION TECHNOLOGIES

Joseph Bailey
Research Associate Professor

Anand Gopal
Associate Professor

Sunil Mithas
Associate Professor

FINANCE

Vojislav Maksimovic
Professor and Department Chair

MARKETING

Yogesh Joshi
Associate Professor

DINGMAN CENTER BOARD OF ADVISORS

Mark Walsh, Board Chair
U.S. Small Business Association

G. Anand Anandalingam
University of Maryland

Bill Boyle ’81
FiberGate, Inc.

Charles G. Carr ’85
RSM

Ashish Gambhir ’03
MomentSnap

Harry Geller ’81
Serial Entrepreneur

Andrea Keating ’83
Crews Control

Mark Levine
Core Capital Partners

ENTREPRENEURS-IN-RESIDENCE

Ed Barrientos
Brazen

Paul Capriolo ’06
Social Growth Technologies

Harry Geller ’81
Serial Entrepreneur

Andrea Keating ’83
Crews Control

Bob London
London, Ink LLC

Brice Leconte ’01
iUnit

Liz Sara ’80
Best Marketing, LLC

Polly Vail
Independent Consultant

LEGAL ADVISORS

Jon Forster ’86
Greenberg Traurig

Steven Grant ’05
TheFloridaLawOffice.com

Gary Marx
Marx and Lieberman, PLLC

Juliana Neelbauer, J.D. ’12
Neelbauer Law, LLC

Minh-Quan K. Pham, Ph.D. ’99
Berenato & White, LLC

Corinne M. Pouliquen, B.S. ’89
Berenato & White, LLC

Ben Sislen
The Tin Shop, LLC

David Taylor, B.S. ’90
Berenato & White, LLC

Genevievette Walker-Lightfoot, MBA ’07
Private Practice

Publishing Team
Elana Fine ’97
Managing Director
Holly DeArmond
Associate Director
Megan McPherson
Events & Marketing Coordinator

Editor
Marilyn W. Smith, PhD ’93, B.S. ’69

Graphic Designers
Mira Azarm ’01
Ashley Brannock ’16

Icons courtesy of the Noun Project:
“Project” by ARudmann; “Add Contact” by Benoit Balon; “Money” and “Ribbon” by John Caserta; “Audience” and “Judge” by Thomas Helbig; “Idea” by Jessica Lock; “Chat” by Jetro Cabau Quirós; “Trophy” by Karen Tyler; “Teacher” by Marie Van den Broeck

Icons courtesy of flaticon.com: “Moneybag” by Freepik; “Three Men” by Ochi