

speakers to the host campus to present to and interact with student entrepreneurs from all over Iowa. Students use this opportunity to learn from these speakers and from each other during breakout sessions.

The **Iowa Venture Capital and Entrepreneurs Conference** is an opportunity for entrepreneurs, companies, investors, economic developers, community leaders, and entrepreneurial students to network, attend informative workshops, and learn from dynamic, recognized keynote speakers every fall.



The **Pappajohn New Venture Business Plan Competition** is an annual event held in conjunction with the Collegiate Entrepreneurs' Iowa Conference for Iowa college students with an original new business idea. A student or student team prepares a business plan that competes in regional and state rounds of competition. Three \$5,000 awards are presented to the state-level winners whose ideas show the most potential for success or who demonstrate the greatest entrepreneurial spirit.

The **John Pappajohn Iowa Business Plan Competition** provides three seed awards ranging from \$10,000 to \$25,000 to new Iowa companies. The three winners are announced at the Iowa Venture Capital & Entrepreneurs Conference.

Every spring, the JPEC awards the **Student Entrepreneur of the Year** and the **Student Business Incubator Tenant of the Year** to the two students/businesses that have demonstrated the most entrepreneurial initiative and business development.

Small Business Capital Programs

The **Cedar Valley Venture Fund** is a \$1.61 million fund comprised of investors from Black Hawk and its contiguous counties. The fund is a partnership of local investors, Buchanan County Economic Development, Cedar Valley Economic Development, and the JPEC. The fund invests in later-stage start-ups, follow-on deals, mergers and acquisitions, and succession-based opportunities throughout Iowa. The fund encourages companies from the Cedar Valley and Iowa to apply for investment.

Through the guidance of the UNI JPEC, the Cedar Valley Venture Fund was one of the first regional angel investment funds to be established in Iowa. The JPEC is available to provide guidance to other regions of Iowa desiring to establish a regional angel investment fund with technical advice and assistance.

The **Wellmark Community Ventures Fund** is a \$5 million fund for investment in Iowa businesses over five years. This fund is sponsored by Wellmark Blue Cross Blue Shield of Iowa and Equity Dynamics. Applicants to the fund apply to their respective Pappajohn Center. The UNI JPEC serves Iowa-based, for-profit companies from Allamakee, Black Hawk, Bremer, Buchanan, Butler, Chickasaw, Clayton, Delaware, Dubuque, Fayette, Grundy, Howard, Tama and Winneshiek counties. Ventures supported by the fund include technology, biotechnology, educational technology, advanced manufacturing, medial, and cutting-edge, computer-related products and software.

Technology Transfer

The JPEC assists with technology transfer of student, faculty, and staff innovations for the university through reviewing faculty research, monitoring technology transfer disclosures, assessing market feasibility, providing operational management, providing business analysis and financial management to the Intellectual Property Officer, and forming links with business partners.



Contact Us

The UNI JPEC runs numerous other programs that benefit Iowa communities and Iowa entrepreneurs. Please contact the JPEC for more information on any of our programs.

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John Pappajohn Entrepreneurial Center

Programs



In 1996, John Pappajohn, president of Equity Dynamics, Inc., established five entrepreneurial centers throughout Iowa. The John Pappajohn Entrepreneurial Center (JPEC) at the University of Northern Iowa offers programs focusing on entrepreneurship education, technology transfer, and capital investment for small businesses.



Academic Entrepreneurship

The UNI JPEC has several options for academic entrepreneurship. These include a Certificate in Entrepreneurship, the Okoboji Entrepreneurial Institute, and the CIPCO Business Enhancement Internship program.

The **Certificate in Entrepreneurship** is open to all majors. The program is six hours for business majors and can be up to 15 credit hours for non-business majors. The purpose of the program is to engage students in active participation in the development of entrepreneurial enterprises. They will do this through a combination of traditional course work specifically directed to entrepreneurial ventures and participation in an enterprise experience through the development of a business plan for a new venture and an experiential project.

The **Okoboji Entrepreneurial Institute** provides eight UNI students the opportunity to participate with students from the University of Iowa and Iowa State University for this week-long, intensive small business simulation. Students earn three hours of UNI credit and learn from real

business owners and college faculty how to start and run a small business. The Institute is held at the Lakeside Lab at Lake Okoboji. Tuition, lodging and food for UNI students are paid by the UNI JPEC.



The purpose of the **CIPCO Business Enhancement Internships** is to provide entrepreneurial students with experiential learning opportunities. This program provides internships with Iowa-based small businesses, new ventures, economic development corporations, and other worthy programs with a special emphasis toward companies in the CIPCO service territory.



Small Business Assistance

The JPEC provides assistance for small business owners including one-on-one small business counseling and two-hour, hands-on workshops for UNI students, faculty, and staff, and an incubator for student entrepreneurs.

The **Student Business Incubator** of the John Pappajohn Entrepreneurial Center is designed to inspire and educate UNI students interested in entrepreneurship and small business. The incubator is an educational lab space for student owners to explore business ideas



with the assistance of the JPEC and other professionals. The incubator provides equipped entrepreneurial suites, small business counseling, and a comprehensive small business education program including lunch-and-learn workshops. A virtual program exists for student businesses not requiring office space and a digital imaging lab is available for the technology needs of virtual tenants.

Selected Topics for Students and Staff is a series of workshops that are offered free-of-charge in the fall and spring semesters to all UNI students, faculty and staff. Topics include how to start a small business, write a business plan, market a small business, keep records for a small business and other information.



Student Organization

The **UNI Collegiate Entrepreneurs' Organization (CEO)** brings together all UNI students interested in entrepreneurship and small business. Activities of CEO include hosting workshops, helping fellow CEO members launch small businesses, attending the national conference, sponsoring an elevator pitch competition, competing in a year-long business simulation competition, and social activities to strengthen networking and business skills.

Conferences, Competitions, and Awards

The JPEC sponsors numerous conferences, competitions, and awards annually to benefit student and non-student entrepreneurs.

The **UNI Entrepreneurship Symposium** is an annual fall event that brings successful UNI alumni to campus to inspire students to be creative in life and business. Students are encouraged to consider starting and owning a business.

Annually, one of the Pappajohn Centers hosts the **Collegiate Entrepreneurs' Iowa Conference**. This early spring conference brings nationally known

