

### Center Overview

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution and financing; and that support its mission to take entrepreneurs “from the back of a napkin to the first \$1 million in financing.” Founded in 1986 by Rudy Lamone, the Dingman Center is endowed by Michael D. Dingman, founder of the Signal Corporation.

### Our Impact(2005-present)

**75+ companies started**  
**More than 25M+ raised**  
**20,000 students inspired**  
**Hundreds of jobs created**



### Key Programs

- **Dingman Center Angels** brings regional start-up companies seeking early-stage funding to the angel investing community. The program accepts applicants from Mid-Atlantic startups who are carefully screened/coached by staff and Entrepreneurs-in-Residence. Over \$4,000,000 has been invested in startups since the Dingman Center Angel’s inception in 2005 and 50 qualified angel investors and venture capitalists currently comprise our network.
- **China Business Plan Competition** held in Beijing and now in its seventh year, provides an opportunity for University of Maryland students to experience international entrepreneurship by competing alongside business students from Peking University for cash prizes. Maryland students take an in-depth look at new venture creation and interact with early-stage firms and Chinese entrepreneurs as part of a week-long trip in January.
- **Entrepreneurship Research Series** improves the quality and real world applicability of Smith entrepreneurship research by facilitating dialogue between researchers and practitioners through breakfast and lunch events. The program offers entrepreneurship research support for Smith School faculty and doctoral students through mentoring, connections to data resources and cash research awards.
- **Dingman Jumpstart** is a one week, hands-on entrepreneurship bootcamp offered to students and alumni, designed to give participants an opportunity to experience the venture creation process with their business ideas through lectures and workshops taught by faculty, entrepreneurs, angel investors and venture capitalists.
- **Israel Global Technology Entrepreneurship Fellowship** is an 8 week summer program for full-time MBA students, in partnership with the Technion—Israeli Institute of Technology and includes participants from UMD, Harvard, Emory and Peking University. U.S. and Israeli MBA students develop commercialization strategies and feasibility studies for Technion-patented technology and participants gain exposure to the Israeli startups and the venture community.
- **Pitch Dingman** provides a risk-free opportunity for students to pitch their business idea(s) and receive actionable feedback from Entrepreneurs-in-Residence. Twice a semester, students can compete for \$2,750 in start-up funding at the Pitch Dingman Competition.

- **Technology Transfer Committee** brings together the Dingman Center, Clark School of Engineering's Mtech program and the Office of Technology Commercialization, focusing on the University's 150 annual intellectual property disclosures. Students develop critical skills that companies value for understanding how technology makes it from the lab to the marketplace.
- **UMD Entrepreneurship Invitational** showcases the Dingman Center's impact as a leader in university and regional entrepreneurship and innovation. The full day of events includes Cupid's Cup Business Competition, sponsored by Kevin Plank '96, founder and CEO of Under Armour, which awards \$25,000 in prize money to top student and alumni companies and the BB&T Business Invitational, an exhibition of UMD companies, regional startups and university and regional entrepreneurship resources.

### **Entrepreneurial Learning**

The Center leverages emerging thought leadership and real-world resources to provide innovative programs for undergraduate and graduate students. Formal coursework offered through the Smith School of Business is reinforced by co-curricular learning and mentoring, research projects, hosted events, and business plan competitions.

#### **Graduate Courses:**

- Entrepreneurial Finance and Private Equity
- Entrepreneurship and New Ventures
- Creativity for Business Leaders and Entrepreneurs
- New Venture Financing
- Corporate Venturing
- Strategic Growth for Emerging Companies
- Emerging Business Formation
- Entrepreneurial Exit Strategies
- International Entrepreneurship
- Social Entrepreneurship
- Entrepreneurial Issues in Family and Closely-Held Businesses
- Technology Commercialization
- Business Plan Writing and China Business Plan Competition Training

#### **Undergraduate Courses:**

- Entrepreneurship Fellows Program
- Entrepreneurial Thinking for Non-Business Majors
- Starting and Managing the Entrepreneurial Venture
- Entrepreneurial Finance and Private Equity
- Entrepreneurship
- Business Plan for the New Venture

### **Dingman Center Team**

#### **Professional Staff**

Asher Epstein, Managing Director  
 Elana Fine, Director of Venture Investments  
 Bob Baum, Director of Research  
 Alla Corey, Program Manager  
 Jennifer Hankin, Event & Marketing Manager  
 Danielle Bennings, Operations & Events Coordinator  
 Rudy Lamone, Founder

#### **Entrepreneurs-in-Residence**

Harry Geller  
 John LaPides  
 Steve Roth  
 Neil Selvin  
 Mark Walsh

#### **Angels in Residence**

Ed Barrientos  
 Jason Shrensky

#### **Board of Advisors**

Paul Bowen, Bowen Advisors  
 Chuck Carr, Deloitte & Touche  
 Michael Dingman, Shipston Group  
 Miles Gilburne, ZG Ventures  
 Bill Greenblatt, Sterling Infosystems  
 Rich Harris, Mt. Weather Capital  
 Glen Hellman, Driven Forward  
 John LaPides, Shadow Point Capital

Mark Levine, Core Capital Partners  
 Sam Medile  
 Ted Muendel, Stanton Chase International  
 Liz Sara, Best Marketing LLC  
 Michael Schwab, D&H Distributing  
 Brian Taff, Delivery Labs  
 Mark Walsh, Genius Rocket  
 Tien Wong, Lore Systems