

UNI John Pappajohn Entrepreneurial Center

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. These programs include:

▶ **The Certificate in Entrepreneurship**

A certificate program designed to engage students in active participation in the development of entrepreneurial enterprises

▶ **Okoboji Entrepreneurial Institute**

Provides students the opportunity to participate in a week-long, intensive small business simulation

▶ **CIPCO Business Enhancement Internships**

Provide entrepreneurial students with experiential learning opportunities

▶ **Student Business Incubator**

An educational lab space for student owners to explore business ideas with professional assistance

The UNI John Pappajohn Entrepreneurial Center, a division of UNI's Business and Community Services, provides a range of innovative educational programs and support services designed for student entrepreneurs. The center provides expertise in all stages of business planning and development and serves as a vehicle to bring new products and technologies to market.



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Joe Nelson Entrepreneurial Scholarship




**University of
Northern Iowa**
John Pappajohn Entrepreneurial Center

A Classic Entrepreneur

Joe Nelson was a classic entrepreneur. He discovered and recognized the need and opportunity for an improved product, made a prototype, felt strongly enough and committed to his idea to mortgage his home to: patent his idea, buy tooling for a single cavity production mold, have the parts made, and then assembled into the Filter Minder in his basement.

Nelson recognized the need for more marketing and sales skills than he had and teamed up with H. D. (Ike) Leighty who had 30 years experience in sales and marketing in the auto, truck and farm equipment industry.

Outsourcing the parts, they hired two employees and assembled the Filter Minders in a two-room commercial basement, which they quickly outgrew and moved to a larger facility.

They formed a corporation, Engineered Products Company, in 1977. At the end of that year, they had a negative net worth of \$64! However, by then they were generating enough cash flow out of increasing sales to finance the steady growth of the business.

Leighty Charitable Foundation

Unfortunately, Joe died in 1984. Two years later, his widow, Fran, sold her interest in the business to Ike Leighty and moved to California to be near her family.



www.FilterMinder.com

Ike continued to grow Engineered Products Company, built a new facility, formed the Leighty Charitable Foundation out of the profits and eventually sold the business to the management team and employees in 1998. They have continued to grow the business, developing new products and markets...a classic entrepreneurial evolution.

The Joe Nelson Scholarship was started by Ike Leighty to honor Joe and help recognize, encourage, and develop budding entrepreneurs.

Joe Nelson Entrepreneurial Scholarship

The Joe Nelson Entrepreneurial Scholarship provides two annual \$1,000 scholarships funded by Ike Leighty and the Leighty Foundation. The scholarships are for students involved in programs of the John Pappajohn Entrepreneurial Center at the University of Northern Iowa and running a business. Selection of the recipients shall be in accordance with standard requirements set forth by the University and the Foundation.



H. D. "Ike" Leighty by his sponsored JPEC suite in UNI's Business and Community Services Building. For more information on the Leighty Foundation visit www.leightyfoundation.org.