Imagine if you can…

• Designing a project with a client
• Using a team of students from a variety of programs
• Involve faculty as needed
• Complete the project
• Submit to billing to have invoiced
  – And have it go out within 24 hours
  – You set the overhead, bill rates and other terms

• This was our challenge 5 years ago…
Further imagine…

• Having contracts, risk and the AG all support the effort
Business Model

• On-demand research services with academic core
  – Public / Private sectors
  – Paid student staff
    • managed as young consultants
    • Cross campus pool
  – Paid faculty as needed on projects, negotiated rates
    • Via payroll, part of faculty union agreement

• Direct marketing
  – State-wide
    • Email, mail, in-person (presentations, meetings, business groups…)

• No….
  – Grants (contracts only)
  – Overhead

• Represent one University (side door concept)
Business Model

• Regarding Contracts…
  – All work starts with a scope of work
    • Negotiated by email
  – Amounts above $10,000 require a formal contract
    • Inter locals and tribes are exceptions
    • No overhead to contracts
  – Center drafts contracts
    • Works closely with contracts and AG to streamline
  – Billing is done via student billing services
    • Invoices go out by email
    • Pay online or with a check
Connectivity

• University-wide Community Engagement Committee
  – Monthly meetings
  – Constantly developing/emerging
  – Phenomenally frustrating
• Role in Economic Development
  – Resource to all players not a practitioner
  – Seeks to educate on best practices (UEDA)
Growth

• This year…
  – 1 full-time professional staff
  – 1 Part-time faculty
  – 8 undergraduates
  – 2 graduates
  – More than a dozen active projects at any point.
    • Usually more…
    – A ton of public presentations
    – Regular media quotes
    – Same marketing
Growth

• This past summer…
  – Purchased a 25 year old quarterly forecast publication
    • Subscription based
    • Long-term income stability
  – Increased faculty interest
    • Articles
    • Forecasting courses
Future