Monday, February 6, 2017

Andrew Hargadon, UC Davis Institute for Innovation and Entrepreneurship

Professor Andrew Hargadon has written extensively on knowledge and technology brokering and the role of learning and knowledge management in innovation. He has published numerous articles and chapters in leading scholarly and applied publications.

Hargadon is at the forefront of teaching, research and practice in cross-disciplinary entrepreneurship, and is founding director of two key centers at UC Davis—the Mike and Renee Child Institute for Innovation and Entrepreneurship and the Energy Efficiency Center. These centers are dedicated to promoting entrepreneurship and innovation through educational programs bridging science, engineering and business. They provide a successful framework for university scientists and engineers to move their ideas out of the lab and into the world.

Hargadon received the 2009 Olympus Emerging Educational Leader Award in recognition for his strong entrepreneurship curriculum and success with the two centers. He received his doctoral degree from the Management Science and Engineering Department in Stanford University’s School of Engineering, where he was named Boeing Fellow and Sloan Foundation Future Professor of Manufacturing. He received his bachelor’s and master’s degrees from Stanford University’s Product Design Program in the Mechanical Engineering Department.

Prior to his academic appointment, Hargadon worked as a product designer at Apple Computer and taught in the Product Design program at Stanford University.


Cleveland Justis, UC Davis Institute for Innovation and Entrepreneurship

Cleveland Justis brings more than 20 years of experience building successful private companies and nonprofits to his role as executive director of the Child Family Institute for Innovation and Entrepreneurship. He leads the institute’s strategic direction, program development, fundraising and relations with relevant academic programs at UC Davis as well as its growing network of partners, donors and sponsors across universities, corporations, investors, entrepreneurs, foundations, and state and federal policy makers.

Justis has worked and consulted widely throughout numerous businesses, nonprofits and governmental organizations, including the Potrero Group, the
Environmental Protection Agency, the Los Angeles Department of Water and Power, National Park Service and many leading corporations.

He is the co-founder and former director of the Institute at the Golden Gate, and previously served as executive director of the Headlands Institute in Sausalito, Calif. He is the board chair of the Marin Community Foundation, and formerly served on the board of directors of Net Impact, a 15,000-member international network that employs business to generate social change, and as a commissioner of the Marin County Parks and Open Space Commission. In 2010 Justis received the Distinguished Service Award from the UC Davis Graduate School of Management Alumni Association.

He received his MBA from the Graduate School of Management in 2005, and is pursuing his Ph.D. at UC Davis.

Scott Pink, DLA Piper
Intellectual Property
1:00-2:00 p.m.

Scott Pink advises technology, media, entertainment and a variety of consumer product and franchise companies on intellectual property protection and litigation, advertising and promotional issues, gift cards, sweepstakes, contests and loyalty programs, trademark and copyright protection, commercial and technology transactions, e-commerce, social media and Internet law, and privacy and security issues.

Scott serves as the lead outside advertising and marketing counsel to several well-known brands. Scott is currently the Pro Bono Coordinator for the firm’s Sacramento office.

Poornima Parameswaran, Trace Genomics, Inc.
Guest Entrepreneur
2:00-3:00 p.m.

Prior to co-founding Trace Genomics, Dr. Poornima Parameswaran completed her BS in Molecular Biology at UT Austin, a PhD in Microbiology & Immunology (Stanford) with Nobel laureate Dr. Andrew Fire, and her postdoctoral fellowship with MacArthur Fellow Dr. Eva Harris at UC Berkeley’s School of Public Health, where she also worked with the Ministry of Health in Nicaragua. She has been an author on ten publications (371 citations), where she used NGS technologies in novel ways to address fundamental questions in pathogen-host interactions. She is the recipient of a Career Development Award from the National Institute of Allergy and Infectious Diseases, the Sidney Raffel award for Outstanding Achievement in Graduate Studies, and the Gabilan Stanford Graduate Fellowship.
Tom Tomich, UC Davis Agricultural Sustainability Institute
Guest Speaker
3:15-4:15 p.m.

Professor Tom Tomich is founding director of the Agricultural Sustainability Institute and inaugural holder of the WK Kellogg Endowed Chair in Sustainable Food Systems at UC Davis, where he teaches in the new Sustainable Agriculture and Food Systems major. He also directs the UC statewide Sustainable Agriculture Research and Education Program (SAREP). His research spans agriculture and farming systems, economic development, food policy, and natural resource management, including publications on Transforming Agrarian Economies: Opportunities Seized, Opportunities Missed (1995); Environmental Services and Land Use Change: Bridging the Gap between Policy and Research in Southeast Asia (2004); and Ecosystems and Human Wellbeing: A Manual for Assessment Practitioners (2010). His latest co-authored book, Is Nitrogen the Next Carbon?: Insights from the California Nitrogen Assessment, is forthcoming in 2016.

Ian Kennedy, SonanuTech
Panel Discussion: Bridging the Gap – From Academia to Startup and Industry
5:00-6:00 p.m.

SonanuTech is a Davis company housed in a well-equipped laboratory on Peña Drive. It was formed by Prof. Kennedy and Dr. Sudhee from UC Davis. The company has over $1.5 million of funding through SBIR grants from the federal government. Its initial target customer is in the cheese industry that has an ongoing and significant problem with infections by bacteriophages, viruses that are common in the environment, that can attack the bacterial culture that is used to ferment milk. Currently, the industry requires a day or two to analyze and determine the extent of an infection. SonanuTech can offer a product that will analyze and detect an infectious virus within a matter of minutes or hours. The company is developing a prototype that will be delivered to customers in early 2017 for evaluation. The company is also in discussions with a multimillion dollar company in the Netherlands that provides the bacterial cultures for fermentation. This company has a pressing need for a technology that can screen their commercial cultures for potential infection by viruses. SonanuTech is looking for potential investment from this multinational company to fund further development of the technology. Related technologies under development, with protection through intellectual property filings, can assist the food industry to protect against food borne pathogens with a quick and sensitive assay. Ultimately, the technology can be applied to human pathogens, in particular antibiotic-resistant bacteria, with application to hospitals and in-clinic assays.
Rita Mumm, UC Davis Plant Breeding Academy
Panel Discussion: Bridging the Gap – From Academia to Startup and Industry
5:00-6:00 p.m.

Rita Mumm has had an extensive career in crop improvement which spans industrial seed product development, academic research, and plant breeding education. Drawn to agriculture through organic vegetable production for her family, she is a diligent advocate for global food and nutritional security. Mumm was a pioneer in developing some of the first biotechnological seed solutions in crops with DEKALB Genetics Corp, and in establishing a high-throughput molecular marker system to implement genomic information in seed product development; she is a named inventor on four U.S. patents. She joined the faculty at the University of Illinois to establish and direct the Illinois Plant Breeding Center, now one of the most preeminent educational centers for crop genetic improvement in the USA at the graduate level. She led the National Association of Plant Breeders (USA) in its fledgling years. She currently serves as Education and Training Lead for the USAID Soybean Innovation Laboratory and as a Trustee Board Member for CIMMYT. Additionally, Mumm is Principal at GeneMax Services, a consulting firm to the seed industry. She directs the African Plant Breeding Academy, a continuing education program for African plant breeders established as an initiative of the African Orphan Crop Consortium.

Jeremy Warren, Astrona Biotechnologies
Panel Discussion: Bridging the Gap – From Academia to Startup and Industry
5:00-6:00 p.m.

Jeremy Warren is the CEO of Astrona Biotechnologies. He received his PhD in Plant Pathology from UC Davis and has over 15 years of experience in molecular biology-based solutions for microbial disease problems.

Astrona Biotechnologies is prototyping an easy-to-use, hand-held pathogen detection device intended for deployment as a food safety detector. The determination of pathogen presence can be obtained in under 1 hour, allowing companies to screen their products for safety before shipping. Our device uses our proprietary technology, developed by our founders at UC Davis, to detect the RNA of the pathogens allowing for the detection of bacteria, viruses and fungi without the need for a culturing step. This is much faster than current methods which require either in-house labs or third party service contracts and can take days to receive results.
KEYNOTE SPEAKER: Noah Alper, Founder, Noah’s Bagels
Business Mensch: Ethical Leadership
7:00-8:00 p.m.
Noah Alper is a consultant specializing in entrepreneurial strategy, and the author of Business Mensch-Timeless Wisdom for Today’s Entrepreneur. His experience includes concept creation, marketing, retailing, food service and sales management.

A serial entrepreneur, Alper is the founder of six ventures, including two mega-successful food businesses—the West Coast Noah’s New York Bagels chain and Bread & Circus, once the Northeast’s largest natural foods chain and now part of Whole Foods Market. Six and a half years after founding Noah’s New York Bagels, he sold the business for $100 million. At that time, it was the largest kosher retailer in the United States.

Alper has been a guest speaker at the E2 Detroit Entrepreneur’s Conference, the “EO” Entrepreneur Organization, Google, the League of Women Voters and many national and local business and community groups. He has been a guest lecturer at the Haas School of Business at the University of California, Berkeley, the Kellogg School of Management at Northwestern University, the University of Wisconsin School of Business and he is a student advisor at the Graduate School of Business at Stanford University.

He graduated from the University of Wisconsin with a BA in Economics, and grew up in Brookline, Massachusetts. He currently lives in Berkeley, California.

Tuesday, February 7, 2017

Ashish Malik, Bee Vectoring Technologies International
Market Validation: From Lab to Market
9:15-10:15 a.m.

Ashish Malik is Chief Executive Officer (CEO) of BVT. He was previously the VP of Global Marketing for Biologics at Bayer CropScience. He was responsible for managing the portfolio of biological assets for the company and advancing the strategy to develop integrated crop solutions that include biological products together with traditional chemical products, seeds, traits, seed treatments and services. Malik joined Bayer CropScience through the company’s acquisition of AgraQuest in 2012.

At AgraQuest, Malik was Senior Vice President of Global Marketing and a member of the company’s Executive Team. Other previous roles have included Head of Commercial Operations for the Home Care Division at Syngenta, Business Unit Director at Imerys and Marketing Manager at BFGoodrich. Malik serves on the Board of the Biopesticides Industry Alliance, holds an MBA with concentrations in Finance and Marketing from Carnegie Mellon University – Tepper School of Business and a bachelor’s degree in Engineering from Swarthmore College.
Scott Lenet, Touchdown Ventures / DFJ Frontier
Market Validation: Making the Customer Call
10:30-12:00 a.m.

Scott Lenet is a founder and Managing Partner of Frontier. Based in Los Angeles, he leads fund operations, fundraising and portfolio management for Frontier. In addition to serving as a Director for Frontier portfolio companies, Lenet is the President of Touchdown Ventures and an adjunct professor at the Marshall School of University of Southern California, where he teaches entrepreneurship and venture capital. Lenet began his venture capital career in 1992 with Geocapital Partners and has helped multiple entrepreneurs to successful exits via M&A and IPO. He also was founder and CEO of SmartFrog.com, the first cash-back rewards program for online shopping, acquired by CyberGold. He received his MBA in Entrepreneurial Management from The Wharton School at the University of Pennsylvania and an AB in Comparative Literature from Princeton University.

Cristina Davis, UC Davis School of Engineering
Technology Validation
1:00-2:00 p.m.

Dr. Cristina Davis is currently a Professor in the Department of Mechanical and Aerospace Engineering at the University of California, Davis. Her main research interests are in chemical and biological sensing applications, use of technology to speed biomarker discovery, novel bioMEMS devices, and bioinformatics interpretation of sensor output.

Dan Masters, AGR Partners
Guest Speaker
3:15-4:15 p.m.

Dan Masters has been with AGR Partners since its inception and focuses on the management of new investment opportunities. He also serves on the Board of four of AGR’s portfolio companies, SEMO Milling, a dry corn mill in Missouri producing ingredients for Fortune 500 food companies, 3D Corporate Solutions, a poultry rendering and pet food ingredients business based in Missouri, Tru-Test Group a global dairy and livestock equipment manufacturer, based in Auckland New Zealand and Almark Foods, a cooked egg producer based in Georgia. Prior to joining AGR, Masters was Investment Manager for a $250 million captive private equity fund within National Australia Bank (NAB) focused on investing equity and hybrid equity instruments in private Australian businesses. Prior to NAB, he was a Senior Associate at Hastings Funds Management, a $200 million captive private equity fund investing growth capital in Australian mid-market businesses. Masters began his career at Westpac Institutional Bank in the leverage and syndications team, providing senior debt to private equity transactions in Australia and New Zealand. Masters received a Bachelor of Commerce from Adelaide University. He was raised on a family farm outside Adelaide, Australia and currently lives in Davis, California with his wife.
Wednesday, February 8, 2017

Pam Marrone, Marrone Bio Innovations
Guest Entrepreneur
1:00-2:00 p.m.

Dr. Pam Marrone is currently CEO/Founder of Marrone Bio Innovations (MBI), a company she started in 2006 to discover and develop bio-based products for pest management and plant health. On August 2, 2013, MBI listed its stock as MBII on NASDAQ. The company’s award winning products, Regalia® Biofungicide, Grandevo® Bioinsecticide, Venerate® Bioinsecticide and Majestene® Biofumigant are used in fruit, nut, vegetable and row crop markets. MBI also is marketing Zequanox® for invasive zebra and quagga mussels. MBI has several more products (bioherbicides, another biofungicide and a biofumigant) in the pipeline. In October 2014, Marrone was awarded Agrow’s “Best Manager with Strategic Vision” for her career-long leadership in biopesticides. Marrone received the NRDC’s Growing Green Award in “Business Leader” category, to recognize new pioneers in sustainable farming and food. The company received the Governor’s Environmental and Economic Leadership Award and a California Department of Pesticide Regulation IPM Innovator award. Marrone founded Agravaquest in 1995 and served as its CEO, Chairman and President until March 2006. Agravaquest commercialized several biopesticide products that became the biological standards for their categories.

Hank Giclas, Western Growers Association
Ag Resources Panel
2:45-3:30 p.m.

Henry L. (Hank) Giclas has worked for Western Growers since 1990. He began his career in the Phoenix office as the Director of Public Affairs where he was responsible for implementing Western Growers’ government affairs and public relations agendas in Arizona.

Hank serves on many industry advisory boards and technical committees including for the Center for Produce Safety, Western Institute for Food Safety and Security, Coalition for Urban and Rural Environmental Stewardship and the Specialty Crop Committee serving the National Agricultural Research Education, Extension and Economics Advisory Board.

Giclas received his B.S. from the University of Arizona in Agricultural Education and was a vocational agriculture instructor before coming to Western Growers.
Manuel Gonzalez, Rabobank
Ag Resources Panel
2:45-3:30 p.m.
Manuel Gonzalez is the North America Head of Start-Up Innovation at Rabobank. Formerly, he was Managing Director of the Rabobank North America Wholesale San Francisco office, and Head of the Western Region Corporate Clients for Rabobank North America Wholesale, prior to which he was the Country Head of Rabobank Mexico for four years. In 2015, Manuel created FoodBytes!, underscoring Rabobank’s mission of banking for food, which continues to search for new ways to increase impact in the Food and Agri innovation space.

Manuel joined Rabobank in 1996 as a project manager in the Project Finance business in Mexico. In 2003, he was named Head of Credit and a year later became the Head of Credit and Legal. Prior to Rabobank, Manuel was the General Manager for six years at Gonzalez Guzman Alimentos, a dairy and food distribution company.

Manuel holds an MBA from Georgetown University.

Sanjeev Krishnan, S2G
Ag Resources Panel
2:45-3:30 p.m.
Sanjeev is Managing Director of S2G Ventures, and he has been with the firm since its inception. Sanjeev has over 15 years of experience in sourcing, executing, managing and governing venture and private equity investments, including a focus in agriculture and food companies. As Managing Director, Sanjeev is active in developing investments and managing portfolio companies.

Sanjeev serves on the boards of several S2G portfolio companies. He also serves on the investment committee of Bamboo Finance and a variety of advisory boards related to impact investing and the agriculture and water sectors.

Sanjeev began investing in the food and agriculture sectors in 2003 as a co-founder of the life sciences practice of the IFC, the $20 billion private investment arm of the World Bank. His previous investment roles include CLSA Capital Partners, Global Environment Fund, World Bank Group’s IFC and JPMorgan.

Sanjeev is a graduate of the London School of Economics and Political Science.
Eric O'Brien, Fall Line Capital
Ag Resources Panel
2:45-3:30 p.m.

Eric O'Brien is Co-Founder and Managing Director of Fall Line Capital, bringing over 18 years of professional investment, financial services and operating experience to the firm. Prior to forming Fall Line with Clay Mitchell in 2011, O'Brien spent 12 years at Lightspeed Venture Partners, a top tier Silicon Valley venture capital firm with over $3 billion of assets under management. At Lightspeed, he was a Managing Director responsible for early and growth stage investments in technology and services companies in the U.S. and China.

Prior to Lightspeed, O'Brien was an Associate at InterWest Partners, a Silicon Valley venture capital firm where he focused on communications, internet and consumer investments. He has also worked for and consulted to a number of technology startups, and started his career as an Analyst in the mergers and acquisitions and corporate finance groups at Morgan Stanley in New York and San Francisco. O'Brien holds an AB degree in Economics magna cum laude from Harvard College and an MBA from the Stanford Graduate School of Business.

Dan Phillips, Sandbox Industries
Ag Resources Panel
2:45-3:30 p.m.

Dan Phillips is a Managing Director of Sandbox Industries. He helped to build Healthbox, an accelerator program that supports innovative, seed stage healthcare startups. Before joining Sandbox, Phillips spent several years in healthcare consulting, most recently as a senior consultant with The Camden Group, where he specialized in hospital strategic planning and service line development.

He also spent a few years with Sg2, a healthcare consulting and thought leadership firm, where he worked with health systems in the UK, Canada, and Southeast Asia. Phillips earned his Bachelor of Science degree at the University of Michigan, where he majored in biology. He enjoys photography and snowboarding whenever he gets the chance.

Melissa Tilney, AgFunder
Ag Resources Panel
2:45-3:30 p.m.

Melissa Tilney is a co-founder and head of marketing at AgFunder based in San Francisco. She has diverse experience across startups and public companies. Prior to AgFunder, Tilney worked in marketing at Elance (now Upwork), the largest online global platform for hiring freelancers, and category management, where she was responsible for job categories representing 25% of the business. Before that, she worked at the Boston Consulting Group, specializing in food and agriculture in the U.S. and Asia. Her work spanned corporate strategy and growth, investment evaluation, and industry and technical change analysis. Tilney began her career with
a quantitative focus at the economic consulting firm Analysis Group. She holds a BA from Princeton University, an MBA from the Kellogg School of Management, and a JD from Northwestern University.

Joe Koepnick, UC Davis Venture Catalyst
Office Hours
3:30-5:30 p.m.

As Associate Director, New Venture Resources for Venture Catalyst in the UC Davis Office or Research, Koepnick provides startup support services to UC Davis faculty, staff and alumni to help translate UC Davis research into commercial products and services through the formation of new companies. Prior to joining the UC Davis Venture Catalyst group, Koepnick held positions as: research and development engineer at Stanford’s Center for Integrated Electronics in Medicine, senior licensing associate at Stanford’s Office of Technology Licensing; director of licensing, business development and innovation advancement at the University of Southern California and Hewlett Packard; Intellectual property manager for Brooktree Semiconductor (acquired by Rockwell), and managing director of the Auxin Global Patent Fund. Koepnick has also co-founded two startups based on university intellectual property; one as CEO from conception to acquisition and the second currently under NSF SBIR Phase II funding.