

**UCEDD Directors Meeting  
Roundtable Discussions  
December 4, 2016**

**Topic:** Creating an Entrepreneurial Culture

**Facilitator:** Bill Kiernan

**Discussion notes:**

- Writing a grant isn't entrepreneurial – that's responding to another's idea
- Be able to wear the disability "hat" when needed and broader inclusion "hat" when necessary
- ID the principles that make your organization unique
  - Research-focused
  - Universal design
  - Partnerships
  - Understand your market
- Be playful in how you can expand your developments to the next stage, toward a sellable product
- The field tends to move quickly to the next grant, rather than find ways to expand on sellable products
- Finding ways to take materials/developments to address wider audiences
- Balancing the give-away of free stuff vs. charging to ensure sustainability (these changes come slowly)
- If at a state agency (public university), you may be able to make bid-free contracts. Be crafty and figure out
- Allow space for your staff to get creative
- Find ways to exploit the university systems to drive it (i.e., indirect recovery, infrastructure)