The CEA leads research activities related to entrepreneurship and supports teaching formal MBA entrepreneurship courses. It exploits existing EWU and CBPA strengths to enhance entrepreneurial opportunities for startups and early stage companies regardless of gender or ethnicity, with a special emphasis on small, family-owned enterprises, women, Native American and minority entrepreneurs.

The CEA delivers, in conjunction with existing regional entities, programs supporting the development of effective entrepreneurial and intrapreneurial firms.

The CEA also facilitates networking of entrepreneurs, serving as a clearinghouse for entrepreneurial information and resources. Additionally, it supports strategic economic development in Spokane and Spokane County by assisting economically challenged neighborhoods with their own unique business and development needs.

2006 Entrepreneur of the Year

On Tuesday, May 2, 2006, the College of Business and Public Administration and The Center for Entrepreneurial Activities will recognize our 2006 Entrepreneur of the Year, Charlie Hoppes.

Charlie is not only a winemaker, but a 1980 EWU graduate. Leaving his first job in Boeing’s engineering division, he decided to return to his first love—wine. He matriculated at UC Davis where he received a degree in viticulture and enology. Charlie then followed a traditional "smart" entrepreneur route and worked for an accomplished winery while learning his craft.

In 2000, he started Fidelitas Winery located near Benton City, Washington. Fidelitas, a premier winery that began selling products in 2002, produces a wide variety of wines from a Cabernet Sauvignon to a Semillon. In addition, Charlie shares his expertise as a consultant to many Washington wineries and is also a "parallel" entrepreneur, involved in various other ventures. We are delighted to honor Charlie as our 2006 Entrepreneur of the Year.

To learn more about how you can benefit from the Center for Entrepreneurial Activities, contact:

- Dr. Robert Schwartz,
  EWU Foundation
  Chairholder and Distinguished Professor of Entrepreneurship
- College of Business & Public Administration
- 509-358-2254
- robert.schwartz@mail.ewu.edu
Business Plan Competition

Four teams representing EWU entered this year’s business plan competition with two of those four teams reaching the final round. Finalists, Judith Hutchinson and Ronda Kenney placed first in the Social Enterprise category, winning the $7,500 Avista Social Impact Award for their plan for K & H Inc, a service company that provides community living environments for individuals with a dual diagnosis consisting of developmental disabilities and mental health issues. Our second finalist, Richard Simpson placed, third out of twenty-five in the Student Generated category, and was awarded $2,500 for his plan for morgado’s, a high-quality wine bar providing excellent wine, food and atmosphere.

The business plan competition was created to support new venture ideas, build businesses and create new jobs, as well as to provide educational and networking opportunities for students. It provides students with the opportunity to work either individually or in a collaborative manner to turn innovative ideas into real businesses.

We are proud of and congratulate all the entrants. We also would like to express our appreciation to Gonzaga University for the leadership role they have taken with the competition and to our second partner Whitworth College.

CEA and the Community

The CEA provides a variety of services to the community including support and assistance to AHANA and its clients, as well as assistance in strategic economic development for Spokane neighborhoods and certain areas within the County.

CEA outreach activities are designed to address the interests of individuals starting entrepreneurial businesses, established entrepreneurs in more mature firms, and the local communities. The CEA places special emphasis on start-ups and existing firms led by minority entrepreneurs.

Business Resource Center (BRC)

The Business Resource Center (BRC) is the main outreach component of the CEA, serving as a collaborative union between EWU and the other colleges and universities in the community.

Established in 2003 and continuing through a Herbert B. Jones Foundation award, the BRC is responsible for providing specialized seminars; enhanced networking; strategic planning; and business education for the people of the Spokane area. To learn more about the BRC please contact Larry Davis at 358-2291 or ldavis@mail.ewu.edu.

Deans’ Seminar Series

With over 700 attendees we would like to thank everyone who made our 2005-2006 Deans’ Seminar Series so successful. We especially appreciate our co-sponsor Whitworth College and all of our speakers: Mark Richard, Kim Zentz, Julie Prafke, Mike Adolfae, Tim Crowely, Mike Fagan, Jim Hanley, Jerry Numbers, Latisha Hill, Dr. Stefan G. Humphries and Marshall Chesrown.
Research Activities

The Center for Entrepreneurial Activities works within the College, the University-at-large, and with other researchers at other institutions to conduct entrepreneurial research across a broad variety of research areas.

Recent research papers that have been accepted in refereed journals include:

- *Sarbanes-Oxley: The Chilling Affects on Entrepreneurship* by Stephens and Schwartz (The CPA Journal)
- *Interrelationships in Industry-Level Demand Equations for Business Games* by Murff, Teach and Schwartz (Simulation & Gaming)
- *49° North Mountain Resort* by Nemetz and Eager (Journal of Research in Marketing and Entrepreneurship)
- *Clusters and Entrepreneurial Intensity: The Influence of Economic Clusters on Entrepreneurial Activity* by Pascal (JRME)
- *Ethical Entrepreneurship: An Oxymoron?* by Christensen, Keogh-Hoss and Schwartz (Journal of International Entrepreneurship)
- *Native American Entrepreneurship* by Stewart and Schwartz (Journal of International Entrepreneurship)

Research papers that are being written or submitted to journals include:

- *The Rise and Fall of Dot-Coms: A Relationship between Failure and Strategic Persistence*, by Miller, Birch, Schwartz and Teach, submitted to JSBM
- *SOX and Non-Profits* by Stephens, Schwartz, Gorton and Cox, MBA student, in writing phase with survey work and analysis completed for a journal submission

Upcoming conference presentations include:

- *Marketing at the Entrepreneurship/Marketing Interface* by Pascal, Deacon, and Schwartz (UIC 2006)
- *Where Have All the Scholars Gone?* by Schwartz and Teach (UIC 2006)

Special achievements include:

- Best in its category: An Opportunity Recognition Panel discussion by Schwartz, Lumpkin, Shrader and Hills (USASBE 2006)
- Special invited guest panelist on entrepreneurship: Robert Schwartz (AMA 2006)
- Babson Conference for Entrepreneurship Research, lifetime member: Robert Schwartz

JRME

On July 1, 2006, the JRME will publish its second and third editions under the leadership of Executive Editor Robert G. Schwartz.

The 2005-2006 edition will include four articles on topics as diverse as economic clusters, entrepreneurial status, family firms, and capitalization, two teaching cases and a research note on successful entrepreneur practices.

The journal will feature articles from local professors Patricia Nemetz-Mills and Wendy Eager (EWU), Vincent Pascal (EWU), and Daniel Stewart (Gonzaga).

This volume will be the final edition with Dr. Schwartz serving as Executive Editor. This summer the journal moves to Stirling University under the leadership of Ian Fillis.

Dr. Schwartz is grateful for the assistance of Co-Executive Editor Richard Teach, Senior Editor Ian Fillis, Assistant Editor Courtney Jensen (PA graduate student) and everyone involved with the JRME.
New Funding

The CEA has had a busy and successful year bringing in new grant money to fund a variety of programs within the University, the City, and the County. Some highlights include:

- A $50,000 grant from Spokane County to work with AHANA and develop a County-wide incubator business program.
- A similar proposal for $40,000 is pending final approval from the City of Spokane to develop incubator activity within the city limits.

With the assistance of the CEA the Hillyard neighborhood was awarded $519,000 from DOT to continue work on their transportation museum.

- A $15,000 grant was provided by the City for EWU to assist in AHANA’s loan program.

- A proposal to be funded by the Coleman Foundation for $220,000 supporting a new entrepreneurship professor, in conjunction with EWU’s decision to fund a new tenured position, has been accepted. Interviewing is ongoing with a hiring decision expected by the end of the month.

2006 Spring/Summer CEA Graduates

The CEA would like to congratulate its 2006 spring and summer graduates Devon Cox, Paul McClure, and Courtney Jensen. Devon, who played football at EWU as an undergraduate will earn his Masters of Business Administration in August and plans to utilize his degree when he returns home to Montana. Paul is already putting his Masters of Business education to work for a local Spokane firm. Courtney will receive her Masters of Public Administration degree in June and will begin the PhD program in Public Administration at Virginia Tech at the end of the summer.

They have served the CEA well and we wish them and all of EWU’s 2006 graduates much deserved success in the future.

A Special Thank You

To Larry Davis for his community outreach work in the BRC; to County Commissioner Mark Richard and Executive Director of Community Development, Mike Adolfae for supporting our work in the county and city, respectively; and to Ben Cabildo, AHANA, our partner in extensive and long term community development work.

Thank You to all Sponsors of the 2006 Entrepreneur of the Year Event