



2018 NACCE ANNUAL REPORT CARD

NACCE
THE IMPACT OF **ENTREPRENEURSHIP**

NATIONAL ASSOCIATION
FOR COMMUNITY COLLEGE
ENTREPRENEURSHIP

Thank you!

Welcome to NACCE's 2018 annual report. The report highlights a striking year of growth and expanded programs for NACCE, which comprises a rich tapestry of entrepreneurially focused colleges across North America.

Through strategic partnerships, NACCE is providing two new grant-funded pilot programs in financial literacy and mentoring for rural girls and minority males in a number of our member colleges. Through existing collaborations, we continue to expand our role in providing STEM education to middle school students in rural areas and increasing intellectual property curriculum in community colleges and universities throughout the country. In 2018, NACCE increased grant funding to member colleges by 50 percent over the previous year.

Collaborations with academic and corporate entities have yielded additional entrepreneurial grant-funded support for members in several areas, including:

- Development of a financial management/entrepreneurship curriculum pilot program
- Creation of new entrepreneurship spaces
- Increased technical assistance, open resources, and growth in entrepreneurship leadership programs (*PFEP*)
- Expanded communities of practice.

NACCE reached more people than ever before through our national conference, regional symposium, preconferences, and keynotes at 14 national and international conferences. Our quarterly journal, *Community College Entrepreneurship*, bi-weekly e-newsletters, and newly redesigned website have kept members and partners up to date on the state of entrepreneurship in our community colleges, encouraging collegial and meaningful connections through sharing of entrepreneurial journeys. And, in early 2019, we published our first authoritative book on entrepreneurial ecosystems, *Community Colleges as Incubators of Innovation*, co-authored by NACCE members and national entrepreneurship leaders.

Our exemplary board of college presidents and association leaders from throughout the United States and Canada enables us to continue to stretch and explore new opportunities. We invite you to grow with us!



A handwritten signature in blue ink that reads "Rebecca Corbin". The signature is fluid and cursive.

Rebecca Corbin, Ed.D.
President & CEO, NACCE

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Results

During 2018, NACCE completely redesigned and rebuilt its member management system and website (nacce.com) to include additional training opportunities and networking resources for members. The leadership team also updated NACCE's mission, vision, and philosophy statements to reflect the organization's current and future direction.

Mission

NACCE provides leadership and sustainable, scalable resources to foster entrepreneurial thinking and action in one of the largest entrepreneurial ecosystems in North America.

Philosophy

Entrepreneurial leadership and teaching across disciplines is essential for colleges, students, and communities to thrive.

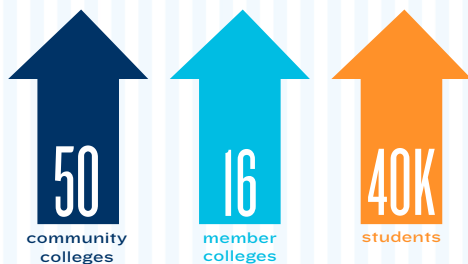
Vision

To make NACCE North America's pre-eminent source for community college entrepreneurship education, support, and inspiration.

Expanded Programming

NACCE initiated or expanded programming and member involvement in these areas:

- NACCE extended its work with the Michelson Institute for Intellectual Property, an initiative of the **Michelson 20MM Foundation**, to infuse its intellectual property curriculum into 50 community colleges following a successful seven-college pilot.
- The **NACCE-Verizon VIL** program, providing STEM and entrepreneurial skills for over 1,300 middle school girls, expanded from 11 to 16 colleges.
- NACCE augmented its work with **EntreEd**, driving K-12 entrepreneurship education for over 40,000 students in Appalachia.



With **Intuit Education**, NACCE launched a new pilot program that provides entrepreneurs with financial management tools and skills.

Milestones

Securing grants from several foundations enabled NACCE to:

- Partner with **Lemelson/MIT** to host GoWest!, a groundbreaking regional conference on making, inventing, entrepreneurship, and educator training. GoWest! and NACCE's 2018 annual conference attracted more than 550 participants
- Collaborate with **SOAR** and **Southeast Kentucky Economic Development** to train 31 faculty members at three Eastern Kentucky colleges in the CORE FOUR Business Planning Course
- Support the work of California Community Colleges' **Doing What MATTERS** by providing technical assistance to 23 community colleges to create makerspaces using ecosystem mapping.



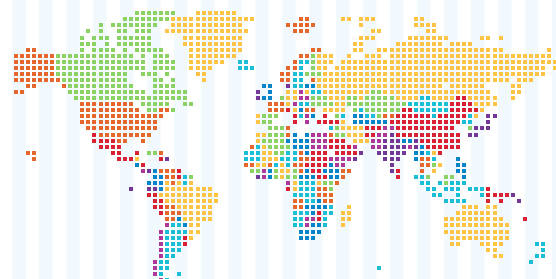
Diversity, Best Practices, and the NACCE Network

- NACCE laid the groundwork to welcome 24 minority serving institutions and universities to its membership in 2019.
- NACCE produced a podcast on equity and inclusion best practices, which debuted at its annual conference.
- Following a NACCE professional development session, 13 Iowa community college leaders signed the *PFEF* and formed the Midwest's first **Center of Practice**, providing the framework for a replicable national model. NACCE is creating another Center of Practice with the Tarrant County College District and community college members in Texas and neighboring states.



NACCE supported **Rural Rise**, the **USDA**, and other organizations in hosting regional conferences to stimulate economic growth.

NACCE co-hosted a Global Entrepreneurship Summit at **Fox Valley Technical College** with China's **Zhejiang University**. Several months later, two NACCE faculty members presented at the university's international conference.





Resources for Leaders

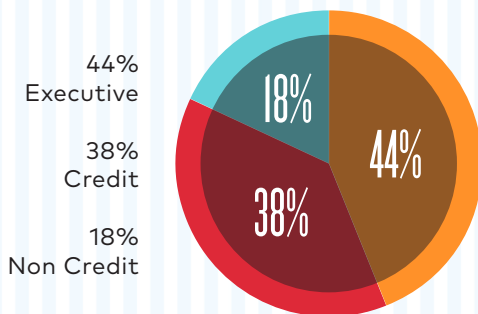
NACCE is uniquely positioned to help college leaders build and work in entrepreneurial ecosystems. Supportive resources include:

- Professional development: technical assistance in ecosystem mapping, design thinking, workshops and tools
- Funding: guidance on grant proposals and fundraising workshops
- Open source courseware
- Conferences, webinars, and podcasts
- NACCE Institute: courses for educators and leaders
- *Presidents for Entrepreneurship Pledge*
- *Community Colleges as Incubators of Innovation: Unleashing Entrepreneurial Opportunities for Communities and Students (2019, Stylus Publishing, LLC).*

Who NACCE Serves

NACCE offers chancellors, presidents, policy makers, and faculty members intellectual and practical resources to help community colleges increase their economic vitality.

In 2018, NACCE's staff facilitated more than 100,000 calls, assisting members and partners with information and referrals to program resources.



Awards & Communities of Practice

NACCE helped increase the number of communities of practice throughout the country, enabling entrepreneurial practitioners and leaders to readily share best practices and thought leadership. It also enabled NACCE to:

- Re-grant over \$1.1 million to member colleges, with a total of \$3 million committed through 2020
- Nationally recognize five colleges for entrepreneurial excellence
- Engage 30 additional college presidents to sign the *PFEP*
- Increase by 50 percent the number of NACCE member colleges benefiting from grant-supported initiatives through NACCE and its strategic partners
- Provide \$100,000 in scholarships for NACCE staff and faculty to attend professional development conferences and training.





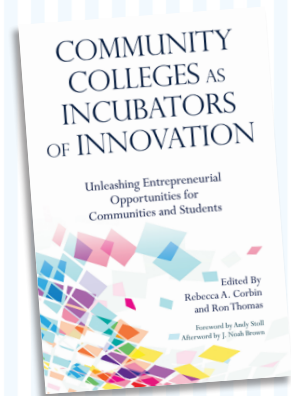
Verizon Innovative Learning

Middle school girls throughout the country are getting the chance to see how technology can be used to improve society through the Verizon Innovative Learning (VIL) program, which focuses on providing STEM and entrepreneurial skills to young students. In partnership with NACCE, VIL brings free technology and immersive hands-on learning experiences to help girls, especially in rural America, be prepared for STEM-related careers of the future.

National Visibility

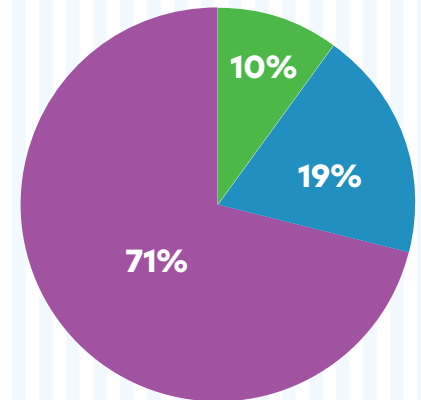
In 2018, NACCE completed its first book, *Community Colleges as Incubators of Innovation: Unleashing Entrepreneurial Opportunities for Communities and Students* and expanded its national visibility via the following:

- NACCE President and CEO Rebecca Corbin participated in a podcast hosted by the **Association of Community College Trustees (ACCT)**.
- The **Bipartisan Policy Center** featured NACCE officials in its website article, “Community Colleges Offer Key Partnerships for Expanding Economic Opportunity.”
- Through its print and digital media/social media outreach, and NACCE’s newly enhanced website, NACCE reached over 25,000 users with over 167,000 page views and approximately 5,000 **Enews** subscribers/readers.
- NACCE expanded participation in its private FB page by more than 25 percent.
- Involvement in **National Entrepreneurship Week** yielded 100,000+ media impressions.



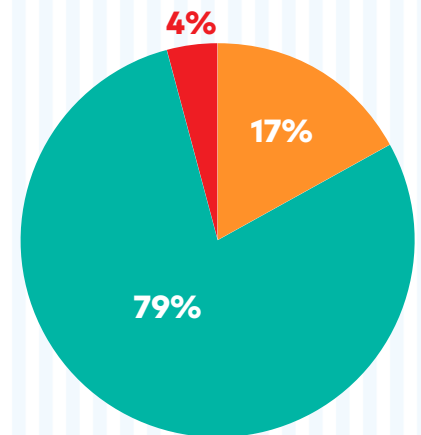
Financials

REVENUE SOURCES	\$ Amount	% Total
Membership	\$222,580	10%
Member Dues		
Partnerships		
Trainings, webinars		
Journal ads		
Annual Conference	\$421,323	19%
Registrations		
Sponsorships		
Technical Assistance	\$1,558,542	71%
TOTAL REVENUE 2018	\$2,202,445	100%



OPERATING EXPENSES

Personnel	\$346,067	17%
Staff salaries & fringe		
Programming	\$1,642,595	79%
Technical Assistance		
Annual Conference		
Membership Support		
General Administration	\$93,368	4%
TOTAL EXPENSES 2018	\$2,082,030	100%
NET	\$120,415	



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About NACCE

NACCE is an organization of educators, administrators, presidents, and entrepreneurs focused on igniting entrepreneurship in their communities and on their campuses. Its mission is to provide leadership and sustainable, scalable resources to foster entrepreneurial thinking and action in one of the largest entrepreneurial ecosystems in North America. The association represents 300+ community and technical colleges and 2,000 faculty, staff, administrators, and presidents who serve more than 3.3 million students.