

*CENTER FOR ENTREPRENEURSHIP*

*EXECUTIVE SUMMARY*



## **VISION**

*"Entrepreneurship is a way of thinking, a way of seeing the world as possible opportunities rather than impossible problems. Entrepreneurship at Fairfield is of a special brand—it draws energy from people of many perspectives, including business people, engineers, philosophers and dreamers. It involves alumni, faculty, and peer mentors who seek nothing more than to watch students grow their ideas. It is quintessentially Jesuit: all about reflecting on problems that need to be solved in the world, being willing to engage deeply in seeking solutions, and finally, taking action. It's people taking great ideas into the world."*

*Don Gibson, Dean and Professor,  
Charles F. Dolan School of Business  
Fairfield University*

*"In Engineering, the Jesuit perspective is to see and reflect on the grand challenges of society and to look for bigger answers. Applied engineering research is a foundational element of entrepreneurship. Entrepreneurship at Fairfield will function as a unique and complete fabric or continuum of services. Established companies, start-ups, undergraduate and graduate students in business and engineering will work together with professors and corporate mentors and participate in the conceptualization of ideas followed by research, prototype development, business plan development, and marketing as appropriate in an innovative and uniquely Jesuit process."*

*Bruce Berdanier, Dean and Professor,  
School of Engineering  
Fairfield University*

## *Executive Summary*

Supporting the innovative spirit of tomorrow's entrepreneurs is central to the core mission and future of Fairfield University. In the following case, we describe a Center for Entrepreneurship to be housed on campus that brings together the best of innovative thinking in the Dolan School of Business and the School of Engineering. As this case demonstrates, we have made great strides in initiating a vibrant entrepreneurship program in the last five years. We have the people, programs and expertise in place to create a competitive Center, one that will enhance the University and contribute to our competitiveness.

### **Distinctions:**

- Combines **rigorous academic** curriculum with the **wisdom** of practicing entrepreneurs.
- Creates a dynamic collaboration between Fairfield's schools of **business and engineering**, combining business expertise in product markets, financial modeling, and strategic management with engineering expertise in design, functionality, and implementation.
- Draws on existing **faculty resources and expertise** for program execution and mentoring.
- Helps take advantage of the **regional resources** of Fairfield County, where few competitive entrepreneurship programs exist.
- Links to Jesuit mission by emphasizing *applied ethics* and *social entrepreneurship*.

### **Existing Programs:**

- Academic programs include an **Entrepreneurship concentration** within the Dolan School Management major at undergraduate and graduate levels and an **Entrepreneurship minor**.
- Engineering **laboratories** including machine, materials characterization, network systems, and applied research.
- **StagUp Entrepreneurship Competition**, annual, launched in 2010.
- **Fairfield University Accelerator and Mentoring Enterprise (FAME)**: innovative community-based business incubator serves as an accelerant in the development process.
- **Entrepreneur-in-Residence** program.
- **Compass Student Fellowship**: student club focused on social entrepreneurship.

### **The Center will provide all of the above, plus...**

- A **structure** for coordinating entrepreneurial activities, focusing initiatives, and promoting/branding Fairfield University's innovative programs.
- **Enhanced educational** programs and student mentoring.
- Collaboration between Nursing and Engineering on **Bio-engineering** initiatives.
- Leadership from an **Advisory Council** of entrepreneurs and business leaders.
- Strong linkage to **Center for Applied Ethics**.
- A **Commercialization Clinic**, to counsel participants on intellectual property and patent issues to bring to market viable new products developed at the Center.
- **Competitive Grants** for Student/Faculty to conduct research.

*Exceptional needs are often met with the exceptional generosity of extraordinary people.* Support for the Center for Entrepreneurship is a pledge to help students, faculty and other members of the Fairfield University community develop new ideas, launch entrepreneurial enterprises, and sustain the growth of socially conscious businesses that will make a defining difference in the world of tomorrow. Please help us make this special effort a reality!

## *Entrepreneurship*

Human ingenuity has the power to address any economic, technological or social challenge. American entrepreneurship has transformed our world. Imagination, exploration, taking risks beyond security and having the tenacity to drive a great new idea forward to reality are traits and qualities that define true entrepreneurs. Supporting the innovative spirit of tomorrow's entrepreneurs is central to the core mission and future of Fairfield University. Our distinguished faculty believe student potential for creativity and entrepreneurship thrives in an environment that offers:

- rigorous academic coursework
- practical learning experiences
- campus-wide collaborations
- seed funding for promising new ideas/ventures
- mentorship from entrepreneurial business leaders

In keeping with Jesuit tradition and values, Fairfield University's current programs for entrepreneurship seek to develop ethical, socially conscious entrepreneurs who are concerned with developing start-ups or corporate ventures that support a sustainable society. Entrepreneurship does not reside solely in the schools, such as the Dolan School or the School of Engineering. Rather, this program is interdisciplinary: uniting students and faculty from a range of academic disciplines. This approach to programs and activities has already attracted a collaborative network of students, faculty, staff, alumni, entrepreneurs, business executives, venture capitalists, angel investors and the local community.

### *DISTINCTIONS OF THE CENTER*

The Center for Entrepreneurship represents a dynamic collaboration between Fairfield University's schools of business and engineering, a rare combination in academic centers. The Center combines fundamental business expertise in product markets, financial modeling, and strategic management with engineering expertise in design, functionality, and implementation. The Center further combines the best of a rigorous academic curriculum with the wisdom of practicing entrepreneurs: their essential real world, on-the-ground, idea generating, risk-taking perspectives. Drawing on the regional resources of Fairfield County, the Center will enlist high intellectual capital, substantial financial resources and expertise in firms ranging from hedge funds to insurance, and proximity to the world-class opportunities of New York City. Fairfield University is perfectly positioned to become a nexus of entrepreneurial energy on the Connecticut coast.

The Center is further distinguished by being a focal point for expertise in *ethics in entrepreneurship* and the meaning and importance of *social entrepreneurship*. Applied ethics permeates Fairfield's Jesuit education, especially its business and engineering curriculum, and is currently realized in the university's Center for Applied Ethics. Formal ethics education is a critical element in the formation of the undergraduate professional student in business and

engineering. The two Centers will collaborate on ensuring that ethical concerns are central to the development of student entrepreneurial ventures.

Funding for the Center will ensure the long-term sustainability of the ethics components in the formal classroom and in special settings such as seminars to inform the developing entrepreneurs' views. *Social Entrepreneurship*, often used in the sense of building ventures that create positive social change, has become a buzzword, with insufficient examination of what it means in practice for entrepreneurs and their ventures, both for- and non-profit. Collaborating with faculty who specialize in the area, and applying a Jesuit approach that foregrounds social justice and a concern for the whole person, we seek to become a Center that thoughtfully explores what it means to be "social." Think of it as Social Entrepreneurship 2.0.

### *Current Entrepreneurship Activities*

#### *CURRICULUM*

The Charles F. Dolan School of Business, accredited by the AACSB since 1997, strives to be a leader in curriculum innovation, teaching current best practices for solutions to business problems within a rigorous conceptual framework. Interactive learning environments are enhanced by the School's stellar faculty with real-world business experience and accomplishments in their respective disciplines. In 2014, *Bloomberg Businessweek* ranked the School in the top 100 undergraduate business schools (58<sup>th</sup>) in the United States and its part-time MBA Program 30th. The School is also ranked among the best business programs by *U.S. News & World Report* and *Princeton Review*.

Entrepreneurship education at the School fosters creative thinking and idea generation, while focusing on helping students develop the skills necessary to launch and sustain a successful venture. Through the Management Department at School of Business, students pursuing a management major are offered a concentration in entrepreneurship (at both the undergraduate and graduate levels), including established courses in Entrepreneurship and Small Business Management, Social Entrepreneurship, Technology Ventures, Managing a Family Business and the Legal Environment of Business with an entrepreneurship emphasis.

A 15-credit Entrepreneurship Minor offers students across the University exposure to entrepreneurship, from concepts of creativity, technology, and innovation to implementing business plans. Students may explore opportunities in both commercial and non-profit sectors.

From a curriculum perspective, it is important to emphasize that all students benefit from a strong entrepreneurial curriculum *regardless of whether they want to start their own business*. Prospective employers are looking for people who "think like an entrepreneur," a person who displays analytical thinking, problem-solving skills, customer analysis, technical skills, and top-notch leadership abilities. Students who engage in Fairfield's entrepreneurship programs—such as participating in the business plan competition—add to skillsets that are seen as a valuable resource for employers. They are also prepared to think differently about their career options.

The School of Engineering (SOE) has nationally accredited undergraduate programs of study in Computer Engineering, Electrical Engineering, Mechanical Engineering, and Software Engineering as well as new programs in Computer Science and Bioengineering. Five year BS/MS degree options are available in all of the engineering programs as well as combining the BS engineering degree with the Masters in Management of Technology. The student population has grown dramatically over the past several years with freshman enrollments in fall 2015 forecast to triple those in 2012. The School has grown from 300 total students in 2013 to over 500 in 2015, and will be approximately 300 undergraduate and 300 graduate students by fall of 2016.

Recent external funding from private foundations has helped the SOE develop laboratory facilities to advance applied research. Current facilities that are either under development or completely developed in support of the Center for Entrepreneurship include:

- Machine Laboratory (numerically controlled milling and tool room, lathe, 3D printing, and CO<sub>2</sub> Laser capability)
- Materials Characterization Laboratory (high level optics and scanning electron microscopy)
- Network Systems Laboratory (physically contained network for hacking and cyber security and well as network systems operations)
- Applied Research Laboratory (modern office, collaborative and software programming laboratory for graduate student research in software development, robotics, etc.)

#### ***FAIRFIELD STARTUP COMPETITION***

Entrepreneurial firms are a significant and growing part of the American economy and are the primary drivers of new job creation. They also play a crucial role in the innovations that lead to technological change and productivity growth. Firms begun by entrepreneurs in firms such as Apple, PriceLine, Amazon and Twitter have revolutionized business and practices. They provide a microcosm of the critical elements of business education, from financing an idea, to managing complex people relationships and incentives, to marketing a finished product.

The Fairfield StartUp Competition was launched in 2010 in response to increasing numbers of incoming students with ambitions to become entrepreneurs, and is now entering its fifth year. It has proven to be an extraordinary way to help develop students' capacity for entrepreneurship as well as critical skills in public speaking, strategic decision-making and business networking. StartUp finalists have included an industrious and imaginative mix of undergraduate students from the Dolan School of Business, School of Engineering and College of Arts & Sciences. Traditional "venture" business plans for a student internet stock trading platform and relationship networking website have competed alongside plans meeting social entrepreneurship goals, including prototypes for a heating-and-cooling cap for cancer patients and a portable bone-density scanner.

In the competition, Fairfield students gain critical team-based experience in developing an initial idea into a viable product. Students are mentored by experienced entrepreneurs throughout the process. Business plans are presented by student teams in a finals competition judged by an expert panel of entrepreneurs and business executives. The investor panel looks not only for interesting ideas, but more importantly, their sense of whether an idea can be *fully executed* as a business. In a “Shark Tank”-style format, 250-plus students, faculty, and community members listen to team make detailed presentations. Seed funding is awarded by individual investors to the teams who best demonstrate their concept and/or product is innovative, executable and financially viable.

#### ***FAIRFIELD ACCELERATOR AND MENTORING ENTERPRISE (FAME)***

The importance of entrepreneurs and small businesses has been a central theme in discussions of the national recovery. According to the National League of Cities, an organization in Washington, D.C. representing 2,000 municipalities across the country, new business ventures must be provided with targeted support to ensure these critical sources of economic growth have the opportunity to take root and flourish.

The purpose of a business accelerator is to serve as an accelerant in the development process from the spark of an idea to nurturing and providing fuel for the sustainable flame of a viable business. Fairfield University, with support of alumni and in partnership with the Town of Fairfield and Kleban Properties, opened a unique business accelerator in 2013 to help individuals with ideas for new enterprises become successful entrepreneurs and business owners. The Fairfield Accelerator and Mentoring Enterprise (FAME) is the gateway through which early-stage entrepreneurial ventures access valuable expertise, resources and networks in order to move forward sustainable enterprises based in Fairfield County.

FAME is a support facility for either for- or a not-for-profit enterprises. Clients receive crucial advice regarding concept design and development, technology, operational support and networking in an effort to help mold great ideas into cohesive models that can enter the marketplace or be presented to potential investors. Currently four resident enterprises are being incubated at FAME. For example, “peerVantage,” a web-based enterprise, is being developed by the Dolan School’s Entrepreneur-in-Resident, Chris Snyder (see below). peerVantage will offer comparisons of portfolio performance by peer groups structured by age, wealth, occupation, income and other factors. “SoccerGrlProbs” is a social media and apparel marketing website begun by three former Fairfield University soccer players. On its highly visited website, it has so far produced over 20 videos on YouTube that have accumulated over 7 million views and 13+ million minutes watched, and generated significant revenue from soccer-related apparel sales. Both show promise to develop into viable enterprises.

#### ***ENTREPRENEUR IN RESIDENCE***

The Entrepreneur-in-Residence (EIR) program began in 2012, with generous seed funding from Robert and Laura Coleman P ’13. The School hosts a highly accomplished professional to serve

as Entrepreneur-in-Residence for a semester or one-year term. Entrepreneurs are selected for documented success in launching and managing successful enterprises.

The EIR is responsible for mentoring students one-on-one, guest lecturing in entrepreneurship courses, and providing public lectures on current trends. These offerings enhance the curriculum, serve as a vital new resource for students and provide a unique engagement opportunity for successful entrepreneurs looking for a new challenge.

Jeff Roseman, President of David Harvey Jewelers in Norwalk and Darien, served as the first Entrepreneur-in-Residence in 2012. In addition to mentoring students and faculty, Jeff was a semi-final judge in the Business Plan Competition. In 2013, Robert Coleman, President and CEO of Six3 Systems, Inc., a company focused on building enterprise software applications and systems for government and commercial customers, served as EIR, facilitating lectures in classes. In 2014, the third EIR was selected, Chris Snyder, a serial entrepreneur. Snyder is developing a dynamic new company, "peerVantage," based on allowing investors to compare stock portfolio performance to a national database. He is involving graduate and undergraduate students in the development of this company, and working with the FAME accelerator to make this idea a reality.

#### ***THE COMPASS STUDENT FELLOWSHIP***

Compass student fellowship, begun at Fairfield by business plan student competitor Cody Reinold in 2013, provides a structure and support for first-year college students to think like social entrepreneurs. With chapters at 17 colleges and universities (see [compassfellows.org](http://compassfellows.org)), Compass Fellowship provides a first-year experience including a curriculum helping students to identify personal passions, build a professional network, and find venture financing. Each campus fellow develops a venture during the academic year, under the guidance of mentors, older students who have previously gone through the process. An annual Compass Fellowship conference brings students together from across the country to present their ideas and learn from each other.

#### ***The Center for Entrepreneurship***

Crucial to the continued success of entrepreneurial-related programming at Fairfield University is the creation of the Center for Entrepreneurship. The Center, comprising dedicated new leadership and physical space, is an essential next step in the growth of entrepreneurship programs at Fairfield. It will leverage our current assets and people in a way to contribute to explosive new growth in the knowledge, skills, and experiences of our student entrepreneurs.

The Center will be a nexus for expertise in entrepreneurship, providing support for the academic program, including the existing Entrepreneurship Minor, and concentrations in the Management undergraduate major and graduate MBA degree programs. The Center will provide coordination of the annual Business Plan Competition, and serve as the primary

University liaison to the business accelerator, FAME. It will also potentially feature the following exciting new initiatives:

### **Educational Programming**

Ongoing workshops and seminars to provide foundational skills for aspiring entrepreneurs will be an important feature of the Center. Drawing on Fairfield faculty and practicing entrepreneurs from the area and beyond, the Center will provide an entrepreneurial speaker series and coordinated programming with courses offered in the Dolan School of Business and the School of Engineering.

### **Ethics and Entrepreneurship**

There will be a strong linkage between the Center for Entrepreneurship and the Center for Applied Ethics. The Director of Applied Ethics, who is also a management professor in the Dolan School of Business, will have a position on the Advisory Council, and work directly with entrepreneurship faculty and Center leadership on infusing ethics throughout the Center's programming. Two activities we foresee for this collaboration include seminars for business and student audiences and an Ethics and Entrepreneurship Case series. The Center for Entrepreneurship will fund formal ethics education as a component of all engineering undergraduate programs.

*Ethics Seminars.* Applied ethics has already been an important part of the entrepreneurship program. In 2013, for example, the Center in Applied Ethics and the Fairfield Rotary Club cohosted two interactive breakfast discussions on ethics and entrepreneurship at the University Bookstore. These events, which examined emerging ethical issues that confront entrepreneurs, drew interested audiences of students, faculty and Fairfield business people.

Building on this successful model, Applied Ethics will partner with the Center for Entrepreneurship to develop three, annual seminar-style events on ethics and entrepreneurship for students, alumni and business people in Fairfield County. The events will be held on campus and in innovation centers in Stamford and Hartford. Audiences for these events will include business service associations (such as the Rotary Clubs) as well as entrepreneurship and corporate organizations, such as The Business Council of Fairfield County, The Connecticut Business and Industry Association and the Hartford Young Professionals and Entrepreneurs. In addition to strengthening our commitment to providing students and the community with practical training and discernment exercises, insights from the analyses of ethics cases at these events will be the basis for publications that will reach even broader audiences.

*Ethics and Entrepreneurship Case Series.* The Center will foster the development of business and engineering cases focused on ethics and entrepreneurship. There are currently no other entrepreneurship case series focused specifically on ethical issues. This process has already begun by Fairfield faculty as part of the development of

seminars aimed at actively involving business audiences in the ethical and moral dilemmas of practicing entrepreneurs. Using interviews with entrepreneurs as primary data, short cases have been developed as the basis for interactive discussions on participants' views on how to best handle tough ethical situations. This case series will also contribute to the Global Jesuit Case Series being developed by the Global Knowledge Network (see [globalknowledgenet.com](http://globalknowledgenet.com)).

*International initiatives.* Over the past four years, Fairfield University business faculty have participated in U.S. Central Asia Education Foundation Fellows Program at English-speaking universities in Kazakhstan the Kyrgyz Republic. The Fairfield faculty reported a high level of interest among Kazakhstan the Kyrgyz Republic faculty and students relative to entrepreneurship and ethics. A long-term plan is for Applied Ethics to work with business faculty and the student chapter of the Compass Fellowship to develop new opportunities for our own students to interact with students in these countries in an effort to help each student community gain deeper understanding of the global influence and significance of ethics.

### **Engineering Initiatives**

Currently, the Applied Research Laboratory at SOE negotiates individual contracts with corporate entities or start-up individuals for the completion of applied research, prototyping and proof-of-concept. Typically, these contracts provide support for thesis level or near thesis level graduate research, graduate and undergraduate student support as well as partial faculty summer research support. The Center for Entrepreneurship will provide graduate student stipends and tuition remission to support and leverage additional entrepreneurial research and development work.

The Director of the Center will expand and market coordinated services to interested companies and individuals in the region developing more opportunities for students and faculty. The Director will coordinate the laboratory, business plan development and incubator needs related to business and engineering collaborations with students, faculty and external partners.

In addition to commercial entrepreneurial enterprises, organizations and companies interested in pursuing cyber development issues especially in security will offer further funding opportunities that can be pursued via government agencies and NGOs. These opportunities will lead to development of software, intellectual property, other research products as well as degree and non-degree coursework and certificates that can be supported through both business and engineering and are appropriate to the mission of the Center.

### **Commercialization Clinic**

The Commercialization Clinic will provide counselling to students, faculty and external sponsors on a range of intellectual property (IP) (patent, trademark, copyright and trade secret) and related business law issues. IP protection is critical for developing markets

for new technology as well as accessing seed and early stage financing. However, IP obligations to sponsors can also impose barriers to negotiating new joint ventures and licensing technology to other companies. Through the Commercialization Clinic, students, faculty and external sponsors participating in the Center for Entrepreneurship will have access to professional services such as: IP asset development, business case planning, developing licensing agreements, capital formation, crowdfunding and IP sales.

The Clinic will be offered as a service to the public with key learning opportunities about IP (i.e. patents, trademarks, copyrights, trade secrets, non-disclosure, etc.) as it operates in practice. Participants in various learning opportunities offered by the clinic will have the opportunity to develop knowledge and skills that will help them build relationships to further develop and bring to market viable new products developed at the Center.

### **Mentorships**

Mentors provide students with invaluable insight and expertise related to a student's course work, research interest, independent study project, summer internship and future professional development.

In addition to the team-mentor opportunities associated with the Business Plan Competition, Fairfield alumni will be invited to serve as mentors to individual student entrepreneurs through the year. If accepted into this competitive program, the student will be paired with a Fairfield University alumna/us who is an expert in the student's specific area of interest. With virtual software available for students and mentors, the role and responsibilities of mentors will be adaptable to their personal and professional schedules.

### **FAME Stipends for Students**

Many of the ideas and projects developed by students via the Business Plan Competition, classroom assignments and independent study have great promise. Presently FAME does not directly assist student-driven projects or provide seed funding for development and production.

The Center will provide stipends to support the cost of students becoming involved with FAME and offer seed funding to support the ventures with greatest promise.

### **Community Engagement**

Many accomplished entrepreneurs need ongoing training and support to help their ideas take shape. Helping new and existing entrepreneurs will be part of the Center's

mission and Fairfield University's responsibility to foster local enterprise and economic growth in the region.

Community entrepreneurs will be invited to the Center for one-to-one advising as well as group roundtable meetings to explore topics related to ethics, potential barriers to project implementation, investor recruitment and relations, and relevant public policy issues.

### **Competitive Grants for Student/Faculty Research**

The Center would be a hub for attracting and managing planned funding for potential student/faculty research. Existing DSB faculty research in areas of leadership, entrepreneurship, finance, marketing, and information systems will be possibilities for targeted funding. As stated above, SOE faculty are involved in applied research grants with industry and opportunities exist for pursuing cyber issues with government and NGO organizations.

### **Collaboration with Nursing, Engineering on Bio-Engineering**

Another emphasis will be in the future of health care systems and delivery, which is a concern of most Americans and is becoming a major academic focus of Fairfield University. Bio-engineering continues to play a substantial role in the development of new medical devices and interventions that have a profound impact on improving human health and healthcare delivery. In recent years, organic collaborations between business and engineering students have focused on developing several promising health-related devices.

The Center will serve as the collaborative hub for nursing, engineering, and business students to explore new ideas in bio-engineering. It will offer competitive grants to fund student/faculty bio-engineering research to generate previously unavailable data that enable the investigators to obtain larger, external grants to further their research. Devices, products or services resulting from funded research will be referred to FAME for additional support with technology transfer, patents and licensing as appropriate.

### ***LOCATIONS***

Given its interdisciplinary nature, the Center for Entrepreneurship will have numerous locations at the Dolan School of Business and the School of Engineering. The central office for the Center will be located in Dolan and will house the director's office and collaboration space. Approximately 1,300 square feet of space in the existing lobby area will be converted into a technology rich environment that allows for collaboration and individual mentorship (see Appendix B). An electronic stock ticker, mounted LCD screens, and see-through floor-to-ceiling Plexiglas walls will immediately capture the attention of all who enter the building. A large multi-purpose area will be used for team collaboration, project design and meetings. It will be

offset at either end by student work stations, offices for the program director and Entrepreneur-in-Residence and designated work areas for graduate assistants.

The network systems laboratory, robotics laboratory and applied research laboratory are located in MacAuliffe Hall. The Machine Laboratory and Materials Characterization Laboratory are located in the Bannow Science Center. The Engineering conference room is also located in the Bannow Science Center for meeting with potential clients. The Applied Research Laboratory has a collaborative area for meeting with clients in software and robotics research. All of the specified laboratory facilities as well as the incubator will be recognized and marketed as components of the Center, and the Director will coordinate with appropriate researchers and administrators in Dolan and SOE to serve all clients' needs throughout the research and development process.

#### ***EXCEPTIONAL PROGRAM LEADERSHIP***

A dedicated director for the Center will be hired to supervise all programs, activities and service. This highly motivated leader will be responsible for promoting the Center throughout the University, engaging with students on development of new ventures, securing resources to fund the Center's activities. S/he will also work closely with the University's Advancement office and collaborate with faculty to enhance the academic and practice-oriented activities of the Center.

In addition to working with the Entrepreneur-in-Residence, the program director will work very closely with Professors Christopher Huntley and Mukesh Sud, current coordinators of the annual Business Plan Competition; Dr. Shah Etemad, Director of the Machine and Robotics Laboratories; Dr. Sriharsha Sundaram, Director of the Materials Characterization Laboratory; Dr. Doug Lyon, Director of the Applied Research Laboratory; Dr. Wook Sung Yoo, Director of the Network Systems Laboratory; and Dr. Ryan Munden, Assistant Dean for Experiential Learning.

**Dr. Shahrokh Etemad, PhD** is associate professor and chair of Mechanical Engineering department. He has over 30 years of academic and industrial research experience from basic concept development to commercialization in areas of energy, thermofluid, I.C. engine, novel combustions for low emissions, abradable seals for compressor, recuperator for gas turbine and scroll compressor for air-conditioning applications. He has an extensive track record of senior administration positions as well as principle investigator on 16 research grant proposals with a total amount of \$13M. He has successfully lead and awarded accreditations twice for mechanical engineering program. He has published 40 technical papers and has been awarded 29 patents. He received his PhD from University of Washington, MS from University of London, King's College, England and BS from Sussex University, England.

**Christopher Huntley, PhD** serves as the Co-director of the Fairfield StartUp Competition and has a leadership role in FAME. Dr. Huntley received his doctorate in Systems Engineering from the University of Virginia. While in graduate school Dr. Huntley was involved in several startups, as both a principle and as a consultant, working primarily in the defense and transportation industries. This led to a stint as Senior Operations Analyst at Conrail, a Class I railroad in Philadelphia. Among his other duties, he provided the analytical work for several large entrepreneurial and reengineering

projects within the Service Design and Planning department. In 1994, Dr. Huntley developed a comprehensive data warehouse that tracked the movement of Conrail's personnel and rolling assets throughout North America. Dr. Huntley is an associate professor of Information Systems and Operations Management at the Dolan School. His research and teaching interests include entrepreneurship, software development practices, and system analysis & design.

**Douglas A. Lyon, PhD, PE**, is Chairman of the Electrical and Computer Engineering Department at Fairfield University, in Fairfield CT, a senior member of the IEEE, President of DocJava, Inc., CTO of Lyon-Ratafia and the President of the Inventors Association of Connecticut. He received the PhD, MS and BS degrees in Computer and Systems Engineering from Rensselaer Polytechnic Institute. Dr. Lyon has worked at AT&T Bell Laboratories, Jet Propulsion Laboratory, and several other firms. He has authored or co-authored 49 journal publications and three books.

**Ryan Munden, PhD** is an assistant professor of Electrical Engineering and assistant dean for Experiential Learning in the School of Engineering. Dr. Munden's research has focused on growth and characterization of semiconductor nanowires for advanced electronics and photovoltaic applications, as well as nanotechnology education. Dr. Munden's current focus is on improving the professional formation of engineering students through project-based courses with ties to area industries. He is also expanding involvement of engineering students in out-of-the classroom initiatives, such as the Fairfield University Business Plan Competition, professional society participation, service learning, and international opportunities for engineers. He also works on improving program assessment and faculty development in engineering. He received his doctoral degree in Applied Physics from Yale University in New Haven, Connecticut, and his undergraduate degree from Stetson University in DeLand, Florida.

### **Affiliated Faculty**

#### **Mousumi Bose Godbole**

Associate Professor of Marketing  
PhD, Louisiana State University

#### **Rajasree Rajamma**

Associate Professor and Chair,  
Marketing Department  
PhD, University of North Texas

#### **Catherine Connelly Giapponi**

Associate Professor of Management  
PhD, University of New Haven

#### **Carl Scheraga**

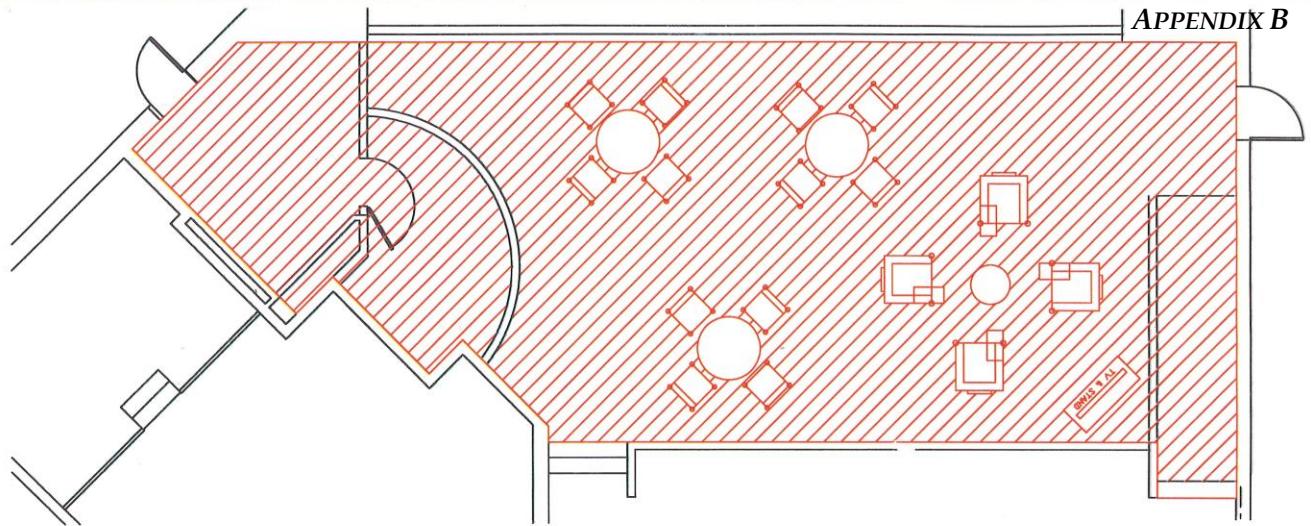
Professor of Business Strategy and  
Technology Management  
Chair, Management Department  
PhD, University of Connecticut

#### **Sriharsha Srinivas Sundaram**

Assistant Professor of Mechanical Engineering  
PhD, Mechanical Engineering,  
The University of Texas at Austin

#### **Wook-Sung Yoo**

Associate Professor of Software Engineering  
PhD, Florida Institute of Technology



**Center for Entrepreneurship  
Main Office  
(Current location – DSB Student Lounge)**

Proposed location – Dolan - Lobby Lower Level - 1,500 SF

Anticipated occupancy - 900 SF open area / 20 SF per person = 45 persons

December 12, 2014

Scope of Work: DSB space of 1,500 SF x \$200 per SF = \$300,000.

**Demolition**

Carpet - VCT behind bar & support space

Bar & back support Space - walk-in unit, sink & dishwasher - cap existing plumbing

Existing low wall - glass panels

Ceiling - concealed spline

Lighting - existing cans

HVAC - ductwork

**New Construction**

Glass wall system & doors between upper lobby & lower - new gyp bd soffit above

Wall framing for requested offices (2) - glass walls

New carpet tiles

Painting

Existing window treatment to remain

**Furniture**

System - work stations  
Collaborative and flexible furniture  
Offices

**Signage & Graphics**

HVAC - modifications to existing ductwork and distribution to isolate upper lobby from lower  
New diffusers - ceiling grilles

**Electrical**

Lighting - new - controls for various settings  
Outlets & Data - to support proposed monitors - work stations  
Simplex - fire alarm modifications

**Technology**

Stock Ticker  
LCD Monitors