

**Ancillary Unit Annual Review**  
**Reporting Period: 2021-22**

Deadline for submission to Reporting Administrator: October 30

**This report is required by FAM 105.4 – POLICY GUIDELINES FOR THE FORMATION  
AND REVIEW OF CSUSB ANCILLARY UNITS**

**Basic Information**

Ancillary Unit's name	Inland Empire Center for Entrepreneurship (IECE)
Director(s)	Mike Stull, Director; Stacey Allis, Assistant Director
Administrator to whom the unit reports ("Reporting Administrator")	Tomás Gomez-Arias
Purpose and goals of the Ancillary Unit (from the original proposal or updated operating documents)	Delivering a wide range of programs and services, IECE is the catalyst for entrepreneurial activity at Cal State San Bernardino and the local community.

**Advisory Board**

Please list your current Advisory Board, their positions outside the Advisory Board, and their roles on the Advisory Board (if applicable)	Current advisory board has ceased effective 2020-21. Working with the JHBC Dean and the CSUSB Advancement team, a new advisory board, called the IECE Council of Executives, is being developed for implementation in 2022-23.
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### Ancillary Unit Activity

Please summarize the top three (3) accomplishments of your Ancillary Unit (AU) during this reporting period. This should highlight the substantive activities that support and advance the purpose/goals of the AU, and the relationship between the activities and the purpose/goals.

Please highlight the most significant activities of the AU that engage the community or other entities on campus, if any.

Substantive Activities undertaken by the AU during reporting period

Activity (please describe)	Funds spent	Goal advanced (and extent)
Providing services to the community through the Inland Empire Small Business Development Center (SBDC) and Women's Business Center (WBC) programs – off campus full-time offices located in Riverside, Ontario, Palm	\$2,042,500 base federal and state contracts for SBDC and WBC programs.	Both federally funded grant programs provide consulting, mentoring and training programs to the community at no and low cost.  The WBC promotes the growth of women-owned
Garner Holt Student Fast Pitch Competition – The annual competition consists of up to 15 student entrepreneurs giving 90-second fast pitches to a panel of investors and other members of Southern California's entrepreneurial community. Each fast pitch is	\$10000	This program gives CSUSB students an opportunity to jump-start their entrepreneurial dreams by presenting their business venture to a panel of investors and entrepreneurs. Provides students a chance to learn
Spirit of the Entrepreneur Awards – the 19th annual awards event that honors the top entrepreneurs of the Inland Empire. Also served as the platform for the final presentations of the Garner Holt Student Fast Pitch Competition.	\$199679	Raises the profile of IECE in the community through event advertising, sponsorship support and branding, introduces us to potential mentors, guest speakers, lecturers and donors. All revenue comes from sponsorship and/or ticket or product sales, which covers the

**Describe planned activities for the current academic year and how each of them will advance the purpose/goals of the AU.**

Planned Activity	Connection to Purpose
Establish two (2) Entrepreneurial Resource Centers (ERC) locations: San Bernardino and Temecula.	Supports the development of startup and existing entrepreneurs in the community by providing additional business counseling and training services.
Continue operation of all major IECE programs – Spirit Awards, Sigma Nu Tau, SBDC, WBC, MDCP, Lunch with an Entrepreneur, Dinner with an Entrepreneur, Garner Holt Student Fast Pitch Competition, Catalyst Business Accelerator, Spirit Scholarship, CSUSB	Supports the development of startup and existing entrepreneurs on campus and in the community by experiential learning programs, and business counseling and training services.
Take the lead and submit the NSF Regional Innovation Engines grant (\$1 million) to create a core team of institutions that will develop a regional innovation engine program in National Security Innovation.	Supports the development of the entrepreneurial ecosystem in the Inland Empire
Implement the Veterans Entrepreneurship Program - Mini-MBA for Veteran Entrepreneurs: An Apprenticed- based Program for Entrepreneurship Warriors	Supports the development of startup entrepreneurs in the community by providing additional business training services.

Complete the Annual Use of Funds form

	Year 1		Year 2		Year 3	
	Internal	External	Internal	External	Internal	External
Salaries	\$ \$104,7	\$ 0	\$ \$104,7	\$ 0	\$ \$104,7	\$ 0
Assigned Time	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Travel	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Supplies	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Contractual	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other*	\$ \$449,0	\$ \$3,132,500.00	\$ \$602,5	\$ \$2,122	\$ 550000	\$ \$2,122
<b>TOTAL</b>	\$ \$553,8	\$ \$3,132	\$ \$707,2	\$ \$2,122	\$ \$654,7	\$ \$2,122

**\*Other can include items such as: External Contracts, Grants, Sponsorships, Marketing and Outreach, Communications, Data Processing, Facilitates Operation, Printing, Postage**

**Certification**

Mike Stull

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**Director Name**

\_\_\_\_\_

**Co-Director Name**

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**Co-Director Name**



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**Director Signature**

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**Co-Director Signature**

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**Co-Director Signature**

<b>Unit Reporting Person recommendation</b>	
Name and title: Tomas Gomez-Arias, Dean, JHBC	
Recommendation:	Active
<p>Recommendations and comments including the criteria and data reviewed. Please attach additional page(s) as necessary.</p> <p>Consistent with its mission, IECE is one of the most impactful catalysts of entrepreneurship throughout the Inland Empire. Leveraging a modest amount of internal resources, it consistently attracts significant external grant funding for programs that directly touch the lives of thousands of individuals annually, contributing to the creation of new enterprises in the region with a special attention to underserved communities.</p>	
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<b>Unit Reporting Person Signature</b>	<b>Date</b>