



Model “Office of Entrepreneurship”

Vision

Every citizen has a fundamental Right to Start and grow their entrepreneurial dreams. To fulfill that right, your state must unleash entrepreneurial opportunity for all. Regardless of race, place, or background. Across every community and region of the state. When the Right to Start is realized, prosperity spreads through homegrown jobs, higher incomes, stronger communities, more innovation, lower inequality, and less poverty. Changing minds, changing policies, and changing communities around the power of entrepreneurship is fundamental to expanding entrepreneurial opportunity.

Mission

Expand entrepreneurial opportunity and economic growth in your state through streamlining processes, reducing, or eliminating barriers to starting, tracking data / impact, and by identifying and sharing ways through engagement to increase young business success in the state.

Strategic Overview

1. **Stronger Coordination.** Coordinate and drive better policymaking across the entire government to remove barriers for entrepreneurs. (“Entrepreneurship Czar”)
2. **Stronger Experience.** Enhance the “customer experience” of entrepreneurs when engaging with government. Serve as the point of contact for businesses

- v. Run an annual survey of entrepreneurs to understand and identify their toughest barriers.

B. *Run the Inter-Agency Task Force on Entrepreneurship*

- a. Convene and assist all agencies that affect entrepreneurs to improve policies and processes.
- b. Manage Ongoing Lean Process to streamline the entrepreneurial “user experience” with government, including annual Lean Workshop. Can lead eventually to creation of one-stop shop for improved customer service.
- c. Refer entrepreneurs to other state and local agencies that provide assistance to businesses, where appropriate.

C. *Build an Ecosystem Network (Connecting & Coordinating with ESO’s)*

- a. Support those who support entrepreneurs and entrepreneurship.
- b. Promote ESO success statewide by coordinating standard metrics, connectivity across organizations and geographies, information sharing, and media/storytelling efforts.
- c. Lead collective fundraising opportunities – including federal, corporate, philanthropic – to fund ESOs and others who can help entrepreneurs.

D. *Expansion of State Government Contracts*

- a. Encourage 5 percent of the total number of state contracts to be awarded to businesses that have been in operation for not more than 5 years and whose principal place of business is in your state.

Potential Job Description Framework (For Example: Two FTEs)

Lead FTE:

- Serve as the leader and official liaison of the Office of Entrepreneurship.
- Work to identify and address issues faced by entrepreneurs.

- Work with Lead FTE to put together the State of your State Entrepreneurship Report.
- Assist Lead FTE with collateral or research information for interactions with entrepreneurs, ecosystem leaders, stakeholders, and policymakers.
- Develop Entrepreneur Impact Statement after each legislative session.
- Analyze the economic impact of entrepreneurship in your state and identify areas for growth and development.

Please note the potential upside of expanding to three full time FTE's if able

- A Director, Strategic Managerial Role (Lead FTE)
- A Data Collection / Metrics, Reporting Role (Coordinator FTE)
- A Community Involvement / Engagement, Builder Role (Outreach FTE)