

Memorandum of Understanding (MOU)

Between: **Howard Community College (HCC)**

3/28/2011

And: **Developmental Resources, LLC a Maryland Corporation (DRI)**

This MOU documents the understanding and commitment of the above stated parties to collaborate in fulfillment of the Partnerships for Entrepreneurship and Economic Revitalization (PEER) proposal, submitted to the Department of Labor solicitation # SGA-DFA-PY-10-03, The Trade Adjustment Assistance Community College Career Training Grants Program.

DRI is the sole owner of the Systematic Entrepreneurship™ business growth coaching model that won the international award for programmatic innovation in 2006 from the National Business Incubation Association (NBIA), <http://www.nbia.org/>. As described in the grant proposal, DRI will be providing to the PEER colleges an unlimited free license to utilize the Systematic Entrepreneurship™ program and materials in any of its coaching, instructional or online programs, and to make all of the intellectual property contained therein public domain.

DRI and HCC will further collaborate on developing training materials on Systematic Entrepreneurship™ for the business coaches who will be providing entrepreneurship coaching to students at the PEER colleges initially and eventually to community college entrepreneurship students nationwide.

Victor Hess, a successful serial entrepreneur, is the President of Development Resources, Inc. and was previously the Executive Vice President of the Howard County Economic Development Authority overseeing The Center for Business & Technology Development. The Center is comprised of the Neotech Incubator, The Howard Tech Council and the Business Resource Center, in operation since 1999. Mr. Hess is the former Entrepreneur at Residence at the Emerging Technology Center, Baltimore's premier business incubator and is now Entrepreneur in Residence at the Advantage Cyber Security Incubator @BWtech affiliated with the University of Baltimore. Mr. Hess is further committed to referring students to HCC's entrepreneurship program, speaking at graduation ceremonies and participating in the Howard Innovates! Collective.

The purpose of this MOU is to express a commitment to support HCC's strategy to spur job growth in our region through entrepreneurial activity within businesses of all sizes. Upon receiving the grant, the abovementioned parties agree to negotiate in good faith to develop an agreement on the details of how these mutual goals will be accomplished.

Development Resources, LLC.

Howard Community College

By: H.V. Hess

By: Sharon Schmickley

Name: Victor Hess

Name: Sharon Schmickley

Title: President

Title: Chairperson, Business & Computer Division

Date: APRIL 4, 2011

Date: April 5, 2011