Primed to Lead:
Dean Teng-Kee Tan
brings new era of leadership to Bloch

Top 25! The UMKC Bloch School is ranked by the Princeton Review among the top 25 graduate entrepreneurial colleges and business schools in the nation.
A Letter from the Dean

Greetings.

Please allow me to introduce myself as the new dean of the Bloch School. Since my arrival in August, I have been busy getting to know the faculty, staff and students, as well as the Kansas City community and all of the alumni and friends of the Bloch School.

We are also working on a strategic plan for the School, one I believe will take us to new levels of success.

I first want to thank interim Dean Lee Bolman for his service to the School in the past year. Even during difficult economic times, Bloch persevered in moving its mission, vision and programs forward.

As you may have heard, the Princeton Review ranked the Bloch School among the top 25 graduate entrepreneurial business schools in the country. This recognition further supports our strategic focus on entrepreneurship and innovation, and is a tribute to the excellence of our Institute for Entrepreneurship and Innovation.

As Bloch embarks on its journey to excellence, these are a few things we will strive for as we move forward:

**Strategic focus:** The Bloch School has a strategic focus on entrepreneurship and innovation as a mindset that is woven into all of our disciplines and enabled campus-wide through our partnerships with UMKC schools of law, engineering, health sciences, music and dance.

**Program excellence:** The Bloch School is home to signature programs of excellence, including accounting, nonprofit management and our Executive MBA, which was nationally ranked by Financial Times. Bloch is also home to new programs, such as the The White Center — focusing on entrepreneurial real estate — and the Executive Education Center — providing non-degree education for corporate leadership.

**World-class faculty:** The Bloch School has a diverse faculty. Our full-time dedicated entrepreneurship and innovation faculty is one of the largest in the world. Over the next five years, we will work to strengthen and grow our faculty pipeline which is critical to ensuring a sustainable future for the School. To this end, we are currently recruiting for 11 new faculty positions in 2010.

**Growth:** Over the next five years, Bloch plans to roughly double the number of students across all disciplines.

These are exciting times for this School. Please join me in supporting our efforts to produce the next generation of entrepreneurial and innovative leaders.

Sincerely,

Teng-Kee Tan, PhD
Dean and Hartfeld Professor of Technology Entrepreneurship
When the old ways of doing business are no longer viable, innovation must prevail. It’s a sentiment heard a lot these days, and when UMKC chose Dr. Teng-Kee Tan to lead the Bloch School, they found just the person to deliver the innovative leadership needed for a business school in a rapidly changing world.

When it comes to adapting to change and implementing innovation, Tan knows his stuff. He comes to Bloch with an impressive academic record, most recently from Nanyang Technological University (NTU), in the Republic of Singapore, where he founded and directed the Nanyang Technopreneurship Center. The name "technopreneurship," Tan explains, comes from the fusion of technology and entrepreneurship, which he believes to be inseparable. "The only way to build an enterprise and be innovative today is to apply technology," he says.

But before he was an academician, Tan spent more than 18 years in the corporate world, holding senior positions with multi-national corporations in Asia and North America, including Electrolux AB, Sweden, and Sunbeam Corporation, USA. He was also an entrepreneur for nine years, traveling and conducting business in Asia, Australia, Europe, South America, Canada and the U.S.

In fact, Tan wasn’t really expecting to become a higher educator – at least, not so soon. Inspired at an early age by a lecturer who postponed his Ph.D. education to teach at his alma mater when they needed him, Tan always knew in the back of his mind that when he retired, he wanted to teach as a way to give back to a world in which he was fortunate enough to be successful.

When the president of Nanyang Technological University approached him to take over and grow the Technopreneurship Center, Tan was only 48 – and far from retired. "He insisted that, because of my entrepreneurial and executive experience, I was the perfect person to run the center, but I wasn’t sure." After much persuasion, Tan gave in. "They really needed me, and it’s such a powerful calling – to be able to teach, and lead in higher education. It’s what I really want to do.”

He took the center from just two people to more than 15 full-time faculty and 12 adjunct faculty, teaching more than 1,000 students. He created, with the help of colleagues, an entrepreneurship pedagogy to teach the next generation of entrepreneurs that is now used as a benchmark around the world.

Next Stop, Kansas City

As someone with a passion for entrepreneurship, Tan says he was drawn to Kansas City’s rich legacy of pioneers like the Blochs, Hallmark, Sprint, Garmin and many others. "Between the legacy of entrepreneurs in Kansas City and the Kauffman Foundation, the potential for the city’s business school, University and community to excel in this area is outstanding." Tan notes.

Tan believes entrepreneurship has a place in all disciplines, not just in business and public administration. "And entrepreneurship is nothing without the other business-disciplines," Tan says. "We can’t be great at everything, but my goal is to put Bloch on the map by making us known for what we do best. Rising waters lift all boats, and along that journey, we bring up the standards of everything we do at Bloch."

Tan’s standards are high. Inspired by the “remaking of Singapore,” a movement that redefined the society to embrace innovation in a completely changing world, Tan sees the parallel for the United States as well. "America is reinventing – we have to. Things are never going to be the same as they were." And business schools must do the same, Tan insists. "We can’t be satisfied with catching up – as the country reinvents its values and economy, universities must reinvent the way we educate the next generation,” he says. "Experimental learning, global immersion and entrepreneurial leadership are key."

Tan says the entrepreneurial mindset will be imperative. “We must teach people to think in new ways,” he says. “And we must make entrepreneurship infectious across all disciplines – it should be accessible to everyone.”

But in the long term, what Tan hopes to create is a business school that is sustainable beyond his tenure, including the infusion of innovative, entrepreneurial thinking into all subjects and building a faculty pipeline of assistant professors who can be groomed in the coming years.

Tan’s appointment to Bloch makes him one of the first Chinese-American deans of a U.S. business school.

Research interest and expertise: Dilemma Reconciliation Theory related to technology innovation and new product development. He is currently working closely with Harvard Business School Professor Clayton Christensen on using his disruptive innovation theory to predict early venture survival rates.
NEWS
FROM AROUND THE
BLOCH

Princeton Review Ranks Bloch among Top in Nation for Entrepreneurship

On Sept. 22, the Bloch School made one of the most exciting announcements in its history. The excellence of the Institute for Entrepreneurship and Innovation’s programs, faculty and students earned Bloch and UMKC a spot among the top 25 graduate entrepreneurial colleges and business schools in the nation, as ranked by the Princeton Review. The rankings appeared in the October issue of Entrepreneur magazine.

“This ranking is not just about IEI, or even Bloch,” states Bloch School Dean Teng-Kee Tan. “Entrepreneurship is a focus that will be integrated with all disciplines, not just business, but across the campus. This recognition elevates the profile of the Bloch School and the University to which it belongs.”

ROBERTSON BRINGS INTERNATIONAL BUSINESS TEACHINGS TO GERMANY

Leon Robertson, professor emeritus of strategic and international management, was recently a guest lecturer at the Frankfurt School of Finance and Management in Germany. Robertson, who retired from full-time professor status after more than 20 years of service to the Bloch School, taught two courses at Frankfurt: Market Entry Strategies and International Business Simulation. Both courses included components of Frankfurt’s Master of International Business program, as well as globally diverse classes that included students from Germany, China, United States, India, Italy, Hungary, Turkey, Austria, Ethiopia, Taiwan and Russia.

CONFessions of a FulBright Scholar

BLOCH Professor Sidne Ward finds challenges and rewards in Nepal

Sitting in the dark with just a single candle for comfort, Sidne Ward typifies her thoughts about her first few days in Kathmandu, Nepal. She won’t be able to send the e-mail until the power comes back on in another hour. Typically, she is without any power for at least 16 hours a day.

A professor with Bloch’s Department of Finance, Information Management and Strategy, Ward is one of only two UMKC professors to earn the prestigious Fulbright Scholar grant for the 2008-09 year. Her assignment took her around the world to Kathmandu University in Nepal, where she studied and lectured on the global impact of information systems and distance learning at the University’s School of Management (KUSOM), which also is home to the top MBA program in Nepal.

“It’s been quite an adventure, with some unusual challenges [even for a PhD], “When you think things aren’t going particularly well economically,” says Ward, “just remember that at least you aren’t experiencing 16 hours a day without electricity, severe water shortages (no water at times to bathe), 14 percent inflation and 40 percent unemployment.”

But in addition to adjusting to what seems like another world, Ward is not likely to forget the rewards of her visit, as well. “I came here to teach, but I can’t believe how much I learned,” notes Ward. “The students are incredibly hard-working. They overcome so many obstacles to complete their studies, but nevertheless they consistently complete their assignments and always attend class. They are so eager to learn.

“And above all, I’ve learned that I can personally handle more challenges than I would have thought possible,” she continues. “While my original plan was simply to spend seven months in Kathmandu and return to the U.S., I have really come to love Nepal and its students. I hope I get the opportunity to return someday and continue to teach there.”

BLOCH Professor Leads Unprecedented Research in IRAQ

Sameeksha Desai, PhD, assistant professor in entrepreneurship and innovation at Bloch, has broken new ground with her research on entrepreneurship and economic development in post-conflict communities.

She was awarded a research contract in December 2008 from the 10th Mountain Division, U.S. Department of Defense, to study entrepreneurship in southern regions of Iraq.

According to Desai, this initiative is reflective of that division’s “forward-looking approach focused on causes, not just symptoms.”

The research project produced low-cost, high-impact recommendations that can support entrepreneurship and small business at the local level.

With her field team, dubbed Team Entrepreneur, Desai conducted surveys with business owners to better understand the local business environment.

“Security and economic development are inseparable,” explains Desai, “and entrepreneurship can play an important role in supporting long-term peace.”

SONG AMONG TOP 1 PERCENT

The Bloch School’s Michael Song, PhD, executive director for the Institute for Entrepreneurship and Innovation, has been named among the top researchers in the world for innovation management. The International Association of Management of Technology (IAMOT) recognized Song in 2008 as one of the top 50 authors of technology and innovation management over the last five years based on a quantitative analysis of research from 2003-2007.

This exceptional achievement places Song among the top 1 percent of all researchers in the field.

GAllos Named Curators’ Professor

Joan Gallos, EdD, professor of leadership and director of the Executive MBA program at the Bloch School, has been named University of Missouri Curators’ Teaching Professor of Leadership at the recommendation of UMKC System President Gary Forsee (and after review at the campus and system levels). A Curators’ Professorship is the highest academic rank awarded by the University of Missouri to a select few scholars with extraordinary records of professional accomplishment. Gallos is one of only four Curators’ Teaching Professors at UMKC.

Gallos has an exceptional record of award-winning teaching, research and service, and her portfolio for this appointment reflects her impact on former students, practicing professionals, colleagues, scholars, and educators across fields and institutions.

She has published three books (with three others in development), as well as numerous articles, chapters, and sets of curricular and instructional materials – and has maintained a high record of scholarly contribution while engaged in an array of service and leadership activities on campus and within her profession.

Desai gave three of the 12 papers presented at the United Nations meeting about entrepreneurship’s role in post-conflict communities, held this past March.

“Dr. Desai’s work on this groundbreaking research is just one example of the Institute’s vision: to be a world’s leading institute that creates high impact research and contributes to the creation of new knowledge all over the world,” says Michael Song, executive director of the Bloch Institute for Entrepreneurship and Innovation.

Desai says the success of this research may lead to additional, similar research projects.

UMKC chancellor Leo Morton holds up a copy of the ranking as it appeared in Entrepreneur.

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ACCOUNTING PROFESSOR GIVES GOOD ADVICE FOR BAD ECONOMY

Randy Gardner, professor of tax and financial planning and director of the Bloch School’s Certificate in Financial Planning Program, has been popular with the media this year. The severe conditions of the current economy have everyone turning to the financial guru for advice and expertise. Gardner has co-authored several books, including 101 Tax Saving Ideas; Tools and Techniques of Income Tax Planning; and WealthCounsel Estate Planning Strategies (which came out in early 2009). His tips for a better financial future encourage people to not only spend wisely, but to stay mentally and emotionally balanced as well.

“Remember, your value is within you; you are not what you own,” Gardner says. His advice:

- Put pencil to paper and prepare a plan.
- Create a budget that allows you to save 10 percent of your gross income for retirement.
- Get out of the high payments by moving to a smaller place while you rent your old higher-cost home.
- Replace your car with a lower or no payment.
- Put non-emergency home improvements and new purchases on hold.
- Remember your health is your greatest wealth. Stay fit, eat well and get the sleep your body requires.
- Balance work with pleasure – every day.
- Education (“a lesson learned”) takes many forms and is always a good investment.
- Most importantly, never give up hope.

BECOME YOUR OWN FINANCIAL GURU

Now more than ever, people are finding themselves in unprecedented financial situations and must have no idea what to do. The Bloch Certificate in Financial Planning (CFP) is a non-credit program designed to provide the background and the qualifications to prepare participants to successfully sit for the CFP® Certification Examination (the Exam) or train for a career in financial services.

However, the CFP is open to anyone and is also valuable to any individual interested in broadening understanding of financial planning. The program covers personal financial planning, retirement planning, estate planning, tax planning, insurance and investments. Classes are presented using videos and MP3s, with a live meeting one Saturday a month for one year.

To learn more about the CFP program, visit umkc.edu/executive.

KCArtistLink HELPS CREATIVES WITH THE BUSINESS SIDE OF ART

Another incredible resource site has been born from the U.S. SourceLink model. KCArtistLink launched a new site in September. It enables artists in the greater Kansas City metropolitan area to connect to a network of nonprofit resource organizations that can provide information about business-building and support programs. The site, located at www.kcastartistlink.com, serves as a portal for artists seeking resources to start or sustain a business.

It is the newest application of the SourceLink model, which was first implemented in the Kansas City region as KCSourceLink. SourceLink is also being used to connect business development resources to the people who need them in almost 20 cities, states and regions nationwide.

“Artists are just like any other small business owner. There are many areas of their art business they must manage — planning, marketing, legal, accounting, technology, and finance. KCArtistLink is a one-stop shop to get information and connect to resources to help in all of these areas and more,” says Diane Scott, manager of the Professional Development Program for the Missouri Small Business and Technology Development Center. For more information, visit the site or call KCArtistLink at 888-870-6500.

KCC OALITION BRINGS AWARENESS TO INNOVATION IN KC

Last year, Kansas City was ranked among the top 12 cities in the world to watch for innovation by FastCompany magazine, sharing the spotlight with cities like Abu Dhabi, Moscow, Beijing and Barcelona. In 2009, Kansas City is hosting more innovation-related conferences and events than ever before, including the National Business Incubation Association Conference, the State Science and Technology Institute (SSTI), and the North America Works International Conference.

A team of Kansas City organizations, including the Bloch School, came together to celebrate, support and encourage innovation in the Kansas City region to ensure our region’s economic sustainability. The team’s platform, The Year of Innovation, was created as a way to spotlight the legacy and future of innovation in Kansas City, celebrating creative thinkers and their integral contributions to Kansas City, the nation and the world.

“The only sure way to move an economy forward is through innovation,” says Bob Marcusse, president and CEO, Kansas City Area Development Council.

Over the past three years, more than 20 current or recently graduated students from the Bloch School’s Institute for Entrepreneurship and Innovation (IEI) have launched ventures either while in school or shortly after graduation, creating viable businesses that will lead to more jobs.

“There are not a lot of jobs out there right now,” says Michael Song, executive director of the Institute. “Students who create new ventures during an economic downturn are positioned to take advantage of new growth opportunities once the economy begins to recover.”

One of IEI’s primary goals is to annually create 100 exceptionally well-trained entrepreneurs and 10 high-growth ventures, thus preparing and launching the next generation of innovators.

For more information, visit innovationkc.com.

LOT S OF CL ASS: EXECUTIVE MBA CLASS OF 2009

The Executive MBA Class of 2009 took a moment to pose before heading off to commencement. The group had a lot to celebrate, having completed the intensive 21-month program designed to prepare these already highly experienced executives for the next level in their careers.

SOURCES LINK CONTINUES SCOPE ACROSS U.S.

U.S. SourceLink, modeled after the Bloch School’s own KCSourceLink, continues to make its way across the country, with St. Louis and Mississippi most recently on board with SourceLink Web sites.

STLSourceLink in St. Louis and MyBiz in Mississippi, like all other SourceLink sites, are designed to connect entrepreneurs with business-building resources.

U.S. SourceLink recently reached even deeper into Missouri, serving the rural communities served by the Missouri Rural Enterprise and Innovation Center (MREIC) in Kirksville, Mo.

KCSourceLink was the first implementation of the U.S. SourceLink model. It was developed in 2003 by The UMKC Innovation Center at the Bloch School, in partnership with the Ewing Marion Kauffman Foundation and the U.S. Small Business Administration.

The U.S. SourceLink model has a proven track record of delivering to local communities and states across the nation, including Kansas, Missouri, St. Louis, Alaska, Mississippi, Atlanta, Cincinnati, Cleveland and Jacksonville. In addition, the SourceLink model has been used to create KC VetLink, which will provide a resource network to help returning vets, with its initial focus on troops returning from Iraq and Afghanistan. The site is ultimately intended to give veterans a visible, reliable place to help them get back into the work world or create their own business.
The Bloch Study Abroad program is growing as more and more students realize the value of gaining understanding of how business is done around the world. “Employers today pay more attention to applicants with international experience on their résumés,” says Fred Hays, Carl W. Allendoerfer Chair in Banking and Finance and director of the Study Abroad program. “Most major companies must do business globally, and want employees who have had some education about business overseas.”

This spring, Bloch undergraduate and graduate students were offered three study abroad courses, one each in London, Munich and Shanghai. Students are primed with classes prior to the actual trips so they are better prepared. While overseas, students meet with major corporations (Cerner, HOK Sport Architects, Lloyd’s of London Insurance, and Mercedes, for example) to learn how their business is conducted in that part of the world and how it relates to the United States and global economies. Study Abroad courses are also enhanced by optional short pre- or post-trip excursions, including Paris prior to London; Heidelberg following Munich, and Beijing after Shanghai.

For Maria Fu (BA ‘07) studying abroad at Bloch during her undergraduate education had a profound effect on her future. “The Study Abroad program influenced my decision to pursue a master of arts in international relations at Webster University in London,” she says. “Having already been there with the Bloch School had a lot to do with my final decision. I felt comfortable with the city since I had visited before, used the public transportation, stayed in a hostel, visited museums and learned about both American businesses in the UK, as well as UK businesses and their operations. My study abroad experience was very well-rounded.”

Q&A with Stephen Pruitt, PhD, Arvin Gottlieb/Missouri Endowed Chair of Business Economics and Finance

So you’re wrapping up production on a full-length romantic comedy called “Works in Progress.” How does a finance professor end up making a movie?

Mid-life crisis. Well, maybe not totally, because I can say it goes back a long way—when I was 10 years old I thought about becoming a TV director. Nearly 40 years later I purchased a really good video camera to shoot a music video and boldly announced to my best friend, “I’m going to make a movie next year.” He laughed and I laughed. But why not?

Where did the inspiration for the story come from?

My wife Mary and I wrote the script. It actually has a basis in a comedy/tragedy play we wrote about 10 years ago. As it turns out, the only thing that remains from the original play is the first name of one of the characters, “Works…” is a poignant romantic comedy with a very sophisticated sense of humor. The film is all about integrity – about being the person you’re meant to be.

Did you shoot locally?

Yes, most of the film was shot in Kansas City. But it begins and ends in a small town in Western Kansas called Belpe. Actually, the mental hospital for Kansas is located right near there, and there were times during the shoot that I wondered if I should check myself in.

Where will people be able to see it?

That’s a good question. We shot the final scenes in June, and once we’re finished editing and color correcting, we’ll submit to the Sundance Film Festival. The movie’s probably too clean and not controversial enough for that crowd, but I wanted it that way. Ultimately, we’re aiming for the art house market, not the masses. It’s Tivoli vs. AMC.

Is this your first foray into moviemaking?

Yeah. This was the first film for nearly the whole crew. Most people start off by doing the reasonable thing and make a few shorts but that’s not my style. I pretty much go big or go home. And if it’s hard to make movies, Really hard. I think if I had started out with a short, I may have given up the idea of doing a full-length feature, so I’m glad I just plunged in.

Will we see Stephen Pruitt’s name on any other films down the road?

We’re writing our second film right now – it’s called “Terminal.” It’s the exact opposite of “Works...” It’s a very depressing, though ultimately redemptive, drama. I came up with the story and my wife is working on the first draft of the screenplay as we speak. We’ll start filming next January and it will probably take five months.

Movies aren’t your only hobby. Don’t you have a background in music?

Oh, yes. Since high school. I was in a band in college (while at Purdue University) that was amazingly good, but we never made ‘the big album.’ We could have made it big, but in retrospect, I’m glad we didn’t. I probably be dead by now.

Are you in a band now?

Yes. It’s called NEVER2LATE. We sound like a cross between Boston and Aerosmith. It’s just me and one other guy, Geoff Wilcox, who was actually in my college band. He’s scary good – the guy has played with The Allman Brothers, Jefferson Starship, Santana, lots of big names.

Do you play live shows?

Nope. We just record in my basement studio. I’m really interested in what I call ‘archival quality’ projects. That’s the essence of my music and my movies.

Q&A with the Bloch School of Business and Public Administration

To see a rough cut of the first eight minutes of “Works in Progress,” visit www.filmlook.tv/wip.mov.
Entrepreneurship education is a hot topic. Most schools offer it in some form, but the UMKC Institute for Entrepreneurship and Innovation at Bloch is driven toward what really matters: building entrepreneurs and innovators who are prepared to launch viable new businesses, and giving them the tools and support to do so.

Through thoughtful and coordinated program development, the Institute serves the University, community and world by producing highly trained entrepreneurial thinkers who can take their skills into new or existing business, bringing the innovative mindset needed in a changing world.

The process begins with classroom education, where students can enter the program via three class levels: undergraduate, interdisciplinary MBA or Executive MBA tracks.

in the classroom
In class, students connect with Bloch’s diverse faculty, who have global experience and executive expertise in a variety of areas, including product innovation, technology, entrepreneurship in post-conflict communities, venture capital finance and more.

To add even more to the classroom experience, classes are team taught between faculty and experienced, successful entrepreneurs and business owners in the community.

World-class research
Home to Michael Song and Mark Parry, two of the top innovation scholars in the world, the educational experience at the Institute is also based in leading research. “You can’t have a world-class program without meaningful research,” says Song. “Our faculty creates new knowledge that impacts the world. These are the same pioneering researchers who are in the classroom and who design curriculum, and our students greatly benefit from what they know.”

Entrepreneurship is for everyone
In addition to world-renowned faculty, the entrepreneurship program is campus-wide and interdisciplinary. The Institute already has partnerships with the School of Law, the School of Computing and Engineering and other academic units, including the Conservatory of Music and Dance, the School of Pharmacy and the College of Arts and Sciences, who are requiring students to have some level of entrepreneurship education, ranging from modules placed in existing classes to specifically designed immersion courses.

UMKC Professor of law Tony Luppino co-teaches entrepreneurship courses at Bloch including new venture creation and the entrepreneurship boot camp. “Courses and programs that allow students and faculty from varying disciplines to gain substantive knowledge and to appreciate the training, skills and problem-solving techniques of each discipline represented offer exceptionally rich educational experiences, especially if they include components of interdisciplinary teamwork,” notes Luppino. “I look forward to assisting the Institute as we build the same successful collaborations the Law School has enjoyed with other academic units.”

Where will the next generation of entrepreneurs come from?
Located in the heart of a city with a thriving entrepreneurial spirit, UMKC’s Bloch School of Business and Public Administration is creating the next generation of entrepreneurs.

It’s no surprise our Institute for Entrepreneurship and Innovation (IEI) has one of the top-ranked programs in the country. Kansas City is rich with a legacy of innovators who have created world-class ventures from the ground up, including Henry W. Bloch, co-founder of H&R Block and for whom our school is named.

With a driving focus on entrepreneurship, The Bloch School requires all students to take entrepreneurship and innovation classes.

At UMKC, we live innovation. We provide a complete ecosystem to help students learn, grow and succeed across all disciplines. Whether studying business, engineering, law, music and dance or health sciences, students gain transformational education and experiential learning in entrepreneurship found nowhere else.

A leader in entrepreneurship research and education, IEI is distinctive in its comprehensive combination of world-class research, renowned faculty, cutting-edge curriculum and experiential programs driven to deliver results.

IEI is home to some of the best entrepreneurship faculty in the world, including the world’s No. 1 Innovation management scholar.

Classes are team-taught by renowned faculty and successful entrepreneurs to provide students with an experiential, multi-disciplinary, team-based learning environment.

All entrepreneurship students are required to create new ventures before they graduate.

Graduates of the program leave with the toolkit, roadmap, skills, experience and mindset to begin their entrepreneurial journey.

Entrepreneurship education is a hot topic. Most schools offer it in some form, but the UMKC Institute for Entrepreneurship and Innovation at Bloch is driven toward what really matters: building entrepreneurs and innovators who are prepared to launch viable new businesses, and giving them the tools and support to do so.

Through thoughtful and coordinated program development, the Institute serves the University, community and world by producing highly trained entrepreneurial thinkers who can take their skills into new or existing business, bringing the innovative mindset needed in a changing world.

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Entrepreneurship is for everyone
In addition to world-renowned faculty, the entrepreneurship program is campus-wide and interdisciplinary. The Institute already has partnerships with the School of Law, the School of Computing and Engineering and other academic units, including the Conservatory of Music and Dance, the School of Pharmacy and the College of Arts and Sciences, who are requiring students to have some level of entrepreneurship education, ranging from modules placed in existing classes to specifically designed immersion courses.

UMKC Professor of law Tony Luppino co-teaches entrepreneurship courses at Bloch including new venture creation and the entrepreneurship boot camp. “Courses and programs that allow students and faculty from varying disciplines to gain substantive knowledge and to appreciate the training, skills and problem-solving techniques of each discipline represented offer exceptionally rich educational experiences, especially if they include components of interdisciplinary teamwork,” notes Luppino. “I look forward to assisting the Institute as we build the same successful collaborations the Law School has enjoyed with other academic units.”
The real deal
Creating jobs is the crux of the program. Experiential learning helps prepare graduates to fully understand the world of new ventures so they are more prepared to be the next successful entrepreneur.

Regardless of how students enter the program (undergraduate, MBA or EMBA), the different levels of students are layered together in the Venture Creation Challenge, where all levels of experience work together in teams to develop, promote and launch a new company. Students from all academic levels learn from each other, and take that valuable cross-pollination into the real world.

Ashley Earnest, a graduate business student at Bloch with an entrepreneurship emphasis, worked with a team of students from the UMKC schools of law and engineering to vet their product, The Inflotable (a party flotation device), at the Venture Creation Challenge.

“As a new entrepreneur, just getting started can be overwhelming. Building a team, writing a business plan, finding the source of funding and organizing the direction for development are difficult milestones to reach for the first time, but once you do it, it’s worth the experience,” she says.

“Our first prototype hit the water this year, and we’re busy forming our official business entity, and researching and developing our patent.”

Once students are ready to launch, The Student Ventures Program is an integrative experiential learning program for the development, incubation and launch of new student ventures.

By innovatively and purposely integrating its entrepreneurship educational and experiential learning programs, the Institute makes students’ discoveries directly relevant to their entrepreneurial dreams from the day they arrive at UMKC through to the day they launch their own venture.

In his or her lifetime, the average entrepreneur will create 512 jobs.

In the past three years, 22 successful student ventures have been launched from the Institute program.

The Institute has developed one of the largest entrepreneurship faculties with 13 full-time tenured or tenure track professors and 15 successful entrepreneurs as teaching fellows as well as one of the highest research productivity rates in the world.

Through the Institute, UMKC was among the first 12 universities the world to create and develop a doctoral (PhD) program in entrepreneurship.

Steve Timperley and Tencap Tennis are the perfect example of how student ventures can go from concept to concrete through the entrepreneurship educational process at the Bloch School.

Timperley, an MBA graduate of the Bloch School, successfully vetted Tencap’s technology through the Institute’s Venture Creation Challenge in 2007, further developing the product through the Institute’s student incubator.

“The Venture Creation Challenge capstone course was the most educational course I have taken at any university,” says Timperley. “The competitive trade show and opportunity to present business ideas to real investors meant we got the most real-life experience we could have asked for. Learned from successful entrepreneurs and found out whether our business idea was sound enough to work.”

Tencap Tennis is quickly becoming the premier technology company to combine an accurate and dynamic tennis rating system with innovative technologies to help tennis clubs, leagues and organizations improve their management and services.

Today, Tencap has a strategic relationship with Prince, a global leader in performance tennis equipment, and is providing the technology platform to tennis clubs across the country including Life Time Fitness.

Steve Timperley talks to visitors about Tencap at the Venture Creation Challenge.
COMMUNITY LEADERS SUPPORT ENTREPRENEURSHIP AT BLOCH

The Institute for Entrepreneurship and Innovation at Bloch continues to grow and make a national name for itself. And behind the scenes is a very important group of people: The Council for Entrepreneurship and Innovation (CEI).

Supporting entrepreneurial education at Bloch for nearly 25 years, the board is a voluntary advisory group comprised of committed professionals, community volunteers, entrepreneurs and philanthropists who understand the impact entrepreneurship has on the regional economy.

In addition, the Board has been a driving force in one of Bloch’s longest-standing traditions, the EOY (Entrepreneur of the Year) Awards Dinner, which is now in its 24th year. According to Joe Freeman, chief operating officer, Pioneer Services and CEI chair, “Entrepreneurship programs train people not necessarily to get a job but to create a company. A successful entrepreneur has an exponential effect on the job market. “The work of the Institute and of the Bloch School has a direct impact on the regional economy,” says Freeman. “Support of its many programs is critically important not just for the University, but for our community.”

INSTITUTE PARTNERS WITH GARMIN, EBAY TO RAISE THOUSANDS FOR ENTREPRENEURSHIP EDUCATION

When times get tough, the tough find innovative ways to raise money. Following the 2008 Entrepreneur of the Year Awards Dinner, the Institute for Entrepreneurship and Innovation at the UMKC Bloch School partnered with international honoree Garmin (specifically Team Garmin) and Auction Cause, using eBay to offer the world a chance to bid for the ultimate cycling spectator experience—a trip for four to Paris to experience the famed Tour de France.

After a week of fierce bidding, the package trip to Paris was auctioned off to a winner (who wished to remain anonymous) bidding a total of $13,000, all of which will go to help students in the Institute’s entrepreneurship programs.

Photo: from left, Jale Jacobsen, senior media relations specialist, Garmin; Ted Gartner, senior manager, corporate communications, Garmin; Bethany Hunt, and Sprint CEO Dan Hesse and his wife Diane Canaday Hesse. This year’s honorees were: International Entrepreneur of the Year Arthur Blank, co-founder, Home Depot; Regional Entrepreneur of the Year: John J. Sherman, president and CEO, Inergy: Marion and John Kreamer Award for Entrepreneurship in Volunteer Community Service: John P. and Susan S. McMeel Universal. Mark your calendar for EOY 2010, a 25-year anniversary celebration extravaganza.

EOY: THE TRADITION CONTINUES

On Oct. 8, Bloch celebrated the 24th Annual Entrepreneur of the Year Awards Dinner. Sponsored by the Bloch School’s Institute for Entrepreneurship and Innovation along with the Council for Entrepreneurship and Innovation, the dinner again took place at the Hyatt Regency Crown Center Exhibit Hall.

Honorary dinner chairs were Kansas City Chiefs Chairman of the Board Clark Hunt and his wife Tavia Hunt, and Sprint CEO Dan Hesse and his wife Diane Canaday Hesse. This year’s honorees were: International Entrepreneur of the Year Arthur Blank, co-founder, Home Depot; Regional Entrepreneur of the Year: John J. Sherman, president and CEO, Inergy: Marion and John Kreamer Award for Entrepreneurship in Volunteer Community Service: John P. and Susan S. McMeel Universal. Mark your calendar for EOY 2010, a 25-year anniversary celebration extravaganza.

What do a marketing specialist, project manager, health care software expert, lawyer and tech guru have in common? They’re the founders of Prêt-a LLC, a Missouri Limited Liability Company and minority-owned business created to pursue development of Apple applications and other entrepreneurial ventures.

The five-member team consists of K. Juneane Cooper, IT project manager, H&R Block; Troy Greenfield, director of sales and marketing, Data File Technologies; Arun Ramasamy, chief innovator, mobozen; Victoria Schatz, corporate counsel, Kansas City Power & Light; and Bill White, senior project manager, Cerner. Once total strangers, the five met and bonded as classmates in the Bloch Executive MBA Class of 2007.

The group was so inspired by the entrepreneurship education and experiences they received throughout the curriculum of the Executive MBA program (including the Institute for Entrepreneurship and Innovation’s Venture Creation Challenge, in which they took third place), they decided to start their own venture.

Their feature product is Prêt-a-Yoga, a portable yoga application for the Apple iPhone and iPod touch. The product blends the age-old practice of yoga with cutting-edge technology, providing expert interactive yoga instruction from the on-the-go convenience of an iPhone or iPod touch.

“Built on a sophisticated technology platform, these applications feature expert instruction, original music scores from Cerebral Songs, and in an interactive and informative format,” explains Arun Ramasamy, manager and software developer for Prêt-a LLC. With this product line-up, Prêt-a LLC is redefining yoga for the world’s evolving technological community.

“The well-rounded approach to looking at developing a business we learned during the Executive MBA program has influenced our success in launching this,” says Schatz. “In addition, the EMBA program exposes you to professionals who are already experts in their career—it’s a broad spectrum of talent.”

“Each of us brings a specific skill set from our ‘day job’ to the table,” says Ramasamy, “but because of our Bloch EMBA education, we also have a common vocabulary. Having learned the pitfalls entrepreneurs face, we are able to ask the right questions before taking a product to market.”

Ramasamy also notes that after just five months of operations, tens of thousands of customers from more than 110 countries and territories around the world have already downloaded Prêt-a’s applications.

The Prêt-a LLC team continues to develop additional yoga applications, and hopes to branch out into other areas in which they can develop technology for the iPhone, including applications that help with Seasonal Affective Disorder, jetlag and even acne treatment. To learn more, visit www.pretayoga.com.
THE MARVELOUS MARRIAGE OF BUSINESS AND GOVERNMENT
Bloch Executive MBA’s D.C. Residency gives students an eye-opening lesson on the political system

Whether you work in the for-profit, nonprofit or public sector, understanding the role government and policy plays in business is more important than ever. And most people have little understanding of what really goes on in Washington.

From the beginning, the Bloch Executive MBA program recognized that educating the next generation of political leadership is no easy task.

Led by Gary Baker, director of community building initiatives, senior fellow and adjunct professor of public administration with the Bloch School’s Midwest Center for Nonprofit Leadership, the D.C. residency is an intensive week-long immersion in exploring the policies that shape America’s business policy. Students learn how to understand and anticipate the impact of public policy on their organizations and how to be more effective participants in the national decision-making process.

“The fact that Bloch is a school of business and public administration gives our students an edge that fits hand-in-hand with the D.C. residency,” explains Baker. “Bloch is the only executive MBA program in the country to provide students with a residency like this.”

Students begin the process by “outgrowing” themselves politically, learning to become comfortable talking about politics. They also begin a political journal they will keep throughout, and are charged with reading and reporting on a book that is opposite their political bias.

“The design of the Bloch D.C. residency is one of the most innovative I’ve ever seen.”
-Bryan Gibb, former executive director of the Washington Campus, Washington, D.C.

But the crux of the course comes when students must tackle and analyze solutions for a complicated current public policy issue, which could be anything from immigration or universal healthcare to alternative energy or the Wall Street bailout.

Student teams begin in Kansas City, determining whom to speak with in the political arena and learning to navigate the intricacies of government, focusing on timely, relevant issues. While in D.C., they continue conducting interviews with elected members, staff, think tanks, and anyone else who has relevant knowledge of their issue.

According to Bryan Gibb, who was executive director of the Washington Campus for seven years, “I have developed and delivered more than 40 residencies during my tenure, but the design of the Bloch Executive MBA program is one of the most innovative. Instead of a standalone residency, Gary Baker’s Washington program is intertwined with their coursework back in Kansas City,” he says. “The Bloch students were more engaged and actively involved in the issues than any of our other clients.”

“What we want students to take away from this experience is a better understanding of how the system works and the confidence to work it,” Baker notes.

“Most people come in cynical about Washington, media, lobbying and the political process,” says Baker. “But they return with a whole different attitude. It may be one of the most surprising and eye-opening classes for our EMBA students.”

“It’s awe-inspiring to see our government at work,” says Gordon Brest (EMBA ’09). “These people really do care about what they’re doing. Everyone is just trying to make a difference.

“I can’t always figure out where to stand now,” Brest says. “I am used to taking one side or the other, which is easier. But with all this new understanding, it now takes me longer to make a decision – it’s not my style, but it makes more sense!”

The Bloch Executive MBA also provides in-depth residencies in leadership, innovation and global business (conducted overseas). For more information, visit bloch.umkc.edu/emba.
Executives are joined by colleagues looking to support their leadership development and succession planning. This fall, Bloch welcomed 43 members into the EMBA Class of 2011, the largest and most professionally diverse in program history. IT, banking, finance, healthcare, small business, and marketing executives are among the classmates looking to support their work as a doctor, veterinarian, engineer, journalist, architect, museum director, scientist, and entrepreneur.

The diversity is a boon for EMBA students for a number of reasons: it expands perspectives on a wide variety of industries, enhances learning and class discussion, and gives EMBA alumni the benefit of an extraordinary network of professionals after graduation. The class successfully completed its Leadership Residency in August, and energy was high as students started the first semester. “More than insights, the residency gave me fuel for the journey ahead,” notes Anne Hartung Spenner (EMBA 11), assistant general manager of Kansas City Zoo. “It re-energized my passion and commitment for the work of leading and have new tools at my disposal and a new road map to help chart my course.”

For more information about the Bloch Executive MBA, call 816-235-2370 or visit bloch.umkc.edu/emba.
CIVIC LEADER DUNN TAKES LEADERSHIP ROLE IN BLOCH PUBLIC AFFAIRS

By the year 2020, there will be a huge number of senior citizens faced with transportation issues, as they will no longer be able to drive themselves around. There is little underway to help people who can no longer drive: transportation issues and because it “both for its immediate focus on elderly seniors throughout the Kansas City region’s population today and continue to grow at a geometric rate as the numbers of people 65 and older around. There is little underway to help people who can no longer drive themselves, as they will no longer be able to drive themselves.

The Midwest Center for Nonprofit Leadership (MCNL) at Bloch is partnering with a number of community groups to do something about it through the development of the Kansas City Framework for Senior Mobility Project. The project is the idea of the Mr. Goodcents Foundation with major funding support from the Jewish Heritage Foundation. MCNL will play the policy and planning role in key areas to address the transportation needs for elderly people who can no longer drive: pre-framework development research; strategic framework development process; and framework communication and dissemination process.

The Midwest Center for Nonprofit Leadership (MCNL) at Bloch is partnering with a number of community groups to do something about it through the development of the Kansas City Framework for Senior Mobility Project. The project is the idea of the Mr. Goodcents Foundation with major funding support from the Jewish Heritage Foundation. MCNL will play the policy and planning role in key areas to address the transportation needs for elderly people who can no longer drive: pre-framework development research; strategic framework development process; and framework communication and dissemination process.

The Bloch Department of Public Affairs is pleased to welcome Assistant Professor of Nonprofit Leadership, Brent Never. Never received his PhD in public policy from the School of Public and Environmental Affairs at Indiana University.

Never’s current research focuses on the impact of the current economic recession on the capacity of nonprofits to continue providing necessary services to those who need it. Never recently went to the University of Ulster in Northern Ireland on a Fulbright Scholarship where he conducted research on nonprofit service provision after the 30 years of ethnic conflict.

LEARNERS TO LEADERS

Brent Never, PhD, JOINS PUBLIC AFFAIRS DEPARTMENT

Companies and organizations everywhere are seeking resources, including the human variety. Businesses must find innovative ways to face difficult economic times. For the organization, this means staying on the cutting edge and honing the quality of existing employees and future leadership. For individual business professionals, it means continuing to grow, learning new skills and increasing value to employers.

That’s where the Bloch Executive Education Center enter the picture. With the help of an advisory board comprised of experienced Kansas City executives, the Center has responded to market needs by developing two types of executive education. Each is designed to meet an identified need within the Kansas City market whether it’s leadership development, business acumen, or communication and interpersonal skills.

The Bloch Executive Leadership Development Program for H&R Block that works with their IT leaders to increase business acumen and leadership capacity, specifically reinforcing the competencies of the IT group, increasing ability to communicate with business partners and preparing them for the next phase of leadership in the organization. According to Dennis Duffield, H&R Block technology director

Custom Programs for Organizations

The Center offers customized corporate programs designed to support change initiatives, shifts in cultural mindset, competency development or mass-transformation efforts.

For example, the Bloch Executive Education Center team recently developed a custom Leadership Development Program for H&R Block that works with their IT leaders to increase business acumen and leadership capacity, specifically reinforcing the competencies of the IT group, increasing ability to communicate with business partners and preparing them for the next phase of leadership in the organization.

The Center’s Customization Process takes organizations through a comprehensive assessment, execution and results-measuring exercise.

For more information, or to discuss a project, please contact Marilyn Bickman at mbickman@umkc.edu, or 816-235-4584.
of research and are nationally and internationally recognized experts in their field teaching the courses—you won’t get that from the typical one-day business seminar.”

Experts such as David Donnelly, PhD, Bloch School professor of accounting; Melissa Thomas-Hunt, PhD, Darden School, University of Virginia; and Doreanne Hudson, MBA Harvard Business School, Executive in Residence at the Bloch School, bring real-world, relevant examples to the classroom, providing a level of expertise that engages and sticks with participants.

Another value-added piece of the Executive Education programs is the proven cohort method, which allows participants to enter and proceed through the series together while establishing a rapport with each other and becoming a working cohort that includes cross-sectional expertise.

“This time spent together learning creates a common language and common experience that they can build on as they progress through the organization into senior leadership positions,” notes Young Brooks.

In addition to the top quality education a major research university can provide to today’s business professionals, the convenience and cost efficiency of getting this level of learning most other executive education courses simply can’t offer, helping professionals at every level understand the role their contribution plays in bringing the corporate vision to fruition. It is this that creates meaningful work and fosters innovation.

With the help and support of our community, I look forward to building a strong foundation of innovation, education and leadership for organizations in the Greater Kansas City Metro Area and beyond.

– Kimberly Young Brooks

Kimberly Young Brooks has more than 10 years of strategic planning, marketing, and project management experience. Most recently, she worked as national director of research and planning for ARAMARK Corporation in Kansas City, Mo. Young holds a master’s of management in hospitality and master’s of business administration from Cornell University and a bachelor of arts from the Sanford Institute of Public Policy at Duke University.

A NOTE FROM THE EXECUTIVE EDUCATION DIRECTOR KIMBERLY YOUNG BROOKS

In August 2008, I joined the Bloch team as director of the School’s new Executive Education Center. The goal is to extensively broaden offerings in both in-depth custom programs designed for specific organizations and their corporate leaders, as well as open enrollment programs to enhance employer-desired, relevant skills for experienced professionals. I am very excited to be developing the Metro area’s university partner for Executive Education.

Keeping employee skill sets sharp and morale positive is a key factor of success. Executive Education fills a need for corporations and individuals who know they must grow their skill sets and stay relevant in a rapidly changing and turbulent economy.

Professional development is a necessity required to expertly execute corporate strategy. The Bloch School at UMKC gladly offers internationally renowned faculty and instructors to provide an advanced level of learning most other executive education courses simply can’t offer, helping professionals at every level understand the role their contribution plays in bringing the corporate vision to fruition. It is this that creates meaningful work and fosters innovation.

As the job market grows tougher with the economy, the importance of a good education increases. Unfortunately, so does the cost. Scholarships are more valuable than ever to help educate the students who are the next generation of professional and civic leadership.

More than 80 Bloch students received scholarships for the 2008-09 academic year, totaling $137,450. Among those were some memorable scholarship pledges.

Scholarships Bring Real Estate Studies to Life

The real estate community has rallied around one of Bloch’s newest centers, the Lewis White Real Estate Center, the only provider of formal real estate education in the Kansas City area. More than $46,000 scholarship dollars have been pledged over the past year alone, with more support anticipated.

SIOR: The local chapter of the Society of Industrial and Office Realtors gave $5,000 in scholarship money which benefited three real estate students.

Dreieszen: When iconic Kansas City real estate developer Sherman Dreieszen passed away in late 2007, the Capuken, White and Hilt families joined together to form the Sherman Dreieszen Scholarship fund for the Lewis White Center, to which others have also contributed over the past year. The fund currently totals $18,520 and is targeted to those students interested in pursuing a real estate career.

The Kenneth Block Firm has established a $15,000 Endowment in the name of Phil Hansen, a past respected employee of Block and Company, Inc.

Mazuma Gives Credit

The Mazuma Credit Union recently donated a $20,000 scholarship to the Bloch School. According to Mazuma President Rob Givens, “Scholarships lead to partnerships. We want to assist business students who may someday influence the Kansas City area economic environment, while at the same time develop a partnership where our business needs and Bloch students’ career objectives could be mutually beneficial.”

Rocketman Launches Final Legacy

A high GPA does not necessarily a genius make. Take Jim Benson (UMKC College of Arts and Sciences, ’72), the founder of SpaceDev, Inc., one of the premiere companies for designing small high-performance satellites for the Pentagon and NASA. Top grades were never Benson’s strong suit, but he made up for it with imagination, curiosity and a passion for innovation.

Jim Benson passed away in October of 2008, but his legacy lives on through the Jim Benson Scholarship. The gift was made to the Bloch School by Jim’s wife Susan Benson, and is intended to help students who may not have the highest grades, but who bring to the table independence of mind and a strong entrepreneurial spirit.

Scholarships Change Lives

“Take advantage of these great opportunities and do not forget to repay the contributions made by others through your own actions.”

– Gina Brenne (BSA ’10)

Getting “Abroad” Education

Since understanding of the global marketplace is a coveted skill by most employers, Bloch aims to make it possible for students to take advantage of the Study Abroad program. Last year, $11,000 in scholarships was awarded to students who went overseas with the program.
READY FOR THE NEXT LEVEL

After 20 years in the work world, John Swanton took the plunge and went back to school. Pursuing a degree in business administration with an emphasis in finance and a minor in economics, Swanton’s interests lie in urban redevelopment.

“I have extensive experience in marketing and business, but I needed more skills to bridge the gaps in my knowledge,” says Swanton.

He received a scholarship from the Society of Industrial and Office Realtors (SIOR), which helped him get his academic career re-started. “Being an independent student, I needed to maintain a residence and cover all of my living expenses,” Swanton explains. “The scholarship has allowed me to focus on my class work rather than personal finances.”

After completing his undergraduate degree, Swanton plans to move on to his MBA. “I particularly chose Bloch because they offer the highest educational return for the money,” Swanton notes.

“My finance professor would say that this equation has a high NPV, or net present value. Jobs are tough to come by even for college grads, but the up-to-date educational experience at Bloch is preparing me for whatever comes next.”

SCHOLARSHIP ADDS UP FOR ACCOUNTING STUDENT

Gina Brenne, an international student from Germany studying for her bachelor’s of science in accounting, is a Bloch scholarship recipient (William and Catherine Repp Memorial Scholarship).

“As an international student, it is sometimes a great challenge to fund my education,” says Brenne. “I received this scholarship during a very challenging financial time, and it allowed me to concentrate more on my studies without worrying every day about how to make the next payment or questioning how long I could remain in the U.S.”

Brenne plans to continue at the Bloch School to earn her master’s in accounting. During her time at UMKC, she says she intends to graduate summa cum laude, bring peers together and guide new students as the president of the Epsilon Delta Chapter of accounting honor society Beta Alpha Psi, and give back to UMKC by teaching an accounting class.

Following graduation, Brenne hopes to obtain a position at one of the “Big Four” international accounting firms, as well as remain an active alumna of the Bloch School.

LEWIS WHITE REAL ESTATE CENTER

ONE YEAR LATER...

Last year’s BLOCH magazine introduced The Lewis White Real Estate Center. The White Center was made possible through a $1.5 million gift from the Lewis White Family Foundation which paved the way for Kansas City’s first formal real estate education program.

And The White Center has come a long way in a short time.

In Summer 2009, Bloch hired top-producing real estate professional, consultant and instructor Walter S. Clements to serve as director of the Center.

Clements is working with a faculy advisory board to build the curriculum, and is responsible for open enrollment in real estate course offerings for both students and real estate professionals in the community. He is also actively engaged in attracting real estate professionals as speakers, instructors and champions for the program.

“The White Center enjoyed immediate success in the Kansas City real estate community — people are really excited to finally see a formal program in the area,” says Clements. “But we’re still in the building stage, and need a lot of support to reach all our goals for building a premier program.”

What’s Here
The primary focus of The White Center is to be directed toward the commercial aspects of the real estate business, particularly entrepreneurial real estate. Through the Bloch School, The White Center currently offers four real estate courses: Real Estate Finance and Investment; Market Analysis; Issues about Development and Investment; and Property Management. “Our very first two class offerings were booked to maximum capacity,” says Clements. “Having local experts eager to participate in the coursework makes our curriculum even more valuable. We already have students who have been hired by new and existing real estate firms.

In addition, The White Center launched its speaker series program which has already brought world-renowned experts to Kansas City, including Gus Faucher, PhD, director of macroeconomics at Moody’s Economy.com; Joel Kotkin, author and authority on global, economic, political and social trends; and Ron Pressman, president and CEO, GE Real Estate.

Scholarship support from the community has been successful, but is an ongoing need. To date, The White Center has received more than $40,000 in scholarship donations.

What’s Coming
The White Center ultimately plans to offer undergraduate options in real estate; executive education courses for certificates in real estate; focus or emphasis area in the Executive MBA Program; an MBA with a concentration in real estate; a master’s of science in real estate; online and international course offerings, and a graduate Entrepreneurial Real Estate Venture (EREV) program.

“The UMKC Bloch School has one of the top entrepreneurship programs. Integration with this program will create a natural transition into a well-rounded career in most any aspect of the real estate profession,” says Clements.

REAL ESTATE EDUCATION IN ACTION

Jennifer Gach (BA ‘08) discovered she had an interest in commercial real estate when she helped her father on a routine project. “My father started asking me to read through leases on some properties he owns to check for content, and I thought I should have some basis of knowledge for the subject matter,” Gach recalls. So, she enrolled in the White Center’s Advance Real Estate Finance course.

“I really enjoyed the course in its entirety. The instructor made the subject material easy to understand, and the case studies facilitated the learning process by adding real world examples,” says Gach.

During the course, the instructor announced an internship opportunity with Zimmer Real Estate Services. Gach applied and got the internship, where she was an intern for four months. The internship led to a full-time position, and today, Gach is a financial analyst with Zimmer.
MBA GRADUATES: WHERE ARE THEY NOW?

While sitting in an entrepreneurship class one day at Bloch, Jon Nixon (MBA ’09) learned about an entrepreneur named Muhammad Yunus, founder of Grameen Bank in Bangladesh. “It became intertwined with this story,” says Nixon. “Being an accountant by trade and an entrepreneur in spirit, it seemed right up my alley.” So he packed up the book The Price of a Dream: The Story of the Grameen Bank.

The Bank gives loans of $50-$600 to the most impoverished people in the area. Since its founding in Bangladesh, offshoots of the Grameen Bank philosophy have surfaced around the world, including Foundation Grameen Australia, where Nixon was able to connect with one of the Foundation’s Trustees. He informed Nixon that help was needed in one of the newer organizations, Fundacion Grameen Filipinas (Philippines).

Nixon took the opportunity and spent two months in the Philippines as an intern, focusing on things like overall operations, quality control and cost analyses. He even created a schematic for an employee incentive package. “The Philippines is one of the poorest nations in the world,” notes Nixon. “At first I was apprehensive about going, but am now glad I pushed my personal boundaries. Even amidst the difficulty and poverty, there was really nothing I couldn’t acclimate to.”

Nixon says his education at Bloch played a significant role in his preparation to take on this global challenge. “In my international business course, I learned some of the major cultural differences between the United States and other countries, and how they can play a crucial role in business relationships. My Bloch MBA also helped me see the ‘whole picture’ of business, including areas where I didn’t have as much knowledge like marketing and entrepreneurship.

Today, Nixon is back in the states hoping to find work in his field, but he continues to volunteer with Grameen, including creating business Web sites for their 11 branches and coordinating future interns for Grameen.

BLOCH WELCOMES KARLYN WILKINS

New Director Stewards Bright Future for Bloch

Karlyn Wilkins recently joined the Bloch External Relations team as director of leadership gifts. Wilkins works closely with the Bloch School’s alumni and friends to fund major initiatives that advance the mission of the school.

Wilkins has extensive experience in development and marketing. With an MBA from Northwestern’s Kellogg Graduate School of Management, she has held marketing leadership positions at various consumer products companies, most recently Hallmark. A Chicago area native, Wilkins directed corporate development efforts at the internationally renowned Goodman Theatre, Chicago’s oldest and largest nonprofit theater.

“I am delighted to be a representative of the Bloch School, which has a strong tradition as an educational leader in Kansas City’s business and nonprofit communities,” says Wilkins. “Whether it’s seeking the critically needed support for one of Bloch’s key programs or working with an individual to establish a scholarship fund to honor a loved one, I truly enjoy connecting the passion and interests of our donors and alumni to support the priorities of the Bloch School.”

Wilkins is an active community volunteer and currently serves as the board vice president for the United Community Services of Johnson County and as a member of the Shawnee Mission East Booster Board. She is a past board member of the Women’s Employment Network and Shawnee Mission East PTA.

In addition to her community service, Wilkins plays classical piano, enjoys the performing and visual arts, and is a self-proclaimed fan of “anything Italian,” being fluent in the language after studying at the University of Florence.

For more information about Bloch giving, call Karlyn Wilkins at 816-235-5554 or e-mail wilkinsk@umkc.edu.
BLOCH ALUMNI GIVING BACK

The Bloch Alumni Board is everywhere, connecting with students and giving back to their alma mater. From sponsoring special student events to volunteering their professional expertise in the classroom, the Bloch Alumni Board is actively engaged in the success of our current students. “Being involved at the Bloch School has helped me remain connected to a place where I had such an amazing experience as a student,” says Renee Donoho, associate with Donoho Appraisals and president of the Bloch Alumni Board. “Giving back and feeling like I’m making even a small difference for current students and existing alumni has been a truly rewarding experience for me and for others.”

For those alumni who haven’t been back on campus in a while, consider exploring the many different ways you can become involved. A little bit of your time can make a big difference!

To learn more about how to get involved, contact Barb Lutman, 816-235-6173 or e-mail lutmanb@umkc.edu.

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2009-10
Renée Donoho, President
Associate, Donoho Appraisals
Bret Roeger, partner
Blue Chip Group
Michael Campo Sr., vice president
Lockton Companies
Dick Gibson, vice president/chief administrative officer
Greater Kansas City Chamber of Commerce
Jenn Glenn, auditor
Sprint
Blake Hodges, interactive marketing strategist
Glynn Devins Advertising & Marketing
Pasha Hosseni, marketing consultant
H&R Block, Inc.
Jim Klade, president
Global Project Management Group
Leigh Klein
Peter Lucas, director of operations
Luman Consultants International
Dev Malik, chief operating officer
Berkeley Nelson Immenschuh McDowall (BAIM)
Lindsey Meiling, principal consultant
Midwest Purchasing Group
David Patrick, senior vice president and chief marketing officer
Westlake Ace Hardware
Bill Rogers, vice president, Legal & Environmental Affairs/General Counsel KCP&L
Angie Salmon, vice president, EFL Associates
Chase Stobble, senior associate
KPMG
J.W. VanDenBorn, men’s golf coach
UMKC
Kevin Vanderwende
UMKC Bank

THESE ARE JUST A FEW OF THE AREAS IN WHICH THE BLOCH ALUMNI BOARD SUPPORTS THE SCHOOL

- Sponsored and donated prizes for the Welcome Back student BBQ on the Bloch lawn in its inaugural year and again for its second year in 2009
- Helped fund the Students in Free Enterprise team’s travel expenses to the regional competition in Chicago (where they took first prize)
- Sponsored special breakfasts for the dean candidates during the search for a new dean
- Provided Delta Sigma Pi with speakers to discuss current business trends
- Assisted with and provided speakers for both winter and spring Commencement
- Guest lectured in the classroom, served as adjunct faculty and got involved as volunteers and judges with programs like the Institute for Entrepreneurship and Innovation’s Venture Creation Challenge
- Sponsored special events to bring Bloch alumni achievements into the spotlight, like the Alumni Awards Reception held in April to recognize two Bloch alumni who received special awards from the University

2008 Donor Honor Roll

The following Donor Honor Roll is in appreciation and gratitude to our contributing partners and reflects gifts of $100 and above received between July 1, 2007 and Dec. 31, 2008, based on cumulative gifts for the period. The names that follow are those of alumni, friends, faculty and staff, businesses, foundations, and organizations.

Esther George (EMBA ’00) has been named first vice president and chief operation officer of The Federal Reserve Bank of Kansas City. George is now in the No. 2 position at the bank, second only to current President Thomas M. Hoenig. She is only the eighth first vice president to be appointed since the bank’s opening in 1914.

Dr. Janet Stern Solomon, (MBA ’77) and her husband, Lewis D. Solomon, published the book Bratproofing Your Children: How to Raise Socially and Financially Responsible Kids. The book offers specific and practical strategies for everyday parenting and it includes an easy to understand analysis of wealth transfer basics and how to use trusts to transfer wealth to children and grandchildren.
Class Notes

Dwight E. Hutton (BA ’91) was named executive director of the Louisville Ballet in Louisville, Ky. He joins the Louisville Ballet after serving as managing director of San Francisco Ballet in San Francisco.

Sheila Snell Ernzen (BS ’96) was appointed Clay County auditor by Missouri Gov. Jay Nixon in 2009.

Jessica Shaddox (MBA ’06) was named executive director of the Osawatomie (Kansas) Chamber of Commerce.

Peggy and Terry Dunn (MBA ’73) were named Johnson Counties of the Year. Peggy Dunn is mayor of Leawood, Kan. and Terry Dunn is president and chief executive officer of J.E. Dunn Construction Group Inc.

David Laverentz (MBA ’00) was named CFO for the Kansas City Royals baseball team. He previously served as senior manager in the audit practice for KPMG.

Anthony L. Miller (MBA ’00) was named acting court administrator for the Kansas City, Mo., Municipal Court. Previously, Miller served as acting court administrator and assistant to the court administrator. He was also a fellow in the City of K.C. Spookingham Management Fellowship Program.

David Bernstein (MBA ’95) was named assistant to the court administrator. He was also a fellow in the City of K.C. Spookingham Management Fellowship Program.

Linda Roser (MBA ’03) was named executive director of the Shameless Missions Education Foundation. Previously, Roser was the vice-president of community relations and development at Spotford, a Kansas City agency for children with emotional and behavioral disorders.
Pictured, center: Shirley and Jerry White, wife and son, respectively, of the late Lewis White. The White family made a generous donation that paved the way for the Bloch School’s Lewis White Real Estate Center, the only formal real estate education program in the Kansas City area. The Whites are surrounded by students who have not only benefited from real estate education at Bloch, but who are putting their skills to work in the field.

(From left): Jennifer Gach (BA ’08), financial analyst, Zimmer Real Estate Services; Matt Simons (MBA ’09), real estate lender, US Bank Commercial Real Estate; Jaclyn Simons (MBA ’09), business development coordinator, TranSystems Corporation; Russ Pearson (MBA ’07), associate, Harbinger Property Group; and John Stafford (MBA ’09), vice president, Heise-Meyer Commercial Real Estate.

Bloch has many opportunities for you to make a difference in the lives of our students. Contact Karlyn Wilkins at 816-235-5554 or wilkinsk@umkc.edu for more information.