Mission Statement

Small Business Institute
California State University
Channel Islands

Provide experiential learning opportunities for students
through entrepreneurial field-case consulting and increase local
communities' recognition of CSUCI's commitment to harbor,
foster and enhance the business fabric and economy of our service
area.

Small Business Institute
California State University, Channel Islands

OBJECTIVES
Short-term

Gain approval of Small Business Institute by the university and attract partial outside funding subsidy,

Apply and secure membership in the Small Business Institute Director' Association,

Recruit and establish credible SBI Advisory Board,

Develop coordinated consulting and teaching curriculum between SBI and Business and Economic Department faculty and administration,

Formally launch the SBI program into the community and university networks,

Develop first team of student consultants in the Spring 2004 semester

Long-term

Complete and assess first student consulting assignments in coordination with capstone business courses and SBI Program,

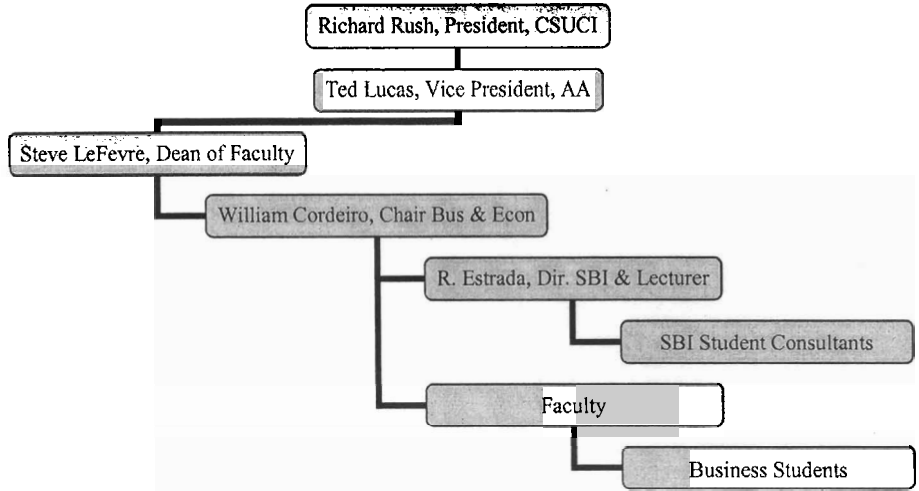Establish annual University small business expo,

Develop and obtain SBI financial program sponsors,

Establish referral system for securing small business client cases,

Develop annual small business awards program acknowledging outstanding case studies and successful client relationships,

Establish annual business scholarship award for outstanding business major student at CSUCI,

Design, Develop and establish a micro-loan program to be administered by the SBI Director in conjunction with a participating program bank.

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│ Richard Rush, President, CSUCI   │
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    │ Ted Lucas, Vice President, AA │
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│ Steve LeFevre, Dean of Faculty  │
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    │ William Cordeiro, Chair Bus & Econ │
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         │ R. Estrada, Dir. SBI & Lecturer │
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              │ SBI Student Consultants  │
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         │   Faculty    │
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              │ Business Students  │
              └────────────────────┘
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California State University, Channel Islands Small Business Institute (SBI)
Financing Requirements

It is anticipated that the SBI will help to develop part of its own operating expense budget. Currently, the university supports the SBI (in organization) by allocating 50% of Rudolph Estrada's time between teaching and developing and operating the Small Business Institute.

At the present time, Rudolph Estrada is working to develop outside financial sponsorship for the SBI. In an ideal setting, funds raised from outside independent program sponsors should approach the full subsidy that the university is currently allocating for the operation of the SBI.

There are currently two financial sponsors in play that could result in raising operating capital for at least two years. Expenses beyond the 50% allocation that are foreseen and that are characteristic of operating an SBI include but are not limited to travel to attend SBI conferences, planned small business conferences, and/or community business expos and/or any administrative support that may be needed in the future as the program may be expanded. We also plan to create an annual SBI scholarship, to be awarded to a student who has demonstrated outstanding achievement in the field of entrepreneurship.

I (Rudolph Estrada) personally feel that, as we witness an economic recovery in our local economy, SBI fund raising will become commensurately more successful and will result in less reliance on the University budget.

CALIFORNIA STATE UNIVERSITY CHANNEL ISLANDS

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Office of the President

MEMORANDUM

DATE: July 28, 2003

TO: Theodore D. Lucas
               Interim Vice President for Academic Affairs

FROM: Richard R. Rush
               President

SUBJECT: Establishment of the Small Business Institute

Upon your recommendation and the recommendation of the Faculty Senate, I am pleased to authorize the establishment of the Small Business Institute, our first academic center. Please convey my gratitude to Dr. William Cordeiro, Mr. Rudy Estrada, and the faculty for their hard work in making the Small Business Institute possible.