OUR MISSION

As an independent school of entrepreneurship, we teach an entrepreneurial mindset and practice through experiential methods, excellent teaching, thought leadership and creative programming - thus igniting students’ career and personal aspirations.

We push our students to start something, to fail, and to start over again. As we coach them through this process, our mission is to curate an entrepreneurial mindset together with acquiring the skill set inherent to the entrepreneurial process.
AREAS OF IMPACT

5. .......... THE BAIADA INSTITUTE
7. .......... SPOTLIGHT COMPANIES
8. .......... EVENTS AND WORKSHOPS
11. .......... DAY OF GIVING
12. .......... ENTREPRENEUR IN RESIDENCE PROGRAM
13. .......... ALUMNI SUCCESS
MESSAGE FROM THE DEAN

At the Close School of Entrepreneurship, we believe that all students have the potential to be innovative; to take their ideas, in whatever context, and make them a reality. To elicit the entrepreneur in you, we offer students who are interested in learning about the process of innovation and entrepreneurship various curricular and co-curricular paths to becoming an “entrepreneur.”

Entrepreneurship is much more than the process of starting a company. Entrepreneurship is a habit of mind and an attitude; a skill set applicable to pursuing innovation in business, personal, and career contexts and an approach to life built around innovative thinking, calculated daring, and proactive behavior. Our goal is to infuse entrepreneurial thinking and doing in our courses and related programs.

Our courses and programs are designed to be experiential and interdisciplinary. They are available to all students throughout the University, regardless of major. We offer a fully funded Entrepreneurship Co-op and courses that provide small amounts of seed funding for new student businesses. Through our Baiada Institute for Entrepreneurship, an array of programs and business competitions enhance your entrepreneurial experience.

The Close School is founded on the principle that every student should have the opportunity to dream big and pursue their passions. Join us at the Close School, where we encourage, educate, and enable innovation and entrepreneurship. Please explore our website and feel free to contact me to discuss your journey to entrepreneurship.

Donna Marie De Carolis, PhD
ACADEMIC AND PROGRAMMING INITIATIVES
The Charles D. Close School of Entrepreneurship provides students with:

- A Groundbreaking Three-Year Degree Program
- Undergraduate and Graduate & Non-Matriculated Certificates
- MS in Entrepreneurship and Innovation
- Altomari Summer Camp for High School Girls
- Maguire Empowerment Program for Women Leaders
- Rising Starters Competition: High School Pitch Competition
- Ciright / Dragon Startup Competition

THE CLOSE SCHOOL BY THE NUMBERS (2018):

- 4,000 TOTAL UNIVERSITY STUDENTS TAUGHT
- 58 NEW STUDENTS FOR FALL 2019
- 37 ENTREPRENEURSHIP CO-OPS TO DATE
- ‘LAUNCH-IT’:
  - $100,000 SEED MONEY PROVIDED
- $540,000 IN FUNDING EARNED
THE LAURANCE A. BAIADA INSTITUTE FOR ENTREPRENEURSHIP

The Laurence A. Baiada Institute for Entrepreneurship, otherwise known as the Baiada Incubator, is the place students come for hands-on experience in launching, maintaining and growing a startup.

RESOURCES

The Baiada Incubator provides students with:

- Funding opportunities
- Mentorship from Entrepreneurs in Residence
- A physical work space
- Opportunities to showcase products/ideas through events

THE BAIADA INSTITUTE BY THE NUMBERS (2019):

- 62 Alumni Companies incubated over the past five years
- 15 Current resident companies
- 4 Current flex companies
- $13.8 million funding raised by Baiada companies

ENTREPRENEURSHIP EDUCATION EMPOWERS EVERYONE.

- Dean Donna De Carolis, PhD, Founding Dean, The Charles D. Close School
SHARING EXCESS
FOOD SHARING SYSTEM
» Founded by Evan Ehlers ’19
Sharing Excess is a non-profit founded by Close School student, Evan Ehlers. During Ehlers’ time at the Close School, his organization has earned tremendous success and recognition via Fox 29, DrexelNow, The Philadelphia Citizen and Close School pitch competitions.

» FUN FACT:
Ehlers was the first student enrolled in the Charles D. Close School of Entrepreneurship!

JUST BE BOOKS
CHILDREN’S EMPOWERMENT KIT
» Founded by Paris Gramann ’20
Founded by Close School student Paris Gramann, Just Be Books is a startup that creates children’s empowerment kits for parents and teachers. The company’s products encourage growth, healing and honest discussion for families of all sizes.

» FUN FACT:
Gramann was the winner of the Student Fast Pitch Competition at Startup Fest 2018!
EVENTS AND WORKSHOPS
We offer a wide variety of interactive and educational workshops for our students to participate in throughout the year.

IN THE 2018–2019 ACADEMIC YEAR, THE CLOSE SCHOOL OFFERED OVER 20 EVENTS INCLUDING:

- **BANKING FOR STARTUPS**
  Students come to learn how to build strategic business relationships with banks at this workshop led by the Vice President of Univest Bank and Trust Co.

- **BLOCKCHAIN AND ENTREPRENEURSHIP**
  This event, sponsored by Microsoft, is an opportunity for student entrepreneurs to learn about blockchain, distributed computing, Bitcoin and other cryptocurrency technologies.

- **BUSINESS MODEL COMPETITION**
  This competition allows students to test business model hypotheses, receive valuable mentoring and potentially win prize money for their startup.

- **EMPLOYMENT LAW AND INTELLECTUAL PROPERTY LAW FOR STARTUPS**
  This workshop teaches participants the ins and outs of patents, trademarks and copyrights, employment law and intellectual property strategy.

- **SUMMER CAMPS FOR HIGH SCHOOL STUDENTS**
  The Close School holds summer camps for high students to learn and practice entrepreneurial power skills. Students experience daily entrepreneurship workshops, motivational speeches from entrepreneurs, venture creation sessions, and a venture pitch presentation at the end of the program.

- **BOTSTIBER SENIOR DESIGN ENTREPRENEURSHIP COMPETITION**
  The competition is designed for senior design students in the College of Engineering and the School of Biomedical Engineering. The purpose of the competition is to provide an opportunity to students with potential commercial ideas to receive funding and to be led in the proper direction in project development. Projects with commercial potential can discuss incubation options within the Baiada institute.
Startup Fest, a two-day annual event, celebrates entrepreneurship and innovation. It gives students and staff a platform to pitch business ideas via the Baiada Institute Incubator Competition, Student Fast Pitch Competition and the Drexel University Staff Pitch Competition, as well as network and draw inspiration from knowledgeable speakers: Mike Edwards & Jon Nordmark.

**STARTUP FEST BY THE NUMBERS:**

- **800** Student attendees over two days
- **54** Competitors across three competitions
- **14** Sponsors
- **30** Competition mentors & judges

**STUDENT FAST PITCH COMPETITION**
Winner: Paris Gramann, Founder of Just Be Books
Prize: $500

**DREXEL UNIVERSITY STAFF PITCH COMPETITION**
Winner: Shawn Walsh, Sr. IT Support Specialist
Prize: $250

**BAIADA INSTITUTE INCUBATOR COMPETITION**
Hosted at Startup Fest, the Baiada Institute Incubator Competition is an opportunity for students to pitch business ideas, receive funding and win physical space at the Baiada Institute to continue growing their startup.

Those cash prizes, plus in-kind services offered along with their winnings, adds to over $25,000 dedicated to entrepreneurial empowerment.

**FIRST PLACE: OUTLAND ANALYTICS**
Awarded $12,500, one year of residency space in the Baiada Institute, SEO services from Wanashaker, legal services from Morgan Lewis and accounting consulting services from GMS Surgent.

**SECOND PLACE: ADHDO**
Awarded $7,500, one year of residency space in the Baiada Institute, SEO services from Wanashaker, accounting services from GMS Surgent and reserved slot in the next Drexel Entrepreneurship Law Clinic.

**THIRD PLACE: CLOUTQUIZ**
Awarded $5,000, one year of residency space in the Baiada Institute, legal services from Dougherty Law, accounting consulting services from GMS Surgent and marketing services from Argyle Interactive.
Rising Starters, a regional entrepreneurship competition held for high schools, encourages students to pitch ideas and consider entrepreneurship as a viable higher education and career path.

- Participation from 17 Philadelphia High Schools
- First place winner received $2,500 cash prize
- Featured on local news stations

THE PROVING GROUND
The Proving Ground began as an event series that allowed students to showcase companies and demonstrate products. It began on the first floor of the Pearstein Building as an engaging way to introduce the future Innovation Hall, a long-term goal of energizing the floor and encouraging student interaction while promoting collaboration.

Ten Drexel startups participated in this event throughout the year. The Proving Ground has helped demonstrate that these student-run ventures are more than just a school project - they’re futures in the making.
DAY OF GIVING

» Supporting Student Growth

During the Day of Giving, over 50 generous donors gifted $130k in donations. This placed the Charles D. Close School of Entrepreneurship in the top five academic units for number of donors.

THE 2019 DAY OF GIVING RESULTED IN

24 HOURS OF IMPACT
130K IN DONATIONS
50+ GENEROUS DONORS

THANK YOU!

FOR YOUR GIFTS TO THE CHARLES D. CLOSE SCHOOL DURING 24 HOURS OF IMPACT
The Charles D. Close School of Entrepreneurship is fortunate to have an advisory board made up of successful individuals who believe in the mission of the school.

**ADVISORY BOARD MEMBERS:**

Al Altomari  
Wade Barnett  
Nick Bayer  
Jim Berneski  
Joseph Callahan  
George Danko  
Michael Doyle  
Mike Edwards  
David Geltzer  
Anthony Imbesi  
Karen Jehanian  
Robert J. Knorr  
William L. McKernan  
Paul Melchiorre  
Doc Parghi  
William Schutt  
Stan Silverman  
Raj Singh
ALUMNI SUCCESS

Celebrating the successes of companies currently and formerly housed at the Baiada Institute for Entrepreneurship is a large part of who we are. Here are a few alumni companies who found success in 2018-2019:

**ORAI**

Orai, founded by Danish Dhamani, Paritosh Gupta and Aasim Sani, is an app that analyzes your speech to improve communication.

Orai has participated in panel discussions at SXSW and Comcast NBCUniversal Lift Labs and raised over $2.3M in funding.

**SKYLESS GAMES STUDIOS**

Skyless Games Studios, founded by Chris Bennett, Arad Malhotra and Oleks Levchenko, is a company working to make video games empower players with philanthropic, social and educational causes.

Skyless Games Studios has been steadily growing since they were founded in 2012. In 2018, they were featured in a Drexel Giving article where they discussed the ups and downs of their entrepreneurial journey.
FOR MORE INFORMATION...

Follow the Close School on social media or subscribe to the Starter’s Review monthly newsletter for updates on the school’s progress and successes.

www.drexel.edu/close

GET CONNECTED WITH THE CLOSE SCHOOL

facebook  instagram  twitter  @thecloseschool