

December 2016

Office of Business Development



Bill Kell, Director of the UC Berkeley Law New Business Practicum, presents on “Top 10 Legal Pitfalls for New Businesses” at First First Fridays workshop

Introduction

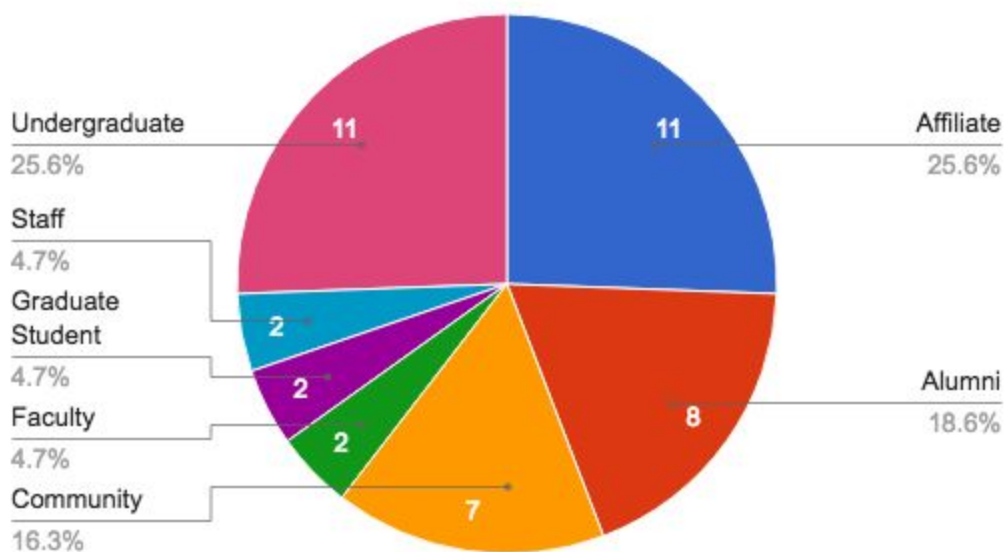
This report details the progress and statistics of the Office of Business Development for the month of December, 2016. Below is information regarding the UC Merced Venture Lab, the market research process, Material Transfer Agreements, Non-Disclosure Agreements, Research Agreements, License Agreements and the Intellectual Property Portfolio.

The UC Merced Venture Lab

Since October 2015, the UC Merced Venture Lab has had a total of 51 business concepts incubated, and 94 members. As of December 2016, there are 22 current business concepts, 5 affiliate teams and 43 members (Table 3). The contents of this report will cover the current Venture Lab Members.

Figure 1: Current Venture Lab Members by Category

Venture Lab Members by Category



Through meeting with the Members on a regular basis, the member's current level of development is assessed (Figure 2). Using the Yard and Tower business model, members are fit into one of the following categories: Idea/Value Proposition, Market Research, Market Fit Assessment, Business Model, Launch Plan, and finally Launch. The key criteria to determine a launch is the first successful sale of the product or service.

Figure 2: Yard and Tower Model

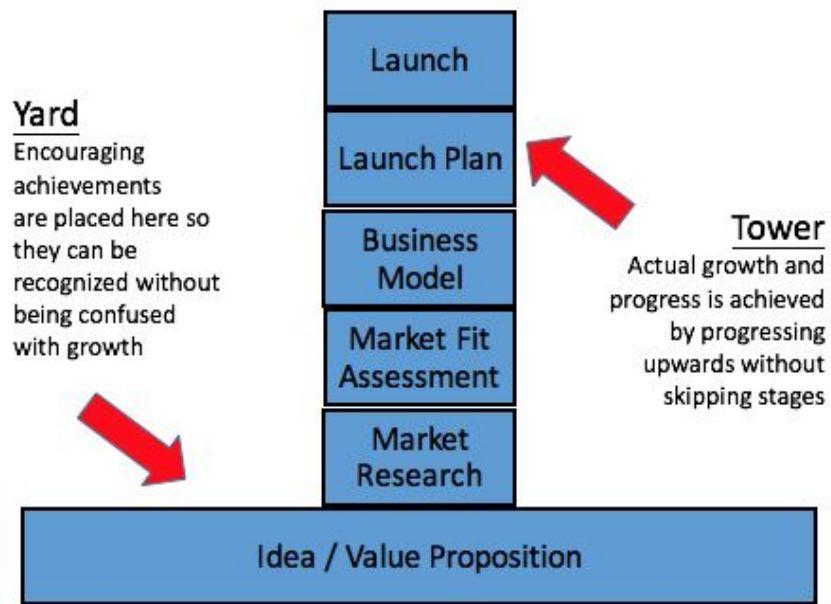


Figure 3: Business Concepts by Stage of Development

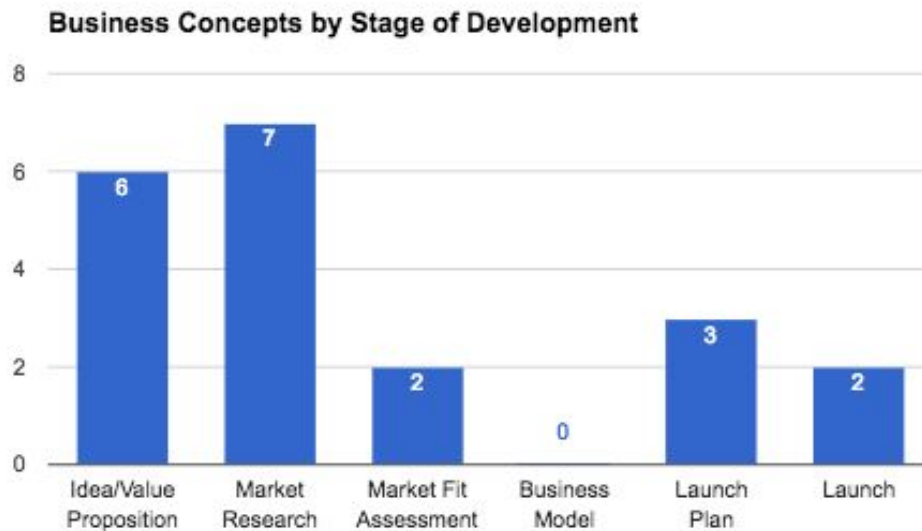


Table 1: All Current Venture Lab Business Concepts Defined by Stage of Development and Description.*

Company	Stage of Development	Description
Cell Scaffolding	Idea/Value Proposition	Skin grafting using live cell lithography
FireWalker	Idea/Value Proposition	Drone tools designed to assist rural firefighters
Merced Youth Connect	Idea/Value Proposition	Connecting Merced youth to local activities
My Name T	Idea/Value Proposition	Customization of sportswear to represent workplace
Puzzle Game	Idea/Value Proposition	Game designed to teach fundamentals of physics to students
Smart Walker	Idea/Value Proposition	A smart walking frame that reminds users to use it while walking
Arthritic Handbags	Market Research	Handbags that are easily accessible to those that have arthritic hands
Drone Dome	Market Research	Indoor drone racing and certification for drone enthusiasts
Grocery Shopper	Market Research	Provides grocery shoppers with nutrition compare tools
MapCat	Market Research	An indoor mapping solution for large buildings
Sweeties's Yum House Kitchen	Market Research	A food entertainment business focusing on youth K-12
Yosemite Excursions	Market Research	A personalized tour guide experience of Yosemite
LaunchList	Market Fit Assessment	A software for compiling and organizing large data sets
PantrySense	Market Fit Assessment	An inventory system for large kitchen pantries
Your Rain Systems	Market Fit Assessment	A novel method of rainwater catchment and purification for home use
Eirene Technologies	Launch Plan	A phonon transistor that can be used to detect threats for border patrol officers
Staks	Launch Plan	A cost effective method for designing new small business locations
Sweep Energy	Launch Plan	Software that assists large production facilities with data management and diagnostics
BEAT	Launch	An educational company that provides K-12 STEM education and professional development to teachers
St. Vincent's Solutions	Launch	Non invasive medical equipment designed for premature infants

*This list does not contain Affiliate Members. This list can be found in Table 3.



Aaron Lequia
Co-Founder
Merced Youth Connect

Member Spotlight

Merced Youth Connect

Merced Youth Connect is a Provisional Venture Lab team that was founded by a Merced community member, Aaron Lequia. As a Provisional Team, they are within their first three months of the program and are exploring their idea viability and potential market engagement strategies. They are currently in the process of identifying their potential customers, and discovering the value that they bring to them. They are in the Idea/Value Proposition discovery phase and are exploring ways to connect Merced Youth to engaging activities and uncover the gaps in activities for this demographic.

LaunchList



Michael Andemeskal
Co-Founder
Launch List

LaunchList is a Regular Venture Lab team that was co-founded by Michael Andemeskel, an undergraduate student at UC Merced. As a Regular Team, they are past their initial three months of the program and are exploring their idea viability and potential market engagement strategies. They have identified that large organizations that have a geographically separated network have a need for organized shared resources. Currently there is a barrier for these organizations to share similar materials due to the poor formatting or inconsistent organization. They are currently in the Market Fit Assessment Phase, and are exploring a partnership with the nonprofit ChickTech to solve the resource management issues that they face. Currently they have been assigned a special task force from ChickTech to explore potential solutions to this system-wide problem for ChickTech as part of their new partnership. Michael and his team are exploring ways to broaden this solution to help additional nonprofits in California.

BEAT



Michael Urner
Co-Founder
BEAT

BEAT is a Contributing Venture Lab team that was founded by UC Merced alumni, Michael Urner. As a Contributing Team, they have been recognized as being in the Launch Phase and returning to help other members of the program succeed. As part of this category, Michael hosts the series “Entrepreneurship 101” and mentors other members that are in the early stages of their business concept. Their services are designed to work with school districts by providing educators with the tools they need to teach quality STEM education. They are moving on from professional development for teachers, to also include the creation of take home activity kits for parents.

Market Research

Table 2: Current Market Research Projects Categorized by Pending or Complete

Recipients	Project Description	Status	Time
Nate Monroe	Mr. Monroe is interested in creating a training opportunity for students that would best prepare them for starting a career in government relations. The team will be reaching out to government relations offices to understand the key responsibilities and education that their employees must meet before hiring.	Plan sent 11/29	5 months
Michael Urner	Mr. Urner is interested in identifying the root cause for the health disparities between the Hmong and Hispanic Communities in Merced County. The team is reaching out to key minority representatives to identify why food accessibility drastically varies between communities.	Plan sent 11/30	3 months
Agustin Roldan	Mr. Roldan is interested in receiving technical advising from Engineering consultants. The team is reaching out to Engineering firms, and the society for Professional Engineers to find cost effective ways of employing this service in the Venture Lab.	Plan sent 12/13	3 months
Eduardo Munoz	Mr. Munoz is interested in learning the laws and procedures behind adapting Chinese made cars to US standards.	Plan sent 11/14	8 weeks
Lawrence DeSilva	Mr. DeSilva is interested in finding the market for sports fans that would like customized jerseys with their name, workplace, and favorite team. The team is reaching out to novelty sportswear shops and sports fans to gauge their interest in this concept.	Plan sent 11/21	8 weeks
Emily McTavish	Ms. McTavish is interested in understanding the needs of STEM educators who are trying to teach in the areas of evolution, ecology, and genetics. She has developed tools that help people see how related various species are. One concept would be a game where people guess which species are related to each other the most closely. It could be developed as software, or perhaps as a game that is played in the classroom.	Pending	5 months
Jorge Aguilar	Mr. Aguilar has developed a software that can be used to track graduation requirements for middle school and high school students. He is interested in discovering the best applications for his technology.	Pending	1 Month

11/30/2016	Winston Cone Optics	Outgoing Patent License	Roland Winston	Negotiation
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Agreements

Non-Disclosure Agreements

There have been no Non-Disclosure Agreement (NDA) requests in the month of December.

Material Transfer Agreements

There have been no Material Transfer Agreement (MTA) requests in the month of December.

Invention Disclosures

Faculty	School	ID Title	Date Disclosed	Status
Roland Winston	NS	Combined Heat And Electricity Solar Collector With Wide Angle Concentrator	11/14/16	Submitted to UCOP, no MRP has been initiated
Stefano Carpin	ENG	Robotic Aided Data Collection Under Tree Canopies	5/11/16	Submitted to UCOP, no MRP has been initiated

Research Agreements

Start Date	Organization	Agreement Type	Faculty/PI	Status	Project Length of Time
11/29/2016	Teva	Sponsored Research Agreement	Benjamin Stokes	Negotiation: Post-SRS Approval	Less than one week
10/10/2016	Merck	Incoming MTA	Clarissa Nobile	Negotiation: post SRS approval	1 month
10/18/2016	IBM	Incoming MTA	Chris Kello	Negotiation: post SRS approval	2 weeks
4/20/2016	Schaeffler	Sponsored Research Agreement	Ashlie Martini	Negotiation: Post SRS approval	8 months
11/28/2016	Nexogen	Teaming agreement	Miriam Barlow	Negotiation	Less than one week
11/11/2016	Genentech	Research Agreement	Fred Wolf	Completed	1 week

License Agreements

Start Date	Organization	Agreement Type	Faculty/PI	Status
11/30/2016	Eirene Technologies	Outgoing Patent License	Michael Scheibner	Finalized
11/30/2016	Winston Cone Optics	Outgoing Patent License	Roland Winston	Negotiation

Intellectual Property Portfolio

Provisional Patents

There are no active provisional patents in the portfolio.

Active Patent Cooperation Treaty (PCT) Applications

Faculty	Title	PCT File Date	Countries Filed In	Expenses for Entire Case	Total Spent this month	Deadline Status
Michael Cleary	A combinatorial system for a cell type-specific RNA labelling and purification	03/18/2016	None	\$8,972.00	\$138.60	National/Regional Application Due 9/23/17
Raymond Chiao	Communication and navigation via gravitational radiation at microwave frequencies	02/25/2016	None	\$17,188.60	\$0	Foreign Applications Due 2/25/17
Linda Hirst	Nanoparticle shells formed by a nematic liquid crystal templating process	12/22/2016	None	\$11,982.11	\$0	Approximate deadline for Foreign Applications 12/22/16
Yanbao Ma	A battery thermal management system based on mini-channel technology	09/09/2014	EP, JP, KR, MX	\$45,526.54	\$535.53	N/A
Michael Scheibner	Nanoscale field-effect transistor for phonons	01/30/2015	JP, EP, CN, US	\$37,762.35	\$5,042.10	N/A
Roland Winston	Internal compound parabolic concentrator (ICPC)	04/29/2013	US, CN	\$35,150.25	\$237.50	N/A
Gerardo Diaz	Mini-Channel Based Evacuated Tube Solar Collector	7/07/2009	CN, IN, US	\$95,439.88	\$49.50	N/A
Roland Winston	Multiple Surface Applanatic Concentrator with total internal reflection option	10/23/2009	US	\$27,624.15	\$0	N/A
Roland Winston	Improved Luminescent Solar Energy Concentrator	07/27/2011	ES	\$66,539.46	\$0	N/A
Roland Winston	High Temperature Non-Tracking Solar Thermal Concentrating Collector With Fluid Filled Evacuated Tube, Flow Through Heat Transfer	11/21/2008	IN	\$151,278.53	\$0	N/A

Active Patents

Faculty	School	ID Title	Law Firm	IP Status	License Status	Total Spent this month	Total Spent on Project
Clarissa Nobile	NS	Inhibition and Disruption of Fungal and Bacterial Biofilms Using Specific Amino Acid Formulations	MC&E	Utility Patent	No active license	\$0	\$0
Matthew Hirota	Facilities	Round Multi-Section Recycling Bin	F&L	Utility Patent	Exclusive license	\$0	\$12,737.72
Jennifer Lu	ENG	Novel Responsive Polymer System and Its 1D Nanohybrid Thin Films	SLW&K	Utility Patent	No active license	\$0	\$45,981.90
Roland Winston	NS	Multiple Surface Appalantic Illuminator Total Internal Reflection Option	F&L	Utility Patent	No active license	\$0	\$27,624.15
Roland Winston	NS	New Method For Nonimaging Design	F&L	Continuation in Part	No active license	\$0	\$51,402.25
Roland Winston	NS	New Methods for Nonimaging Design	F&L	Utility Patent	No active license	\$0	(same as above)
Gerardo Diaz	ENG	Mini-Channel-Based Evacuated-Tube Solar Collector	F&L	Utility Patent	No active license	\$0	\$93,060.88
Roland Winston	NS	Multiple Surface Aplanatic Concentrator with Total Internal Reflection Option	F&L	Utility Patent	No active license	\$0	\$37,436.63
Roland Winston	NS	High Temperature Non-Tracking External CPC Solar Thermal Concentrating Collector Heat Pipe Heat Transfer	F&L	Utility Patent	No active license	\$0	\$35,455.66
Roland Winston	NS	Improved Luminescent Solar Energy Concentrator	F&L	U.S. Exp/Aban - FF Actv	No Active License	\$0	\$66,539.46
Roland Winston	NS	High Temperature Non-tracking Solar Thermal Concentrating Collector with Fluid Filled Evacuated Tube, Flow Through Heat Transfer	F&L	U.S. Exp/Aban - FF Actv	No Active License	\$0	\$151,278.53
Roland Winston	NS	Concentrating Photovoltaic System Using a Fresnal Lens and Nonimaging Secondary Optics	F&L	U.S. Exp/Aban - FF Actv	No Active License	\$0	\$158,808.73

*Law firm abbreviations: MC&E=McCarter & English LLP, F&L=Foley & Lardner, SLW&K= Schwegman, Lundberg, Woessher Kluth LLC

Table 3: Current Venture Lab Members by Category

Business Concept	Name	Member Type
Arconi Solutions	Jose Liquete	Affiliate
Pacific Airwell	Jeff Lamberson	Affiliate
ArqBravo Group	Eduardo Javier Munoz	Affiliate
ArqBravo Group	Miguel Bravo	Affiliate
My Name T	Lawrence DeSilva	Affiliate
Pacific Airwell	Alfred Foley	Affiliate
Farb Guidance Systems	Jon Carlson	Affiliate
Life Saving Images	Brenda C. Wiley	Affiliate
Life Saving Images	Jim Drury	Affiliate
Life Saving Images	Riki Thoreson	Affiliate
Life Saving Images	Vicky Montoya	Affiliate
BEAT	Katherine Teresi	Alumni
BEAT	Michael Umer	Alumni
Puzzle Game	Christian Moe	Alumni
Staks	Daniel Freitas	Alumni
Staks	Sovanarry Phy	Alumni
Sweep Energy	Agustin Roldan	Alumni
Sweep Energy	Matvejs Fostiropuls	Alumni
Sweep Energy	Yi Lu	Alumni

St. Vincent's Solutions	Michael Urner	Alumni
Yosemite Excursions	Bill King	Community
Merced Youth Connect	Aaron Lequia	Community
Merced Youth Connect	Greg Culot	Community
Merced Youth Connect	Megan Sims	Community
Merced Youth Connect	Emily Tolsma	Community
Yosemite Water Recycling Inc.	Lester Bridges	Community
Yosemite Water Recycling Inc.	Stan Bissmeyer	Community
Eirene Technologies	Michael Scheibner	Faculty
Your Rain Systems	Justin Hicks	Faculty
Cell Scaffolding	Dimitrius A. Khaladj	Graduate Student
FireWalker	Theo Crouch II	Graduate Student
FireWalker	Mark Kosier	Staff
Sweeties's Yum House Kitchen	Dawn Troom	Staff
LaunchList	Michael Andemeskal	Undergraduate
Arthritic Handbags	Aman Lakhanpal	Undergraduate
Drone Dome	Joseph Ikuta	Undergraduate
Eirene Technologies	Michael Simon	Undergraduate
Eirene Technologies	Nickolas Simon	Undergraduate
Grocery Shopper	Hazell Montes De Oca	Undergraduate
Grocery Shopper	Jennifer Zamora	Undergraduate

MapCat	Evgeny Panferov	Undergraduate
PantrySense	Brenda Yu	Undergraduate
Staks	JiQi Huang	Undergraduate
Sweep Energy	Tamba Balde	Undergraduate
Smart Walker	Jennifer Zamora	Undergraduate