

2018
impact

CENTERS for OUTREACH and ENGAGEMENT

JULY 2017 - JUNE 2018

PART of the

CLEVELAND STATE UNIVERSITY
MONTE AHUJA COLLEGE OF BUSINESS



GLOBAL BUSINESS CENTER

SMALL BUSINESS DEVELOPMENT CENTER
EXPORT ASSISTANCE NETWORK

GLOBAL PARTNERS ■ Small Business Administration
■ Ohio Development Services Agency



103 COMPANIES Served

540 COUNSELING HOURS



\$4,430,000 Capital Raised



3 GLOBAL REACH WORKSHOPS serving 27 COMPANIES



OHIO EXPORT INTERNSHIP PROGRAM

25 STUDENTS ENROLLED in ACADEMIC COURSE

7 STUDENTS PLACED in INTERNSHIPS

4 STUDENTS OFFERED EXTENTIONS into FALL 2019



6 COMPANIES participated in nationally recognized GlobalTarget® program



STRATEGIC PARTNERS ■ FEDEX
■ US DEPARTMENT OF COMMERCE
■ AN EXPERT NETWORK OF INDUSTRY MENTORS



PROFESSIONAL DEVELOPMENT CENTER



81 IN-PERSON Classes

140+ ONLINE Classes

791+ STUDENTS Taught



INDUSTRY

- SAS
- IMA
- CLEVELAND SHRM
- CENGAGE ED2GO
- LEARN U-GOT-CLASS
- MCKISSOCK LEARNING

PARTNERS

CSU

- CLEVELAND-MARSHALL College Of Law
- PAUL J. EVERSON Real Estate Center



PARTNERSHIPS with academic departments to deliver MARKETING ANALYTICS + BUSINESS ANALYTICS programs

3



new CERTIFICATE PROGRAMS – total of 19 offered

- CM LAW eDiscovery Certificate
- Real Estate Agent Test Prep
- Sales Certificate

CUSTOM CORPORATE TRAINING with COMPANIES

10

22 EVENTS including:

- SAS DAYS in its Fourth Year in partnership with the Information Systems Department
- HOMECOMING EVENT "STACKED TO GET UNSTUCK" with Dr. Karen Gurney



CENTER for INNOVATION and ENTREPRENEURSHIP



STARTUP VIKES

19 new STARTUPS formed in 5 years

150+ ATTENDEES

with 5 receiving FOLLOW ON FUNDING

CO-HOSTED ■ GLOBAL LEGAL HACKATHON

with CM LAW and BAKER HOSTETLER sent a winning team to the INTERNATIONAL FINALS COMPETITION

(EEC) ENTREPRENEURSHIP IMMERSION WEEK

50+ students from 11 UNIVERSITIES



- IDEAVIKES
- IDEALABS



PARTNERSHIP

formed with Career Services, Jumpstart Inc. & Flashstarts

18 INTERNS PLACED AT STARTUPS



ACADEMIC COURSES

- MANAGEMENT OF INNOVATION/ TECHNOLOGY Victoria Avi
- ENTREPRENEURSHIP Jay Schach
- STRATEGIC ENTREPRENEURSHIP Jay Schach
- INTEGRATIVE BUSINESS STRATEGY Jay Schach



100+ HOURS MENTORING STUDENTS for PITCH & HACKATHON competitions



WESTON IDEATION LAB

OFFICIALLY OPENING in JAN. 2019

Open to all CSU students providing pathways to entrepreneurship



60+ STUDENTS

Participated in the FALL 2018 SOFT LAUNCH

SMALL BUSINESS DEVELOPMENT CENTER 215 CLIENTS Served

130 JOBS Created

950+ Counseling Hours

Capital Raised \$2.85 MILLION

25 Business started in 2018

26 EVENTS + CLASSES

220 Training Attendees



SUSTAINABLE BUSINESS CENTER



7th YEAR

presenting the Sustainable Business Practices LEADER AWARD at the Rotary Club of Cleveland BUSINESS LEADERSHIP AWARDS