

**CASE WESTERN RESERVE UNIVERSITY
EAST CLEVELAND PUBLIC SCHOOL DISTRICT
PROVOST SCHOLARS
Intensive University Seminar
Session Five – Fall 2015
Thursday, October 29th, 2015, 2:30pm-5:00pm
Guilford House, 11112 Bellflower Road, Cleveland, OH 44106**

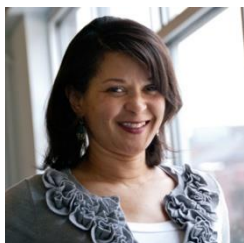
Purpose

The Provost Scholars will create a business model canvas using business ideas provided by Ms. Gloria Ware, Principal of Inclusion, and Mr. Ray Leach, the Chief Executive Officer at JumpStart Inc. JumpStart is a nationally recognized nonprofit accelerating the success of diverse entrepreneurs, their high growth companies and the ecosystems supporting them.

Presenter Biography



Mr. Ray Leach is the founding CEO of JumpStart Inc. a Cleveland, Ohio-based non-profit venture development organization. Mr. Leach was a Sloan Fellow and a graduate of the MIT Sloan School of Management and the University of Akron. He began his career at IBM and went on to co-found four startup technology companies. He was also a founding member of the U.S. Commerce Department's National Advisory Council on Innovation and Entrepreneurship (NACIE), and currently serves on the board of Invent Now, a nonprofit organization which educates 100,000 U.S. children each summer in science, technology, engineering and math.



Ms. Gloria Ware leads JumpStart's strategic efforts to create inclusive, high-impact entrepreneurial ecosystems. She has a 25-year track record of success in the banking industry, providing financing and cash flow management solutions to a portfolio of small businesses, public entities, non-profit organizations, private schools and universities. Prior to joining JumpStart, she was Vice President of Public Funds at Fifth Third Bank where she participated in the sourcing, execution and maintenance of more than \$100 million in debt underwriting and interest rate hedging transactions. Ms. Ware holds a B.S. degree in international business administration from The Ohio State University.

Objectives

The Provost Scholars will...

- (1) Discover how to pursue entrepreneurial activities and opportunities within the Cleveland, OH area
- (2) Develop their own Business Model Canvass using unique business ideas provided by Ms. Ware
- (3) Present their business models as the Chief Operating Officer of their company

Agenda

2:30 p.m. – 2:40 p.m.: Hors d'oeuvres will be served

2:40 p.m. – 3:30 p.m.: Tutoring Hour

3:30 p.m. – 3:45 p.m.: Brief Intermission

3:45 p.m. – 4:45 p.m.: Seminar speakers, Mr. Ray Leach and Ms. Gloria Ware

4:45 p.m. – 5:00 p.m.: Wrap up and Questions

Faculty & Staff

- Dr. Faye Gary
- Katrice Williams, Master's Student, Program Manager
- CWRU Step Up and Undergraduate Tutors

Guests

- Mr. Ray Leach and Ms. Gloria Ware

Word of the Week: Business model. What does it mean? A business model describes the rationale of how an organization creates, delivers, and captures value.

Concierge and Matre'D

- Provost Scholars Tea Bankhead and Kevin Oliver