



**CAL POLY**  
Center for Innovation  
& Entrepreneurship

# ANNUAL REPORT



**JUNE 2019-JUNE 2020**

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# A NOTE FROM OUR EXECUTIVE DIRECTOR



**JOHN TOWNSEND**

*Executive Director,  
Cal Poly CIE*

**We are pleased to share our first annual report reflecting our many accomplishments from the fiscal and academic year we completed at the end of June 2020.**

In my first year as the executive director, we continue to be guided by the vision set forth by Center for Innovation and Entrepreneurship (CIE) Co-Founders Jon York and Lou Tornatzky, 10 years ago. Those guiding principles have directly influenced our many successes over our first decade and have set us up for continued success as we move forward through the next chapter of the CIE. Recognizing the potential for an interdisciplinary program at a polytechnic university was visionary. Integrating our center with our regional community, for all the synergies it spawns, was brilliant.

The CIE's overarching goal of serving both our students seeking an entrepreneurial experience and our community business leaders relying on our support is more important now than ever. Our mission — "Be the top interdisciplinary undergraduate entrepreneurship program in the nation and strategic economic development engine throughout the San Luis Obispo Region" — has never been more important.

As we take a look back at all we have accomplished this year, some of our proudest moments include seeing our earliest startup companies go full cycle, concluding with successful "exits" that resulted in their founders giving back financially to support

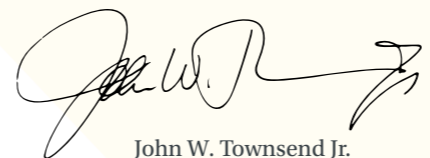
the CIE. Coupled with a heightened interest in the entrepreneurial spirit that this collaboration inspires, we're seeing an influx of young entrepreneurs, not easily deterred by the current dramatic economic downturn, throw their full and passionate effort into the pursuit of a solution to the many challenges we face as a society rather than accept an environment they know can be better.

When the pandemic hit, the CIE and the Cal Poly Small Business Development Center (SBDC) rallied with increased support to meet the demands of a changing workforce and struggling community businesses. We quickly pivoted to be part of the solution by deploying our expert SBDC consultants to assist with obtaining emergency financing, understanding how to reopen safely and how to adapt their business model to survive in an increasingly digital world.

Looking forward, our greatest opportunities for growth lie in our unique ability to provide the knowledge and resources for an economy that increasingly relies on entrepreneurs to create tomorrow's best and fastest growing companies. We continue to be guided by our mission but remain nimble to be both proactive and reactive to the dynamics of today's business and social environment.

But we remain true to our core pillars that focus on: instilling an entrepreneurial mindset in the increasing numbers of students from Cal Poly's six colleges; recognize the value of the experience of creating something from nothing; working with those with a different viewpoint; taking risks; and the many lessons that both success and failure provides. And we are equally committed to supporting the creation of startups and the scaling up of existing companies so they can create the jobs our region needs at the foundation of a healthy and thriving Central Coast regional economy.

So, thank you for the opportunity to serve as the executive director of the CIE, to work with an incredibly capable and committed team of people and to receive the generous support of our many friends. We trust you will enjoy learning more about our accomplishments in this report and hope you'll join us as we continue to enrich the talent and enable the dreams of those entrepreneurs we serve.



John W. Townsend Jr.

# A NOTE FROM OUR CO-FOUNDER



**JONATHAN L. YORK, PH.D.**

*Professor Emeritus of  
Entrepreneurship, Orfalea  
College of Business*

*Co-Founder, Cal Poly CIE*

As I write this, I have just finished another video call, an occupational hazard for all of us in this time of COVID-19. But this one was something special, a meeting of all of the past presidents of Cal Poly Entrepreneurs since this student club started 11 years ago. As I listened to them tell their stories and relate to each other, I couldn't help but be amazed to hear how much their entrepreneurship experiences at Cal Poly had affected their lives, and to see what amazing young people we had prepared for our future. These students are just a small representation of the now thousands who have benefited from the efforts of the Cal Poly Center for Innovation & Entrepreneurship and its supporters.

We are now entering into another era where the entrepreneurship efforts at Cal Poly are even more important. We build leaders, young people unafraid to challenge the status quo and equipped with the tools and support system to make change happen. So, as I reflect upon my 12 years since we ignited an entrepreneurial revolution of sorts of Cal Poly, it's time for everyone to double down. Cal Poly creates career-ready students; entrepreneurship takes that one step further and creates leadership-ready students.

I have relished my time with the CIE and would be remiss if I didn't recognize the incredible support we have received

from our alumni, local supporters and governments, and of course our staff. Yet we should never underestimate the degree to which faculty are the core of the student entrepreneurial experience at Cal Poly and the successes that we have built through entrepreneurship programs, which are the most interdisciplinary academic experience in the university.

This leads me to my great pleasure that Professor Lynn Metcalf of the Orfalea College of Business and Associate Professor Thomas Katona of the College of Engineering will be stepping in to succeed me as co-academic directors of the CIE. Lynn and Tom are committed to the student experience and the critical involvement of faculty that has made us what we are today. With their involvement, with the leadership of John Townsend and with the continued support of everyone reading this, the CIE is in a position to lead Cal Poly's students and San Luis Obispo's startup community into this uncertain future of the post-pandemic economy.

Thank you all for the support you have offered me since the beginning – we are all co-founders!

A handwritten signature in black ink that reads "Jonathan L. York". The signature is fluid and cursive, with the first name being the most prominent.

Jonathan L. York



**LYNN METCALF**

*Professor of Entrepreneurship,  
Orfalea College of Business*

*Co-Academic Director,  
Cal Poly CIE*



**THOMAS KATONA**

*Associate Professor,  
Innovation & Entrepreneurship*

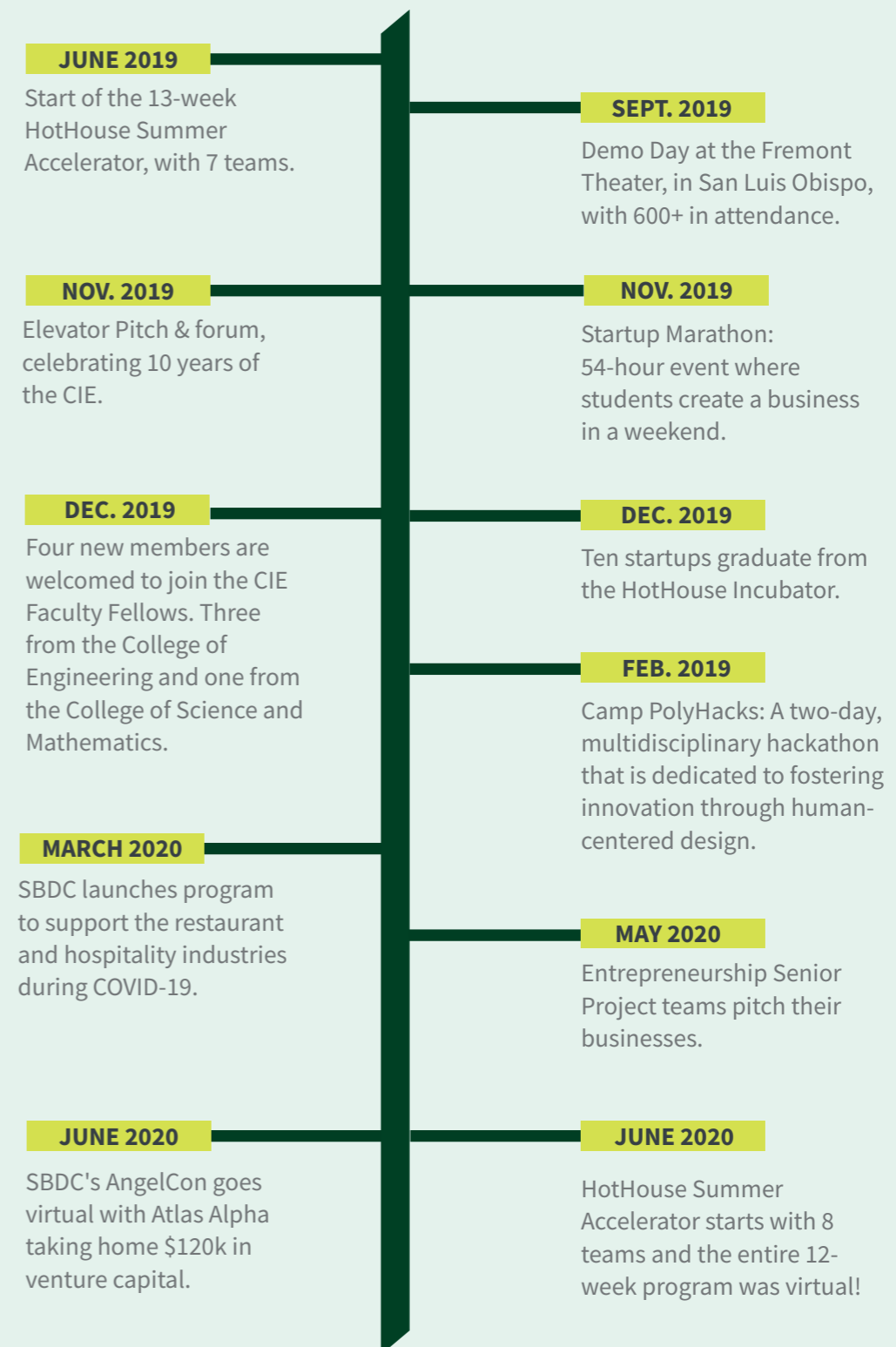
*Co-Academic Director,  
Cal Poly CIE*

# OUR MISSION

Enriching talent.  
Enabling dreams.

To be the top interdisciplinary undergraduate entrepreneurship program in the nation and strategic economic development engine throughout San Luis Obispo County.

# OUR YEAR IN REVIEW



# CALWISE SPIRITS: TURNING OBSTACLES INTO OPPORTUNITIES

The entrepreneurial journey is full of risk, complex challenges and unpredictability, but Aaron Bergh, the founder of Calwise Spirits Co., says that unwavering resilience will push startups through obstacles and on a path toward success.

Bergh has gone through several Cal Poly Center for Innovation and Entrepreneurship (CIE) programs to grow Calwise into the distillery and tasting room that it is today, encountering several highs and lows along the way.

Recently, he has met his biggest challenges yet.

“Since I started my business I’ve been very good at predicting things, but the pandemic has turned that all on its head,” Bergh said. “There’s absolutely no way to prepare for what’s going to happen next.”

However, Bergh accepted that instead of preparing for specific market changes and setbacks, all he could do was prepare his business to roll with the punches on a nearly day-to-day basis.

When the COVID-19 pandemic first hit, Calwise was forced to close its doors and Bergh had the heavy burden of laying off his staff. Almost immediately, though, Bergh recognized an opportunity for his distillery.

“I turned my business into something it was never designed to be, which was a hand sanitizer manufacturer,” he said of his temporary pivot. “That allowed me to bring revenue in while a lot of people didn’t have that opportunity. I was able to bring my employees back and build up some funds to move forward and continue to grow my company.”

As San Luis Obispo began to reopen its economy, Calwise then started to pivot back to business-as-usual but was quickly shot down by a second wave of restrictions on the local business community.

Now, Bergh and his team are innovating their practices again by creating outdoor seating for Calwise customers to align with current public health mandates.

But why would he keep pivoting when things could change in an instant? Bergh said it’s just simply what you do as an entrepreneur.

“Having obstacles keeps me on my feet and forces me to constantly have to think and innovate,” he said. “When I’m faced with something tricky that would frankly make a lot of people want to run away and give up, I prefer to rise to the challenge.”

So, while Bergh says he has always been a tenacious problem-solver, going through the CIE HotHouse Accelerator and Incubator programs helped him better understand the need to stay resilient in the startup world.

“As simple as it sounds, the main thing I’ve learned is that everyone has challenges and that you just have to get through it,” he said of working alongside other startups and mentors. “Resilience means being able to survive through whatever is thrown at you and that’s exactly what we’ve been doing.”

Today, Bergh says that his team’s resilience has allowed business to go better than he expected it would during these economically challenging times and that he’s found a silver lining in being able to steadily continue to sell Calwise spirits and cocktails online.



## FAST FACTS



Started making *hooch* in his college dorm room



At age 28, is one of the *youngest* master distillers in the *world*.



Provided hand sanitizer to *the FBI field office in Los Angeles*

# PROGRAM BREAKDOWN



## INNOVATION SANDBOX

Dedicated to the development of student projects and ideation. Offering free 3-D printing to all Cal Poly students as well as CNC routers, laser and vinyl cutters, hand tools and VR headsets.

## CAL POLY ENTREPRENEURS

A student-run club unifies entrepreneurs on campus. CPE hosts dozens of entrepreneurial events, activities and special guests every year.

## SUMMER ACCELERATOR

A three-month summer program that provides select students and recent graduates with seed funding, guidance and office space to launch a successful business.

## HOTHOUSE INCUBATOR

Open to SLO County entrepreneurs. It's a two-year program that includes everything needed for early-stage companies to develop into financially stable, high-growth enterprises.

## THE HATCHERY

An on-campus incubator program that provides guidance and resources for students who want to take their business ideas to the next level.

## HOTHOUSE ANNEX

Serving the SLO community, this space serves as a regional entrepreneurial ecosystem, including a lab, for product development, that allows for prototyping and early-stage manufacturing.

## HOTHOUSE COWORKING

Provides affordable coworking space designed to enhance productivity and collaboration among entrepreneurs, startups and innovators.

## CAL POLY SBDC

Promotes the development of technology-focused ventures by providing high-quality business assistance to start-ups and established companies, within the SLO County community.

## EVENTS & COMPETITIONS

### Forums | FALL & SPRING

Open to students and community members. They are social, educational and communal events that foster information exchange and collaboration.

### Demo Day | END OF SUMMER

A showcase opportunity for the HotHouse Summer Accelerator teams. Teams have the opportunity to give their culminating pitch at the end of the summer.

### Elevator Pitch Competition | FALL

Gives students 90 seconds to pitch their product ideas, innovative services or startups to a panel of judges for the chance to win \$1,000.

### Innovation Quest (iQ) | SPRING

An annual competition that grants up to \$30,000 in funding and coaching to student-run startups.

### AngelCon | SPRING

An investment program that teaches potential investors how to invest in startups through an event-driven competition that ends with a live investment in a startup of up to \$100,000.

# SBDC

“SBDC has given Luna Red brand, marketing guidance and oversight to help strive towards our goals and re-opening during COVID-19. The SBDC consultants have extensive knowledge and their insights have been priceless in helping navigate Luna Red’s strategy, especially during this time.

ISABELLA CURTONI  
*Luna Red, Marketing Director*

The Cal Poly Small Business Development Center (SBDC) promotes the development of technology-focused ventures by providing high-quality business assistance to startups and established companies. It helps entrepreneurs launch companies, create and retain jobs, and attract capital investment.

With a specific focus on high growth and technology business opportunities, the SBDC helps develop businesses by utilizing:

- Experienced consultants offering free and confidential services.
- Practical, cutting-edge workshops that inspire innovation.
- Open office hours for confidential walk-in expert consultation.
- An atmosphere filled with entrepreneurial spirit and support.

To learn more about Cal Poly SBDC, check out the website [here](#).

## 2019-2020



SBDC  
CONSULTANTS

31



JOBS  
CREATED

82



HOURS OF  
COUNSELING

7,339



CLIENTS  
SERVED

677

\$30.4M

TOTAL CAPITAL  
(LOANS & EQUITY)



TRAINING EVENT  
ATTENDEES

3,935

+130%

INCREASE IN CLIENTS  
FROM PREVIOUS YEAR

+50%

INCREASE IN CAPITAL  
FROM PREVIOUS YEAR

+268%

INCREASE IN EVENT  
ATTENDEES FROM  
PREVIOUS YEAR

# ACADEMICS

Through dozens of unique programs, the CIE helps students across the university acquire the tools, the skills and foster the mindset of an entrepreneur. Entrepreneurial careers transcend specific job titles, career paths and industries. We develop the entrepreneurial spirit with complementing class instruction and project-based activities.

**I knew a degree in computer science would set me up for success technically, but I think there's a lot of aspects of a job not covered by pure technical knowledge. I view computer science as a square and the entrepreneurship minor is what rounds me out into a circle.**

**JOSIAH PANG**  
*Computer Science*  
*Minor in entrepreneurship '20*

The CIE Faculty Fellows are growing the entrepreneurship culture at Cal Poly. Within each of the university's six colleges, CIE Faculty Fellows incorporate innovation, and entrepreneurship into their coursework, serve as CIE ambassadors within the college they represent and help guide students through various entrepreneurial career paths.

## FOR MORE INFORMATION

To see our entrepreneurship concentration course catalog, go [here](#).  
To see our entrepreneurship minor course catalog, please go [here](#).  
To see more information on each faculty fellows member, go [here](#).



## 25

**FACULTY FELLOWS**

## 20

**ENTREPRENEURSHIP  
COURSES OFFERED**

## 100 STUDENTS

**FROM THE COLLEGE OF  
BUSINESS, ENROLLED IN THE  
*Entrepreneurship  
Concentration***

## 125 STUDENTS

**FROM REMAINING  
COLLEGES ENROLLED IN THE  
*Entrepreneurship Minor***

**ONLY U.S. UNIVERISTY  
IN THE EBRIDGE ALLIANCE  
PARTNER PROGRAM**

*(a network of international universities  
and university-linked entrepreneurship  
located in worldwide Startup hotspots.)*



# ACCELERATOR TEAMS 2020



Blueline Robotics is building the next generation of tactical robots for first responders. Their mission enables departments access to new life-saving technology.

[www.bluelinerobotics.com](http://www.bluelinerobotics.com)



Bridge is increasing access to mental health services for those seeking care by connecting verified mental health professionals across all license types on a secure referral and messaging platform.

[www.bridgemh.com](http://www.bridgemh.com)



CADU helps navigate the accessory dwelling unit (ADU) process by connecting homeowners with service professionals, resources and vendors also to their preferences.

[www.caduplus.com](http://www.caduplus.com)



Fruji makes it easier for people to snack healthier. It is redefining the gelatin snack category by making the first of its kind all-natural, functional and convenient gelatin snack.

[www.eatfruji.com](http://www.eatfruji.com)

**The HotHouse Startup Accelerator is a summer program designed to give you everything you need to launch a real, scalable company.**

Exclusively for Cal Poly students and recent alumni, the Accelerator draws from a diverse pool of mentors and speakers in the startup world. In addition to hands-on mentorship and weekly workshops, companies in the program have access to \$10,000 in equity free seed funding to start building their business.

Throughout, companies develop their business model, learn how to operate a business and practice telling their story to pitch their company.



Imperium believes the future of remote work is rapidly evolving. That's why MO was created, Imperium's Mobile Office — a two-in-one portable charger and personal hotspot. With MO, you no longer need to seek out power outlets and Wi-Fi to get stuff done.

[www.imperiumwork.com](http://www.imperiumwork.com)



Nova connects friends and family from all around the world. Using blockchain technology, it provides a seamless, mobile, international payment platform.

[novapay.app](http://novapay.app)



Perch protects lives and property by detecting and predicting wildfires in vulnerable and remote areas. It does this by distributing a network of sensors across the power grid to monitor the surrounding environment.

[www.perchsensing.com](http://www.perchsensing.com)



SNACK WITH SOPH is a healthy customizable snack subscription box delivered to your door. It's boxes not only contain snacks derived from whole food ingredients, but it created a place for members to build a community around mental health, eating disorder recovery and female empowerment.

[www.snackwithsoph.com](http://www.snackwithsoph.com)

# A CONVERSATION WITH AN ACCELERATOR TEAM

In 2019, Ryan Murtaugh and Nathan Brickman (pictured), now graduates of biology and agricultural communications respectively, set out to tackle a problem in the mental health industry: it's outdated communication tactics. What began as a class project, has developed through several CIE programs into what is now called Bridge.

**Q WHAT IS BRIDGE?**

**A** Bridge is a modern collaboration software platform designed specifically for mental health professionals to strengthen the industry's infrastructure, enabling professionals to connect with each other, refer clients and grow their practices.

**Q WHAT WAS THE JOURNEY FROM CLASS PROJECT TO STARTUP LAUNCH LIKE FOR BRIDGE?**

**A** Nathan and I met in John Townsend's "Intro to Entrepreneurship" class where we decided to look at the mental health industry, figure out what problems existed in that space and utilize technologies to mitigate some of those problems. After that, we joined the on-campus Hatchery, participated in a MedTech program and then we got into the 2020 accelerator.

**Q HOW DID BRIDGE GROW IN THE HOTHOUSE ACCELERATOR?**

**A** The program really gave us the time and resources to strategize and develop the software. By the end of it we had a decent MVP software with mental healthcare professionals across California using it daily.

**Q DID THE \$10,000 FUNDING HELP?**

**A** The \$10,000 was so helpful. The money helped with really simple things like keeping our servers running or paying for APIs, but it also allowed us to really test things and totally gave us a safety net to get crucial data points that helped us move forward a lot faster.

**Q WHAT DOES IT MEAN FOR STUDENTS LIKE YOURSELF TO HAVE CIE RESOURCES?**

**A** It's incredible. The CIE is the best thing you could possibly have as an entrepreneurial student because

you have access to this network of people who have done it before and are happy to guide you.

**Q DID THE CIE PREPARE YOU FOR DEALING WITH CHALLENGES?**

**A** The CIE makes it really clear that pivots and iterations are extremely common and there's no point in fearing the inevitable. For us, there wasn't a whole lot of pivoting, more of understanding the true complexity of the mental health market. While we're still on the same path of focusing on private practices first, our product roadmap has evolved to include strategic developments for other entities.

**Q HOW DID COVID-19 AFFECT YOUR VENTURE?**

**A** COVID-19 has been really interesting. The switch to telehealth sets a new precedent for the mental health professionals who do not need to be in a certain place to do their work. Of course, COVID-19 isn't good, but for Bridge, it's really been a push in the right direction and kind of forced the mental health industry to adopt new technologies.

**Q WHAT'S NEXT FOR BRIDGE, POST-ACCELERATOR?**

**A** Well, we just moved into the HotHouse Incubator, which has already been extremely helpful in getting our advisory board together and working toward incorporation. Right now, we're doing a closed beta test and we are trying to hit about 300 to 600 practitioners on the platform and go through our first main round of fundraising. Then, by June of 2021, we hope to have around 10,000 users and start really turning on the revenue streams.



## FAST FACTS



Started as a *class project*



Participated in the *first* Hatchery MedTech program

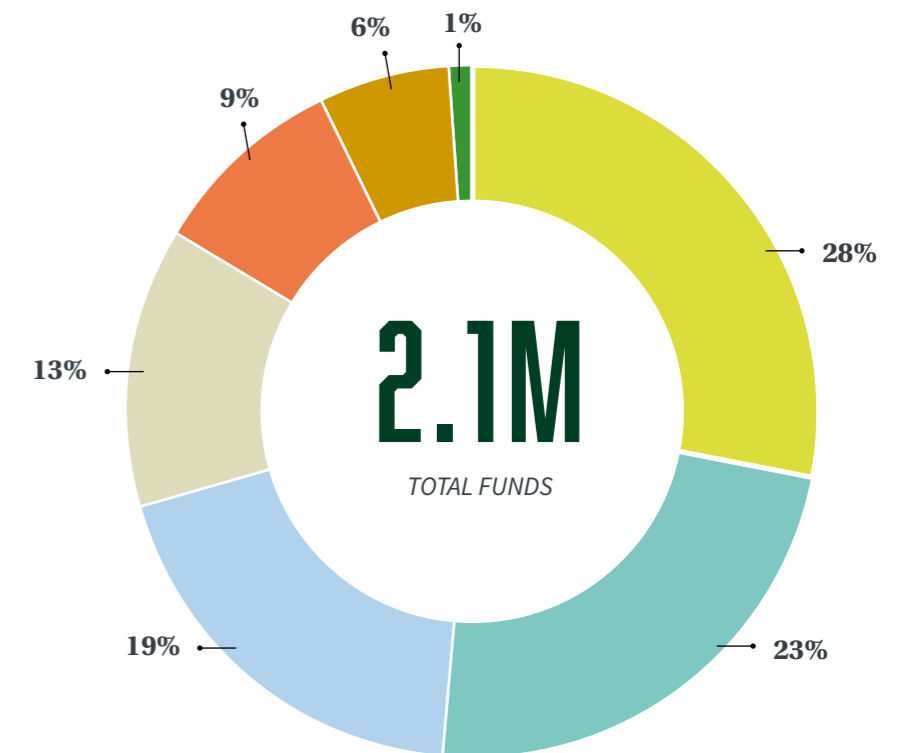


Accepted into the *HotHouse Incubator* program Oct. 2020

# FUNDING

## SOURCE OF FUNDS

- DONORS & SPONSORS | \$593,000
- STATE GRANTS | \$485,000
- CAL POLY SLO | \$400,000
- CO-WORKING INCOME | \$275,000
- COUNTY OF SLO | \$200,000
- FEDERAL GRANTS | \$275,000
- CITY OF SLO | \$30,000

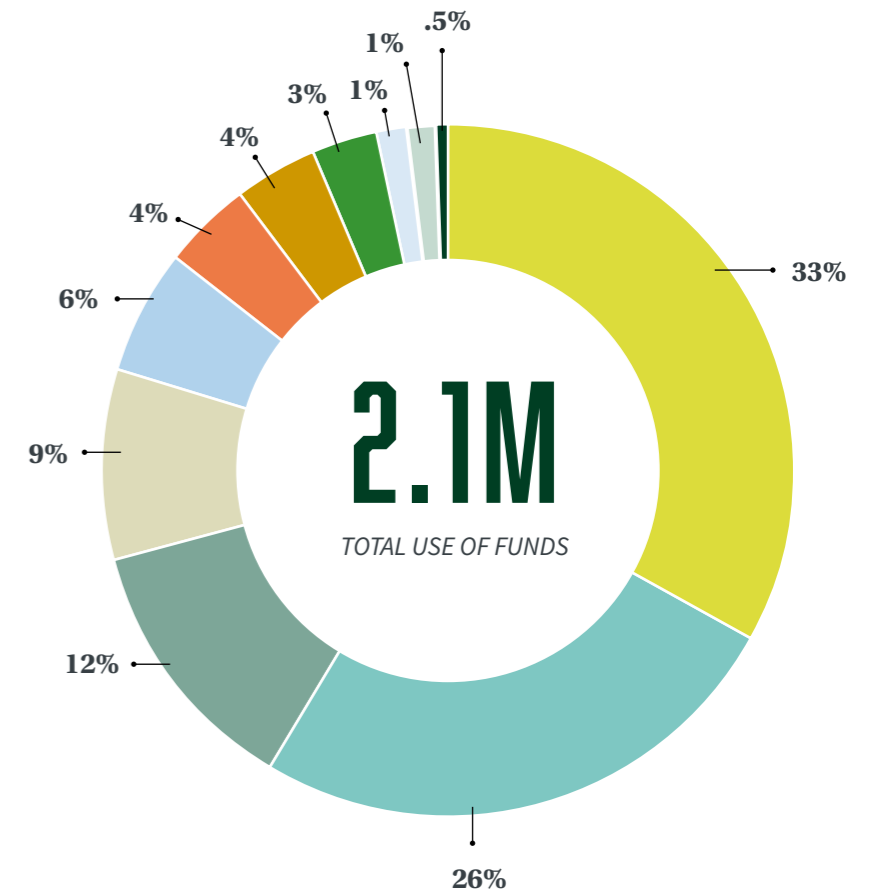


As a longtime donor to the CIE, I am very pleased with the cost-effectiveness of this organization — the large number of programs that support the entrepreneurial ecosystems of both Cal Poly and the larger San Luis Obispo county community. The CIE uses the same 'lean start-up' method that they teach and I know that my money is being used wisely.

JO ANNE MILLER

## USE OF FUNDS

- STAFF | \$698,000
- FACILITIES & OPERATIONS | \$540,000
- SBDC CONSULTING SERVICES | \$258,000
- FACULTY | \$184,000
- STUDENT INTERNS | \$124,000
- CAL POLY CORPORATION | \$89,000  
PROGRAM MANAGEMENT
- SUMMER ACCELERATOR | \$80,000  
SEED FUNDING
- STUDENT STARTUP EVENTS | \$67,000
- CAL POLY FOUNDATION | \$30,000
- TRAVEL & PROFESSIONAL  
DEVELOPMENT | \$27,000
- MARKETING & ADVERTISING | \$11,000



# DE ORO DEVICES: AN ENGINEER'S UNEXPECTED TURN TO ENTREPRENEURSHIP

Sidney Collin never saw herself as an entrepreneur. The biomedical engineering graduate hardly expected to start a business. Even after she innovated a device for Parkinson's patients, she simply saw that as another facet of research.

That is, until she got involved in CIE programming.

"I have a very engineering-based mind and don't think like a businessperson," explained Collin. "I jumped into entrepreneurship without planning to at all, but I got exposed to this whole other world that I didn't know existed, that I didn't know I wanted to be a part of or even felt like I would fit into."

While working on a Cal Poly engineering project, Collin was introduced to local veteran Jack Brill who was dealing with freezing of gait, a Parkinson's symptom that hinders movement.

Knowing about extensive research backing audio and visual cues as a way to combat this, Collin created what she calls the NextStride, a medical device under her company De Oro Devices that uses lasers and metronomes to prevent freezing of gait.

After Brill found it successful, he sparked demand for it in a local Parkinson's support group.

"It was completely unfathomable to me that something so simple and so well known to be effective didn't exist already," Collin said. "I realized that there was a much bigger need for a device like this."

The closest thing to a solution then involved a physical therapist laying painter's tape on a patient's home floor as a pathway for them to walk along.

"But that confined them to those specific lines," she said. "We're allowing them to not only be able to wake up in the middle of the night and go to the bathroom by themselves, but also go to the beach or walk around the block. They can take the cues anywhere."

To serve the larger community seeking this relief, Collin and her advisor needed funding, so they looked

into CIE's Innovation Quest (IQ). Feeling uncertain about pitching her company, she passed it up in 2017, but got involved the following year.

Her device was immediately met with excitement by CIE leaders, inspiring her to gain business skills in the on-campus Hatchery before officially pitching to investors. Ultimately, De Oro Devices didn't win — but Collin wasn't shaken.

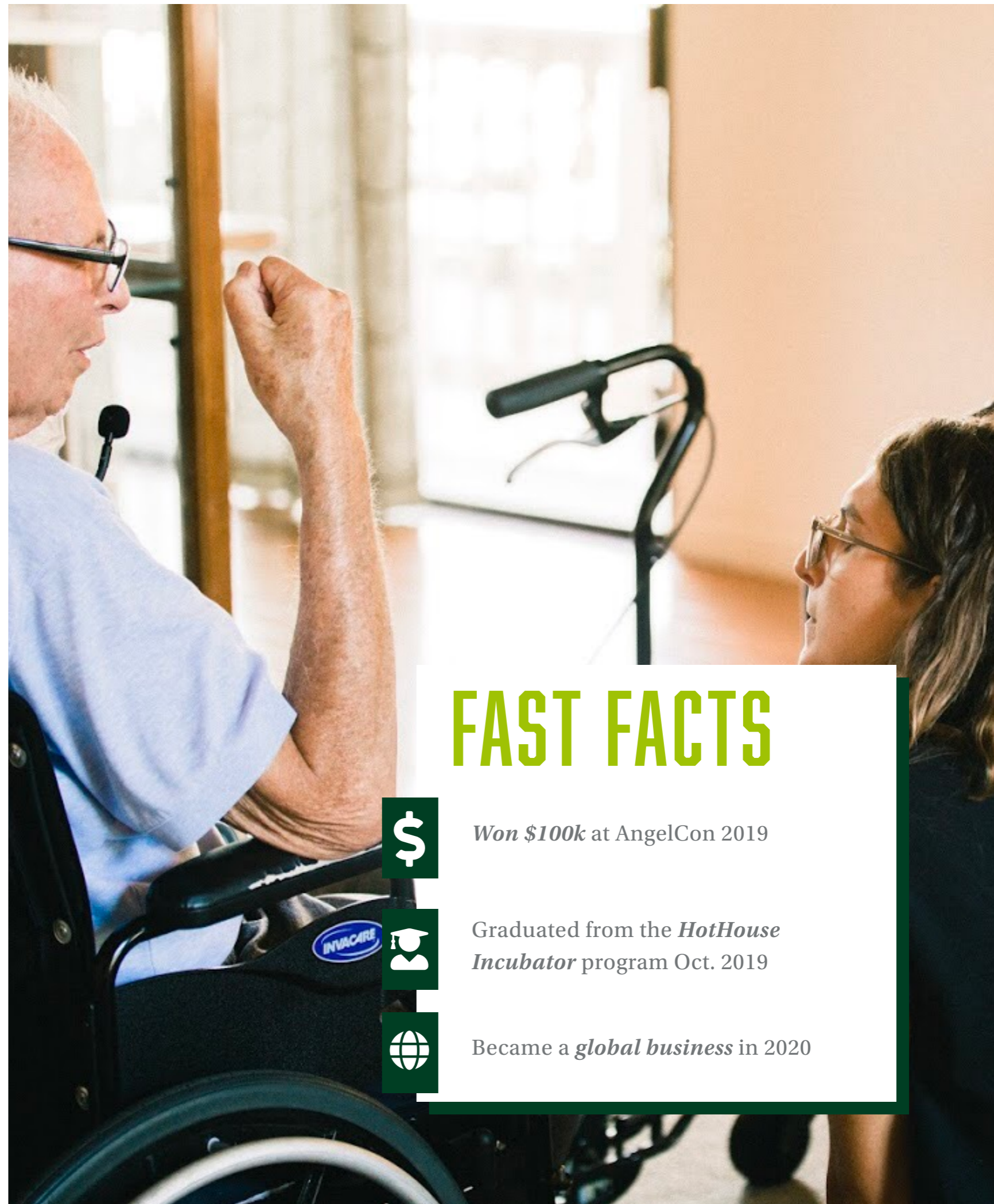
Instead, she was pushed to apply for the HotHouse Accelerator and got in.

"I came into that thinking there was no way I could be successful because I didn't fit the entrepreneurial mold," Collin recalled about her startup's genesis. "But the CIE offers an incredible amount of support and allows students and super early-stage companies to dream big, which is so valuable."

And that value shows. Collin and co-founder Will Thompson went on to take De Oro Devices through the HotHouse Incubator, launch their medical device on a remarkable timeline, win the Central Coast Angel Conference and secure multiple rounds of investments.

Now post-incubator, the startup remains based in San Luis Obispo as it expands its already-global reach, grows into new disease areas and builds out its product line.

"We're continuously motivated by our customers' responses saying, 'I've been able to walk for the first time in years, this is amazing, thank you,'" Collin said. "It's crazy to think that there's no chance I would've pursued anything if it wasn't for the CIE pushing me to realize that there was a business opportunity here and that I could be the one to do it."



## FAST FACTS



Won **\$100k** at AngelCon 2019



Graduated from the **HotHouse Incubator** program Oct. 2019



Became a **global business** in 2020

# THANK YOU CORPORATE FOUNDERS CIRCLE

The CIE works closely with students from the Cal Poly's six colleges, as well as the business community, to provide programs and mentorship that cultivate an entrepreneurial mindset.

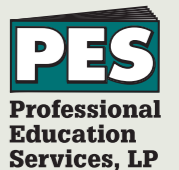
Corporate Founders Circle members play a critical role in building the businesses of tomorrow. Their sponsorship and expertise help shape the ventures that will change lives locally, nationally and throughout the world.

**Carmel & Naccasha is proud to support the CIE. We see it as an imperative investment in our future citizens, colleagues and the drivers of innovation and economic opportunity. We very much value the great work of the team at the CIE.**

**ZIYAD NACCASHA**  
*Carmel & Naccasha LLP Partner*



Membership in the Corporate Founders Circle begins at \$30,000, payable over five years. For more information, please contact Cory Karpin, CIE director of development, at 805-660-0985 or [ckarpin@calpoly.edu](mailto:ckarpin@calpoly.edu).



# THANK YOU FOUNDERS CIRCLE

Through dozens of unique programs, the Cal Poly Center for Innovation and Entrepreneurship (CIE) helps students across the university acquire the tools, the skills and foster the mindset of an entrepreneur.

Founders Circle members are the backbone of the CIE, providing the financial support needed to empower our aspiring entrepreneurial students to change the world.

**You know that person who has a great idea and just won't give up? The CIE takes passionate, tenacious students from all majors across campus and gives them the spark and support to start companies and pursue entrepreneurial careers. We support the CIE because it's turning Cal Poly students into ground breakers and innovation leaders.**

**JAN & RON HAYNES**  
*Founders Circle Members*



Membership in the Founders Circle begins at \$25,000, payable over five years. For more information, please contact Cory Karpin, CIE director of development, at **805-660-0985** or [ckarpin@calpoly.edu](mailto:ckarpin@calpoly.edu).

Al & Aurora Lipper <i>Destiny Success</i>   CEO	Collaboration <i>Michael Gunther</i> Founder & Managing Partner	Kristen Yetter <i>Promega Biosciences LLC</i> General Manager & President	Peter Moran <i>DCM Ventures</i> General Partner
Andy Mangano			Raintree Foundation
Arvand Sabetian <i>Ziprent</i>   Founder	Cuesta College <i>Gayla Jurevich</i>   Deputy Navigator, Small Business	Kyle Park <i>Harvest Management Partners</i> Managing Director	Relentless Mgmt. Group <i>Alex Minicucci</i> Managing Partner & CEO
Bakir Begovic <i>B&amp;H Engineering</i>   CEO	Dan Weeks <i>Q-Aces, DMscore</i>   Founder	Lance Tullius <i>LR Tullius Inc.</i>   President	Rich Boberg <i>Innovation Quest (iQ)</i> Co-founder
Bank of America <i>Greg Bland</i> Market President	David Taylor <i>CineForm</i>   CEO & Founder	Lisa Hufford <i>Simplicity Consulting</i> President & Founder	Rick Stollmeyer <i>MINDBODY Inc.</i> Executive Chairman
Barry K. Waitte <i>Tamber Bey Vineyards</i> Vintner & Proprietor	Digital West <i>Jeff Buckingham</i>   President	Lucia Cleveland <i>Spice Hunter</i> Founder	RRM Design <i>Erik Justesen</i> President & CEO
Ben Lee <i>mCube Inc.</i>   President & CEO	Eric Horn <i>Build Group</i>   Chairman	Mac Brinton	Russ Nash <i>Professional Education Services</i>   CEO
Bill Doak <i>Kirvin Doak Communications</i> Partner	Entrada Ventures <i>Julie Henley</i>   Partner	Mark Jackson <i>Blue Dolphin Design and Engineering</i>   Owner	SESLOC <i>Geri LaChance</i> President & CEO
Biren and Tejal Sood	Gary Dillabough <i>Navitas Capital</i> Managing Partner	Mark Pierce <i>Luminate Capital</i>   Partner	SLO Seed Ventures
Brett Eldridge <i>Palo Alto Networks</i>   Retired	Glenn Burdette	Mark Vranesh	Steve Nash <i>Professional Education Services</i>   COO
Bruce White <i>Phillip B White Co Financial</i> Founder	Jan & Ron Haynes	Mary Bianco	Vidya Law <i>Donica Forensich</i> Founding Attorney
Bret Goodman <i>Alliant Insurance Services</i> Managing Director	Jason Yim <i>Chord Health</i> Founder & CEO	Maynard Cooper <i>Jamal Al-Haj</i>   Partner	VH Nutrition <i>Drew Littlejohns</i> Founder & CEO
Carmel & Naccasha <i>Ziyad Naccasha</i>   Partner	Jeff Witous <i>Teqspring Inc.</i>   CEO	Michael Selfridge <i>First Republic Bank</i> Chief Banking Officer	Wells Fargo <i>Mark Corella</i> District Manager
Carson Chen <i>Innovation Quest (iQ)</i> Founder	Jen Melton <i>Cloud Star</i>   Founder	Mike Tate <i>NetLogic Microsystems Inc.</i> Former VP/CFO	Wilson Sonsini Goodrich & Rosati <i>Matthew Bresnahan</i>   Partner
Chris Cruttenden <i>Net Chemistry</i>   President	Jo Anne Miller <i>SLO Seed Ventures</i>   Partner	Pacific Premier Bank	
Chris Hicken <i>'nuffsaid</i> Co-Founder & CEO	Joe O'Connor	Phil Hartstein <i>Finjan Holdings LLC</i> President & CEO	
Chris O'Reilly	Joey Leslie <i>Matchfire</i>   President	Peter Hilf <i>PFH Inc.</i>   Owner	
	John Combs <i>Combs Consulting Group</i> CEO		
	John Magner		

# THANK YOU SLO COMMUNITY

“We’re proud to support and partner with the Center for Innovation and Entrepreneurship. It’s exciting to see so many homegrown companies scaling in SLO County and all of the jobs they’re creating.




WADE HORTON  
*San Luis Obispo County Administrative Officer*

“The City of San Luis Obispo has been a supporter of the CIE since its earliest days. Together we’ve built something that is a hallmark of collaboration, innovation and entrepreneurship to help drive new ideas and opportunities for our city and region. It’s a partnership that has helped to launch and grow dozens of new businesses that are firmly rooted in their commitment to our community.

DEREK JOHNSON  
*City Manager, San Luis Obispo*



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