



Hillman Entrepreneurs Program

Entrepreneurial Community Leaders through Scholarships and Education



A Unique Partnership to Create Entrepreneurial Leaders

The University of Maryland has forged a unique partnership with Prince George's Community College and the David H. and Suzanne D. Hillman Family Foundation to create an innovative educational program for entrepreneurially minded

students. The Hillman Entrepreneurs Program helps students with an entrepreneurial drive earn a four-year college degree while becoming prepared to start a business or become leaders in their communities.

The Hillman Entrepreneurs Program offers a rich social and educational experience designed to help each student realize her/his entrepreneurial and leadership potential. Spanning both institutions, the program features a series of entrepreneurship and leadership courses, intense mentoring from full-time directors, networking opportunities, and community-building activities. The University of Maryland-based Hillman Student Entrepreneurs Center gives Hillman Entrepreneurs their own professional and academic workspace, replete with a seminar room, modern computing facility, lounge area with kitchen amenities and a special "Idea Room" where they can brainstorm and hatch ideas in a trusted environment.



"To me, an entrepreneur is a person who thinks out-of-the-box, questions the status quo, and tries to find new and better ways to do things."

— DAVID HILLMAN,
CHAIRMAN AND CEO,
SOUTHERN MANAGEMENT CORP.

PROGRAM FOUNDED:

- 2006

STUDENTS IN THE PROGRAM:

- 80-100 combined from both institutions





“Through the Hillman Entrepreneurs Program I have access to all the resources I need to be successful. It is now my choice whether or not I will use this opportunity wisely or not.”

— HILLMAN STUDENT

Who Are Hillman Entrepreneurs?

Hillman students span a variety of majors, including engineering, information systems, business, psychology, biology, education, American studies and economics. Some are traditional, college-aged students, while many are non-traditional and have had careers, families and broad life experiences before joining the program. Most are working while going to school and juggle many obligations. All Hillman Entrepreneurs know that gaining a college education will help them build a better future and they are hungry to attain the skills that will prepare them for success.

Determination, Motivation and Ethical Leadership

Hillman Entrepreneurs are selected based upon their entrepreneurial potential, as demonstrated by their determination, motivation, creativity, persistence, real-life experiences, and ethical leadership. Emphasis is placed on students who show determination and potential in their academic programs, rather than exclusively using metrics such as GPAs and SAT scores.

David Hillman: Try, Learn, Set Goals

As founder of Southern Management Corporation, David Hillman believes in education [SMC has an in-house university], the importance of trying, and setting goals. “I always say ‘if you try, you can’t fail.’ You don’t learn much by doing things right, you learn by mistakes. We want to give people confidence to fail, to try, to walk different

than anybody else. People will be successful if they set high goals and aim to achieve them. It will make the world a better place.”



STUDENTS AT PGCC RECEIVE:

- Scholarships covering full tuition, including fees and books
- Entrepreneurship and leadership courses
- On-site, one-on-one mentoring

STUDENTS TRANSFERRING TO UM RECEIVE:

- \$1,000 merit scholarship and funding for up to two-thirds the cost of tuition
- Access to the Hillman Student Entrepreneurs Center, a professional and academic workspace, replete with a seminar room, modern computing facility, lounge area with kitchen amenities and a special “Idea Room” where they can brainstorm and hatch ideas in a trusted environment
- Entrepreneurship and leadership courses
- On-site, one-on-one mentoring
- Access to Mtech’s entrepreneurship initiatives, including the UM \$50K Business Plan Competition, UM Technology Startup Boot Camp, and VentureAccelerator Program

FUNDING AVAILABLE FOR HILLMAN ENTREPRENEURS

- Impact Pre-Seed Fund: \$500 to \$5,000 grants for business plans that have a positive impact on society
- UM \$50k Business Plan Competition: offers a share of \$50k in cash prizes for the best business plans for new, technology-based companies

EARLY SUCCESSES

- Two Hillman teams, comprising the entire class, placed first and third in the 2008 UM \$50K Business Plan Competition.
- A Hillman team was runner-up in the MIT 2008 Mid-Atlantic Business Plan Competition.