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**University-Wide Interdisciplinary Entrepreneurship Clinic****(1) Description of Topic**

The exploration and feasibility analysis of creating a University-wide interdisciplinary entrepreneurship clinic, the Washington University Collaboration of Resources in Entrepreneurship Clinic (the "WU CORE CLINIC") which could:

- Provide a "suite of services" for social and commercial startups and entrepreneurs throughout the University and within the St. Louis entrepreneurial ecosystem
- Bring together law, business, social impact, art and engineering faculty to teach all of the varied aspects of entrepreneurship.
- Provide students from all schools robust interdisciplinary experiential and academic opportunities.

**(2) Importance to Washington University**

Washington University is a leader in the entrepreneurial ecosystem in the region. The WU CORE CLINIC would enhance the University's positive reputation as such by providing a wide basis of support for University-originating startups and potentially increasing the numbers of successful entrepreneurial entities coming out of the University while simultaneously providing deeply enriching academic experiences for our University-wide students.

**(3) Participating Faculty**

- Cliff Holekamp, *Olin Business School*
- Ron King, *Olin Business School*
- Geetha Rao Sant, *School of Law*
- Joe Steensma, *Brown School*
- Emre Toker, *Skandalaris Center*
- Enrique von Rohr, *Sam Fox School*
- TBA, *School of Engineering & Applied Sciences*
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- TBA, *Arts & Sciences*

***Please see attached supporting memorandum for additional details.***

**University-Wide Interdisciplinary Entrepreneurship Clinic  
MEMORANDUM**

**Opportunity**

Washington University, through its various undergraduate and graduate schools and programs, consistently ranks in the top 25 university entrepreneurship programs in the annual ranking of the Princeton Review and is currently ranked 18<sup>th</sup> in the 2016 Top Entrepreneurial Programs for undergraduates. Through these schools and programs, our students are entrepreneurs or are entrepreneurship support service providers and play a significant role in our University's mission and our community's entrepreneurial ecosystem. That role can only be further enhanced with greater University-wide collaboration.

The Entrepreneurship & Intellectual Property Clinic of the law school was established in 2014 with two principle goals: (1) to support economic development by providing high quality legal services to startups and entrepreneurs within the University and within the entrepreneurial ecosystem in St. Louis, and (2) to provide authentic, robust, experiential learning opportunities for our students.

Through the work of the EIP Clinic, it became quickly apparent that those startups and entrepreneurs were often also in need of financial, marketing, accounting, strategic planning, and other typical early-stage necessities. Additionally, in working with students in the various disciplines and schools of the University, it became clear that those students would benefit from a multidimensional, "suite of services" approach to our University and community needs.

Nearly all of the major schools within the University have some sort of mechanism through which the school develops or supports social or commercial entrepreneurs. To increase communication between the schools, a consortium consisting of a representative from each school was formed in 2015, Washington University Collaboration of Resources in Entrepreneurship (WU CORE). The members of WU CORE meet regularly to develop collaborative, interdisciplinary opportunities in University and community-wide entrepreneurship. WU CORE has identified points of overlap and efficiencies in the entrepreneurial work of the various schools throughout the University, and improved connections and delivery of services to our community and higher level of academic opportunities for our students.

**Proposal**

In an effort to develop a "suite of services" for social and commercial startups and entrepreneurs throughout the University and the St. Louis entrepreneurial ecosystem, the members of WU CORE propose the exploration of the creation of a University-wide interdisciplinary entrepreneurship clinic, the "WU CORE CLINIC", which could operate as follows:

1. Each school creates an entrepreneurship clinic or similar program modeled after the EIP Clinic through which students, under the supervision of clinic faculty, for credit hours, will provide services to clients in the discipline of that school (School Specific Program). In addition to the EIP Clinic at the law school, other School Specific Programs could include, *for example*:
  - a. Brown School—Social Impact Clinic
  - b. Sam Fox—Design & Communication Community Program
  - c. Olin—CEL Metrics Clinic
  - d. WUSM—Clinical Research Entrepreneurship Program
  - e. SEAS—Product Development Clinic
2. Each School Specific Program could support the entrepreneurial work of the students and faculty of the participating schools and together, will constitute the WU CORE CLINIC.
3. Any School Specific Program can refer a client to the WU CORE CLINIC for interdisciplinary services by submitting the name of the client and client's authorization form to the Skandalaris Center.
4. Skandalaris Center would assess the client and assign to the appropriate School Specific Programs based on client need. Each School Specific Program would collaborate on these WU CORE CLINIC clients but could continue to work with its own clients and sources in accordance with its normal practices.
5. All students assigned to a particular WU CORE CLINIC client would collaborate with students from other School Specific Programs to provide a full range of services to the WU CORE CLINIC client.
6. In addition to any classroom component that each School Specific Program may have, there would be a classroom component of the WU CORE CLINIC which could consist of one 2-hour weekly seminar, attended by students enrolled in all School Specific Programs, during which the faculty members of each of the School Specific Programs could teach in their respective disciplines.
7. The WU CORE CLINIC would coordinate with Skandalaris and School Specific Programs to provide additional collaboration opportunities for the students in the WU CORE CLINIC.
8. The proposed participating schools and programs are Olin, Law, Brown, Sam Fox, SEAS, and Skandalaris with the expectation that WUSM, ArtSci, and other programs would be added shortly after launch.

## **Benefits**

University-wide Entrepreneurship by the numbers:

- Since 2008, Hatchery startups have raised over \$68 million and filed for over a dozen provisional patents.
- Nearly 160 invention disclosures across all schools in 2015
- 16 undergraduate student entrepreneurship groups; 10 graduate student entrepreneurship groups
- 68 companies started by undergraduate alumni since 2005
- 55 companies started by graduate alumni since 2005
- 89 companies started through the Hatchery since 2008
  - 48% of all projects launched
  - 72% are still operating

The WU CORE CLINIC can support the success of these entrepreneurs already in our midst and can serve as a catalyst for increased innovation and entrepreneurship throughout the University and the Greater St. Louis community, while simultaneously providing our students with a robust, interdisciplinary academic experience, providing them the tools, regardless of field of study, to succeed in the growing entrepreneurship based world economy.

## **Measuring Success**

The goal of this proposal is to explore the feasibility of establishing and operating an University-wide entrepreneurship clinic, the WU CORE CLINIC as described above. The initial measure of success is the development by the proposing faculty of a feasibility outline for the WU CORE CLINIC, including pedagogical goals, curricular development, interdisciplinary drivers, personnel requirements, funding needs, space implications, operational structure, and potential funding sources. A secondary measure of success could be a one-semester launch of a pilot WU CORE CLINIC program in 2017.

## **Needs**

Needs for the exploration of a WU CORE CLINIC are minimal and include only funds to cover costs of meeting room space, food, drinks and materials, if any.

Needs for a pilot launched a WU CORE CLINIC would require each participating school to establish a School Specific Program, ostensibly at its own cost, to participate in the University-wide WU CORE CLINIC.

We anticipate that greater funding will be required to effectively launch and institutionalize the WU CORE CLINIC as a robust and sustainable University-wide program, all of which will be outlined in the feasibility outline to be provided under this proposal.

## **Respectfully submitted by current members of Washington University Collaboration of Resources in Entrepreneurship (WU CORE)**

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