Proceedings

Teaching Entrepreneurship to Engineering Students

Engineering Conferences International Year 2003

Bridge Ventures

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This paper is posted at ECI Digital Archives.
http://dc.engconfintl.org/teaching/33
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Hybrid Fund of Funds

Invest in clusters of venture funds that benefit nonprofit organizations

- Education
- Think tanks
- Technology-based associations
- Medical institutions
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Donors

University Fund A

University Fund B

University Fund C

University Fund D

Nonprofit
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Nonprofit

University

University A

Fund A

Companies

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VC Models in Nonprofits

Sachem Ventures

University Venture Fund

UCLA

Community Technology Fund

BOSTON UNIVERSITY

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University Example:
San Joaquin Venture Partners

- FSU Foundation
- Cal State Univ.
- Athletics
- Entrepreneurship Center
- Alumni Donations
- Community Donations

Success

- Fund of Funds

- Institutional Investors
- Corporate Investors
- Private Investors

Fresno State Univ.

San Joaquin Venture Partners

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Expansion

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SSU
SVP
MIIS
MIIS VP
Fresno
SJVP
UofU
UofU VP
SFSU
SFVP
Road to Success (1 of 3)

- B.V. has Strong Team
  Fundraising, technology, operations
- B.V. has Strong Advisors
- B.V. Develops Strong Deal Flow
- Sound Decision Making
- Sound Governance System
- Innovative Fundraising Strategy
- Innovative & Synergistic Structure
- Innovative Expansion

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Road to Success (2 of 3)

University Benefits!

- Raises Benefit of Donations Significantly

- Raises University Profile:
  - Heightens awareness in current donor base
  - Reaches additional audience of potential partners & donors

- Engages Students--provides learning opportunities:
  Snowball effect: Increases prospective student interest
  Increase quantity of applications
  Increase quality of applications
  Creates alumni legacy
  Bonus: increase net worth of new alumni pool

Continued…
Road to Success (2 of 3)

Continued…

- Engages Faculty (business, technology, engineering)
  Provides real world environment:
  Consult for fund
  Consult for portfolio companies
  Mentor and advise students

- Other Synergies:
  Provides internship opportunities for students in portfolio companies
  Create jobs & wealth in the local area

- Other Bonus:
  Maximize returns to University
  Maximize donation value for donors
Road to Success (3 of 3)

- Solid business model
- Large under-leveraged market
  technology transfer and commercialization
- Industry at turning point
- Partner: Price, Waterhouse, Coopers
- Strategic leverage through parent (B.V.) – Keiretsu
- Bonus: Good social cause

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