

# NAME

TEAM 13 MISS 3

→ ADD TEAM MEMBERS' NAMES

ESHIP Local Learns

Taii: Lauren Higgins  
Regina Ann Campbell

Patricia Beckmann

Melissa Grizzle  
LOUISA SHEPHERD  
Tiffany Ferrell  
Kristy Campbell  
JOHN McINTYRE

# DESCRIPTION

TEAM 13 MIS3

A set of materials + activities  
that allow the ESTHP community  
to replicate ESTHP in their local community (TEDx)  
as well as learn from each others local insights.

Deliverable Name: Pre-event (ESNP local) conversation guide

Mission Title: 3

Table: 13

### Description

what are you delivering today?

1 page guide to learn & explore & leverage what ecosystem building is and how it can be helpful to your community

### Application

how does it work? how will it be used?

2 host / local

### Impact

how will it help ecosystem builders?  
what systemic issues will it address?

- identify other ecosystem builders / players
- identify key gaps + opportunities / SWOT
- define shared vision
- seed collaboration
- start the conversation

### Team Members

who is working on this? include contact info and any future plans or commitments

- 2 Skype calls
- Regina Ann Campbell: Regina@techfordetroit.org
- Kristy Campbell: Kristy@reventures.com
- David Parker: david@forell.org
- Patricia Beckmann: Patricia@lifescienceva.org
- John McIntyre
- Tiffany Ferrell: tiffany.ferrell@wright.edu
- Melissa Grizzle: mgrizzle@itcastl.org
- Lauren Higgins: lauren@laurenhiggins.com

### Partners & Resources

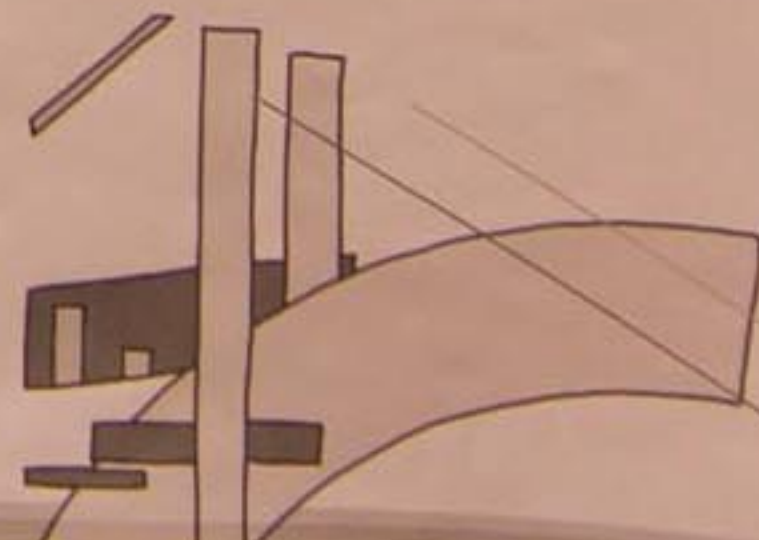
what partners and resources should be engaged going forward?

- enoch
- kaubmann team
- recommended reading for context

### Next Steps

what should happen next? where would you like to see this go in future iterations?

- best practices sharing by org / institutions
- local, regional, rhythm for hosting the conversations
- local ESNP
- natio



# PURPOSE

ESHIP LOCAL LEARNS

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

# WHO

2

## Hosts



## Who?

Who Hosts/  
leads?

- Eship Attendees
- Members of Eship/Kauffman network

Who should Participate?

- Community Members
- Government
- Entrepreneurs + Innovators
- Philanthropists
- ~~Local~~ Investors

# HOW

3

- group invitees into clusters of ~~5-8~~ 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

4

1. Who are the <sup>key players in your</sup> ~~communities~~ <sup>ecosystem</sup>?
2. What do your ~~communities~~ <sup>ecosystem</sup> 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~~ <sup>ecosystem</sup> in 2025?
8. What do you think will ~~be~~ give the biggest impact toward the 2025 vision?
9. ~~How~~ Will you commit to participate? (Time & Other Resources)

TEAM 13 → NN-1/2  
MISSION 3

# PAIN POINTS

Silos  
Partnerships & Initiating

#1 Advisor-  
Tutor  
Network →  
Matchable  
Service

Centralized  
place for  
idea exchange  
resource  
sharing

Inclusion  
Strategy  
(STV, LT)

Industry  
Advisors  
(mentors)

System  
Collection  
Impact  
Value

Missed  
opportunities  
Due to out of  
sync time  
lines

Part-time  
opportunity  
opportunities

I worry my  
programs  
are so "rigid  
boxed" that  
we're missing  
insights

I have  
trouble raising  
local \$ to  
support my  
programs

Governance  
btw  
501c6/501c3

Policy  
& conflicting  
goals/metrics

Breaking into  
University-  
controlled  
SILOS

Conditions  
Across  
Regions &  
Ecosystems

Finding  
Sustainable  
Funding for  
Programs

I have  
trouble finding  
enough  
MENTORS  
in each city

Local gov't  
engaged very  
little

Lack of  
Student  
engagement

mentors/  
talent

engagement

PP's:  
- Various  
Communities  
ARE HARD  
TO KEEP  
ENGAGED.

Sometimes it's  
hard to keep  
communities  
engaged when  
they aren't local

SPECIFIC INTEREST  
Groups -  
HARD TO  
get momentum

Connections  
in other emerging  
midwest cities

GETTING  
PEOPLE TO  
GIVE TIME  
TO MEET

Physical  
Mtg  
Location

Info sharing

NO  
Place/site  
to stay  
aware  
of Ecosystem  
Builder Best Practices  
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/  
common  
direction

Creating a  
common vision  
to move forward

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

How many  
PP's  
what jobs  
and callouts  
agree on  
why?

Matters: PP's

PP's  
Resources  
Time

# OPPORTUNITIES

③

Shared  
Services

Statewide/more  
membership  
Programs,  
for Bioscience  
Start ups

resource best  
practice sharing

resource  
pooling

opportunities  
to share  
Industrial  
Strength

opportunities  
to share  
Library of  
Knowledge

Don't have to  
reinvent the  
wheel. Can  
find solutions  
that already  
exist

community building

"ESHIP  
Local"

Regional  
Collaborations  
leveraging  
strengths

local

opportunity  
to share "wins"  
...  
"Ecosystem  
Builder  
Spotlight"

Connection to/  
access to  
networks

opp  
Get better  
CAMARATED  
Access  
Ecosystem

# ④ VISUAL REPRESENTATION



# TRAINING

silos

mentors  
tal

Partnerships & Funding

#1  
Advisor - /  
Mentor  
Network →  
Matching  
Service

Centralized  
place for  
idea exchange,  
resource  
sharing

Inclusion  
Strategy  
(STv. LT)

Industry  
Advisors  
(mentors)

Creating  
Collective  
Impact  
Value  
PP (2)

Missed opportunities  
Due to out of  
sync time  
links

Hard time  
gaining corporate  
partnerships.

I worry my  
programs  
are so "region  
based" that  
we're missing  
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trouble raising  
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HARD TO  
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PP's 0  
- VIRTUAL  
COMMUNITIES  
ARE HARD  
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PEOPLE TO  
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info sharing

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Place/site  
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of ecosystem  
Builder Best Practices  
Challenges PP 1

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or examples of  
how to do my  
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clearly articulate  
my value? my needs?

Telling our  
story better  
to make support  
easier, staying  
relevant

Aligning  
metrics

Sustainable  
learning for  
programs

How we  
Define  
what this is?  
and Collectives  
agree on  
why it

Matters. PP 3

PP 4  
Resources  
Time

of  
engagement.

# OPPORTUNITIES

3

Shared Services

Statewide/more membership Programs for Bioscience Start ups

Resource pooling

opportunities  
Web Site/Access  
Library of Knowledge

opportunities  
Share Inclusion Strategy

Don't have to reinvent the wheel, can find solutions that already exist

Resource best practice sharing

"ESHIP Local"

Regional Collaborations leveraging strengths

Community builds

opportunity to share "wins"  
AKA  
"Ecosystem Builder Spotlight"

local

Connection to/ access to networks

OPP:  
→ GET BETTER CONNECTED ACROSS ECOSYSTEMS

# REPRESENTATION

# TEAM 1'S MISSION 3

## CONTRIBUTIONS

Participated in <del>the</del> company development of \$750M since 2010	Broad Mentor Programs Developed & Implemented	Learning tools for staff + mentors - including videos	(with considerable help) a mentor-entrepreneur matching tool (It's awesome! :))
Best Practice Sharing C I & I C	Corporate Customers	Mentoring	Angel Network for Med Tech in place
Early lessons of using Facebook Workplace	Hosting Visits / Contributing to central place	Fundraising Readiness programs	"Create" Pillar of Region's ED Strategy
Salesforce Data Experience	Daughter Tech Enable model	Community "Hub"	
<p><u>CONTRIBUTIONS</u></p> <ul style="list-style-type: none"> <li>- Access to our AF NETWORK</li> <li>- Virtual community</li> </ul>			

Storytelling

Training

Contributor

- Provide insight on how we engage in Inclusion

CONTRIBUTORS

Kim Finner

As Advisors

Contributions @ Connector

Engagement Strategy

Develop culture shifting programs & events to fuel the movement!

Participated  
in ~~the~~ company  
development of  
\$750M  
since 2010

Broad Mentor  
Programs  
Developed &  
Implemented

Learning tools  
for staff +  
mentors -  
including  
videos

(with considerable  
help)  
a mentor-  
entrepreneur  
matching tool  
(It's awesome! :))

Best  
Practice  
Sharing  
C I # I C

Corporate  
Customers

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

Salesforce  
Data  
Experience

Dayton  
Tech Ecosystem  
model

Community  
"Hub"

CONTRIBUTIONS

- Access  
to our  
KF NETWORK
- Virtual  
Community

Storytelling

Training

Contribute ①  
- Provide insights  
on how we  
engage in  
Intentional  
Inclusion

CONTRIBUTIONS

KanFinn  
Fellows  
As  
Advisors

• Contributions ②  
Connector

Engagement  
Strategy

Develop culture  
shifting programs  
'3 events to fuel  
the movement.'

# Hello! I am Lauren

mentor / marketing  
service

## Platform

Website  
w/ participative activities  
for Resource Sharing  
w/ contact info.

Online community platform that enables ecosystem builders to create share files, events, ideas, etc.

Central Virtual Resource portal that is easily clustered + searchable for tools, resources, info

Resources / Stories / Best practices with built-in online REWARD SYSTEM for active participants

Engaged corporate partners = access to first customers

## Local

Eship Local  
- Local networks that mirror the Eship Summit and allow community building on the local level while plugging into larger online network

ESTIP LOCAL LEANS  
QUICK 1-1 TO LEARN @ ORES (Skype) or VISIT

Create leadership ecosystem builder  
East Meets West  
National Face-to-face

TEAM 13 - WW - MISS 03 - 2/2

# AGENDA

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



**NAME** → ADD TEAM MEMBER