

# Dina Rousset

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# Stakeholders

## Financial Partners

UNC

Town of Chapel Hill

Orange County

Becker Family

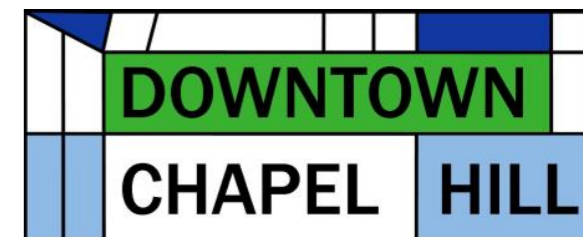
3 Birds



## Resource Partners

The Chapel Hill Downtown Partnership, Local Law Firms – Smith Anderson and Hutch Law, Accounting – Blackman and Sloop, Marketing – 3 Birds, and Departments across UNC and even Duke University

**Community** Triangle Office Equipment, SCORE, Friends of the Downtown, Local Serial Entrepreneurs, Angels, Investors



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# Goals

- Promote economic development in Chapel Hill, Orange County & the Triangle
- Create outlet for graduates of UNC entrepreneurship programs
- Build/retain an accessible network of experienced entrepreneurs to engage in UNC entrepreneurship curriculum (building the stack)
- Extend UNC's commitment to innovation to the broader community
- Help raise region's profile as a leading start-up hub

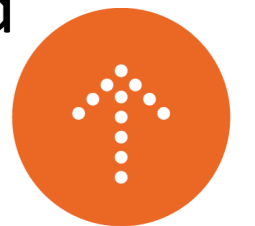


# Milestones

- Late 2012 – MOU's signed and funding secured for initial 3 years
- January 2013 – doors open, first companies admitted
- March 2013 – Program Manager & EIR's hired
- July 2013 – 1<sup>st</sup> official Accelerator cohort
- March 2014 – UNC revises support – partial funding for 1789 Venture Lab
- November 2015 – UBI Global ranks Launch Chapel Hill 4<sup>th</sup> best University accelerator
- December 2015 – Town, County & UNC Chancellor's office renew funding for 3 y
- July 2016 – Town, County and UNC commit to expand space; UNC commits to be primary funder for 1789 via Launch
- December 2016 – grants from Kenan Charitable Trust & Richard J Casey

# Program Ingredients

- Entrepreneurs in Residence
- Tie ins with UNC curriculum
- Mentor Network
- Financial, Accounting, Legal, Marketing experts for Lunch n Learns and Guru Hours
- Guest Speakers
- Networking events –Health 2.0, mixers, pitch sessions, free lunch Fridays
- Funding Assistance
- Co-working space – 3500 sq. ft. of hot desks, (shared offices) and dedicated offices
- Community of peers



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# Team



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# Executive Committee

- Ted Zoller – Director – Center for Entrepreneurial Studies – Kenan-Flagler
- Judith Cone – Vice – Chancellor – Innovation, Entrepreneurship and Economic Development
- Roger Stancil – Chapel Hill Town Manager
- Steve Brantley – Orange County Economic Development
- Bobby Funk – Chapel Hill Downtown Partnership
- Jim Kitchen – Community representative

# Our Ventures (63 and counting)



RentalTaxTool.com





# Who are they ?

- Students, Faculty, Staff, Alums and Community
- Age range – 19 – 70 +
- 45% have a female shareholder, 38 % a minority
- High tech, low tech, no tech, clean tech
- For profit and non profit
- Consumer products, healthcare apps, pharma, education, B2B



# Selection

- Applications twice a year
- Scalability/ Impact
- Desire to grow business in Orange County/Triangle
- Strong idea with a strong team
- Coach-ability
- Desire to both give to and benefit from the community



# Successes:



- 63 teams served to date
- 250 + jobs Orange County, 1100 + in US
- \$15 million + in additional capital raised (nearly \$8 million in 2016)
- 3 exits – 2 partial, 1 full
- \$ 7.3 million + in revenues in 2016, \$2.8 in 2015
- 2 new funders – Kenan Trust & Casey Foundation
- Alums are leasing 7700 sq foot in Orange County