NAME

ESHIP Local Learns

Taci: Lauren Higgins
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Louisa Shepherd
Tiffany Ferrell
Kristy Campbell
John McIntrye
A set of materials and activities that allow the ESTHP community to replicate ESTHP in their local communities (JEDOX) as well as learn from each other’s local insights.
<table>
<thead>
<tr>
<th>Description</th>
<th>Application</th>
<th>Impact</th>
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<tbody>
<tr>
<td>what are you delivering today?</td>
<td>how does it work? how will it be used?</td>
<td>how will it help ecosystem builders? what systemic issues will it address?</td>
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<tr>
<td>1 page guide to learn &amp; explore &amp; leverage what ecosystem building is and how it can be helpful to your community</td>
<td>2 host / virtual</td>
<td>- identify the ecosystem builders / key players</td>
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<td>- identify key gaps &amp; opportunities / pain points</td>
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<td></td>
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<td>- define shared vision</td>
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<td>- seed collaboration</td>
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<td>- start the conversation</td>
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<tr>
<th>Team Members</th>
<th>Partners &amp; Resources</th>
<th>Next Steps</th>
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<tbody>
<tr>
<td>who is working on this? include contact info and any future plans or commitments</td>
<td>what partners and resources should be engaged going forward?</td>
<td>what should happen next? where would you like to see this go in future iterations?</td>
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<tr>
<td>Kristy Campbell: <a href="mailto:kristy@revventures.com">kristy@revventures.com</a></td>
<td>- eNosh</td>
<td>- best practices sharing by org limitations</td>
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<tr>
<td>David Marcuse</td>
<td>- Kauffman Scan</td>
<td>- local, regional, rhythm for leading the conversation</td>
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<tr>
<td>Patricia Betzmann</td>
<td>- Recommended reading for context</td>
<td>- local ESGP</td>
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<td>John McIntyre</td>
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<td>- ratio</td>
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<td>Tiffany Ferrell</td>
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<td>Melissa Grizzle</td>
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<td>Lauren Diggins</td>
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Purpose

ESHIP Local Learns

Goal: Learn, explore and leverage ecosystem builders' best practices to expand our entrepreneurial capacity
WHO

Hosts
- ESHIP Network (1st Convener)
- ESHIP Local

Attendees
- Lead Host
- Peer to Peer [attended 06/2017 ESHIP]
- Kaufman
- Local Stakeholders
- Community
- Universities
- Entrepreneurs
- Philanthropists
- Investors

Who?
- Hosts/who leads?
  - Eship Attendees
  - Members of Eship/Kauffman network

Who should Participate?
- Community Members
- Government
- Entrepreneurs + Innovators
- Philanthropists
- Investors
How

• Group invitees into clusters of 5-8 participants in a round table format.

• Discuss and share perspectives for each of the guided questions below.

• Reconvene the clusters and share your findings and takeaways.

• Define ecosystem.
GUIDING QUESTIONS

1. Who are the players in your ecosystem?
2. What do your communities need?
3. What are overlapping resources?
4. What are gaps?
5. What are opportunities for collaboration to address 2 or 4?
6. What are our roadblocks?
7. Where do you see our community in 2025?
8. What do you think will give the biggest impact toward the 2025 vision?
9. How will you commit to participate?
# Pain Points

- Silos
- Centralized place for idea exchange, resource sharing
- Inclusion strategy (STv. LT)
- Industry advisors (mentors)
- I have trouble raising local $ to support my program
- Local don't engaged very little.
- Lack of student engagement.
- I have trouble finding enough mentors in each city.
- Governance by 501c6/501c3
- Policy of conflicting goals/metrics
- Finding sustainable funding for programs
- Breaking into university-controlled silos
- Competitions across ecosystems
- Hard time gaining corporate partnerships
- I worry my programs are too "research based" that we're missing insights
- #1 Advisor/mentor network, matching service
- Partnerships, alliances, impact value
- Missed opportunities due to out of sync time line
- Physical with mentors, learning
mentors
talent
equipment

PPs?
- Unique Communities ARE HARD TO KEEP ENGAGED.

Getting people to give time to meet

Connections in other emerging midwest cities

Special Interest Groups - hard to get traction

Info sharing

No place/site to stay aware of ecosystem and existing challenges

I need tools or examples of how to do my work better... where do I go to find them?

Not knowing what else is happening

Defining a vision and common direction

Creating a common vision to move toward

ecosystem building is a vague concept. How can I quickly clearly articulate my value? my needs?

Telling our story better to make support easier, staying relevant

PPy Resources

Time

Reflecting on metrics

Sustainable funding for programs

Why is this important? What is the impact and what are the stories?
OPPORTUNITIES

Resource pooling

Communities

Resource best practice sharing

Shared services

Statewide and membership programs for Biotechs and startups

"ESHIP Local"

Regional collaborations leveraging strengths

Community builds

Connection to/ access to network

Opportunity to share "wins" and "Ecosystem builder spotlight"

Get better connected across ecosystems

PRESENTATION
Contributions
- Access to our XF network
- Virtual Community

Participated in company development of $750M since 2010

Best Practice Sharing Clinic

Mentoring

Angel Network for Med Tech in place

Early learnings of using Facebook Workplace

Hosting visits/Contributing to Central place

Fundraising Readiness programs

"Create" Pillar of Region's ED Strategy

Corporate Customers

Dayton Tech Enclave model

Community "Hub"
Storytelling

Training

Contributed
- Provide insight on how to engage in intentional inclusion

Contributions
Kaufman Fellows
As Advisors

Engagement Strategy

Develop culture shifting programs
3 events to fuel the movement
Hello! I am Lauren

Platform

Local

Central Virtual Resource Portal that is easily accessible and searchable for tools, resources, etc.

Resources
- Series
- Risks
- Metrics
- Evaluated
- Built
- Reward System for online participants

ESTHP:
Local Learning
Quick 1-1 to learn @ trees (Steps) or VISIT

Credentials:
- Leadership
- Resources
- Tools
- Events
- Knowledge
- Event Information
AGENDA

1. Welcome
2. Rapid Intros
3. Pain Points, Opportunities & Contributions
4. Brainstorm Deliverables
5. Cluster
6. Ship Name + Description