



# SPRINGBOARD

2017-18 COMPETITION PACKET

**\$300,000**  
IN AVAILABLE FUNDING



ABILENE CHRISTIAN  
UNIVERSITY



GRIGGS CENTER  
FOR ENTREPRENEURSHIP & PHILANTHROPY

# CONTENTS

Competition Overview .....	4
Which Community Track is Right for Your Team? .....	5
Track #1: BE in Abilene .....	6
Track #2: New Ideas .....	9
Track #3: Small Business .....	12
Track #4: ACU Campus .....	14
Track #5: High School .....	15
Notices & Acknowledgements .....	17

# COMPETITION OVERVIEW

## Background

Springboard began 10 years ago as a competition to encourage and support entrepreneurship at Abilene Christian University, in the city of Abilene, and across the Big Country. Over the past decade, Springboard has awarded over \$500,000 to aspiring entrepreneurs across the region and served as a platform to connect, train, encourage and highlight our region's startups. ACU's Springboard is organized by the Griggs Center for Entrepreneurship and Philanthropy and made possible each year by a number of local organizations and businesses that sponsor the program.

## 2017-18 Competition Overview

The 2017-18 Springboard competition will award up to \$300,000 in funding across five different competition tracks:

- **BE in Abilene** (\$250,000) – A new opportunity provided by the Development Corporation of Abilene that will allow young companies with attractive growth potential to secure significant funding towards launching and/or growing their company in Abilene.
- **New Ideas** (\$20,000) – Similar to the original Springboard competition, this track promotes and rewards aspiring entrepreneurs with an early stage concept that demonstrates high potential.
- **Small Business** (\$10,000) – A new opportunity for businesses focused on serving their local community here in the Big Country.
- **ACU Campus** (\$10,000) – Undergraduate students at ACU will compete for seed funding while taking a class focused on searching for and developing a business model for their startup.
- **High School** (\$10,000) – Juniors and seniors in high school from across the region will compete for scholarship funds by planning (and hopefully launching) a new business during the school year.

Each of these tracks targets different types of startups and has different eligibility criteria, deadlines, etc. This information packet includes details to help aspiring entrepreneurs select the track most appropriate for their venture and understand the requirements for it.

## Contact Us

If you have any questions about this year's Springboard competition, including the information in this packet, please contact us at [springboard@acu.edu](mailto:springboard@acu.edu).

# WHICH COMMUNITY TRACK IS RIGHT FOR YOUR TEAM?

Entrepreneurs in the Big Country have a choice of three different tracks. The following chart summarizes the differences between each track to help teams understand which one is the best fit for their company. More detailed information about each track is included after this summary. Teams should review all of the information provided about any track in which they are considering.

	<b>BE IN ABILENE</b>	<b>NEW IDEAS</b>	<b>SMALL BUSINESS</b>
<b>Total Available Funding</b>	\$250,000	\$20,000	\$10,000
<b>Number of Winning Teams</b>	3-5	3	1
<b>Individual Team Awards</b>	\$25,000-\$100,000	\$15,000 (1st) \$2,500 (2nd and 3rd)	\$10,000 (1st)
<b>Location of Company</b>	Anywhere in U.S. (must relocate to Abilene for funding)	Big Country	Big Country
<b>Age of Company</b>	5 years or less	1 year or less	3 years or less
<b>Geographic Focus</b>	Projected that more than 51% of revenue comes from outside of Abilene within 3 years	Projected that concept will scale beyond Big Country	Business focused on local community in Big Country
<b>NAICS Codes</b>	Only certain types of NAICS codes allowed	N/A	N/A
<b>Phase 1 Requirement(s)</b>	Online application and Elevator Pitch video	Live Elevator Pitch to judging panel	Online application and optional Elevator Pitch video
<b>Phase 1 Schedule</b>	Sept. 12 – Application opens Oct. 31 – Application due	Various events in January 2018	Jan. 15 – Application opens March 1 – Application due
<b>Phase 2 Requirement(s)</b>	Business plan, demo day and live presentation to judges	Live presentation to judges	Live presentation to judges
<b>Phase 2 Schedule</b>	April 1 – Business plan due April 15 – Demo day May 1 – Presentation	April 23 – Presentation	April 19 – Presentation

# BE IN ABILENE

TRACK NO. 1



## About

The **BE in Abilene** track is a collaborative effort among local partners, led and funded by the Development Corporation of Abilene, to invest in the local entrepreneurship ecosystem as part of the city's economic development strategic plan. The track is targeting young, entrepreneurial companies who will be based in Abilene and have the potential to positively impact the local economy.

## Funding

Teams will compete for a total of up to \$250,000 in seed funding. It is anticipated that three to five teams will receive funding ranging from \$25,000 to \$100,000, depending upon the needs and attractiveness of each opportunity.

## Eligibility

Teams must meet the following criteria in order to compete in the **BE in Abilene** track. Teams that do not meet all of the criteria are encouraged to consider the other two competition tracks available to community entrepreneurs – **New Ideas** and **Small Business**.

### HISTORY OF OPERATIONS

Teams must not have been operating their company prior to Nov. 1, 2012 (i.e., five years from the deadline for the initial application).

### LOCATION

Teams from anywhere in the United States are welcome to apply, as long as the company's headquarters and primary operations are relocated to Abilene, Texas, if they win the competition.

### PROJECTED REVENUE / GEOGRAPHIC MARKETS

Teams must have a company and growth plan that project 51% of revenue will be generated from outside the city of Abilene within three years.

### TYPE OF COMPANY / NAICS CODES

Teams must have a company that qualifies as one of the North American Industry Classification System (NAICS) codes below. A typical qualifying business includes manufacturing and IT ventures. If you are unsure which NAICS code is appropriate for your business, you can find guidance at [naics.com](http://naics.com) and contact our team for assistance at [springboard@acu.edu](mailto:springboard@acu.edu).

- 111 – Crop Production
- 112 – Animal Production
- 113 – Forestry and Logging
- 11411 – Commercial Fishing
- 115 – Support Activities for Agriculture and Forestry
- 211-213 – Mining
- 221 – Utilities
- 311-339 – Manufacturing
- 42 – Wholesale Trade
- 48, 49 – Transportation and Warehousing
- 51 – Information (excluding 51213 and 512132 - movie theaters and drive-in theaters)
- 523-525 – Securities, Commodity Contracts, and Other Financial Investments and Related Activities; Insurance Carriers and Related Activities; Funds, Trusts and Other Financial Vehicles
- 5413, 5415, 5416, 5417, 5419 – Scientific Research and Development Services
- 551 – Management of Companies and Enterprises
- 56142 – Telephone Call Centers
- 922140 – Correctional Institutions; or a job that is included in the NAICS sector number
- 928110 – National Security, for corresponding index entries for Armed Forces, Army, navy, Air Force, Marine Corps, and military base

## Schedule

### PHASE 1

APPLICATION AVAILABLE SEPTEMBER 12 • APPLICATION DUE OCTOBER 31

Teams can enter the competition by completing an online application no later than 11:59 p.m. on Oct. 31, 2017. The online application can be found at [acuspringboard.com](http://acuspringboard.com). The application asks teams to provide information about their company's background, team and business model. The questions are similar to what would be included in an executive summary prepared for investors.

Teams are also required to submit a brief video elevator pitch. The content of the pitch is left to the discretion of the teams. Teams will need to upload their videos to YouTube or Vimeo and then submit a website URL in the online application. Teams should review the privacy settings in the video service they select to ensure the judges are able to view the video and any of the team's privacy concerns are also addressed. Questions related to the video pitch can be sent to [springboard@acu.edu](mailto:springboard@acu.edu).

Teams that advance to the next round of the competition will be announced at a Springboard Luncheon on Thursday, Nov. 16.

### PHASE 2

ORIENTATION MEETING NOVEMBER 17 • FINAL PRESENTATIONS MAY 1

Teams that advance to the second phase of the competition will be required to participate in a more thorough review by the judging panel. This will include the following:

- Providing information in response to a diligence request
- Meeting with the local SBDC office for individualized training
- Answering questions in an initial face-to-face meeting with the judging panel
- Submitting a business plan to the judges by April 1
- Participating in a private demo day for the judges in mid-April
- Making a final presentation, including a specific request of funds, to the entire judging panel on May 1

Teams who advance will be required to attend an orientation meeting in mid-November that will provide more details about these requirements and deliverables. At that meeting, teams will also receive some mandatory training and information on free assistance that will be provided by the Texas Tech Small Business Development Center.

## Judging

A panel of independent judges will review all submissions during Phase I of the competition. The judging process for Phase 2 of the competition will be discussed at the orientation meeting for all teams that advance.

The judging panel's decisions are based on their collective business judgment, but they will provide a numeric score and comments for certain criteria to provide feedback to all teams that enter the competition. **The scores will not be used as a formula to determine which teams advance or win the competition**, although they may influence and/or be consistent with the judges' decisions in selecting a winner. The criteria and some related questions that will be used for feedback purposes are as follows:

- **Quality of Concept**
  - Is there a clear customer need or problem satisfied by this concept?
  - Does the concept present an innovative or original solution?
  - Is there a strong value proposition for customers?
  - Is the concept technically viable?

- **Attractiveness of Business Model**
  - How do you make money? What is your revenue model?
  - What is the cost structure?
  - How scalable is the business model?
- **Market Opportunity**
  - How large is the market and how fast is it growing?
  - Is there a clear market entry strategy?
  - How is your team’s concept positioned against competition in the market?
- **Team**
  - What roles will the current team play?
  - Does the team have the necessary expertise or skills to successfully launch and/or grow the concept?
  - How will gaps in the management team be filled?
- **Impact on Local Economy / Jobs**
  - How much revenue could this concept potentially generate outside of our local area?
  - Does this concept have potential to create local jobs?
- **Investor Interest Level**
  - What level of capital investment is needed?
  - What are the projected financial returns?
  - Are the projected financial returns appropriate given the level of risk involved?
  - How likely would an angel investor be to invest funds in this opportunity?

## **Distribution of Funding**

Funding for the **BE in Abilene** track will be awarded to winning teams through the Development Corporation of Abilene (DCOA). This funding will require winning teams to complete additional paperwork and certify they meet the residency requirement before any funds will be distributed. Teams will also be required to participate in scheduled meetings with the Texas Tech Small Business Development Center, or other partners designated by the DCOA, for up to three years following the distribution of the funds.

# NEW IDEAS

TRACK NO. 2

## About

The **New Ideas** track is targeting aspiring entrepreneurs across the Big Country who are still in the proof of concept stage. This means you may have only recently launched the idea, only have an early prototype, or simply have an idea that you think will work.

## Funding

Teams will compete for \$20,000 in seed funding, with the winning team receiving \$15,000 and the second place team receiving \$5,000.

## Eligibility

Teams must meet the following criteria in order to compete in the **New Ideas** track.

### HISTORY OF OPERATIONS

Teams must not have been operating their company prior to Feb. 1, 2016 (i.e., two years before the elevator pitch events).

### LOCATION

Teams from the following 19 counties in the Big Country are eligible to participate in this track of the Springboard competition:

- Brownwood
- Callahan
- Coleman
- Comanche
- Eastland
- Fisher
- Haskell
- Jones
- Kent
- Knox
- Mitchell
- Nolan
- Runnels
- Scurry
- Shackelford
- Stephens
- Stonewall
- Taylor
- Throckmorton

### TYPE OF COMPANY

All types of ideas are welcome to participate in the **New Ideas** track, but it is designed for ideas that are scalable and have the potential to generate larger returns and business outside of the Big Country. Concepts focused solely on serving our local economy may want to consider if their concept is a better fit for the **Small Business** track of the Springboard competition.

### PRIOR SPRINGBOARD PARTICIPATION

Business concepts awarded funding in previous Springboard competitions may not be resubmitted. However, teams that have competed in prior Springboard competitions but did not win funding are welcome to participate in the **New Ideas** track, as long as they meet all other criteria. This includes teams that applied for the **BE in Abilene** track in Fall 2017 but did not advance past Phase I of that competition track.

Individuals who were part of a team that won a previous Springboard competition are not eligible to participate in the **New Ideas** track.

## Schedule

### PHASE 1

#### ELEVATOR PITCH EVENTS IN JANUARY 2018

Teams can enter the competition by attending one of six elevator pitch events hosted throughout the Big Country. Teams simply need to pitch their concept in two minutes or less and be prepared to answer questions from a live panel of judges. The questions from the judges can include anything related to the business, but generally include questions focused on the market demand for the proposed concept, the financial model of the concept, and the team's plans and ability to take the concept to market.

Each of the elevator pitch events is scheduled to begin at 5:30 p.m. The tentative dates and locations for the six elevator pitch events are as follows:

- **Coleman**  
Thursday, Jan. 18, 2018  
Bill Franklin Center – 13152 St. Hwy. 206, Coleman, Early, Texas 76834
- **Abilene**  
Monday, Jan. 22, 2018 and Tuesday, Jan. 23, 2018  
Abilene Chamber of Commerce – 174 Cypress Street, Suite 200, Abilene, Texas 79601
- **Haskell**  
Thursday, Jan. 25, 2018  
Haskell Chamber of Commerce – 510 South 2nd St., Haskell, Texas 79521
- **Brownwood / Early**  
Monday, Jan. 29, 2018  
Early Chamber of Commerce – 104 E. Industrial Drive, Early, Texas 76802
- **Sweetwater**  
Tuesday, Jan. 30, 2018  
Sweetwater Chamber of Commerce – 810 E. Broadway Ave., Sweetwater, Texas 79556
- **Snyder**  
Thursday, February 1, 2018  
Snyder Chamber of Commerce – 2302 Avenue Road, Snyder, Texas 79549

You can register for the elevator pitch events by sending an email to [springboard@acu.edu](mailto:springboard@acu.edu) or by contacting the Chamber of Commerce in your area.

### PHASE 2

#### TESTING THE CONCEPT AND FINAL PRESENTATIONS ON APRIL 23

Teams that advance to the final phase of the competition are expected to test their concept during the spring through interaction with real customers. This process is intended to help teams incorporate the feedback from customers and improve their concept and business model. Training will be provided to the teams to assist them through this phase of the competition. After completing this process, teams will be required to present their concept again to a live panel of judges. This will include a five-minute presentation and a Q&A session with the judges.

## Judging

A panel of independent judges will review all elevator pitches during Phase 1 of the competition, and select no more than 15 teams to move forward. At least one team will move forward from each of the five pitch events.

The judging panel's decisions are based on their collective business judgment, but they will provide a numeric score and comments for certain criteria to provide feedback to all teams that enter the competition. **The scores will not be used as a formula to determine which teams advance or win the competition**, although they may influence and/or be consistent with the judges' decisions. The criteria and some related questions that will be used for feedback purposes are as follows:

- **Quality of Concept**
  - Is there a clear customer need or problem satisfied by this concept?
  - Does the concept present an innovative or original solution?
  - Is there a strong value proposition for customers?
  - Is the concept technically viable?
- **Attractiveness of Business Model**
  - How do you make money? What is your revenue model?
  - What is the cost structure?
  - How scalable is the business model?
- **Market Opportunity**
  - How large is the market and how fast is it growing?
  - Is there a clear market entry strategy?
  - How is your team's concept positioned against competition in the market?
- **Team**
  - What roles will the current team play?
  - Does the team have the necessary expertise or skills to successfully launch and/or grow the concept?
  - How will gaps in the management team be filled?
- **Investor Interest Level**
  - What level of capital investment is needed?
  - What are the projected financial returns?
  - Are the projected financial returns appropriate given the level of risk involved?
  - How likely would an angel investor be to invest funds in this opportunity?

## Distribution of Funding

Funding for the **New Ideas** track will be awarded and paid to the legal entity where one exists. If no entity exists then the funding will be awarded to individual team members in proportion to the equity percentages listed in the team's registration form submitted during Phase 1 of the competition.

Funding may be subject to taxation and is the sole responsibility of the entity or person to whom the awards are distributed. Each entity or individual will be required to provide a W-9 before receiving any funding. All non-entity payments will be reported on a Form 1099-MISC.

# SMALL BUSINESS

## TRACK NO. 3

### About

The **Small Business** track is targeting aspiring entrepreneurs across the Big Country whose business may not have significant growth potential but still can be a successful business serving the local community. These businesses can range from simply an idea to an early stage company that is already operating.

### Funding

The winning team in this competition track will receive \$10,000 in seed funding.

### Eligibility

Teams must meet the following criteria in order to compete in the **Small Business** track.

#### HISTORY OF OPERATIONS

Teams must not have been operating their company prior to March 1, 2015 (i.e., three years before the application deadline).

#### LOCATION

Teams from the following 19 counties in the Big Country are eligible to participate in this track of the Springboard competition:

- Brownwood
- Callahan
- Coleman
- Comanche
- Eastland
- Fisher
- Haskell
- Jones
- Kent
- Knox
- Mitchell
- Nolan
- Runnels
- Scurry
- Shackelford
- Stephens
- Stonewall
- Taylor
- Throckmorton

#### TYPE OF COMPANY

The **Small Business** track is designed for businesses focused on serving our local communities and don't meet the criteria for the **BE in Abilene** and **New Ideas** tracks.

#### PRIOR SPRINGBOARD PARTICIPATION

Business concepts that have been awarded funding in previous Springboard competitions may not be resubmitted. However, teams that have competed in prior Springboard competitions but did not win funding are welcome to participate in the **Small Business** track, as long as they meet all other criteria. This includes teams that applied for the **BE in Abilene** track in Fall 2017 but did not advance past Phase I of that competition track. Individuals who were part of a team that won a previous Springboard competition are not eligible to participate in the **Small Business** track.

### Schedule

#### PHASE 1

##### ONLINE APPLICATION AND OPTIONAL VIDEO ELEVATOR PITCH

Teams can enter the competition by completing an online application no later than 11:59 p.m. on March 1, 2018. The application asks teams to provide information about their company's product or service, team and business model. The questions are similar to what would be included in an executive summary or abbreviated business plan prepared for investors. While not required, teams also are allowed to submit a brief video elevator pitch about their business. The online application can be found at [acuspringboard.com](http://acuspringboard.com).

**PHASE 2****FINAL PRESENTATIONS ON APRIL 19**

A group of five to seven teams will be selected from the initial applications to present their concept to a live panel of judges. The teams will also be subject to a Q&A session with the judges.

**Judging**

A panel of independent judges will review all applications from Phase 1 of the competition, and select five to seven teams to move forward. The judging panel will then select the winner after the final presentations.

The judging panel's decisions are based on their collective business judgment, but they will provide a numeric score and comments for certain criteria to provide feedback to all teams that enter the competition. **The scores will not be used as a formula to determine which teams advance or win the competition**, although they may influence and/or be consistent with the judges' decisions. The criteria and some related questions that will be used for feedback purposes are as follows:

- **Quality of Concept**
  - Is there a clear customer need or problem satisfied by this concept?
  - Is there a strong value proposition for customers?
- **Attractiveness of Business Model**
  - How do you make money? What is your revenue model?
  - What is the cost structure?
- **Market Opportunity**
  - How many target customers are there in the local market?
  - Is there a clear market entry strategy?
  - How is your team's concept positioned against competition in the market?
- **Team**
  - What roles will the current team play?
  - Does the team have the necessary expertise or skills to successfully launch and/or manage the concept?
  - How will gaps in the team be filled?
- **Investor Interest Level**
  - What level of capital investment is needed?
  - What are the projected financial returns?
  - Are the projected financial returns appropriate given the level of risk involved?

**Distribution of Funding**

Funding for the **Small Business** track will be awarded and paid to the legal entity where one exists. If no entity exists then the funding will be awarded to individual team members in proportion to the equity percentages listed in the team's registration form submitted during Phase 1 of the competition.

Funding may be subject to taxation and is the sole responsibility of the entity or person to whom the awards are distributed. Each entity or individual will be required to provide a W-9 before receiving any funding. All non-entity payments will be reported on a Form 1099-MISC.

# ACU CAMPUS

## TRACK NO. 4

The ACU Campus track is for aspiring entrepreneurs who are undergraduate students at ACU. Students participate in a program throughout the school year in an attempt to find an attractive business model for their concept. Teams participate in an elevator pitch competition in the fall semester and compete for \$10,000 in seed funding through a 3-credit course in the spring semester.

Students interested in competing in the ACU Campus track should contact [springboard@acu.edu](mailto:springboard@acu.edu) or visit the Griggs Center on ACU's campus for more information about eligibility, registration deadlines, and the judging process.

# HIGH SCHOOL

TRACK NO. 5



## Funding

Teams will compete for \$10,000 in scholarships, provided by Junior Achievement of Abilene. These scholarship funds will be split equally among team members and may be used towards any college or university in the United States that a student chooses to attend.

All students who participate through the end of the competition will also be eligible for additional scholarships awarded by Junior Achievement for high-performing graduating seniors who complete at least one of their educational programs.

## Teams

All high schools in the Big Country will be invited to enter one to two teams depending upon enrollment and student demand. Each team should include four students, who must be juniors and/or seniors. Each school will be allowed to set its own criteria for selecting individual students to participate but it is expected that each student have demonstrated a general interest in entrepreneurship, above average academic ability, and a willingness to commit to the team through the end of the competition.

## Do We Need A Business Idea?

Individual students and teams do NOT need to have an idea in order to participate in the program. The first session of the program will be focused on helping teams develop business ideas.

## Team Sessions / Schedule

The Griggs Center team and student leaders from ACU CEO (an award-winning student group focused on entrepreneurship) will work alongside the high school teams as they complete Junior Achievement's Company Program as part of the competition. This program is designed to help take the teams through the various stages of creating a new venture.

The competition will kick-off towards the end of the fall to begin brainstorming business ideas. Teams will come back after the holidays and have five sessions throughout the spring semester focused on developing their ideas and preparing for a final presentation May 10, 2018.

All sessions will be hosted on Sunday afternoons to avoid conflicts with extracurricular activities during the school week. Exact times and locations will be confirmed at a later date but the tentative schedule is as follows:

### KICK-OFF MEETING • DECEMBER 3

This session will introduce teams to the competition while helping them develop potential business ideas. Teams will leave for the holidays with ideas to consider before the next stage of the competition.

### TEAM SESSION 2 • JANUARY 14

This session will require teams to finalize their concept and develop a plan to test their concept over the coming months, including developing a prototype, interacting with actual customers, etc.

### TEAM SESSION 3 • FEBRUARY 11

Teams will pitch their concept to a panel of investors seeking feedback and seed funding. Once the funding is approved, teams will work with ACU CEO student leaders to begin deploying the capital as they purchase materials, advertise their product / service, etc.

**TEAM SESSION 4 • MARCH 4**

This session will focus on each team's sales and marketing efforts and developing a plan to scale the concept to a larger market.

**TEAM SESSION 5 • APRIL 8**

Teams will focus on taking their work to date and incorporating it into a financial model and other topics required for the final presentation.

**TEAM SESSION 6 • MAY 6**

This session will focus on the final presentations, including the teams submitting an executive summary for judges to review in advance of the presentations.

**FINAL PRESENTATION • MAY 10**

Teams will present to a panel of judges. Each judge will receive a written executive summary from teams prior to the final pitch. The winning team will be announced later in May.

## **Judging**

A panel of independent judges will review the final presentations from all of the high school teams. A scoring sheet that will be used by the judging panel to select the winning team will be shared with all teams during the first team session.

## **Distribution of Funding**

Scholarships will be distributed in accordance with the scholarship policy and practices of Junior Achievement of Abilene. Students who win the competition as juniors will receive their scholarship after they graduate from high school.

# NOTICES AND ACKNOWLEDGMENTS

## Selection of Judges

The judging panels for the three community tracks and high school track will consist of volunteers who are experienced entrepreneurs, investors and professionals from our local community. Judges are not allowed to have any vested interest, equity stake, or other financial stake in any of the teams in the competition track they will evaluate. Any judge who stands to gain financially or otherwise from the success of any team is strictly prohibited. Any such associations will result in the disqualification of the team and/or removal of that individual from his or her role as a judge with the competition.

## Confidentiality and Intellectual Property

All submitted information is deemed the property of the participating teams and licensors that it has. All of our judges are entrepreneurs, investors, and working professionals who routinely evaluate new business ideas and protect the property of others in the process. However, they do not sign any non-disclosure agreements to participate in this competition. Teams are strongly encouraged NOT to provide any specifics or details that are considered to be intellectual property or the key to intellectual property.

## Determining Eligibility

Please note that the team managing each competition track has full and sole discretion in determining whether teams meet the eligibility requirements for the respective competition tracks described in this document, and reserves the right to exclude and/or disqualify any teams that violate these requirements and/or the spirit of the competition. Disqualified teams shall forfeit any and all funding awarded to them.

## Excluded Businesses

Teams promoting illegal, illicit, unethical or other types of activities which may be considered unworthy of association with Abilene Christian University, sponsors and other partners in a respective competition track may be excluded and/or disqualified.

## Waiver

By registering for one or more of the five tracks for the 2017-18 Springboard competition, all participating teams, including but not limited to a team's founders, investors, employees, agents and representatives, agree to indemnify, defend and hold harmless Abilene Christian University, its Board of Trustees, employees, agents, and representatives, as well as all competition sponsors, partners and judges, from and against any and all liability, claims, demands, suits, costs and charges arising from or in any manner connected to their participation in the 2017-18 Springboard competition.



# GRIGGS CENTER

FOR ENTREPRENEURSHIP & PHILANTHROPY

325-674-2650

[springboard@acu.edu](mailto:springboard@acu.edu)

[acuspringboard.com](http://acuspringboard.com)



ACUSpringboard