iiED Vision: The iiED vision is to become a leading center for business and social entrepreneurship training, research and regional economic development on the West Coast.

iiED Mission: The iiED will achieve its vision by:
- developing knowledge, expertise and financial resources needed to create and support a vibrant entrepreneurial community and successful, growing businesses and social ventures;
- offering educational programming and events to foster economic development and jobs through innovation and entrepreneurship in the greater Monterey Bay region; and
- collaborating with regional and global public and private institutions to develop and deliver programs and events for the university community and the region to connect the local economy to the global market place.

1. Activities
During the 2014-2015 year, the Institute for Innovation and Economic Development (iiED) offered the following activities to 809 participants:

- Entrepreneurship Forums:
  - Protecting Intellectual Property 10/14/2014, 115 participants
  - Tales from the Trenches 3/2/2015, 86 participants
- Google Android Bootcamp at CSUMB on March 6, 2015, 35 participants
- Ideas of March Hackathon at CSUMB from March 13-15, 2015, 75 participants (66% increase from 2014), developed eight mobile prototype APPs for community partners
- Innovation Salons:
  - Innovation & Big Data at CSUMB on November 7, 2014, 22 participants
  - Conventional & Alternative Energy at CSUMB on February 6, 2015, 37 participants
  - Making Learning Mobile & Social at CSUMB on April 24, 2015, 22 participants
- Int'l symposium (1/23-25/2015), 20 participants from Peking University’s Executive Education program
- Int'l symposium (4/26-5/1/2015), 33 participants from Thammasat University’s Executive MBA program.
- Pitch and Demo Meetups:
  - At Open Ground Studios on November 6, 2014, 14 participants
  - At Coast Weekly Press Club on December 4, 2014, 11 participants
• Startup Challenge
  o First Round Presentations at CSUMB on March 17, 2015 - 67 companies and 80 participants
  o Final Round & Venture Showcase at CSUMB on May 5, 2015 - 23 finalists compete, 171 participants attended (50% increase from 2014)
  o Many of these participants also attended preparatory workshops:
    ▪ Introductory workshops around region (2/3/2015)
    ▪ Workshops for Finalists around region (4/28/2015, 4/29/2015)
• Startup Weekend Monterey Bay at CSUMB from January 23-25, 2015 - 88 participants (33% increase from 2014), formed 14 companies

In addition to these events, iiED was also active in and contributed to:
• Hosting and updating 3 websites and 5 social media sites.
• Hosting and managing the Monterey Bay Entrepreneurs and Innovators Meetup with close to 400 members
• Maintaining a mailing list of 940 for iiED and sending out periodic email blasts
• Applied for grants and sponsorship funding for events

In addition, iiED staff connected community & business groups to other campus departments:
• Introduced Next Space CEO to Monterey landowner - for potential new Next Space
• Assisted Steinbeck Innovation to assist them in writing EDA grant
• Participated Stanford University Design-School “Design Thinking” boot camp
• Participated in Monterey Bay Crescent Ocean Research Consortium (MB CORC) http://www.mbcorc.net/
• Collaborated with Keiretsu Forum CEO Randy Williams and other executives to bring the Forum to Monterey Bay region
• Discussed MIIS Center for Social Impact on joint training program http://www.miis.edu/academics/researchcenters/social-impact
• Supported AG-Tech Meetups in Salinas and Watsonville
• Supported the implementation of Startup Grind Meetup (with a CSUMB student and a local entrepreneur)
• Grew business mentoring through Startup Challenge and Startup Weekend - list of 80 potential mentors and judges
• Innovation Salon - connected College of Education and CalStateTeach and College of Science with Silicon Valley startup - http://www.edcast.com/
• Innovation Salon connected Panoche Valley Solar Farm Project in San Benito County and Chevron with Environmental Science faculty and students
• Completed Economic Impact study for the Salinas Sports Center and Monterey Jazz and Music Experience lead by COB faculty with student research assistants
• Started Economic Impact study for Mazda Raceway Laguna Seca races led by COB faculty with student research assistants
• Contracted with Salinas Rodeo to do economic impact data collection
• Innovation Salon connected campus data research faculty in College of Science and College of Business and the Naval Post Graduate School to Silicon Valley startup, Innovaccer; http://www.innovaccer.com/
• Established new relationships and enhanced existing relationships Huawei, Aruba Networks, Google, Kenshoo, Electronic Arts, Driscolls, Tanimura & Antle for future
collaborations
- Introduced COB marketing faculty to Kenshoo, Inc.
- Supported and collaborated with the Santa Cruz Tech Meetup
- Supported the UC Santa Cruz Hackathon

2. **Fiscal year financial report summarizing the nature, source, and amount of funding (including grants, gifts, and contracts received) and operating expenses.**

<table>
<thead>
<tr>
<th>Source of Revenue</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>COB E-MBA</td>
<td>$ 85,230</td>
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<tr>
<td>Student fees grants</td>
<td>2,650</td>
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<tr>
<td>Event Income</td>
<td>18,900 (a)</td>
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<tr>
<td>Economic Development reports</td>
<td>8,000</td>
</tr>
<tr>
<td>Donations &amp; Sponsorships</td>
<td>64,690</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$ 179,470</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Salaries &amp; Benefits</td>
<td>$ 83,610 (b)</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>3,330</td>
</tr>
<tr>
<td>Event expenses</td>
<td>62,410 (c)</td>
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<tr>
<td>Economic Development reports</td>
<td>6,750</td>
</tr>
<tr>
<td><strong>TOTAL EXPENDITURES</strong></td>
<td><strong>$156,100</strong></td>
</tr>
</tbody>
</table>

**NET INCOME** $23,370

(a) Event income is primarily from training programs: $13,980 from Thammasat University’s e-MBA and $2,000 from Peking University’s Executive Education.

(b) Reflects part time Program Specialist (.6FTE) and student assistant only. In addition to these direct personnel costs, the part time Director volunteered all year and two courses (4 credits each) were bought out for the part time Executive Director.

(c) In addition, $3,370 was paid directly by other departments to pay for students to participate in Startup Weekend and Ideas of March Hackathon.

During 2014-2015 iiED staff obtained financial support from the following categories: (1) Grants & Donations, (2) Events & Training, and (3) Research Studies:

1. **Grants & Donations awarded during 2014-2015:**
   - $74,993 in EDA Technical Assistance grant (May 2015 through April 2016)
   - $2,650 from CSUMB Student fee grants for:
     - $1,250 for Ideas of March
     - $1,000 for Startup Challenge
     - $400 for Entrepreneurship Forums
   - $63,750 cash sponsorships for Startup Challenge competition from:
     - $25,000 from FORA
     - $15,000 from Wells Fargo
     - $5,000 each from City of Salinas and Central Coast SBDC/Doing What Matters
     - $2,500 each from AT&T and PG&E
     - $2,500 each from City of Seaside
● $1,500 each from City of Pacific Grove and City of Sand City
○ $1,000 each from Steinbeck Innovation, 1st Capital Bank
○ and $1,250 in misc. donations/sponsorships

● In-kind donations for Startup Challenge from:
○ $2,850 in advertising from MC Weekly
○ Free advertising and marketing from Santa Cruz Tech Beat and Monterey County Business Council
○ Free rental for workshops from CruzioWorks

● Sponsorships for Ideas of March Hackathon
○ $500 cash from Buzztouch
○ $200 in-kind donations for prizes from CalGE
○ Free marketing from Monterey County Business Council

● Sponsorships for Startup Weekend Monterey Bay
○ $2,500 cash from City of Salinas
○ $1,140 in-kind donations of food and refreshments from Taylor Farms, Costco & Peter B’s
○ Donated lanyards from Geiger and free promotional advertising from Santa Cruz TechBeat and Monterey County Business Council

○ Other grant activities during 2014-2015:
○ Applied for $100K from Blackstone Foundation in October 2014 (not awarded)
○ Applied for $50K from Venture Foundation in May 2015 (pending)
○ Coordinated with Steinbeck Innovation on potential regional EDA grant in Dec 2014 (did not submit – will be used to develop multiyear EDA grant)
○ In process for applying for a multiyear grant from EDA (deadline summer 2015)

(2) Events & Training during 2014-2015:
• $13,980 from Thammasat University’s e-MBA training program
• $2,000 from Peking University’s Executive training program
• $2,920 from Startup Weekend participants (non-student)

(3) Research Studies during 2014-2015:
• $45,000 for Monterey Bay Energy Partnership (submitted for 2015-2016)
• $15,000 for Mazda Raceway Laguna Seca Economic Impact study (awarded for May 2015-January 2016)
• $15,000 for Salinas Rodeo Economic Impact student (awarded for July-August 2015)
• $15,000 for City of Monterey Asset Inventory study (submitted for 2015-2016)
• $10,000 for Monterey International Jazz & Music experience market study (awarded & in process)
• $5,000 for Salinas Sports Center Economic Impact study (completed)

3. Faculty, staff and student personnel

Part time personnel of iiED:
● Director: Dr. Eric Tao - faculty and chair of School of Computing & Design (SCD) (volunteer)
● Executive Director: Dr. Brad Barbeau - College of Business (COB) faculty (buy out time & volunteer)
● Program Manager: Mary Jo Zenk, iiED
● Student Assistants: Kyle LaPierre, Chris Pon (for Startup Challenge only)
- Other Assistants: Rebecca Malsin (for Startup Challenge only)
- Jarrett Bachman, iiED Faculty Associate & COB faculty (for Economic Development project - paid time)
- Miguel Lara, iiED Faculty Associate & SCD faculty (volunteer for Ideas of March Hackathon)
- Heiko Wieland, iiED Faculty Associate & SCD faculty (volunteer for Startup Weekend and Startup Challenge)
- Al Budris, COB Lecturer (volunteer for Startup Weekend & Startup Challenge)
- Bob Devenzi, COB Lecturer (volunteer for Startup Challenge)
- Mark Peterson, COB Lecturer (volunteer for Startup Challenge)
- Jonathan Shu, SCD Lecturer (volunteer for Ideas of March Hackathon)

In addition, iiED appreciates the generous volunteer support from over 100 faculty, staff, students and especially business and community leaders this past year to make our events so successful, including:

- **Fall Entrepreneurship Forum, Protecting Your Intellectual Property on 10/14/2014**
  - Shyam Kamath, Dean, COB
  - Brad Barbeau, iiED & COB
  - Kyle LaPierre, COB student
  - David LaRiviere, LaRiviere, Grubman, PC
  - Gregory Murphy, Landmark Intellectual Property Law, PC
  - Elizabeth Powers, Silicon Valley Law Group
  - Mark Good, Terra Law, LLP
  - Mary Jo Zenk, iiED

- **For Spring Entrepreneurship Forum, Tales from the Trenches on 3/2/2015**
  - Shyam Kamath, Dean, COB
  - Brad Barbeau, iiED & COB
  - Maeve Du Toit, WaterCity
  - AnnElise Emerson, Light and Motion
  - Kyle LaPierre, COB student
  - Katie Raquel, Katie’s Cold Press
  - Don Romeka, Extreme Impact
  - Denese Sanders, Open Ground Studios
  - Mary Jo Zenk, iiED

- **Innovation Salon: Innovation & Big Data on 11/7/2014**
  - Babita Gupta, COB
  - Kanav Hasija, Innovaccer
  - Eric Tao, iiED & SCD
  - Mary Jo Zenk, iiED

- **For Innovation Salon: Conventional & Alternative Energy on 2/6/2015**
  - Kristina Chavez Wyatt, Farmhouse Communications
  - Daniel Fernandez, Division of Science and Environmental Policy
  - Tiffany Ly, SCD student
  - John Pimentel, White Hat Renewables and Foundation Windpower
  - Eric Tao, iiED & SCD
For Innovation Salon - April 24, 2015
- Jeff Bell, CTO Advanced Learning Trust
- Catherine Casserly, Learning Networks of EdCast
- Lisa Chang, CEO Advanced Learning Trust
- Gordon Freedman, Director, The National Laboratory for Education Transformation
- Alice Flor, Director, CalStateTeach
- Tiffany Ly, SCD student
- Karl Mehta, EdCast, Inc.
- Eric Tao, iiED & SCD
- Caroline Williams, University Development

For Pitch & Demo Meetups - 11/6/14 & 12/4/14
- Brad Barbeau, iiED & COB
- Erik Cushing, Monterey County Weekly
- Kyle LaPierre, COB student
- Maeve Murphy, WaterCity
- Denise Sanders, Open Ground Studio
- Ben Holber, Yoderm
- Eric Tao, iiED & SCD
- Mary Jo Zenk, iiED

- Marsha Moroh, Dean, College of Science
- David Book, Buzztouch
- Keith Gudger, community volunteer
- Tyler Jackson, SCD student
- Kyle LaPierre, COB student
- Miguel Lara, SCD
- Mary Ann Leffel, MCBC
- Kenneth Lontoc, SCD
- Tiffany Ly, SCD student
- Andrea Paredes, SCD staff
- Tara Peters, SCD student
- Gabriel Radinsky, SCD student
- Eric Tao, iiED & SCD
- Mary Jo Zenk, iiED

For Android App Bootcamp - 3/6/2015
- David Book, Buzztouch
- Kenneth Lontoc, SCD
- Eric Tao, iiED & SCD
- Mary Jo Zenk, iiED

For Startup Weekend Monterey Bay - 1/23-25/2015
Shyam Kamath, Dean, COB
Al Budris, COB
Brad Barbeau, iiED & COB
Chris Chang, UP Global
Ted Cocheu, SCD
Matthew Coombs, Hartnell College
Chuck Erickson, CECO Innovation, LLC
Doug Erickson, Nanigans & Santa Cruz Tech Meetup
Paul Fuller, CSUMB alumni
John Gunther, Hewlett Packard (retired)
Jenny Hardy, Moxie Lab
Karen Hargrove, Microsoft (retired)
Kyle LaPierre, COB student
Niki Manby, Visa
Jennifer Martinez, University Advancement
Eric Mendelson, 1st Capital Bank
Jeremy Neuner, NextSpace
Brooks McChesney, Vidient Systems
Lou Panetta, COB
Patty Parossi, CISCO
Elizabeth Powers, Silicon Law Group
Ken Rosen, ShopDinePlay
G Stearns, Stearns & More Capital
Heiko Wieland, COB
Eric Tao, iiED & SCD
Maija West, Moxie Lab
Andrew Van Valer, Slingshot
Mary Jo Zenk, iiED

Thammasat University symposium - 4/26-5/1/2015
Shyam Kamath, Dean, COB
Clarisa Avila, University Advancement
Brad Barbeau, iiED and COB
Greg Bistline, University Advancement
Brian Elliott, Google
Michael Marcus, Marcus Partners LLC
Jennifer Martinez, University Advancement
Eric Tao, iiED & SCD
Mary Jo Zenk, iiED
Aruba Networks:
- Ozer Dondurmacoglu, Senior Director, Product & Solutions Marketing
- Stephen Gin
- Dametra Cafe
- Bashar Al-Sneeh
Driscolls:
- Fran Dillard
- Kyle Register
- Stephanie Ruhl
Electronic Arts:
• Sharon Andrews
• Jon Farmer
• Imelda Oki
• Julie Wynn
o Google:
  • Antony Ho
  • Tran Ngo
  • Pete Nuchanatanon
  • Jason Sanmiya
o Huawei Enterprises, USA:
  • Rain Du, director, Business Development
  • Young Wan, Senior Network Product Manager
  • Patrick Lin, Director of IT Solutions
o Kenshoo:
  • Aaron Ashworth
  • Shirley Grill-Rachman
o Light & Motion:
  • Ann-Elise Emerson
  • Daniel Emerson
o Pebble Beach:
  • Dann Achen
  • Kathleen Johnsen
  • Tim Ryan
o Tanimura & Antel
  • Caitlin Antle Wilson

• For Startup Challenge - 11/2014 thru 5/2015
  o President Eduardo Ochoa
  o Shyam Kamath, Dean, COB
  o Mark Andino, 1st Capital Bank
  o Clarisa Avila, University Advancement
  o Brad Barbeau, iiED & COB
  o Alan Barich, Barich Business Services
  o Chuck Boggs, Paladin Ventures
  o David Book, Buzztouch
  o Al Budris, COB
  o Kristina Chavez-Wyatt, Farmhouse Communications
  o Rock L. Clapper, NGB Markets
  o Ted Cocheu, SCD
  o Bud Colligan, South Swell Ventures
  o Erik Cushman, Monterey County Weekly
  o Bob DiVincenzi, COB
  o John Dicconson, TechCare Now
  o Chuck Erickson, CECO Innovation, LLC
  o Doug Erickson, Nanigans & Santa Cruz Tech Meetup
  o Rosana Gianini, CSUMB SBDC
  o Catherin Hambley, psychologist
  o Robert Janssen, Pebble Beach
4. Organizational structure

The current approved structure for iiED includes:

Director of iiED - reports to Dean of College of Business
Executive Director of iiED - reports to Dean of College of Business
Program Manager - reports to Executive Director of iiED
Faculty Associates - report to Executive Director of iiED (for iiED programs)
Student Assistants - reports to Program Manager

During summer 2015, iiED will set up an Advisory Committee.

5. Space used

Since 2011 iiED has an office suite (209) located in the University Corporation building (201) on campus. We have used the University Center, the Media Learning Center and some classrooms and conference rooms for various events and meetings.
iiED anticipates moving into the new Business and Information Technology (BIT) building in the summer of 2015.

**Monterey County Business Council:** Since 2011, iiED has shared office space on the campus with the Monterey County Business Council (MCBC). The MCBC was instrumental in helping CSUMB establish iiED and provided volunteer staff support the first 18 months. The MCBC plays an important role in advocating and providing leadership on important issues for businesses and economic development both for Monterey County and the tri-county region, including:

- In 2012 MCBC opened the Monterey Bay Procurement Technical Assistance Center (PTAC) with a federal grant from the US Department of Defense to assist small businesses to access government contracts. The CSUMB’s SBDC refers its clients to the Monterey Bay PTAC for government contracting assistance. The Monterey Bay PTAC has helped bring over $123 million in government contracts to 58 businesses in California including $46 million to 14 businesses in the Monterey Bay region. Their staff of two supports 658 clients and shares offices with iiED on the CSUMB campus. For more information see [http://montereybayptac.org/](http://montereybayptac.org/).

- MCBC lead efforts and provided key administrative support to develop a new nonprofit organization, the Monterey Bay Economic Partnership (MBEP) (incorporated in June 2014 and hired staff in January 2015). The MBEP promotes a regional branded outreach to stimulate investment and business attraction, retention, expansion and creation in Monterey, San Benito and Santa Cruz counties. For more information see [http://mbep.biz/](http://mbep.biz/).

MCBC anticipates moving to a new location off campus in the summer of 2015.

6. **Proposed budget for the upcoming year (revenue and expenditures), and identified source of funding**

<table>
<thead>
<tr>
<th>REVENUE:</th>
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<tbody>
<tr>
<td>Grants</td>
<td>$247,980</td>
</tr>
<tr>
<td>COB &amp; CSUMB match</td>
<td>$ 75,030</td>
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<tr>
<td>Event income</td>
<td>$ 67,500</td>
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<tr>
<td>Sponsors &amp; Donations</td>
<td>$100,000</td>
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<tr>
<td>Economic Development reports</td>
<td>$ 57,000</td>
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<tr>
<td>TOTAL REVENUE</td>
<td>$547,510</td>
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</table>

<table>
<thead>
<tr>
<th>EXPENDITURES:</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Salaries &amp; Benefits</td>
<td>$253,950 (a)</td>
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<tr>
<td>Operating expenses</td>
<td>$ 34,860</td>
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<tr>
<td>Event &amp; program expenses</td>
<td>$207,440</td>
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<tr>
<td>Capital equipment</td>
<td>$ 15,000</td>
</tr>
<tr>
<td>TOTAL EXPENDITURES</td>
<td>$511,250</td>
</tr>
</tbody>
</table>

| NET INCOME                    | $ 36,250   |

(a) Increases Program Manager to full time (add .3FTE). Buy out 2 courses each per
semester for Ex. Dir. and fund additional overtime (1 day per week) for Director. These costs can be included in new EDA grant and/or as match.

iiED will be located in the new Building and Information Technology building.

7. Connection to the University and impact of activities on the academic program(s) of the University

iiED’s programs and events are offered to students, community members and business leaders, which has increased opportunities for potential internships and employment for students and also encouraged more community members and business leaders to get involved on the campus. iiED events have also proven beneficial for the University Development staff to develop new leads and foster relationships with business leaders and potential funders. These events generate positive press for the university and showcase the university’s commitment to support regional economic development.

In 2013-2014 the Startup Weekend Monterey Bay was offered as a 1 credit Special Topics course which increased student interest and participation. In 2014-2015 we changed this course to a 2 credit course and significantly increased student participation. We anticipate doing this again both for Startup Weekend and possibly for Ideas of March. These weekends provide hands-on experiential learning that are excellent for our students. It provides them with another career path (self-employment) which may enable them to stay in our region.

The Entrepreneurship Forum series provides an opportunity for all students. Although it has been used primarily for the business classes other students and community members come to hear about current issues from those working in the field. It has provided great conversations in follow-up classes. This year’s topics, Protecting Your Intellectual Property and Tales from the Trenches were also broadcasted on the University’s weekly television show.

The Innovation Salons provide opportunities to discuss cutting edge research and business activities across the university disciplines and with business leaders. This year’s Innovation Salons connected several businesses along with CSUMB faculty on the topics of Big Data, Energy and Mobile Learning. These conversations made new connections for potential student internships, collaborative research, and funding with these companies.

Several students applied their entrepreneurial ideas generated in iiED programs to their academic learning, leading to internships and capstone projects. iiED plans to continue support and encourage multi-disciplinary entrepreneur capstone projects. This year iiED sponsored a summer “Startup Experience” internship course for 15 students working with startup companies.

We organized the American Business Excellence (ABE) Corporate Visit Program in the Silicon Valley and Salinas Valley Ecosystem for Thammasat University. This program provided an opportunity for us to increase our connections with companies in Silicon Valley that will enhance campus programs. Marketing faculty members have been in contact with Kenshoo, Inc., one of the companies visited during the Thammasat program, to develop material on cutting-edge marketing practices being developed at Kenshoo that can be shared with our students. Another company, Huawei, made a presentation on campus to several faculty and staff members and are in discussions to sponsor faculty research on networking.
The Startup Challenge is a new business competition and includes a student track. College of Business student teams in the Venture Formation class are strongly encouraged to compete against student teams from other colleges and universities. This year’s Student Division winner was a team of three CSUMB business students.

8. Community service

iiED provides a unique avenue for community and business leaders to connect to the university and assist students as mentors, coaches and judges in various events. As these community leaders get to know our students they have offered them internships and jobs and acted as mentors.

iiED hosted several Meetup events in the community for entrepreneurs in the region to connect which is helping to develop the entrepreneurship spirit in the region.

The Startup Challenge new venture competition supports entrepreneurship in the region through workshops, mentoring and competing for cash prizes that help to fund early-stage startup activities. The Challenge provides educational, motivational, and networking support in an accelerator-like program that has produced many successful companies over its six-year life.

Several iiED events offer opportunities for volunteer community services for students and community members.

iiED assisted several entrepreneurs by providing technical support, feasibility assessment and coaching support to their new ventures. In turn, one of these companies has provided several internships for computer science students to work on software development.

The Ideas-of-March Hackathon offers a unique opportunity for student teams to work with local nonprofits and small businesses to develop an APP that can help them. Some of these student teams continue to work with these organizations to develop their prototype APPs into viable APPs as their Capstone project, as a volunteer, internship or a future job.

9. Plans for future activities

Building on the foundation of events and activities already implemented by iiED, and recognizing the value of the relationships that have been built through those activities with community members, iiED plans to expand its events and programming to further enhance entrepreneurship in the region and entrepreneurial opportunities for our students.

iiED plans to apply for additional grants and offer several programs that will generate revenue to help support iiED operations in the future. These revenue generating programs include an International Researcher Program and Executive Development Programs focused on innovation, entrepreneurship and economic development.

One grant in particular, an EDA Economic Adjustment grant, is being applied for in order to create a more connected entrepreneurial community and establish a “virtual incubator” to serve
student teams and community entrepreneurs. This grant would provide the capability to link various shared workspaces in the region and to create high-quality programming to distribute through this network.

iiED plans to develop an interdisciplinary Capstone or other type of course with students across the campus to take the creative Capstone ideas developed by students in SCD, Science, Environmental Science and the Arts and have students in the College of Business help develop them into viable businesses. We believe that some of these interdisciplinary courses will generate new student businesses.

iiED plans to develop innovation weekend and summer camps on technology and entrepreneurship for regional middle and high school students. We believe we can benefit many local students, especially from underserved communities.

10. Problems to be addressed

Need office space - in 2015-16 iiED will need three dedicated offices and access to a conference room for 6-10 hours a week, hopefully in the BIT building to maximize the interaction with faculty and students in the Business, Computing and Design programs.

Long term consistent funding for staff - helps with matching funds
- Program Manager full time
- Program Assistant - part time

How to be entrepreneurial entity in a bureaucratic structure?

Need a consistent method to connect iiED to researchers in regional research institutions, such as Naval Postgraduate School, MBARI, MIIS to encourage technology transfer and regional collaboration.

Need to establish an Advisory Board with connection to Silicon Valley and investors.

**J1 Visa** - In order to start the International Researcher Program we need to be able to offer J1 visas. The University’s International Programs has applied for this in the fall of 2014. They had to reapply for this Visa in April 2015. We need this J1 Visa to implement our international scholars program which will generate income for iiED.

**Need for open space for incubation and shared workspace.** In order to start the incubator accelerator and provide shared workspace for student and other new business ventures, iiED will need access to office space in Monterey and Salinas.

-- END OF REPORT --
California State University Monterey Bay
Institute for Innovation and Economic Development (iiED)
2014-2015 Annual Report

Submitted by:

Institute for Innovation and Economic Development
California State University Monterey Bay

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