A DECADE OF INNOVATION

UC DAVIS
MIKE AND RENEE CHILD INSTITUTE FOR INNOVATION AND ENTREPRENEURSHIP
WE BELIEVE THE WORLD NEEDS MORE ENTERPRISING HUMANS—people with the initiative to market ideas that could fundamentally change lives and industries.

This is why we’ve made innovation and entrepreneurship our mission: we believe in equipping smart people with tools and best practices to commercialize their ideas and get them out in the world.

We believe in the unique bounty of our location in California’s Sacramento Valley.

Entrepreneurs draw on our region’s heritage of prolificness and its proximity to government in a time when pioneering partnership is critical for innovation to thrive.

We believe in markets, and their ability to connect great ideas and the people who need them. We believe in scientists and researchers and engineers, and their ability to conceive fundamentally valuable ideas.

Most of all, we believe in networks—diverse networks, with public- and private-sector stakeholders—and their ability to supercharge the sustainable value of promising ideas. We believe the road innovators must travel to reach their markets and build their networks as entrepreneurs starts not with a seed round, or a term sheet, but with education about how to take the journey. Not everyone with an idea is suited to be an entrepreneur—but we believe those who are can benefit enormously from learning how to establish their networks, to give their ideas a fighting chance.

ULTIMATELY, WE BELIEVE ENTREPRENEURSHIP FUELS HUMAN PROGRESS.
Dear Friends and Colleagues,

WHEN WE STARTED THE INSTITUTE 10 YEARS AGO, we had no idea the impact we’d have. We started with a simple concept—that the network drives innovation—and a belief that our location at UC Davis would help us bring people together in uncommon ways to drive innovation and entrepreneurship.

We brought a small cohort of scientists and researchers together with business people. The result speaks volumes. Today the Mike and Renee Child Institute for Innovation and Entrepreneurship serves more than 2,000 people annually, and we have helped start over 50 companies and helped leverage over $190 million in funding.

We created this publication to highlight the collective work of our community, to thank the many people who have made our work possible, and to show where we’re heading as we expand our impact and reach. The pages that follow invite you to celebrate some of the many people—university entrepreneurs, industry mentors, program sponsors, guest speakers, donors and more—who are collectively responsible for our institute’s growing success. Talk to any one of them and you will be inspired and reminded why the work we do is so important.

We believe deeply in the power of the network, and we welcome your feedback and involvement as we move forward into our next decade of impact. With your support, we’ll continue to put UC Davis at the forefront of innovation and entrepreneurship. As a public, land-grant university, UC Davis and the institute take very seriously our responsibility to bring university innovations out of the lab and into the world to serve the greater good.

Our future is bright because of support from people like you, forward thinkers who see the potential in connecting university innovators with leaders in the business community. We thank you for all of your support—and we look forward to taking the next steps together with you.

ANDREW HARGADON
CHARLES J. SODERQUIST CHAIR IN ENTREPRENEURSHIP
UC DAVIS GRADUATE SCHOOL OF MANAGEMENT
FOUNDER AND FACULTY DIRECTOR | MIKE AND RENEE CHILD INSTITUTE FOR INNOVATION AND ENTREPRENEURSHIP
THE WORLD FACES TREMENDOUS CHALLENGES, from climate change to water, poverty, and health and nutrition issues. Increasingly, people are looking to science and technology for solutions. But innovative research and technologies have no effect unless they are brought out of our laboratories and into the world, where they can truly make a difference.

The Mike and Renee Child Institute for Innovation and Entrepreneurship serves as a springboard for innovations developed in university and corporate research programs. We help faculty, postdocs, graduate students and undergraduates—as well as scientists working outside academia—to see the path from cause to effect and to recognize in themselves the ability to walk it.

Our programs bridge science, engineering and business, combining the latest research and teaching on innovation and entrepreneurship. Our cross-disciplinary approach provides scientists real-life opportunities to analyze, enhance and communicate the potential impact of their research; explore business opportunities; grow their network; and build both the skill set and confidence necessary for a career as an entrepreneur—or as an entrepreneur in industry.

From entrepreneurship academies to fellowship programs, from our influential business competition to diverse workshops and networking opportunities, our programs serve microbiologists, transportation engineers, physicists, computer scientists, veterinarians, chemists, nutritionists, environmental engineers and more. Our alumni represent schools and colleges across UC Davis, the University of California system, the nation and the world.

We understand that the network is the key, and we focus on understanding and building critical partnerships and connections. We bring scientists and engineers together with business students, investors, entrepreneurs, regulators and industry executives.

OUR VISION: To make UC Davis a global leader in university-based innovation and entrepreneurship by fostering interdisciplinary research, transferring innovations to the marketplace and catalyzing economic development in California and beyond.

The institute is a Center of Excellence in the UC Davis Graduate School of Management.

“UC Davis is home to an amazing array of expertise across disciplines. I’m honored to be part of this institute and its important work helping faculty and students translate their knowledge and skills into ventures that improve society and add value to the economy.”

— MIKE CHILD ’76
SENIOR ADVISOR | TA ASSOCIATES INC.
TRUSTEE | UC DAVIS FOUNDATION
FELLOWSHIP PROGRAMS
2015/16 Business Development Fellow Justin Klein received his Ph.D. in biomedical/medical engineering in 2017. His team, PlayPatch, took first prize in the 2016 Big Bang! Business Competition.

ENTREPRENEURSHIP ACADEMIES
Our academies kick off with an innovation exercise, designed to get participants working collaboratively to find creative solutions to an unanticipated problem.

BIG BANG! BUSINESS COMPETITION
ImmunoTag took second place in the 2016 Big Bang! Brian Hoblit MBA 07, chief financial officer at Lamplighter Financial, and Davis Roots Executive Director Kari Rundquist award the prize.

CONFERENCES, KEYNOTES, CONNECTIONS
Networking mixers bring our community together to create new connections and exchange ideas.
OUR FELLOWSHIP PROGRAMS HELP UC DAVIS STUDENTS AND POSTDOCTORAL SCHOLARS explore their career options, expand their capacity for innovative thinking, build their networks—and begin their professional journeys. Program alumni can be found pioneering new ventures in industry; founding their own companies, often bringing their research to market; and leading commercialization efforts in academia.

The programs run from September to June, at no cost to the participants. Our fellows represent a diversity of disciplines, including chemistry, computer science, international agricultural development, nursing, biomedical engineering and education. Fellows in both programs come together for monthly mentoring lunches and frequent networking opportunities.

Each year we accept nine postdoctoral, Ph.D. and upper-level graduate students into the Business Development Fellowship Program, launched in 2004. This dynamic program blends effective theory with hands-on participation. The fellows complete five MBA courses alongside Graduate School of Management students, and field trips to regional startups provide a firsthand look at the entrepreneurial experience and opportunities available in industry.

Through business development clinics and optional participation in the Big Bang! Business Competition, the fellows learn how to articulate and evaluate potential business ventures, often in partnership with UC Davis MBA students.

The Keller Pathway Fellowship Program launched in 2015 with a generous gift from Barry and Lynda Keller. Designed for postdoctoral, Ph.D, masters and undergraduate students, the program gives priority to women, cross-disciplinary researchers and underrepresented aspiring and early-stage entrepreneurs. Each year five Keller Fellows attend a three-day entrepreneurship academy, participate in the Big Bang! competition and receive direct mentoring support. They complete the program with a solid foundation and network to commercialize their business idea.

The Harkins Fellowship Award, generously supported by Malcolm and Kim Harkins, provides one student fellowship to cover the expense of attending an entrepreneurship academy.

“There is no ‘correct answer’ to the many facets of entrepreneurship that the fellows programs look to address. This environment is one of ebb and flow, action and feedback and reaction, disruption of the norm. Entrepreneurs must be able to pivot and to innovate.”

— MICHELLE LOZADA  MS 09, Ph.D 13 2011/12 BUSINESS DEVELOPMENT FELLOW SCIENTIST | AMGEN
“I learned a lot through the program—including how fluid and fast-moving it is to run a social enterprise. I’m excited about my future. I have a lot to learn, discoveries to make, people to meet and products to develop. Now, in my second year of medical school, I am more certain than ever before, that my life’s purpose entails a combination of clinical work, research, teaching and entrepreneurship.”

> liquidgoldconcept.com
“We are right at the junction between cutting-edge research, social conscience and business leadership. The Business Development Fellowship Program is about science and environmentalism embracing business. The result is going to be a new generation of business leaders who are driven to improve the world, not just the economy, and who have the tools to do it.”
“I have always been fascinated by what chemistry can do in other fields of science, especially medicine. When I was little, I dreamed of being a doctor of medicine and curing people free of charge. My interest shifted to chemistry, but the call to help is still there. I want to make a difference through my research on biomarker discovery.

“I have learned that entrepreneurship is about recombinant innovations—that is, using existing ideas and applying them in a new context. These ideas are usually formed out of collaborations and interactions with other people. The institute’s programs opened my eyes to the possibility that my research could really make a difference.”
A DECADE OF INNOVATION

PROFILING INNOVATION

LEIGH THOMPSON | INNOVATIVE DISRUPTIONS
SENIOR TECHNOLOGY SCOUT | THE DOW CHEMICAL CO.

“I love the innovative spirit and entrepreneurial culture at UC Davis. One of the world’s leading cross-disciplinary academic institutions, the university is uniquely positioned to identify, promote and implement disruptions through interdisciplinary collaboration and execution.”

Each academy builds networks between the researchers and the relevant business communities. Participants meet key players they will need to know as they move their businesses forward. Investors, entrepreneurs and industry experts serve as guest speakers and mentors—and enjoy a rare opportunity to see first hand the research and technologies coming out of UC Davis.

Over the past decade, the institute has developed and presented diverse sector-specific academies designed for researchers working in biomedicine and engineering, food and health, sustainable agriculture, green technology, the National Labs and more.

While our academies primarily serve UC Davis students and faculty, they also draw participants from other University of California campuses, as well as from national and international universities and companies. We have hosted faculty, researchers and students from Chile and Denmark through a SEED grant from UC Davis’ International Programs office. In 2013 a grant from the U.S. Department of State funded a custom academy for 38 governmental and business leaders and innovators from around the globe participating in the acclaimed Humphrey Fellowship Program.

Since our first academy in 2005, more than 1,500 science and engineering researchers from more than 50 universities have attended 35 academies.
“The academy exposed us to all that it takes to become an entrepreneur, including a realistic view of the effort and sacrifice. It is very clear to me that I would be completely incapable of doing this on my own, and that it is essential to build a strong team with abilities in areas that I lack prior to even considering moving forward.”

RACHEL E. POLLARD
2014 BIOMEDICAL + ENGINEERING ENTREPRENEURSHIP ACADEMY
Teaching ultrasound for improved veterinary diagnoses
FOUNDER | VETERINARY ULTRASOUND SIMULATOR
ASSOCIATE PROFESSOR | UC DAVIS SCHOOL OF VETERINARY MEDICINE
DIRECTOR | CENTER FOR IMAGING SCIENCES
2015 BIG BANG! BUSINESS COMPETITION FINALIST
The academy induced me to turn a relentlessly critical eye to my project. It impressed upon me the importance of evaluating what a company might look like in one of the scarier scenarios: success. A quick, early failure can be relatively painless, but any amount of success turns a nascent company into a long-term commitment. As with any long-term commitment, deep diligence is essential.

“I’ve found, over the last eight years, that the lessons I learned at the academy are taught to me again and again. And, as with a good book, I learn new things from each repetition of the exercise.”
Since 2015 we have held four academies tailored for researchers at Lawrence Livermore National Laboratory and Sandia National Laboratories/California. These build on the U.S. Department of Energy’s $2.3 million Lab-Corps program.

Sandia National Labs team Twistact received $75,000 from the Office of Energy Efficiency and Renewable Energy to test the value proposition of its patented technology (pictured) by conducting over 60 interviews with wind industry stakeholders. Twistact technology eliminates a key high-maintenance component in wind turbine generators and enables designs that cut construction costs and remove the need for rare earth magnets.

“We have world-class talent at LLNL and we want to teach our scientists and engineers entrepreneurial skills that will help them in the innovation process, whether they’re working with industry or government sponsors, or, if they choose, becoming part of a startup based on Lab technology. The academy is all about innovation and increasing the rate at which Lab technologies successfully enter the marketplace.”

— RICH RANKIN | DIRECTOR, INDUSTRIAL PARTNERSHIPS OFFICE | LAWRENCE LIVERMORE NATIONAL LABS
THE BIG BANG! BUSINESS COMPETITION brings together interdisciplinary teams of students, researchers, faculty and others from UC Davis, throughout California and beyond, with members of the business and investment communities.

The competition provides a rich immersion in the networks, skills, knowledge and insight needed to accelerate commercialization and advance the startup process. In more than two dozen workshops, mentoring sessions and networking opportunities each year, participants learn how to:

- define their problem and solution;
- build a network and a team;
- develop an elevator pitch;
- define their product or service;
- evaluate the potential market;
- develop a business model;
- create a pitch presentation;
- write a business summary.

MBA students launched the competition in 2000. In 2013 the institute brought the Big Bang! under its umbrella, restructured the workshops and educational direction, and expanded the mentoring sessions, annual kickoff event and other key components.

Since then, the Big Bang! has awarded $125,000 in prize money and services. Many teams have developed ventures that address biomedical advances, clean tech, global poverty alleviation, and innovation in food and agriculture—all world-leading research areas at the university.

Big Bang! runs October through May. The 2016/17 competition and workshops are open to all, with no UC Davis-affiliation required. Select workshops are webcast live for those who wish to attend from afar. We hope to spark innovation in clean energy through a new partnership with the BlueTech Valley Regional Energy Innovation Cluster.

The Big Bang! is generously sponsored by local corporations and the investment community.

PROFILES IN INNOVATION

MIKE HART | BIG BANG! FURThERS NEW ENERGY
PRESIDENT AND CEO | SIERRA ENERGY

“As a judge in the 2002 Big Bang!, I was intrigued by the People’s Choice Award winner, a gasification technology that converted a variety of wastes into clean energy. I am an entrepreneur at heart, and when I see a good idea, I get excited. This idea was exciting and 14 years later, Sierra Energy is built on the development of that FastOx® gasification technology.”
2016 BIG BANG! WINNERS

PlayPatch
First Place: $20,000
SUPPORTED BY DAVIS ROOTS
People’s Choice Award: $2,500

ImmuNoTag
Second Place: $15,000
SUPPORTED BY DAVIS ROOTS

Mariss Biosciences
Biomedical Innovation Award: $4,200
SPONSORED BY UC DAVIS OFFICE OF RESEARCH, SCHOOL OF VETERINARY MEDICINE AND SCHOOL OF MEDICINE

Eclasstic
Poverty Alleviation Award: $3,000
SPONSORED BY UC DAVIS BLUM CENTER FOR DEVELOPING ECONOMIES

Ag for Hire
Innovation in Food & Agriculture Award: $3,000
SPONSORED BY UC DAVIS WORLD FOOD CENTER

Super Lithium Technology
CleanTech Award: $2,500
SPONSORED BY GARY SIMON AND CLEANSTART INC.

“The Big Bang! is one of the best ways around to get good inventions closer to becoming commercial products that make a real impact. It is fast, fun, stimulating and productive. A 2002 Big Bang! idea just got over $50 million in funding to build a real company. That’s the best reason I support this competition.”

— GARY SIMON
CHAIRMAN | CLEANSTART INC.
Biomedical innovation leverages winning for success

“The Big Bang! has helped both my company and my professional development. The institute’s programs truly impact lives all around the world.”

After graduating from UC Davis with a bachelor’s degree in biochemistry and molecular biology, Benjamin Wang enrolled in medical school at the University of Miami. There, he was deeply moved by the death of a young patient, who succumbed to ventilator-associated pneumonia. “Seeing someone that young and not being able to help them drove me to seek a solution,” he said. After earning his M.D. in 2011, Wang founded NeVap Inc. to develop medical devices that protect patients from bacterial infections. But as a first-time entrepreneur—despite promising development and results—he struggled to attract attention.

Wang entered the 2014 Big Bang! and won first prize. He took home $10,000, a well-honed pitch and exposure to investors and major companies. Within a year, NeVap had raised more than $1 million—enough to fund the design of a scalable breathing tube that reduces the incidence of ventilator-associated pneumonia, saves lives, saves money and extends the usefulness of antibiotics.

Today NeVap is preparing to launch this device and is developing additional advances. And Wang always makes time to mentor aspiring and early-stage entrepreneurs.

> nevap.org
Nutritious lunches for kids—with an emphasis on fun

“A veteran pediatrician, my mother has always had children’s health close to her heart. And because lunch is such a pain point in many homes, we gave Scrumpt a two-fold mission: to make healthy lunches fun for kids and super easy for parents.

The Big Bang! helped us hone our narrative and tell our story in a clear and compelling way. We’ve used the prize money to activate marketing channels and accelerate our growth with even more families nationwide.”

— BRI JAMES | CEO, with
— SCHERY MITCHELL-JAMES, M.D.
CHIEF HEALTH OFFICER
Retired Assistant Clinical Professor
UC Davis School of Medicine

“10 BEST NEW BUSINESS IDEAS FROM UNIVERSITY ENTREPRENEURS” | USA TODAY 2016

> scrumptbox.com
AS A NEXUS FOR ENTREPRENEURSHIP education and research, and a springboard for entrepreneurial initiatives at UC Davis, the institute draws a diverse community: graduate students and postdocs in science and engineering, faculty, MBA students, UC Davis undergraduates, experienced entrepreneurs, investors, corporate leaders and others.

Our common goal: to move great ideas forward. Whether for profit or for social benefit—or both—our programs help envision a better world and make it a reality.

In recent years the institute has hosted numerous thought leaders who have shared experiences and insights into their entrepreneurial journeys. These open-to-the-public events often draw standing-room-only crowds, who gather to hear from Kiva and Branch International founder Matt Flannery; Kat Taylor of Beneficial State Bank and TomKat Ranch Educational Foundation; Revolution Foods co-founder and Chief Impact Officer Kirsten Saenz Tobey; Jason Waing, director of global partnerships at Google; Bob Crowley, founder of the Mustang Group; and many more.

Since 2010 the institute has co-hosted the annual Ignite Conference with Rice University, providing MBA and science and engineering graduate students a gateway to immerse themselves in the world of entrepreneurship and the startup environment. The three-day event draws up to 70 participants each year, who spend a day visiting key startups and venture capitalists in the San Francisco Bay Area and Silicon Valley. The following days are filled with networking opportunities, presentations and “fireside chats”—rare opportunities to learn with sometimes brutal honesty from the successes and failures of innovators and entrepreneurs.

Our Innovation at the Edge series in San Francisco brings our ecosystem to the Bay Area. In panel discussions dedicated to the importance of networks in advancing breakthroughs, uncommon partnerships and the future of food, campus entrepreneurs and leaders have shared their insights at the Autodesk Gallery and SYPartners headquarters in downtown San Francisco.

“The best idea in the world doesn’t stand a chance at surviving if you can’t compel people to care about it.”

— LISA MAULHARDT MA 92
EXECUTIVE VICE PRESIDENT | SYPartners
Undergraduate involvement is key to the institute’s mission. In 2013 we partnered with the Associated Students of UC Davis Entrepreneurship Fund, the Engineering Student Start-up Center and Davis Roots to offer students internships, resources and networking opportunities through Think Global, Launch Local. The program placed undergraduate entrepreneurs in internships at local startup companies, where they gained real-world experience and insight.

The companion speaker series featured key members of our diverse community, including Chris Soderquist MBA 98, owner of RepowerYolo; Michael Clayton, founder of Trace and Trust and J-E Paino MBA 09, founder of Ruhstaller Beer.

Angels on Campus connects UC Davis students and faculty with angel investors to explore commercial opportunities surrounding their ideas. Each academic quarter, three or four individuals or teams present their ideas and hear feedback from a panel of investors. The program is supported by the Sacramento Angels, with three to four participating at each session—and seeing firsthand potential technologies coming out of the university.

“From science and engineering to medicine to agriculture, the institute’s programs truly drive forward cutting-edge advancements across all facets of technology.”

— Michael Ward MS 85, Ph.D. 88
Partner | Morrison & Foerster LLP

EXCHANGING IDEAS
NETWORKING
MENTORING

INTER/SECTIONS
The annual Ignite Conference site visits and guest entrepreneurs expand our network and bring new ideas and shared experiences to our community.

Adobe Systems
Alloy Ventures
Bay City Capital
Benchmark Capital
Blend Labs
Box
DropBox Inc.
Electronic Arts
Facebook
Five Prime
Therapeutics Inc.
Frontier
Gilead Sciences Inc.
Google
HP
Kleiner Perkins Caufield & Byers
LendUp
Lyft
Maana
Marrone Bio Innovations
MediaSpike
Minted
NASDAQ

NEST
OpenTable
Pillsbury Winthrop Shaw Pittman LLP
Proteus Digital Health
QB3
Revolution Foods
Sequoia Capital
Shasta
Skype
Square Inc.
StemExpress
Strike Brewery
Survey Monkey
Tesla Motors
Uncommon partnerships spur our success

We focus on a networked approach to innovation and entrepreneurship. Whether it’s across campus or across the world, our programs provide a platform for connection. Participants learn to recognize and actively build the networks needed to move their ideas out of the lab and into the world.

More than 500 industry connections, corporate research partners, angel investors, venture capitalists and entrepreneurs come to UC Davis seeking opportunities to engage with researchers on the commercial potential of their work. Our programs and events provide a variety of mentoring and speaking opportunities to foster these connections, providing participants access to a diverse network of collaborators committed to furthering commercialization of potential research-based ventures.

Innovation grows in uncommon partnerships. Our institute’s development over the past decade has been fueled by strategically nurturing and developing a wide range of critical cross-campus, government, grant-funded, local, regional, statewide and international connections. Building on UC Davis’ strengths in the areas of food and agriculture, biomedical and engineering research, medicine and veterinary medicine—to name just a few—we create space for these critical partnerships to begin.

“The network is the innovation.”
— ANDREW HARGADON

“Fostering a supportive entrepreneurial culture and innovation ecosystem for research-based startups, that crosses university and city boundaries, is essential for a holistically engaged community.”
— DUSHYANT PATHAK
ASSOCIATE VICE CHANCELLOR OF RESEARCH
EXECUTIVE DIRECTOR | VENTURE CATALYST

“Big Bang! felt more like a bootcamp than a competition. We were undergrads who met lawyers, investors and business advisors who gave invaluable advice and support.”
— VISION VANGUARD | WINNER, 2014 BIG BANG!
GLOBAL POVERTY ALLEVIATION AWARD,
SPONSORED BY UC DAVIS BLUM CENTER

Special thank you to the Offices of the UC Davis Chancellor and Provost for their support.

“UC Davis Energy Efficiency Center”

Founded by Professor Andrew Hargadon, this center works to commercialize energy-related innovations.

“The Center for Information Technology Research in the Interest of Society—a collaboration across four UC campuses—creates IT solutions for society’s most pressing challenges. CITRIS is a Big Bang sponsor.”
AgStart partnered with us on the i6 Challenge grant from EDA, and now provides ag incubator space in downtown Woodland. Says third-generation farmer and Executive Director Kristy Lyn Levings: “Entrepreneurs who are developing cool new ag tech have the opportunity to do it in collaboration with farmers. It’s really important for entrepreneurs to connect with this end user.”

“UC Davis is a leading research university in food and agriculture, and adjacent to Silicon Valley, the world’s center of technology innovation. The World Food Center aims to make our university and region the hub of ag and food tech innovation.”

— JOSETTE LEWIS | ASSOCIATE DIRECTOR
UC DAVIS WORLD FOOD CENTER

We are partnering with California State University, Fresno on this $5M California Energy Commission grant intended to spark energy innovation across the Central Valley. The goal: to use a networked (“cluster”) approach for energy innovation to benefit California ratepayers.

In December 2012 we received a $1 million award in the U.S. Department of Commerce’s Economic Development Administration’s i6 Challenge Grant competition to fund a partnership with SARTA (Sacramento Area Regional Technology Association) to develop innovations at the intersection of agriculture and technology in our region.

$1 M GRANT
TO SUPPORT AG TECH INNOVATION | 2012–16
Uncommon partnerships spur our success

**IT’S ALL ABOUT THE NETWORK**

Davis Roots, developed in partnership with the City of Davis, provides early, direct support to entrepreneurs through mentorship, infrastructure and grant funding to help startups stay, grow and thrive in Davis. The first two companies, founded by entrepreneurship academy alumni, were Barobo and Nuritas.

“Great minds come to UC Davis to perform world-changing research. Our Bay Area events showcase these research innovations for a broader audience.”

— CLEVELAND JUSTIS
EXECUTIVE DIRECTOR | MIKE AND RENEE CHILD INSTITUTE FOR INNOVATION AND ENTREPRENEURSHIP

“The problem for many scientists and engineers is that they tend to tell the business community about their technology, while the business community wants to hear how the technology can help them make money.”

— ROGER WERNE
DEPUTY DIRECTOR, INDUSTRIAL PARTNERSHIPS OFFICE | LAWRENCE LIVERMORE NATIONAL LABORATORY

UC Davis has a long partnership with Lawrence Livermore National Laboratory. Our organizations and scientists face similar challenges in commercializing research. When LLNL and Sandia National Labs approached our institute for a custom entrepreneurship academy, it was a natural fit. (Read more about this unique partnership on page 11.)

Sacramento is leading U.S. cities with its vision for a truly progressive future, committing up to $1.5 million across three grants that drive acceleration, innovation and leadership for startups.

> cityofsacramento.org/RAILS

“I think in the next five to 10 years Sacramento is going to become really the most talked about and exciting community in all of California.”

— BARRY BROOME
PRESIDENT AND CEO | GREATER SACRAMENTO AREA ECONOMIC COUNCIL
Entrepreneurship is important within large companies as well as for individual inventors. The Food + Health Entrepreneurship Academy helps scientists learn how to get the critical message to the right people with the proper level of detail and support. The interaction with other innovative and motivated entrepreneurs is invaluable in reinforcing the spirit of driving discoveries in which you truly believe to market. It was a great experience for our scientists.

— Pam Marrone | Founder and CEO
Marrone Bio Innovations

Harold Schmitz has been a valuable partner and frequent guest speaker at our ag-focused academies and special events. Mars shares our belief in uncommon collaborations as a means to driving innovation.

— Harold Schmitz | Chief Science Officer
Mars, Incorporated

Regional entrepreneur Cate Dyer inspires students as a frequent guest speaker.

— Cate Dyer | Founder and CEO
StemExpress

Cecilia Chi-Ham and others from HM.CLAUSE both support and attend our programs.

— Cecilia Chi-Ham | Director of Innovation and R&D Strategy | HM.CLAUSE

The UC Davis branch of Public Intellectual Property Resource for Agriculture sponsors the Big Bang! Business Competition and facilitates our growing partnerships with Chile, Mexico and other international partners.

“Entrepreneurship is important within large companies as well as for individual inventors. The Food + Health Entrepreneurship Academy helps scientists learn how to get the critical message to the right people with the proper level of detail and support. The interaction with other innovative and motivated entrepreneurs is invaluable in reinforcing the spirit of driving discoveries in which you truly believe to market. It was a great experience for our scientists.”

— Todd Abraham
Senior Vice President, Research and Development | Mondelez International (formerly known as Kraft Foods)

“I started this business with less than $40, and through discipline and hard work, I was able to build something that not only endures, but has provided employment for others.”

— Millicent Yeboah-Awudzi
2016 AG INNOVATION ENTREPRENEURSHIP ACADEMY FOUNDER | HOMEMADE FOODS
KWAME NKRUMAH UNIVERSITY OF SCIENCE AND TECHNOLOGY | GHANA

Students, faculty and researchers from across the globe have attended our programs—and taken the lessons learned to advance innovation at home.

Argentina
Bangladesh
Botswana
Brazil
Chile
China
Denmark
Ghana
Ireland
Kenya
Mexico
Nepal
Oman
Pakistan
Spain
Tanzania
Changing the world, one idea at a time

OUR IMPACT

MOVING IDEAS OUT OF THE LAB AND INTO THE WORLD

- Publish
- Get a job
- Consult
- License to an existing company
- Start a new venture
- Pursue more applied research
- Shape policy
- Let go and move on (LGMO)

Our programs are built on the recognition there are multiple paths to impact—and that finding the right path for a particular technology, researcher and window in time is essential.

2,000+
PARTICIPANTS ANNUALLY

$190M
FUNDING RAISED BY PROGRAM PARTICIPANTS

DRIVING INNOVATION IN FOOD AND AGRICULTURE

Professor and Chair of the Department of Animal Science Anita Oberbauer is adding value to the UC Davis dairy goat program with a project that produces local, humane-certified, sustainably produced healthful goat cheese and related products targeted at the regional ag market.

“Our goal is to provide a model resource for other universities and national (and international) producers to emulate, showcasing the complete circle of sustainable animal agriculture. The beauty and the power of the project is that it has student engagement at every step.”

“I am a scientist at heart, interested in learning how the world works. This includes drawing meaningful conclusions from the large sample of seemingly disconnected data.”

2011/12 Business Development Fellow Tyler Otto received his Ph.D. in semiconductor physics in 2013. He embarked on a career as an entrepreneur in startups and today is Hipmunk’s first head of data science.

> hipmunk.com
CASE STUDY: VIVITA TECHNOLOGIES

An innovative approach to tissue preparation that makes heart valve replacements less likely to be rejected by the body’s immune system was the clear favorite in the 2013 Big Bang! Business Competition, winning both first prize and the People’s Choice Award.

Ph.D. students Jeni Lee, Regina MacBarb and Maelene Wong teamed with Leigh Griffiths, an assistant professor and cardiac surgeon at the UC Davis School of Veterinary Medicine, to develop the technology. They formed ViVita at the 2012 Biomedical + Engineering Entrepreneurship Academy.

ViVita has now developed a proprietary tissue preparation process that allows a patient’s cells to join and grow with the transplant tissue, a process that could eventually be used for any organ transplant. These transplants—which would last a patient’s lifetime—would allow for a healthy life without fear of organ rejection or the need for anti-rejection medication. They also offer better transplant options for growing children.

> vivitatechnologies.com

“..."I’ve learned how to pitch science ideas to audiences who are outside the technical community. My Big Bang! team, ImmunoTag, hopes to license our conjugation patent to biotech companies, to maximize market acquisition and increase the speed of drug pipeline delivery—and save countless lives.”

— SAMANTHA FENG
2015/16 KELLER PATHWAY FELLOW
Ph.D. CANDIDATE IN PHARMACOLOGY AND TOXICOLOGY

BETTER LIVING THROUGH BIOMEDICINE

Accelerated Medical Diagnostics co-founders Chong-Xian Pan and Paul Henderson—doctors with the UC Davis Cancer Center—won the 2011 Big Bang! Business Competition. AMD’s PlatinDx predicts which patients will respond to platinum-based chemotherapy—without the need for patient or tumor genotype information or culturing of tumor cells.

> acceleratedmeddiagnostics.com

BIG BANG! BUSINESS COMPETITIONS | BIG BANG! WORKSHOPS EACH YEAR
8 | 17

KELLER PATHWAY FELLOWS SINCE 2014

$500,000 SEED FUNDING AWARDED
through the Economic Development Administration’s i6 Challenge under the Sacramento Region Clean Agtech Innovation Center Development Project, Award No. 077906923.
GLOBAL IMPACT AND FOOD SECURITY

Zasaka won both People’s Choice and the Innovation in Food & Agriculture Award in the 2014 Big Bang! competition, fed by the combined passion and experience of two Business Development Fellows and two UC Davis MBA students. Today Zasaka Agro Ltd. employs a three-step program to generate lasting income with small-scale farmers in Zambia, loaning high-quality legume seed to the farmers, training agents to support them during the growing season, and then purchasing the seed back at harvest for a premium price.

> zasaka.com

ONE HEALTH

Expanesthetics, which is based on UC Davis research and spun out of the 2012 Biomedical + Engineering Entrepreneurship Academy, is revolutionizing anesthesia drugs for use in both human and animal health. Current inhaled anesthetics date back to the U.S. Civil War.

> expanesthetics.com

“Surgeons, anesthesiologists, hospitals and patients deserve an improved surgical experience based on the latest discoveries.”

— MARK HOLMAN | CEO | EXPANESTHETICS

35 ENTREPRENEURSHIP ACADEMIES

“California’s leading industries are being fueled by UC research across the spectrum, from biotechnology and semiconductors to telecommunications and agriculture.”

— CHRISTINE GULBRANSON MBA 96, PH.D. 97
SENIOR VICE PRESIDENT | RESEARCH INNOVATION AND ENTREPRENEURSHIP UNIVERSITY OF CALIFORNIA OFFICE OF THE PRESIDENT

MEETING SOCIETY’S NEEDS

2013/14 Business Development Fellow Ben Samudio received his Ph.D. in chemistry in 2015. He is co-founder and chief executive officer of The Hope Shared Foundation, a public benefit corporation dedicated to advancing new, better and more accessible medicines, especially for neglected and commercially unattractive diseases.

> thehopesharedfoundation.org

CUSTOM ACADEMIES AND WORKSHOPS EACH YEAR

2013/14 Business Development Fellow Ben Samudio received his Ph.D. in chemistry in 2015. He is co-founder and chief executive officer of The Hope Shared Foundation, a public benefit corporation dedicated to advancing new, better and more accessible medicines, especially for neglected and commercially unattractive diseases.
LIFE-CHANGING INGREDIENTS FOR BETTER HEALTH

Nuritas is the first company in the world to use artificial intelligence and DNA analysis to find and unlock new disease-beating molecules in foodstuffs. The company is not only defining the future of food and health with these disease-beating ingredients but also adding incredible value to currently valueless food sidestreams. Founder and Chief Scientific Officer Nora Khaldi attended our 2010 Food + Health Entrepreneurship Academy and was one of Davis Roots’ first resident entrepreneurs.

> nuritas.com

INFLUENCING POLICY

Established in 2006 with a challenge grant from the California Clean Energy Fund, the UC Davis Energy Efficiency Center is the first university-based entity in the U.S. to focus on the transfer of energy efficiency technology into the marketplace. The center is based in the net-zero-energy UC Davis West Village.

> eec.ucdavis.edu

CASE STUDY: AREA 52

Veteran entrepreneur Tim Keller MBA 08 won first prize in the 2008 Big Bang! competition and went on to found VinPerfect. Today he leads Area 52 in creating the first-of-its-kind “heavy incubator”—a makerspace where creative and hands-on thinkers have access to tools and equipment that none could afford on their own.

“Area 52 is the only business incubator focused on building manufacturing companies—by which I mean companies that actually build their product themselves,” Keller explained. “We are combining fabrication skills with ideas and tools so that we can create and retain manufacturers as part of our local economy.”

When complete, the 36,000-square-foot space will include 20 offices, two wet labs, a fully equipped machine shop, composites shop, computer lab, two conference rooms, a gym and a café area for events and classes—all within walking distance of the UC Davis campus. The building is owned by Sierra Energy, a waste gasification company founded out of the Big Bang! competition.

> area52.space

IGNITE CONFERENCES

6

PEOPLE REACHED (PARTICIPANTS, SPEAKERS, MENTORS)

10,000+

KEYNOTE TALKS AND NETWORKING OPPORTUNITIES EACH YEAR

10+

COMPANIES LAUNCHED OR SUPPORTED

50+

$6.7+M ENDOWMENT FUNDING
AS WE LOOK AHEAD to our next 10 years, we are focused on deepening and accelerating our impact—preparing students to enter the workforce, helping new and established companies drive change, and supporting researchers and potential entrepreneurs addressing society’s greatest challenges.

We are well positioned to positively impact the university, the region and society. Our programs blend leading research in innovation and entrepreneurship with proven tools for educating and supporting entrepreneurs. Our network represents a deep and diverse set of experienced entrepreneurs, investors, corporate innovators, and intellectual property and corporate legal advisors. Our platform has scaled to serve more than 2,000 participants a year across programs spanning undergraduates, graduate students, faculty and staff researchers, and the public.

OUR POTENTIAL IMPACT DEPENDS ON OUR CAPACITY TO DO MORE OF WHAT WE DO.

Preparing people to define and lead change in their field. Today’s graduates are measured on their ability to create positive change. Our curriculum helps students question the status quo, recognize opportunities for change and develop the confidence and ability to effect this change. We focus on five core components of innovation and entrepreneurship: design thinking, nexus work, venture development, independent thinking and leadership.

Contributing to the competitiveness of regional companies and industries. The Sacramento region’s economic advantage is anchored by UC Davis, a leading research university. From helping highly trained graduates entering the workforce to commercializing
science and technology research, our region's capacity for economic development hinges on optimizing the interaction between the university and industry. Together with the Graduate School of Management and Office of Research, and regional industry partners, the institute is building a regional capacity for innovation and entrepreneurship.

**Addressing global and regional challenges.**
UC Davis plays a leading role in finding regional and global solutions related to food and agriculture, energy, health, education, the environment, national security and global development. Our programs provide the values, training and tools necessary to recognize opportunities in society’s challenges, build the collaborations needed to create solutions, and see them through to positive long-term change.

**BUILDING TOWARD THAT FUTURE**

Our long-term vision depends on our ability to support:
- new programs to meet diverse and emerging needs;
- increased faculty, lecturers and staff to develop and deliver these programs;
- specialized facilities to serve participants from across campus and beyond;
- increased capabilities to deliver web-based and online learning;
- an expanded mentor network;
- infrastructure to track the impact of our work and incorporate this feedback into program development.

The power is in the network. Be part of our network—as a participant, mentor, speaker or donor—and together we’ll provide opportunities for uncommon collaborations into the next decade and beyond.

**INVEST IN THE INSTITUTE**

We invite you to join us in the critical business of helping bring solutions out of the lab and into the world.

**Individual donors** provide needed support.

**Network partners** pledge an annual contribution. They are active participants in our academies and other programs, and have direct involvement with the aspiring entrepreneurs who attend them.

**Academy and Big Bang! sponsors** are highly visible community and corporate leaders who are dedicated to fundamentally changing how science and technology provide sustainable solutions to today’s most pressing problems.
Our donors make it possible to provide outstanding programming and support for the institute—investing in the future of entrepreneurship.

“UC Davis provided us with an excellent education. We’re happy to be able to give back to this outstanding university and support its remarkable work across diverse disciplines.”

— RENEE CHILD 76
MEMBER DEAN’S ADVISORY COUNCIL | COLLEGE OF LETTERS AND SCIENCES

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Wavepoint Ventures LLC
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Western Planning & Engineering
WilmerHale

“I want to help the Big Bang! become the premiere vehicle through which all members of the UC Davis community can take an idea, refine it, find collaborators and ultimately get the help needed to realize their idea in the form of a successful business.”
— Andrew Barkett MBA 09
CEO | GETEXP INC.
MANAGING PARTNER
DAVIS INNOVATORS

“I believe that tomorrow can be better than today with the right innovation and leadership. As Steven Johnson said, ‘Chance favors the connected mind.’ The institute creates the right ecosystem for those chances to flourish and that future to be born.”
— Malcolm Harkins MBA 92
CHIEF SECURITY AND TRUST OFFICER
CYLANCE INC.

“I’m a firm believer that entrepreneurs and small businesses—not the Fortune 500—will drive the U.S. forward. Our team at Lamplighter constantly looks for ways to foster the growth of small businesses. Supporting Big Bang! is one of those ways.”
— Brian Woodall MBA 06
FOUNDER AND CEO
LAMPLIGHTER FINANCIAL

FEDERAL SUPPORT
U.S. Department of Commerce, Economic Development Administration i6 Challenge Grant, to support the Sacramento Region Clean AgTech Innovation Center Development Project
OUR COMMUNITY: OUTCOMES

A sampling of alumni companies

**Accelerated Medical Diagnostics (AMD)** Diagnostic assay for predicting which patients will respond to platinum-based chemotherapy.

**Adrastia** Simple, affordable, low-risk test to detect breast cancer.

**AgShift** Software solutions for small to midsize farms that facilitate crop investment and operational decisions based on insights rather than instincts.

**All Things Bugs** Sustainable eco-friendly technologies from insects to improve food security and health.

**Apeel Sciences** Products from natural plant extracts that decrease reliance on pesticides, increase produce quality and provide superior shelf life.

**Aseptia** Technology that enables production of shelf-stable products that maintain the flavors and nutrients of fresh foods without preservative or refrigeration.

**Bali Learning Center** Quality educational services, including personalized tutoring and SAT prep, for students in central California.

**Barobo** Affordable, adaptable, reconfigurable, reprogrammable robots for education, research and industrial applications.

**BikeLeap** Maintenance-free commuter bicycle fleets as a service, for organizations of any size.

**Biochanics** Innovative problem solving for biotechnology, chemistry and the life sciences.

**Biosyntia** High-performance biocatalysts for fermentation of fine chemicals, enabling cost-competitive and sustainable manufacturing processes.

**Black Silicon Solar** Next-generation technologies for improving silicon solar cells in a cost-efficient way.

**Bloo Solar Designs** Develops and manufactures highly efficient, third-generation solar photovoltaic modules.

**Driptech** Water-efficient irrigation solutions for small-plot farmers in developing nations.

**E2C2** Develops and markets energy efficiency strategies and technologies.

**EcoCatalytics** Sustainable technologies to convert natural and bio-based gas to marketable liquid fuels, chemicals and electrical power.

**Etagen** A flexible platform that delivers unmatched efficiency and low lifecycle costs to provide customers clean, reliable, affordable onsite power generation.

**Expanesthetics** Expanding the choice of general anesthetics available to improve human and animal patient outcomes and reduce the cost of anesthetic delivery.

**Evolva** Innovative, high-value, sustainable ingredients, with an emphasis on health, wellness and nutrition.

**Evolve Biosystems** Next-generation microbiome-based solutions to establish, restore and maintain a healthy gut microbiome across a range of clinical needs.

**Foodfully** Automatic food purchase tracking and spoilage notifications through a mobile app.

**Flex Stage Productions** Multimedia company providing lighting, sound, graphic design, video editing, photography and page design.

**Happy Baby** Selling eco-friendly items and healthy snacks for young children through vending machines, ecommerce and business-to-business wholesale.

**HemoSonics** Innovative diagnostics to quantify and characterize the hemostatic potential of whole blood.
Hope Shared Foundation  Empowers open, collaborative, accelerated development of new and improved medicines, especially for neglected diseases.

InnovaNutra  All-natural colors and bioactive ingredients for the food, beverage and cosmetic industries.

Inserogen  Plant-based manufacturing platform for fast, high-volume, cost-efficient production of high-value recombinant proteins, such as vaccines and biosimilars.

Intellimed Consulting  Customized marketing strategies and services that deliver value through accelerated market adoption of medical device products.

LiquidGold  Breastfeeding education for parents and providers.

Mango Materials  Biodegradable plastics from waste bio-gas that are competitive with conventional oil-based plastics.

Micromidas  Degradable, recyclable bioplastics from carbon found in organic wastewater.

Nanocytomics  Novel, highly accurate, low-cost, noninvasive tests for early cancer diagnosis in primary care physicians’ offices.

NeVap  Next-generation ventilator associated pneumonia (VAP) prevention solutions that are fully compatible with current healthcare practices and protocols.

Nuritas  Novel functional ingredients in food that have various therapeutic qualities.

Nutrilogix  Personalized nutrition to optimize health/wellness.

OptoRobotix  World-leading optical trapping and characterization technology for industry and research.

Parking Carma  Using technology to improve quality of life and the environment, while solving a major urban issue: parking.

PlayPatch  Wearable natural temperature monitoring for birth control.

Rowe Technical Design  Tissue phantoms, ophthalmic model eyes and expert optical and optomechanical advice, design and manufacturing services.

Scrumpt  Subscription-based service that lets parents choose from dozens of nutritionally sound lunches for their children.

SenseTerra  Long-range outdoor monitoring and control applications to improve outdoor telemetry in agricultural, environmental and research monitoring spaces.

Sierra Energy  Converting wastes into carbon-negative energy and transportation fuels.

Solera Power Corp.  Small electricity generating systems, ideal for green buildings, small businesses or small communities, capable of operating 24/7.

Sonanutech  Combines advances in photonic technologies, material science and nanotechnology to offer a quantum leap in speed and sensitivity for common biological assays.

Stratovan  Next-generation interactive imaging software for the global medical device and diagnostic markets.

SynapSense  Leading provider of energy efficiency-focused, data center infrastructure management solutions.

Tule Technologies  Remote irrigation monitoring and site-specific recommendations based on production goals.

ViVita Technologies  Technology to render animal-derived tissues immune-compatible with human patients.

VinPerfect  High-performance screw cap closure with a liner that allows winemakers to specify how much oxygen enters a bottle over time—and how their wine ages.

Zasaka  Technologies and practices to help farmers in Africa avoid losses and grow more crops.

zNano  Leverages nature’s secrets to separate molecules from water with near-zero energy consumption.
Thanking those who make our work possible

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Wil Agatstein
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Steven C. Currall
Scott Lenet
Robert H. Smiley
Chris Soderquist
Nicole Starsinic
Ann Stevens

While at Intel, Agatstein brought the classmate PC, a small, rugged, personalized laptop, to children in the developing world.

Wil Agatstein served as our executive director from 2008 to 2013. He brought his enthusiasm and love of all things entrepreneurial, and continually strove to both develop our network and to establish a healthy financial base for the institute. Wil had a great impact on the lives of many scientists, engineers and MBAs who, through our programs and with Wil’s encouragement, found and pursued their entrepreneurial dreams.

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THE WORLD NEEDS DREAMERS WHO ARE WILLING TO BE DOERS.

We educate dreamers about what that takes, beyond the idea: vibrant, collaborative networks. Uncommon partnerships. Restlessness, grit, bravery. All to give great ideas the best possible chance to find a home—and change people’s lives for the better.

“Steering UC’s cutting-edge discoveries through our labs and into the world economy is central to our mission as a public university.”

— JANET NAPOLITANO
PRESIDENT | UNIVERSITY OF CALIFORNIA

ON THE BACK COVER (clockwise)

2015 Big Bang! Second Prize and People’s Choice Award winner Foodfully.

Professor David Mills (Food Science and Technology, Viticulture and Enology), Jaleh Daie (managing partner, Aurora Equity) and panel moderator Cleveland Justis at Innovation at the Edge: Focus on Food at SYPartners, San Francisco, September 2016.

Graham Ryland MS 09, UC Entrepreneurship Academy alumnus and mentor, is co-founder and president of Barobo, maker of educational robots.

Serial entrepreneur Anthony Soohoo 92 keynotes the 2016 Big Bang! Final Presentations + Awards Ceremony.

UC Davis’ beloved Gunrock fills one of the many bike circles on campus.